



**emami limited**

Date: 2<sup>nd</sup> August, 2021

The Secretary  
The National Stock Exchange of India Ltd.  
Exchange Plaza, Plot No. C/1, G. Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai - 400 051

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001

Dear Sirs,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of Investor Presentation on Company's Performance for the first quarter ended 30<sup>th</sup> June, 2021.

The aforesaid information is also given on the website of the company [www.emamiltd.in](http://www.emamiltd.in)

This is for your information and record.

Thanking You,

Yours Sincerely,

For Emami Limited

A. K. Joshi

Company Secretary & VP- Legal

(Encl. : As above)



# Navratna *therapy*

## Ayurvedic Stress Relief Oil

*Gives you a cool and rejuvenating  
head massage and better sleep*



Making people healthy & beautiful, naturally

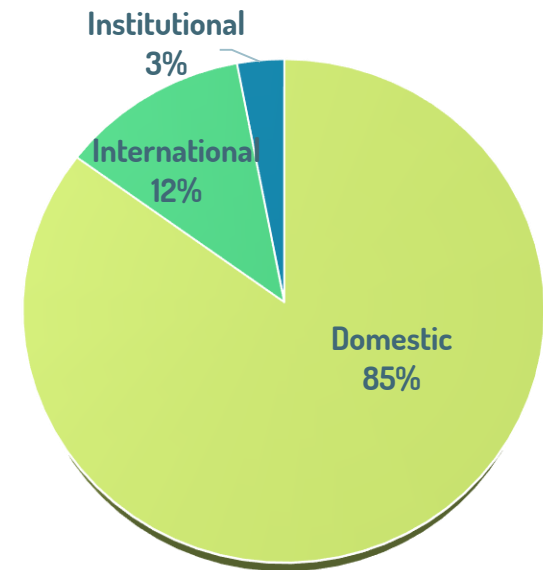
## Q1FY22 Performance Update

2<sup>nd</sup> August 2021

# Q1FY22 Revenue Growth

Key Financials	Growth in Q1FY22 over	
	Q1FY21	Q1FY20
• Domestic Business	42%	5%
• International Business	17%	-9%
• Institutional Business	34%	-17%
<b>Consolidated Net Sales</b>	<b>38%</b>	<b>2%</b>
• Other Operating Income	-21%	-34%
<b>Total Revenues</b>	<b>37%</b>	<b>2%</b>

Q1FY22 Revenue Split



- ▷ 2% growth in Net Sales over Q1FY20 despite impact of 2<sup>nd</sup> wave of COVID
- ▷ 38% volume growth in Domestic Business

# Brandwise Performance (Domestic)

Key Brands	Q1FY22 growth over	
	Q1FY21	Q1FY20
Healthcare Range	59%	95%
Pain Management Range	70%	95%
Navratna Range	21%	-29%
Kesh King Range	53%	2%
BoroPlus Range (excl. Sanitizer)	96%	32%
Male Grooming Range	78%	-47%
7 Oils in One	93%	17%



# New Launches / Packaging Updates



## Navratna Therapy Range

Launched on e-commerce platforms  
- Flipkart, Amazon & Nykaa



## HE Active Range

With core claim – “*bacteria gone, odour gone*” Launched in MT;  
e-commerce launch in July



## Zandu Pancharishta

Introduced dosage cap for  
convenience and driving  
volume growth

# Ad Campaigns

**24 Hour** Clean Protection  
99% Germ-Free upto 24 hours

**HE ACTIVE**

**INTRODUCING HE ACTIVE SERIES**

Based on 24 hours in-vitro patch test for deodorant efficacy  
Based on in-vitro antimicrobial study of active used in formulation

नवरात्र  
एकसड़ा ठंडा तैल के साथ पाएँ,  
एकसड़ा ठंडा एकसड़ा तैल

₹45 का नवरात्र तैल देखें बिल्कुल मुफ्त!

**नवरात्र COOL TALE**  
ACTIVE SERO

50g

Protect your family from Virus & Germs  
Add a capful to your bath water everyday

**BOROPLUS**  
3 In 1 SKIN HYGIENE LIQUID  
Antiseptic • Moisturising • Ayurvedic

Formulated with skin-healing herbs & recommended by Doctors to protect your skin from infections & to moisturise it. Use daily to ensure germ-free healthy skin for the entire family.

MADE TO HEAL. GREAT TO FEEL.

from INDIA'S No.1 Antiseptic Brand BoroPlus

रूखे और बेजान बाल हैं डैमेज की निशानी  
नतीजा हेयरफॉल

पेश है  
केश किंग डैमेज रिपेयर शैम्पू

बालों के डैमेज को रिपेयर करे पहले ही वॉश से

- शिक प्रोटीन और 24 जही-बूटियों के गुणों से भरपूर
- हेयरफॉल घटायें
- बालों का डैमेज दूर करे

**Kesh King**  
INDIA'S No.1 HAIR FALL EXPERT

₹30/- OFF

PROTEIN 21

INDIA'S No.1 Antiseptic Brand BoroPlus

सबसे सेहतमंद। सबसे अमरदार।  
गुड़वाला इंडू च्यवनप्राश

इसमें चीनी नहीं, गुड़ की शक्ति है

**2X इम्युनिटी**

**इंडू च्यवनप्राश**  
गुड़ (केरी)

गुड़ के 100 वर्षों के आयुर्वेदिक अनुभव और अनुसंधान से बना

पौष्टिक तत्व प्रदान करे  
एडी ओरिजिनेट इलावा बढ़ाये  
अव्यक्त प्रतिक्रिया सुधारने में मदद करे

मुफ्त ₹95/- का बोटो-प्लास हेड मैनिटाइजर 200 ml  
गुड़ च्यवनप्राश के 900g पैक के साथ

www.zandu.com

**ZANDU**

**ZANDU Immunity Booster Range**  
Your Real Protector

Build up immunity, bring in happiness for everyone in the family

**इंडू**

Sudarshan Ghanvati | Immuzan\* | Giloy Ghanvati | Khadiradi Gutika

For more information please visit Zandu Customer Care, 317, Connaught Place, New Delhi 110022. Email: customercare@zandu.com

रोज़ की पेट की तकलीफों का शॉर्टकट इलाज नहीं

गैस | भारीपन | बदहजमी | खट्टे डकार | भूख ना लगना

**इंडू पंचारिष्ट**  
आयुर्वेदिक डायजेस्टिव टॉनिक

ऊपरी इलाज नहीं, इंडू पंचारिष्ट अपनाइये 30 दिनों में  
रोज़ की पेट की तकलीफों को जड़ से दूर भगाइये  
दो बड़े चम्मच (30 ml) | दिन में दो बार | 30 दिन

**इंडू पंचारिष्ट**  
Pancharishta

पाचन बनाये  
जड़ से मजबूत  
35 आयुर्वेदिक तत्व  
सार्तो पाचन केंद्रों पर असर करे

डॉक्टर से मुफ्त सलाह के लिये कॉल कीजिये (Monday to Saturday 9am - 6pm): 1800 572 8000

अधिक जानकारी के लिये QR कोड स्कैन कीजिये



# Influencer Marketing

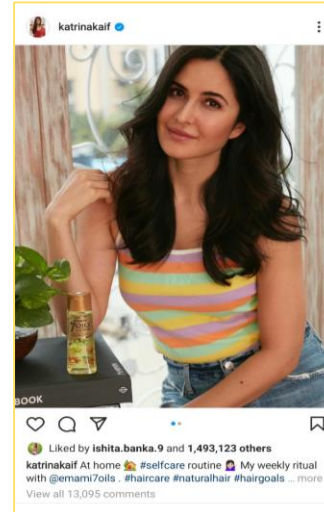


Navratna Student Digital Campaigns with popular YouTube influencers – “Dear Sir”, “Mahatmaji Technical” and “English Connection”

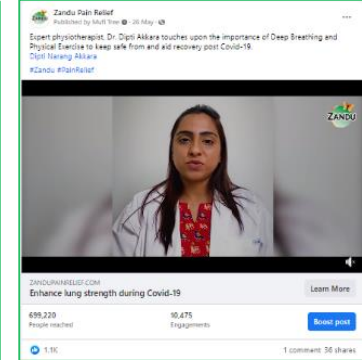
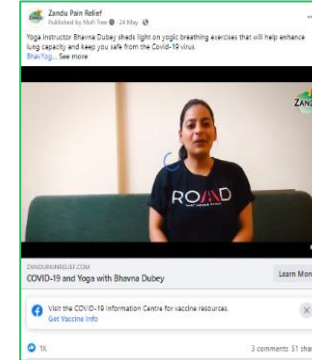
YouTube and Instagram Campaigns for Zandu Ayurvedic Chywanprash with Jaggery with popular influencers



Navratna MAXX Cool Talc Digital Campaign with popular influencers Adil Khan, Shirish, Anjali Arora and Niti Taylor



Katrina Kaif promoted 7 Oils in One from her Instagram handle



Digital connect for Zandu Balm with expert videos –Yoga Instructor, leading physiotherapist

# Digital Activities

**Is Chyawanprash actually good for immunity?**

**1mg Super Tip**

It is not mandatory to drink hot milk after taking Chyawanprash. However, doing so can prevent the slight burning sensation in the stomach that a few people may experience after consuming Chyawanprash.

Now, explore the goodness of jaggery in your chyawanprash. [Buy here](#)

**Diabetes: Enemy of your immunity**

- People with diabetes are more susceptible to developing infections, as high blood sugar levels can weaken the patient's immune system
- Track your blood sugar regularly and never skip a medicine dose

From sugar-free Chyawanprash to Karela Jamun juice, explore all diabetes-friendly immunity boosters here. [Buy now](#)

**HEALTH, HYGIENE & WELLNESS Store**

Sponsored by **ZANDU**

**Immunity Quiz Answer & Win ₹10,000\***

10 Lucky Winners

[Play Now](#)

\*TBC Apply

**HEALTH, HYGIENE & WELLNESS Store**

Discover the secrets to Good health

**Zandu Immunity eBook published in partnership with 1mg.** 5 million consumers reached via mail & push notification, with engagement of ~1.2 million consumers

**Zandu Immunity Quiz used to educate and drive awareness among consumers about Zandu Products on Amazon.** 3.2 lac consumers completed the quiz highlighting benefits across 5 products of Zandu

**Zandu Participated in Health, Hygiene wellness week on Amazon.** 95 million impressions generated

Get **2X** immunity with **Zandu Tulsi Drops** Immunity ka daily dose

- Provides relief from cough and cold
- Helps to maintain healthy respiratory function
- Ayurvedic and Safe

Get **2X** immunity with **Zandu Haldi Drops** Immunity ka daily dose

- Provides relief from cough and cold
- Protects against bacterial infection
- Ayurvedic and safe

Enriched with Turmeric, Cardamom, Clove, and Jaggery

**Stay protected. Be healthy**

**Zandu Ayush Kwath** Immunity ka daily dose

**4 selected Ayurvedic ingredients**

- Boosts immunity
- Protects from viral infections
- Provides relief from cough and cold
- Natural and safe

**ZANDU** WELCOMES **WORLD HEALTH DAY**

With a pledge to **Build a fairer, healthier world**

**ZANDU** celebrates **Mother's Day**

...applauding all the mothers fighting against the pandemic at the front line, in many roles with one common identity of being a Mother, a natural caregiver

cares for all mothers in their pregnancy, lactation and menstrual disorders, arthritic and immunity issues

The Foundation of our Health & Wellness is eternally rooted in the Nature Around Us

This **WORLD ENVIRONMENT DAY** Let's Nurture and Celebrate the Bond

Build up Immunity Naturally with **ZANDU**

**ZANDU Pancharishta**

On International Day of Yoga, Zandu Pancharishta wishes you good health and a strong digestion.

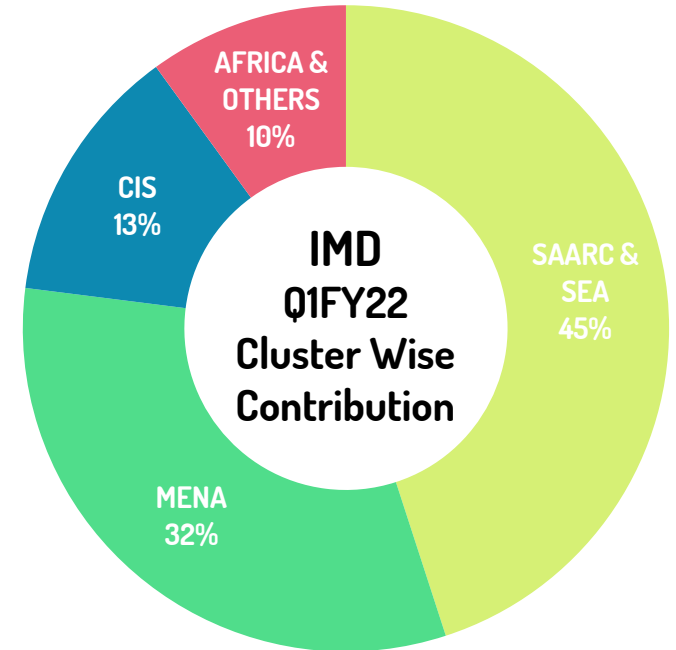
Digital campaign for **Zandu Pancharishta** on International Yoga Day

**E Campaigns for various Zandu Products**



# International Business Performance

- ▶ Sales grew by 17% over PY
- ▶ SAARC & SEA, CIS and Africa grew strongly
- ▶ Creme 21 extended to Premium skin soaps in 4 variants.



- SAARC South Asian Association for Regional Cooperation (Major countries – Bangladesh, Nepal, Sri Lanka etc.)
- SEA South East Asia (Major countries – Malaysia, Myanmar & Singapore)
- MENA Middle East & North Africa (Major countries – UAE, Qatar, Oman, Kuwait, Bahrain etc.)
- CIS Commonwealth of Independent States (Major Countries – Russia, Ukraine etc.)



# Q1FY22 Profitability (Consolidated)

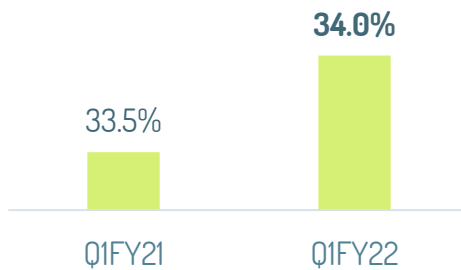
Q1FY22	₹ in crore	Growth over Q1FY21	Growth over Q1FY20	Margins	Margin Growth over Q1FY21	Margin Growth over Q1FY20
Revenues	<b>661</b>	37%	2%			
Gross Profit	<b>436</b>	36%	5%	<b>66.0%</b>	-50 bps	+180 bps
EBIDTA	<b>170</b>	38%	27%	<b>25.7%</b>	+20 bps	+500 bps
PAT	<b>78</b>	97%	98%	<b>11.8%</b>	+350 bps	+570 bps
Cash Profit	<b>161</b>	41%	31%	<b>24.3%</b>	+50 bps	+540 bps

- ▶ Record profits and margins despite pandemic and input cost pressure

# Q1FY22 Financial Analysis

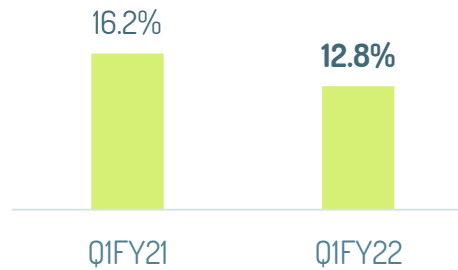
**Cost of Goods Sold**  
(as a % of sales)

**+50 bps**



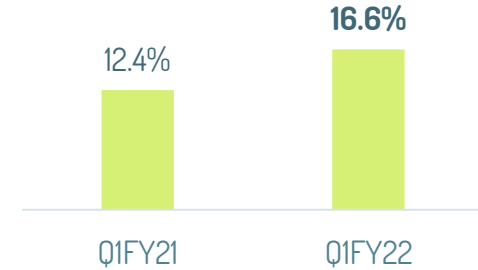
**Staff Costs**  
(as a % of sales)

**-340 bps**



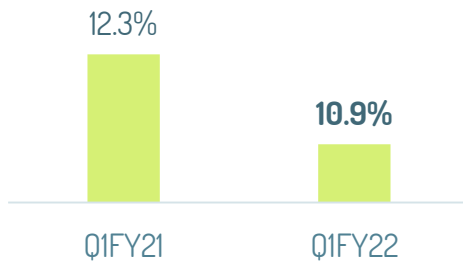
**A&P Costs**  
(as a % of sales)

**+420 bps**

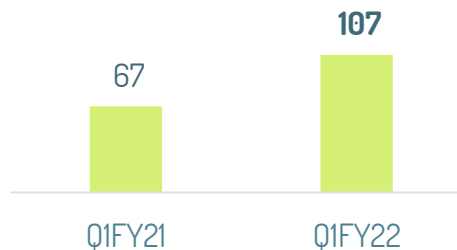


**Admin & Other Exp**  
(as a % of sales)

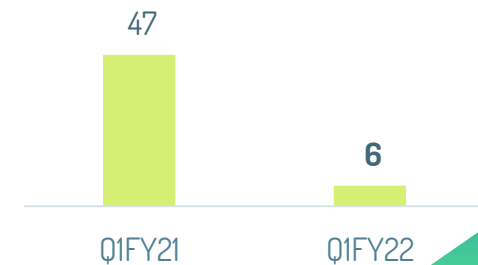
**-140 bps**



**Other Income**  
(₹ in Millions)



**Interest Paid**  
(₹ in Millions)





# Q1FY22 Summarized Financials

₹ in Millions

Particulars	Q1FY22	%	Q1FY21	%	Growth	FY21	%
<b>Net Sales</b>	<b>6,542.4</b>	<b>99.0%</b>	<b>4,728.2</b>	<b>98.2%</b>	<b>38.4%</b>	<b>28,542.6</b>	<b>99.1%</b>
Other Operating Income	67.1	1.0%	85.2	1.8%	-21.2%	262.7	0.9%
<b>Revenue from Operations</b>	<b>6,609.5</b>	<b>100.0%</b>	<b>4,813.4</b>	<b>100.0%</b>	<b>37.3%</b>	<b>28,805.3</b>	<b>100.0%</b>
Materials Cost	2,246.2	34.0%	1,613.4	33.5%	39.2%	9,292.3	32.3%
A&P	1,098.6	16.6%	597.1	12.4%	84.0%	4,581.3	15.9%
Staff Cost	845.0	12.8%	781.3	16.2%	8.2%	3,091.7	10.7%
Admn & Other Exp	722.6	10.9%	591.8	12.3%	22.1%	3,009.4	10.4%
<b>EBIDTA</b>	<b>1,697.1</b>	<b>25.7%</b>	<b>1,229.8</b>	<b>25.5%</b>	<b>38.0%</b>	<b>8,830.6</b>	<b>30.7%</b>
Other Income	107.2	1.6%	67.0	1.4%	60.0%	702.7	2.4%
Interest	6.4	0.1%	47.0	1.0%	-86.4%	132.7	0.5%
Amortisation of acquired TM's/ brands	596.1	9.0%	554.3	11.5%	7.5%	2,678.5	9.3%
Depreciation/Amortisation of other assets	233.9	3.5%	193.6	4.0%	20.8%	991.0	3.4%
<b>PBT</b>	<b>967.9</b>	<b>14.6%</b>	<b>501.9</b>	<b>10.4%</b>	<b>92.9%</b>	<b>5,731.1</b>	<b>19.9%</b>
Tax	174.8	2.6%	94.8	2.0%	84.4%	1,142.1	4.0%
<b>PAT</b>	<b>793.1</b>	<b>12.0%</b>	<b>407.1</b>	<b>8.5%</b>	<b>94.8%</b>	<b>4,589.0</b>	<b>15.9%</b>
Share of Minority Interest & P/L of Associate	(15.2)	-0.2%	(11.1)	-0.2%	36.9%	(41.9)	-0.1%
<b>PAT After Minority Interest &amp; Associate</b>	<b>777.9</b>	<b>11.8%</b>	<b>396.0</b>	<b>8.2%</b>	<b>96.5%</b>	<b>4,547.1</b>	<b>15.8%</b>
<b>Cash Profit (PAT + Dep. &amp; Amortization)</b>	<b>1,607.9</b>	<b>24.3%</b>	<b>1,143.9</b>	<b>23.8%</b>	<b>40.6%</b>	<b>8,216.6</b>	<b>28.5%</b>
<i>EPS - Rs.</i>	1.75		0.88			10.23	
<i>Cash EPS- Rs.</i>	3.62		2.54			18.48	

**Thank You**