



emami limited

Date: 07th February, 2020

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

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata - 700 001

Dear Sir,

Pursuant to Provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of Presentation on Company's Overview.

The aforesaid information is also is also disclosed on the website of the company www.emamiltd.in

This is for your information and records.

Thanking you,

Yours faithfully,
For Emami Limited

A. K. Joshi
Company Secretary & VP- Legal

(Encl. : As above)

नया

ठंड में जकड़न और
सुख्ती से परेशान?
**अब पाओ गर्माहट
और आराम।**

आज ही
आज़माएं!

**नवरत्न
गरम**
आयुर्वेदिक तैल

सर्दियों में ठे
गर्माहट और आराम

सरसों • अदरक • राई
अजमोदन और • दालचीनी के तैल

सर्दी में रोज़ करें
सिर और शरीर पर
इसकी मालिश

9

आयुर्वेदिक तत्व जैसे सरसों,
अदरक, दालचीनी आदि बनायें इसे मालिश के
लिए साधारण सरसों तैल से बेहतर

ठंड में गर्माहट के लिए
लाइये
सर का हीटर!

अधिक जानकारी के लिए 033-86136264
पर कॉल करें


emami* limited

Making people healthy & beautiful, naturally

Q3 & 9MFY20 Performance Update

7th February 2020

Q3FY20 Snapshot (Consolidated)

- ❑ **60% of the portfolio** (*excl. winter portfolio and Male grooming range*) **grew by 10% in volume and by 13% in value in Q3.**
 - Winter portfolio severely impacted due to delayed winters and unfavourable seasonality leading to a decline of **13%**
 - Male Grooming range continues to be under pressure due to the ongoing adverse environment for discretionary consumption leading to a decline of **39%**.
 - IMD and CSD grew by **18%** and **7%** respectively

- ❑ Underperformance of winter portfolio and Male grooming range led to flat revenue growth during the quarter.

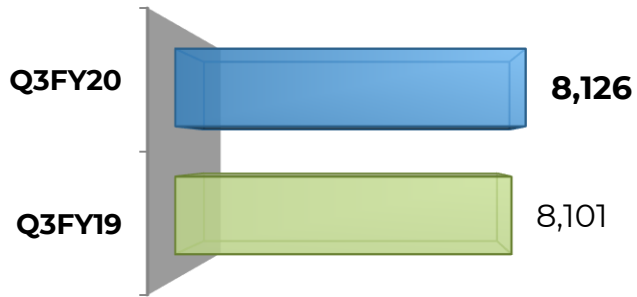
Performance Snapshot (Consolidated)



₹ in Millions

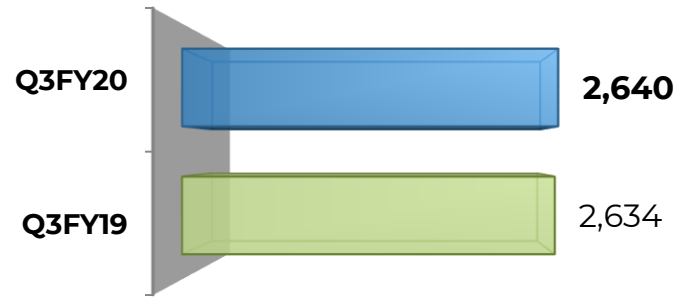
Revenue from Operations

+ 0 %



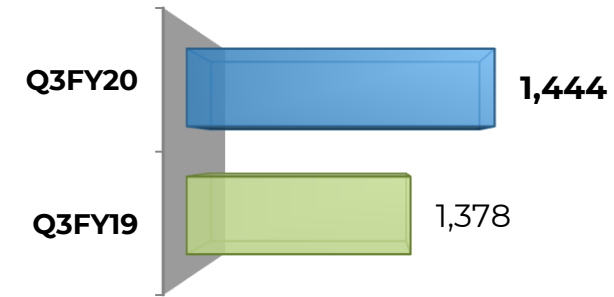
EBIDTA

+ 0%



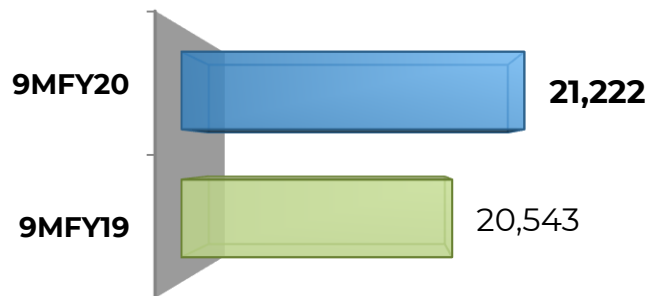
PAT

+ 5 %



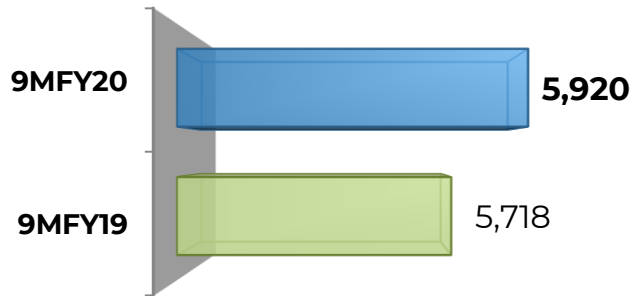
Revenue from Operations

+ 3 %



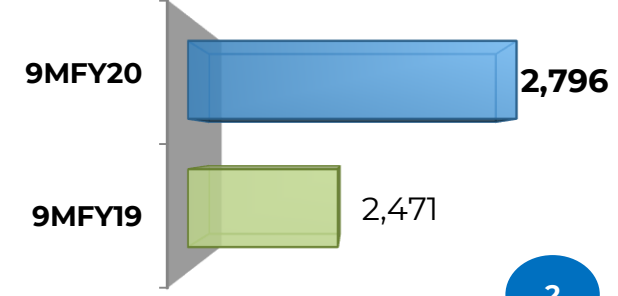
EBIDTA

+ 4 %



PAT

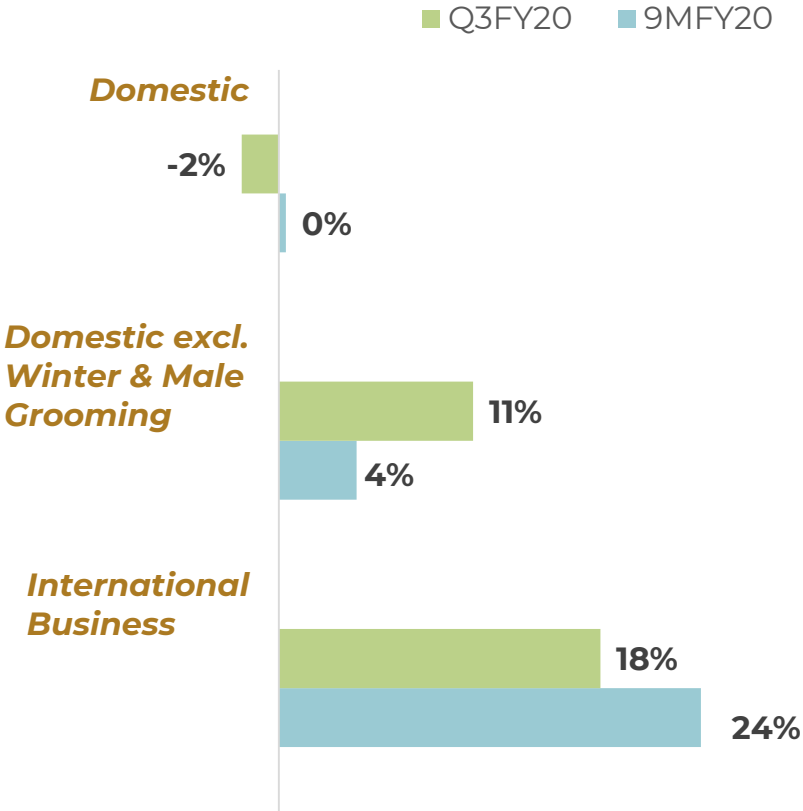
+ 13 %



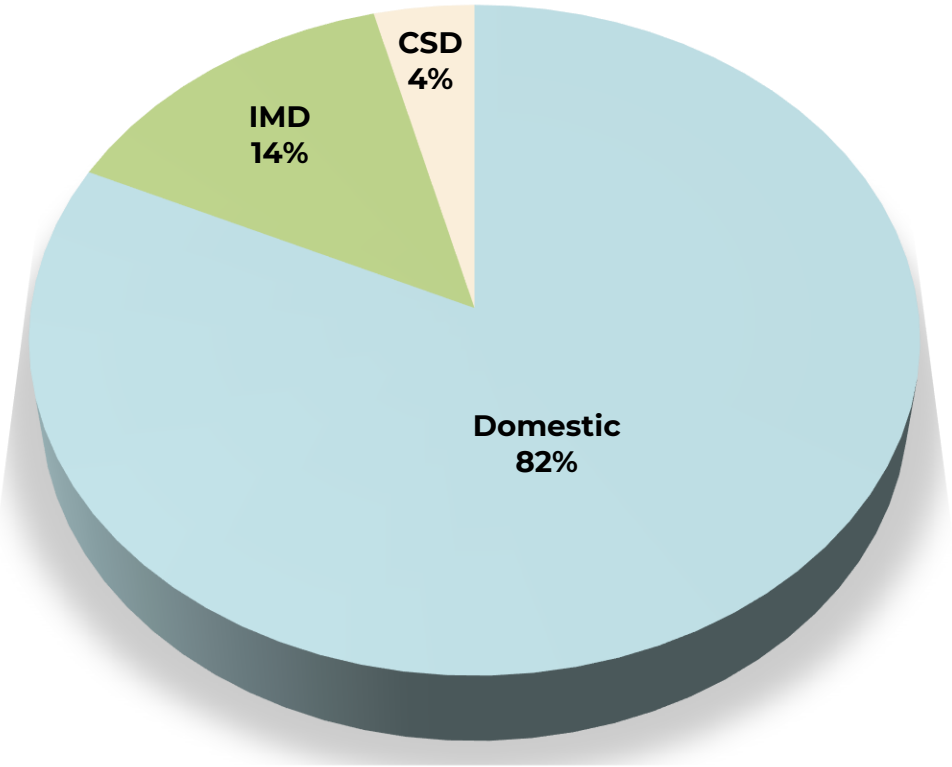
Business Performance



BUSINESS WISE PERFORMANCE



9MFY20 Business Wise Sales Split



Pain Management

- ❑ Pain management range grew by **13%** during the quarter and by **5%** in 9MFY20
- ❑ Balms Market Share (vol) at **55.3%** increased by **80 bps** in Q3FY20
- ❑ New tactical 'Medifacts' media campaign launched for Zandu Balm is to build Superiority against Painkillers



Navratna

- ❑ Navratna grew by **11%** during the quarter and by **4%** in 9MFY20
- ❑ **Navratna Garam Ayurvedic Oil** launched across parts of north, east & west zone - Offers solutions for winter related issues like headache, numbness & lethargy.
- ❑ Maintained leadership with a Market Share (vol) at **66.5%** in Q3FY20.



Kesh King



- ❑ Kesh King range grew by **18%** during the quarter and by **12%** in 9MFY20.
 - Q3FY20 Market Share (vol) at **27.5%** grew by **20 bps**
 - Launched 600ml SKU of Kesh King for Modern Trade & ecommerce channel



Money back campaign introduced for Hindi speaking markets and southern regions

7 Oils in One

- ❑ 7 Oils in One grew by **66%** during the quarter and by **39%** in 9MFY20
 - Roped in Katrina Kaif to endorse the brand



- ❑ Delayed winters and unfavorable seasonality impacted sales of BoroPlus.
- ❑ BoroPlus range declined by **12%** during the quarter.
 - Brand grew by 39% in Q2 in anticipation of good ensuing winter but delayed and rainy winters adversely impacted offtakes.
 - Sales growth was flat in 9MFY20
 - BoroPlus Ayurvedic Antiseptic Cream Market Share (vol) at **73.2%** increased by **120 bps** in Q3FY20



Male Grooming

- ❑ Macroeconomic factors continue to impact discretionary consumption adversely
- ❑ Male grooming range declined by **39%** during the quarter and by **25%** in 9MFY20.
 - **Fairness creams** Market Share (vol) at **64.6%** grew by **90 bps** in Q3FY20
- ❑ Taking corrective measures for Fair and Handsome which are expected to yield results from Q1 of next FY.
- ❑ Roped in Bollywood celebrity, Tiger Shroff for HE Magic Duo and launched new communication highlighting a first to category benefit - fragrances can be mixed thereby you get *“not 2, but 3 fragrances from 1 pack”*



Healthcare range

- Healthcare range grew by **4%** during the quarter and by **1%** in 9MFY20
 - Zandu Pancharishta grew by **3%** in Q3 against degrowth of 18% in H1FY20. Overall decline of **11%** in 9MFY20
- Launched new campaign featuring superstar Amitabh Bachchan for Zandu Pancharishta & Zandu Nityam
- Launched three innovative products during the quarter to fill the consumer need gaps-



Zandu Ayurvedic Cough Syrup A smart sachet solution at just Rs. 5/- price point with a unique non-drowsy formula.



Zandu SwasthyaVeda Revitalizer
An ayurvedic tonic for healthy ageing.

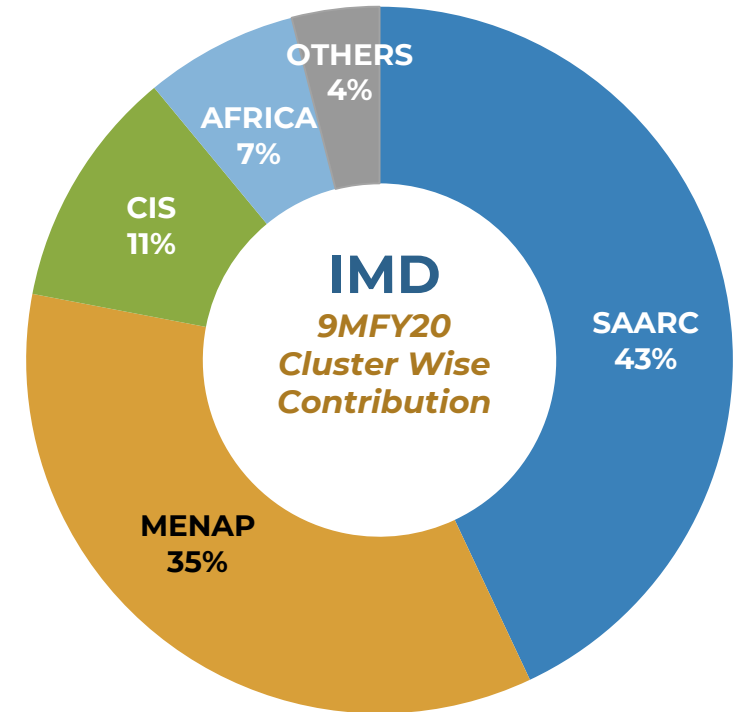


Zandu StriVeda Menso-Ease
Targeting young consumers who face menstrual difficulties

International Business

- ❑ Sales grew by **18%** during the quarter and by **24%** in 9MFY20
 - SAARC and MENAP grew strongly

- ❑ **Market shares gains continued across geographies-**
 - Bangladesh (Navratna, Fair and Handsome and 7 Oils in One)
 - UAE (Navratna and Fair and Handsome)
 - Russia (BoroPlus)



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



Financial Analysis

Earnings analysis for Q3 & 9MFY20

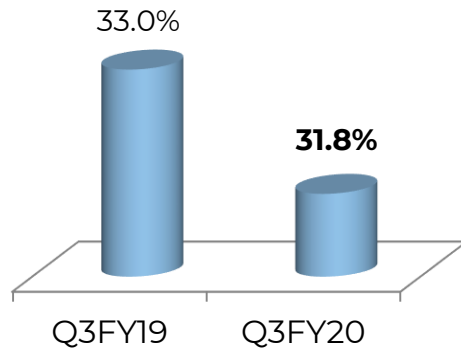
Q3FY20 Financial analysis



Cost of Goods Sold

(as a % of Sales)

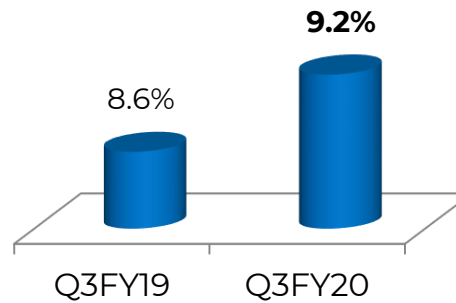
- 120 bps



Staff Costs

(as a % of Sales)

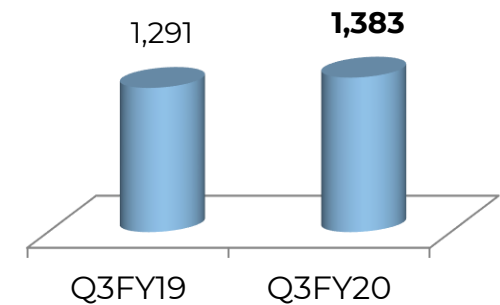
+ 60 bps



A&P Spends

(₹ in Millions)

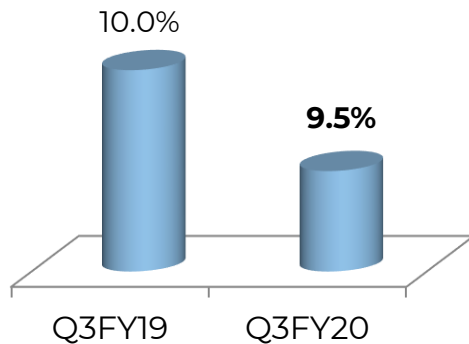
+110 bps



Admin & Other Exp

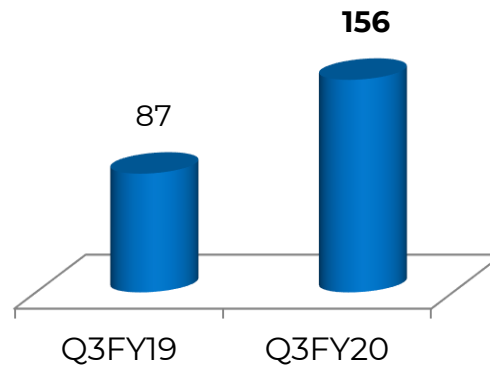
(as a % of Sales)

- 50 bps



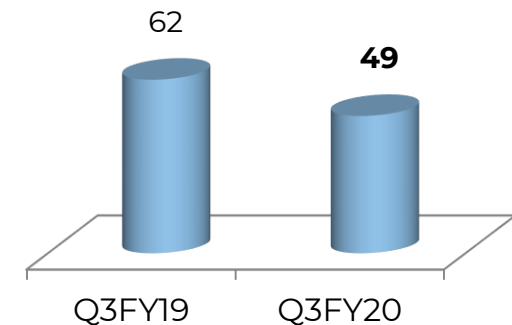
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



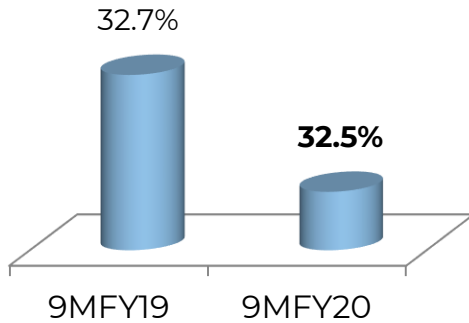
9MFY20 Financial analysis



Cost of Goods Sold

(as a % of Sales)

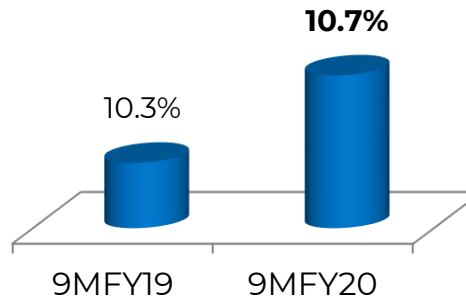
- 20 bps



Staff Costs

(as a % of Sales)

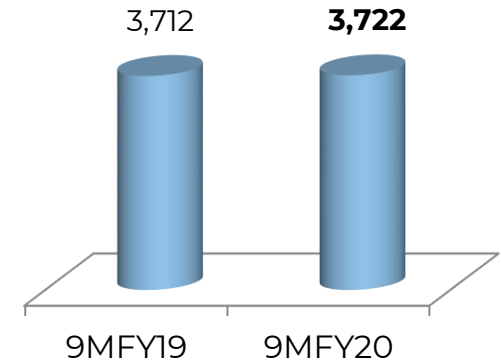
+ 40 bps



A&P Spends

(₹ in Millions)

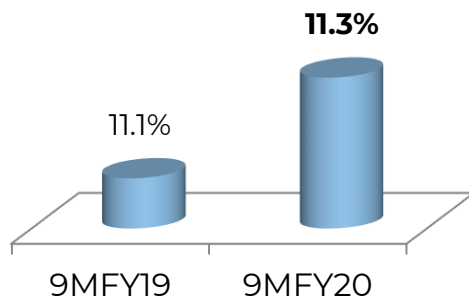
-50 bps



Admin & Other Exp

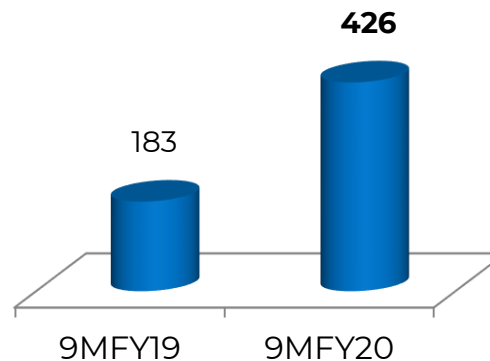
(as a % of Sales)

+ 20 bps



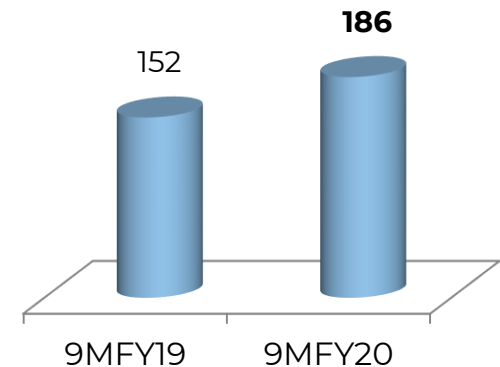
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q3FY20 Summarized Financials



₹ in Millions

Particulars	Q3FY20	%	Q3FY19	%	Growth %	FY19	%
Revenue from Operations	8,126.4	100.0%	8,110.9	100.0%	0.2%	26,946.3	100.0%
Materials Cost	2,581.9	31.8%	2,677.3	33.0%	-3.6%	9,230.1	34.3%
A&P	1,382.6	17.0%	1,290.7	15.9%	7.1%	4,701.8	17.4%
Staff Cost	748.6	9.2%	698.8	8.6%	7.1%	2,797.2	10.4%
Admn & Other Exp	773.1	9.5%	809.9	10.0%	-4.5%	2,945.0	10.9%
EBIDTA	2,640.2	32.5%	2,634.2	32.5%	0.2%	7,272.2	27.0%
Other Income	155.8	1.9%	87.4	1.1%	78.3%	349.0	1.3%
Interest	49.3	0.6%	62.3	0.8%	-20.9%	214.0	0.8%
Amortisation of acquired TM's/ brands	641.6	7.9%	614.6	7.6%	4.4%	2,485.0	9.2%
Depreciation/Amortisation of other assets	213.9	2.6%	177.5	2.2%	20.5%	768.2	2.9%
PBT before Exceptional Items	1,891.2	23.3%	1,867.2	23.0%	1.3%	4,154.0	15.4%
Exceptional Items	32.6	0.4%	98.0	1.2%	-66.7%	98.0	0.4%
PBT	1,858.6	22.9%	1,769.2	21.8%	5.1%	4,056.0	15.1%
Tax	398.2	4.9%	386.2	4.8%	3.1%	1,008.8	3.7%
PAT	1,460.4	18.0%	1,383.0	17.1%	5.6%	3,047.2	11.3%
Share of Minority Interest & P/L of Associate	(16.0)	-0.2%	(5.5)	-0.1%	190.9%	(14.9)	-0.1%
PAT After Minority Interest & Associate	1,444.4	17.8%	1,377.5	17.0%	4.9%	3,032.3	11.3%
Cash Profit (PAT + Dep. & Amortization)	2,299.9	28.3%	2,169.6	26.7%	6.0%	6,285.5	23.3%
EPS - Rs.	3.18		3.03			6.68	
Cash EPS- Rs.	5.07		4.78			13.85	

9MFY20 Summarized Financials



₹ in Millions

Particulars	9MFY20	%	9MFY19	%	Growth %	FY19	%
Revenue from Operations	21,222.0	100.0%	20,542.8	100.0%	3.3%	26,946.3	100.0%
Materials Cost	6,905.0	32.5%	6,722.4	32.7%	2.7%	9,230.1	34.3%
A&P	3,722.3	17.5%	3,712.0	18.1%	0.3%	4,701.8	17.4%
Staff Cost	2,274.5	10.7%	2,116.3	10.3%	7.5%	2,797.2	10.4%
Admn & Other Exp	2,400.1	11.3%	2,274.1	11.1%	5.5%	2,945.0	10.9%
EBIDTA	5,920.1	27.9%	5,718.0	27.8%	3.5%	7,272.2	27.0%
Other Income	425.8	2.0%	183.4	0.9%	132.2%	349.0	1.3%
Interest	186.0	0.9%	151.9	0.7%	22.4%	214.0	0.8%
Amortisation of acquired TM's/ brands	1,956.0	9.2%	1,834.7	8.9%	6.6%	2,485.0	9.2%
Depreciation/Amortisation of other assets	554.9	2.6%	608.5	3.0%	-8.8%	768.2	2.9%
PBT before Exceptional Items	3,649.0	17.2%	3,306.3	16.1%	10.4%	4,154.0	15.4%
Exceptional Items	32.6	0.2%	98.0	0.5%	-66.7%	98.0	0.4%
PBT	3,616.4	17.0%	3,208.3	15.6%	12.7%	4,056.0	15.1%
Tax	786.4	3.7%	729.0	3.5%	7.9%	1,008.8	3.7%
PAT	2,830.0	13.3%	2,479.3	12.1%	14.1%	3,047.2	11.3%
Share of Minority Interest & P/L of Associate	(34.5)	-0.2%	(8.5)	0.0%	305.9%	(14.9)	-0.1%
PAT After Minority Interest & Associate	2,795.5	13.2%	2,470.8	12.0%	13.1%	3,032.3	11.3%
Cash Profit (PAT + Dep. & Amortization)	5,306.4	25.0%	4,914.0	23.9%	8.0%	6,285.5	23.3%
EPS - Rs.	6.16		5.44			6.68	
Cash EPS- Rs.	11.69		10.83			13.85	

Awards & Accolades

- ❑ Navratna received the **Mobexx Bronze award** in the “*Mobile Advertising Excellence in Rich Media Campaign*” category.
 - Navratna Smart Cool Blast was recognized with this award successful use of technology by any brand in mobile marketing.



- ❑ Manufacturing Units participated in different quality circle / Kaizen competitions and won more than 20 awards.



Gold Award
CCQC- 2019
Kolkata Chapter



Gold Award-1
CCQC- 2019
Guwahati Chapter



Excellence Award
NCQC- 2019
Varanasi



Best of the
Convention
CCQC-2019
Guwahati
Chapter



Winner "Quality
Category"
By "Aditya Birla
Group"
Rudrapur-2019



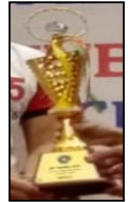
Gold Award
CCQC- 2019
Mumbai Chapter



Gold Award
CCQC- 2019
Rudrapur
Chapter



1st Runner Up 2019
Category-
Pharmaceutical
Baroda
Productivity
Council



Gold
Award
QCFI-2019
Vadodara
Chapter

- ❑ Mr. Manoj Agarwal, Sr. VP (Audit & Controls) was awarded **CRO of the Year 2020** in FMCG Sector for the 3rd Consecutive Year by UBS Forums



**Thank
you**