

Year: 2017-18

Turnover: ₹ 2,541 cr
Cash Profit: ₹ 618 cr

One of the fastest home-grown FMCG Company in India with a 17% CAGR in topline for past 10 years

Power Brands- Boroplus Antiseptic cream, Navratna Oil, Zandu Balm, Fair and Handsome and Kesh King are market leaders in India in their respective categories

Brand Ambassadors- Amitabh Bachchan, Pt Birju Maharaj Shah Rukh Khan, Hrithik Roshan, Shahid Kapoor, Madhuri Dixit, Kareena Kapoor, Yami Gautam, Kangana Ranaut, Shilpa Shetty, Sonakshi Sinha, Shruti Haasan, Juhi Chawla, Sachin Tendulkar, Surya, Jr. NTR, Sania Mirza among others

Covers more than 8.5 lac retail outlets across India through ~3,150 distributors

Forbes India , ranked Mr. R.S. Agarwal and Mr. R.S. Goenka – founders of Emami Group as 90th Richest Persons in India.

Listed among the Fortune 500 India's largest corporations by profitability

Listed among the SUPER 50 by Forbes India in 2015 & 2016

Among Asia's 'Best Under A Billion' 2011 companies by Forbes Magazine

Rated (by CARE & CRISIL) A1+ (highest rating) for short-term borrowings, signifying highest safety; and AA+ for long-term borrowings.

EMAMI POSTS DOUBLE DIGIT REVENUE GROWTH IN Q4FY18.

DECLARES BONUS SHARES IN THE RATIO OF 1:1

Q4FY18 HIGHLIGHTS

- ❖ **12%** growth in Revenues (*Like to Like**) with volume growth of **9%**
- ❖ Domestic Revenues (*Like to Like**) grew by **10%**.
- ❖ International Business grew by **37%**
- ❖ EBIDTA declined by **3%** due to aggressive spends on New Launches.
- ❖ Forayed in the growing Professional Salon segment by making a strategic investment in **Brillare Science Pvt Ltd.**
- ❖ **Board approves Bonus Shares in the ratio of 1:1**
- ❖ **Dividend at 700%, i.e., ₹ 7/- per share announced by the Board, a dividend payout of 31% (on Cash Profits) including dividend tax**

***Like to Like = Including GST/ VAT*

Kolkata, May 3rd 2018: The Board of Directors of Emami Limited met on Thursday, 3rd May 2018 to consider the audited financial results of the company for the fourth quarter and financial year ended March 31st, 2018.

The company closed the quarter with a turnover of ₹ 617 cr with a like to like growth of 12%. Domestic business grew by 10% with major brands like Navratna, Pain Management Range, Male Grooming Range, Kesh King and 7 Oils in One performing well. Market share gains continued for key brands. Rural continued to outperform Urban markets promising a good growth trajectory going forward. During the quarter the company also launched BoroPlus Healthy White Fairness Cream, developed using saffron and orange peel extracts amongst 21 Ayurvedic herbs to repair skin damage and reveal visibly radiant and even toned skin.

On the financial front, EBIDTA at ₹ 173.3 crore declined by 3% due to aggressive spends on New Launches which increased by 3.2 times at ₹ 19.6 crore. PAT at ₹ 60.2 cr, however was impacted on account of writing off MAT

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Credit entitlement of ₹ 14.0 cr. Gross margins stood at 65.2% and EBIDTA margins at 28.1% in Q4FY18.

INTERNATIONAL BUSINESS

Although global business environment remained volatile and challenging, International Business delivered a growth of 37% in Q4FY18 led by SAARC and MENAP regions.

STRATEGIC INVESTMENTS

Forayed in the growing **Professional Salon segment** by making a strategic investment in **Brillare Science Pvt Ltd** ("Brillare"). Brillare offers premium hair & skin beauty products that are used and sold by experts in professional salons. All the products are based on natural ingredients.

Earlier in Q3FY18, Emami had acquired a strategic stake in "The Man Company", an online male grooming company offering a **head-to-toe range of premium men's grooming products** in Bath & Body, Beard management, Shaving & Perfumes category based on premium essential oils which are free of harmful chemicals.

Mr Mohan Goenka, Director, Emami Limited said:

"The year FY 17-18 has ended with a reasonably good Q4 registering a double digit growth of 12% on a Y-o-Y basis. Most of our brands have registered a good growth in this quarter. The consumption environment for the industry has overall been positive with rural business chartering the growth path. We have increased our direct reach to 8.5 lakh outlets, which will help us in reducing our dependency on wholesale channel. International business has also done well in this quarter by achieving a growth of 37%"

Mr Harsha V Agarwal, Director, Emami Limited said:

"While Q4 witnessed a good growth led by Navratna, Pain Management and new launches, we expect the momentum to continue in FY19. With GST stabilisation, normal monsoon expectation coupled with higher government spending, FMCG is poised for a good growth. Some of our new launches like Emami Diamond Shine Crème Hair Colour and Fair and Handsome Laser 12 etc. have been received quite well in the market. Strategic investment in

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upcoming growth segments through start-ups will help the company to grow further in years to come.”

About Emami Ltd

Emami: (NSE: Emami Ltd, BSE: 531162) Emami Ltd, founded in 1974, is one of India's leading FMCG Companies engaged in manufacturing & marketing of personal care & healthcare products.

With over 300 diverse products, Emami's portfolio includes trusted power brands like Navratna, BoroPlus, Fair & Handsome, Zandu Balm, Kesh King & Mentho Plus. Emami products are available in over 8.5 lac retail outlets across India through its network of 3,150 distributors and its global footprint spans over 60 countries including GCC, Europe, Africa, CIS countries & the SAARC.

Emami has maintained a CAGR turnover of over 17% the last 10 years through its consistent business performance. Emami is well known for its aggressive marketing powered by celebrity endorsements like Amitabh Bachchan, Shah Rukh Khan, Hrithik Roshan, Shahid Kapoor, Madhuri Dixit, Kareena Kapoor Khan, Kangana Ranaut, Yami Gautam, Juhi Chawla, Shruti Haasan, Shilpa Shetty, Bipasha Basu, Sonakshi Sinha, Parineeti Chopra, Mahendra Singh Dhoni, Sourav Ganguly, Mary Kom, Saina Nehwal, Sushil Kumar, Sania Mirza etc over the years.

With a market cap of around ₹ 25,000 cr, Emami Ltd is the flagship Company of the diversified Emami Group.

Please visit www.emamilt.com for further information.

For further information, please contact :

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