



emami limited

CIN No. : L63993WB1983PLC036030; Website: www.emamilttd.in

Regd. Office : 687, Anandapur, Emami Tower, E.M. Bypass, Kolkata 700 107

Cash Profit up
17.5%

Sales up
19.9%

EBIDTA up
49.2%

Q1 FY 16-17

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30th JUNE, 2016

₹ in lacs

| Consolidated | | | | S.N. | PARTICULARS | Standalone | | | |
|---------------|------------|------------|------------|------|---|---------------|---------------|---------------|-----------------|
| Quarter Ended | | Year Ended | | | | Quarter Ended | | Year Ended | |
| 30.06.2016 | 31.03.2016 | 30.06.2015 | 31.03.2016 | | | 30.06.2016 | 31.03.2016 | 30.06.2015 | 31.03.2016 |
| Unaudited | Unaudited | Unaudited | Unaudited | | Unaudited | Unaudited | Unaudited | Unaudited | |
| 64,337 | 60,079 | 53,665 | 2,38,924 | 1. | Income from Operations : | | | | |
| 100 | 179 | 56 | 450 | | (a) Net Sales/ Income from Operations | 59,237 | 53,558 | 49,376 | 2,18,082 |
| 64,437 | 60,258 | 53,721 | 2,39,374 | | (b) Other Operating Income | 100 | 179 | 56 | 450 |
| | | | | | Total Income from Operations (Net) | 59,337 | 53,737 | 49,432 | 2,18,532 |
| | | | | 2. | Expenses : | | | | |
| 17,104 | 18,309 | 17,063 | 67,614 | | (a) Cost of Materials Consumed | 16,416 | 17,293 | 16,356 | 64,542 |
| 5,165 | 5,501 | 3,878 | 19,383 | | (b) Purchase of Finished Goods | 4,821 | 5,302 | 3,624 | 18,420 |
| 600 | (1,877) | 199 | (1,863) | | (c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade | 631 | (1,796) | 5 | (2,009) |
| 5,983 | 4,716 | 5,066 | 20,676 | | (d) Employee Benefits Expense | 5,076 | 3,760 | 4,228 | 17,072 |
| 15,340 | 9,381 | 12,387 | 43,047 | | (e) Advertisement and Sales Promotion | 13,487 | 6,895 | 10,816 | 35,204 |
| 5,520 | 5,819 | 5,260 | 22,077 | | (f) Other Expenses | 5,072 | 5,216 | 4,778 | 20,175 |
| 49,712 | 41,849 | 43,853 | 1,70,934 | | Total Expenses | 45,503 | 36,670 | 39,807 | 1,53,404 |
| 14,725 | 18,409 | 9,868 | 68,440 | 3. | Earning before Interest, Depreciation & Tax (1-2) | 13,834 | 17,067 | 9,625 | 65,128 |
| | | | | 4. | Depreciation & Amortisation : | | | | |
| 6,092 | 7,270 | 1,365 | 20,998 | | a. Amortisation of acquired Trade Marks/Brands (Refer note no.3) | 6,092 | 7,270 | 1,365 | 20,998 |
| 1,060 | 1,695 | 884 | 4,495 | | b. Depreciation/Amortisation of other assets | 978 | 1,635 | 820 | 4,215 |
| 7,573 | 9,444 | 7,619 | 42,947 | 5. | Profit/ (Loss) from Operations before Other | 6,764 | 8,162 | 7,440 | 39,915 |
| 508 | 876 | 1,867 | 4,491 | 6. | Income, Finance Costs and Exceptional Items (3-4) | 405 | 840 | 1,821 | 3,958 |
| 8,081 | 10,320 | 9,486 | 47,438 | 7. | Profit/ (Loss) from Ordinary Activities before Finance Costs and Exceptional Items (5+6) | 7,169 | 9,002 | 9,261 | 43,873 |
| 1,251 | 1,359 | 440 | 5,429 | 8. | Finance Costs | 1,246 | 1,350 | 433 | 5,401 |
| 6,830 | 8,961 | 9,046 | 42,009 | 9. | Profit/ (Loss) from Ordinary Activities after Finance Costs but before Exceptional Items (7-8) | 5,923 | 7,652 | 8,828 | 38,472 |
| - | - | - | - | 10. | Exceptional Items | - | - | - | - |
| 6,830 | 8,961 | 9,046 | 42,009 | 11. | Profit/ (Loss) from Ordinary Activities before Tax (9-10) | 5,923 | 7,652 | 8,828 | 38,472 |
| 1,170 | 873 | 419 | 5,875 | 12. | Tax Expense | 1,006 | 820 | 316 | 5,429 |
| 5,660 | 8,088 | 8,627 | 36,134 | 13. | Net Profit/ (Loss) for the Period (11-12) | 4,917 | 6,832 | 8,512 | 33,043 |
| - | - | - | - | 14. | Share of Profit/ (Loss) of Associates | - | - | - | - |
| (5) | 50 | (34) | (47) | 15. | Minority Interest | - | - | - | - |
| 5,665 | 8,038 | 8,661 | 36,181 | 16. | Net Profit/ (Loss) after Taxes, Minority Interest and Share of Profit/ (Loss) of Associates (13+14-15) | 4,917 | 6,832 | 8,512 | 33,043 |
| 12,817 | 17,003 | 10,910 | 61,674 | 17. | Cash Profit (PAT + Depreciation & Amortisation) (Refer note no 3) | 11,987 | 15,737 | 10,697 | 58,256 |
| 2,270 | 2,270 | 2,270 | 2,270 | 18. | Paid-up Equity Share Capital (Face Value - ₹1/- per Share) | 2,270 | 2,270 | 2,270 | 2,270 |
| 2.50 | 3.54 | 3.82 | 15.94 | 19. | Earnings per Share (of ₹1/- each) (not Annualised) : | | | | |
| 2.50 | 3.54 | 3.82 | 15.94 | | (a) Basic | 2.17 | 3.01 | 3.75 | 14.56 |
| 5.65 | 7.49 | 4.81 | 27.17 | | (b) Diluted | 2.17 | 3.01 | 3.75 | 14.56 |
| | | | | | (c) Cash | 5.28 | 6.93 | 4.71 | 25.67 |

NOTES :

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 3rd August, 2016. The Statutory Auditors of the company have carried out Limited Review of these results and the results are being published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015.
- The Financial Results of the company have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) (Amendment) Rules, 2016. The Company adopted Ind AS from 1st April, 2016, and accordingly, these Financial Results (including for all the periods presented in accordance with Ind AS 101 - First time Adoption of Indian Accounting Standards) have been prepared.
- Amortisation of acquired Trade Marks/ Brands includes Rs 59.82 cr provided on Intangible Assets of "Kesh King" Business acquired on 12th June'15 at Rs 1,684 cr (including duties & taxes) against Rs 12.57 cr in corresponding period of previous year. Amortisation is provided on pro-rata basis over useful lives of various Intangible Assets, as estimated by management at 5 to 10 years in accordance with the provisions of Ind AS 38 - Intangible Assets.
- As the Company's business activity falls within a single primary business segment, viz, "Personal and Healthcare", the disclosure requirements as per Ind AS-108 "Operating Segments" are not applicable.
- Comparative figures have been rearranged / regrouped wherever necessary.
- These Financial Results are available on the company's website at <http://www.emamilttd.in>.

For and on behalf of the Board

Place : Kolkata
Date : 3th August, 2016

Sushil Kr. Goenka
Managing Director

Making people Healthy & Beautiful, Naturally





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CIN No. : L63993WB1983PLC036030; Website: www.emamilttd.in

Regd. Office : 687, Anandapur, Emami Tower, E.M. Bypass, Kolkata 700 107

Sales up
16%

Cash Profit up
20%

EBIDTA up
26%

FY 15-16

RESTATED IND-AS FINANCIAL RESULTS & RECONCILIATION WITH PREVIOUS REPORTED NUMBERS FOR THE QUARTER ENDED 30TH JUNE, 2015, 30TH SEPTEMBER 2015, 31ST DECEMBER 2015, 31ST MARCH, 2016 AND YEAR ENDED 31ST MARCH 2016

₹ in lacs

| S.N. | PARTICULARS | Consolidated | | | | |
|---|---------------|---------------|---------------|---------------|-----------------|------------|
| | | Unaudited | | | | |
| | | Quarter Ended | | | | Year Ended |
| | 30.06.2015 | 30.09.2015 | 31.12.2015 | 31.03.2016 | 31.03.2016 | |
| 1. Income from Operations : | | | | | | |
| (a) Net Sales/ Income from Operations | 53,665 | 52,823 | 72,356 | 60,079 | 2,38,924 | |
| (b) Other Operating Income | 56 | 110 | 105 | 179 | 450 | |
| Total Income from Operations (Net) | 53,721 | 52,933 | 72,461 | 60,258 | 2,39,374 | |
| 2. Expenses : | | | | | | |
| (a) Cost of Materials Consumed | 17,063 | 14,278 | 17,963 | 18,309 | 67,614 | |
| (b) Purchase of Finished Goods | 3,878 | 4,644 | 5,359 | 5,501 | 19,383 | |
| (c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade | 199 | (1,092) | 907 | (1,877) | (1,863) | |
| (d) Employee Benefits Expense | 5,066 | 5,282 | 5,612 | 4,716 | 20,676 | |
| (e) Advertisement and Sales Promotion | 12,387 | 9,261 | 12,017 | 9,381 | 43,047 | |
| (f) Other Expenses | 5,260 | 5,335 | 5,662 | 5,819 | 22,077 | |
| Total Expenses | 43,853 | 37,708 | 47,521 | 41,849 | 1,70,934 | |
| 3. Earning before Interest, Depreciation & Tax (1-2) | 9,868 | 15,225 | 24,940 | 18,409 | 68,441 | |
| 4. Depreciation & Amortisation : | | | | | | |
| a. Amortisation of acquired Trade Marks/Brands | 1,365 | 6,195 | 6,168 | 7,270 | 20,998 | |
| b. Depreciation/Amortisation of other assets | 884 | 924 | 992 | 1,695 | 4,496 | |
| 5. Profit/ (Loss) from Operations before Other Income, Finance Costs and Exceptional Items (3-4) | 7,618 | 8,106 | 17,780 | 9,444 | 42,947 | |
| 6. Other Income | 1,868 | 1,220 | 526 | 876 | 4,491 | |
| 7. Profit/ (Loss) from Ordinary Activities before Finance Costs and Exceptional Items (5+6) | 9,486 | 9,326 | 18,307 | 10,320 | 47,438 | |
| 8. Finance Costs | 440 | 1,916 | 1,715 | 1,359 | 5,429 | |
| 9. Profit/ (Loss) from Ordinary Activities after Finance Costs but before Exceptional Items (7-8) | 9,046 | 7,410 | 16,591 | 8,961 | 42,009 | |
| 10. Exceptional Items | - | - | - | - | - | |
| 11. Profit/ (Loss) from Ordinary Activities before Tax (9-10) | 9,046 | 7,410 | 16,591 | 8,961 | 42,009 | |
| 12. Tax Expense | 419 | 1,386 | 3,198 | 873 | 5,875 | |
| 13. Net Profit/ (Loss) for the Period (11-12) | 8,627 | 6,024 | 13,394 | 8,088 | 36,134 | |
| 14. Share of Profit/ (Loss) of Associates | - | - | - | - | - | |
| 15. Minority Interest | (34) | (29) | (34) | 50 | (47) | |
| 16. Net Profit/ (Loss) after Taxes, Minority Interest and Share of Profit/ (Loss) of Associates (13+14-15) | 8,661 | 6,053 | 13,428 | 8,038 | 36,181 | |
| 17. Cash Profit (PAT + Depreciation & Amortisation) | 10,910 | 13,172 | 20,588 | 17,003 | 61,674 | |
| 18. Paid-up Equity Share Capital (Face Value - ₹1/- per Share) | 2,270 | 2,270 | 2,270 | 2,270 | 2,270 | |
| 19. Earnings per Share (of ₹1/- each) (not Annualised) : | | | | | | |
| (a) Basic | 3.82 | 2.67 | 5.92 | 3.54 | 15.94 | |
| (b) Diluted | 3.82 | 2.67 | 5.92 | 3.54 | 15.94 | |
| (c) Cash | 4.81 | 5.80 | 9.07 | 7.49 | 27.18 | |
| Reconciliation of Profit After Tax as reported earlier: | | | | | | |
| Net Profit/ (Loss) for the Period (as per AS) | 8,742 | 6,106 | 13,378 | 7,635 | 35,862 | |
| Benefit/(Charge): | | | | | | |
| Impact of Deferred Income (Government Grant) Amortized to Income | 30 | 2 | 2 | 54 | 88 | |
| Impact of Fair Valuation of Financial Instruments | (22) | (87) | 10 | 210 | 111 | |
| Impact of Actuarial Gain/Loss Taken to OCI | - | - | - | 184 | 184 | |
| Impact of Consultancy Charges related to Acquisition of Kesh King Expensed & Amortization Reversed | (95) | 3 | 3 | 3 | (86) | |
| Impact of Adjustment to Deferred Tax | (26) | - | - | 1 | (26) | |
| Net Profit/ (Loss) for the Period (as per Ind AS) | 8,627 | 6,024 | 13,394 | 8,088 | 36,134 | |
| Reconciliation of Income from Operations as reported earlier: | | | | | | |
| Sales/Income from Operations for the period (as per AS) | 58,987 | 57,462 | 78,852 | 67,078 | 2,62,379 | |
| Less: Impact of Selling & Promotions Expenses (including sales incentives and customer reimbursements) | 1,818 | 1,892 | 2,954 | 3,363 | 10,026 | |
| Less: Cash Discount Netted Off from Sales | 85 | 21 | 23 | 25 | 153 | |
| Less: Impact of Sales Tax | 4,343 | 3,545 | 4,579 | 4,278 | 16,745 | |
| Add: Impact of Excise Duty | 980 | 928 | 1,165 | 847 | 3,920 | |
| Income from Operations for the period (as per Ind AS) | 53,721 | 52,933 | 72,461 | 60,258 | 2,39,374 | |
| Reconciliation of Advertisement and Sales Promotion as reported earlier: | | | | | | |
| Advertisement for the period (as per AS) | 14,205 | 11,153 | 14,971 | 12,744 | 53,073 | |
| Less: Impact of Selling & Promotions Expenses (including sales incentives and customer reimbursements) | 1,818 | 1,892 | 2,954 | 3,363 | 10,026 | |
| Advertisement and Sales Promotion for the period (as per Ind AS) | 12,387 | 9,261 | 12,017 | 9,381 | 43,047 | |
| Reconciliation of Other Expenses as reported earlier: | | | | | | |
| Other Expenditure for the period (as per AS) | 9,590 | 8,898 | 10,262 | 10,119 | 38,869 | |
| Less: Indirect Taxes Payable to Government | 4,343 | 3,545 | 4,579 | 4,279 | 16,745 | |
| Less: Cash Discount Netted Off from Sales | 85 | 21 | 23 | 25 | 153 | |
| Add: Adjustment to Rent on Security Deposits Paid | 3 | 3 | 3 | 3 | 11 | |
| Add: Consultancy Charges related to Acquisition of Kesh King Expensed | 96 | - | - | - | 96 | |
| Other Expenses for the period (as per Ind AS) | 5,260 | 5,335 | 5,662 | 5,819 | 22,077 | |

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