

KERALA AYURVEDA LTD

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www.keralaayurveda.biz



May 29, 2019

Kerala Ayurveda Ltd – Annual performance for FY 2018-19

Kerala Ayurveda Limited (KAL) was able to recover smartly after the devastating floods in Kerala in August 2018, which hit 3 of KAL's operating units causing major damage to its operations. Despite the significant pressures on operations, sales, staff dislocation and a major increase in short term working capital needs, the company has bounced back to normalcy and ensured growth sustained during the remaining period for the fiscal year.

The manufacturing operations that were carried out at a dedicated contract manufacturer was disrupted due to various issues of the contract manufacturer and the Company was required to consolidate the entire manufacturing with its main factory at Athani. This required the Company to step-up the manufacturing by running additional shift and increasing the manufacturing capacity and manpower.

Despite the above slack in sales during the two months affected by floods and relocation of manufacturing operations, the Company has achieved a revenue growth of 6.45% and a PAT of Rs 113 lacs and consolidated Gross Revenues of the company was Rs 62.06 crores.

The Company has relaunched a robust website, which will be an integrated website for all of the Company's offerings under one roof. The redesigned website adopts the latest technology platform, which has a contemporary design and highly customisable and has micro websites to promote the key focus products (www.keralaayurveda.biz).

The Company launched 73 new products at the annual National Ayurveda Medical Association ('NAMA') event in USA in April 2019. The portfolio of products are tailor made for the USA market and special care has been taken to meet the stringent US FDA compliance requirements. These products meet the extremely challenging US prop 65 compliance standards (the toughest limits regulating Heavy Metal contamination in products) which are required for sale in California, USA. (<http://products.keralaayurveda.us/>)

About Kerala Ayurveda Limited

Kerala Ayurveda Ltd is one of the oldest (founded 75 years ago) full spectrum-Listed Ayurveda companies in the world. The company enshrines the authentic, traditional form of Ayurveda and Yoga from Kerala, with an ancient lineage going back 5,000 years. Its footprint spans Academies, Wellness Resorts, Hospitals, Clinics, Products and Services across India & USA. KAL has over 400 products and touches 70,000 patients / year. KAL Academy, based in California has trained and certified over 2,000 'graduates'. KAL has 6,000 hours of education programs certified by States of California and Washington in USA.

For more information visit us at www.keralaayurveda.biz

Safe Harbor

Certain statements in this release are forward looking statements which involve a number of risks and uncertainties that could cause actual results and outcomes to differ materially from those in such forward looking statements. The risks and uncertainties relate to changes and variations in the project, unexpected delays in development, obtaining regulatory approvals, etc. The statements in this release represent Kerala Ayurveda's expectations and beliefs as of the date of this release. Kerala Ayurveda anticipates that subsequent events and developments may cause these expectations and beliefs to change. However, while Kerala Ayurveda may elect to update these forward-looking statements at some point in the future, it specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Kerala Ayurveda's expectations or beliefs as of any date subsequent to the date of this release.

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