

Year: 2016-17

Turnover: ₹ 2,533 cr
Cash Profit: ₹ 649 cr

One of the fastest home-grown FMCG Company in India with a 13% CAGR in topline for past 5 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 40 lac retail outlets across India through 3,200 distributors

Forbes India, ranked Mr. R.S. Agarwal and Mr. R.S. Goenka – founders of Emami Group as 84th Richest Persons in India. However, if considered one, the ranking would go upto 38th position.

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 AND PAT GROWTH IN Q3FY18

Q3FY18 HIGHLIGHTS

- ❖ **10% growth in Revenues (Like to Like*)**
- ❖ Domestic Revenues (Like to Like*) grew by **10%**.
- ❖ International Business grew by **16%**
- ❖ EBIDTA grew by **2%** and PAT by **10%**.
- ❖ Forayed into the fast growing **Online Male Grooming segment** by agreeing to acquire **30% equity stake** (in 13 months) in Helios Lifestyle Pvt. Ltd. which owns the brand "**The Man Company**".
- ❖ **Robust pace of Innovations:** Launched array of sugar free variants of Zandu Kesari Jivan, Zandu Chyavanprash and Zandu Pancharishtha during the quarter.

**Like to Like = Including GST/ VAT

Kolkata, January 29th, 2018: The Board of Directors of Emami Limited met on Monday, January 29th 2018 to consider the unaudited financial results of the company for the third quarter and nine months ended December 31st, 2017.

The company closed the quarter with a turnover of Rs. 757 cr with a like to like growth of 10%. Major brands like BoroPlus, Navratna, Pain Management Range Male Grooming range and 7 Oils in One continued to perform well, growing in double digits. While the domestic business grew by 10%, International business also grew by 16%.

While the wholesale channel is yet to return to normalcy post GST, rural and retail segments are shining and promise a good growth trajectory going forward. Despite the continuing challenges, the company performed satisfactorily during the quarter.

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During the quarter the company continued its focus on innovation by launching sugar free variants of Zandu Kesari Jivan, Zandu Chyavanprash and Zandu Pancharishtha.

On the financial front, EBIDTA at ₹265 cr grew by 2% despite sustained investments in New Launches. PAT at ₹147 cr grew by 10%. Gross margins stood at 69.2%, EBIDTA margins at 35.0% and PAT margins at 19.5% in Q3FY18.

INTERNATIONAL BUSINESS

Although global business environment remained volatile and challenging, International Business delivered a growth of 16% in Q3FY18 led by CIS and MENAP regions.

STRATEGIC INVESTMENT

Forayed into the fast growing Online Male Grooming segment by agreeing to acquire 30% equity stake (in 13 months) in Helios Lifestyle Pvt. Ltd. with an option to buy further at agreed valuation parameters. The company owns the brand "The Man Company" which offers 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. The products are currently sold online majorly through the company's own website. The segment offers a huge headroom for innovation & growth and the investment is in line with the company's strategy of leveraging online opportunities brought about by rapid digitalisation.

Mr Mohan Goenka, Director, Emami Limited said:

"After a strong Q2, we are happy to inform you that the performance of the Company has continued the growth path in the third quarter also. The Company has registered a satisfactory volume growth as we end this quarter. Retail and rural business have bounced back and are growing in healthy double digits though the wholesale channel is still continuing to be under some pressure. International business has also performed well."

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Mr Harsha V Agarwal, Director, Emami Limited said:

“With the GST streamlining falling in place, market sentiments are improving, both in urban and rural markets. We have delivered satisfactory performance in this quarter led by growth in winter skincare and wellness brands along with the pain management products. Our future growth path would be focused more on strong innovation, wider distribution and on future ready areas such as modern trade & online marketplace.”

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 & Mentho Plus. In 2015, the Company acquired the business of 'Kesh King' and forayed into the Ayurvedic hair & scalp care segment. Emami products are available in over 4 million retail outlets across India through its network of 3,200+ distributors and its global footprint spans over 60 countries including GCC, Europe, Africa, CIS countries & the SAARC.

Emami has maintained a CAGR turnover of 13% over the last 5 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 Rs. 28,000 cr, Emami Ltd is the flagship Company of the diversified Emami Group.

Please visit www.emamitd.in for further information.

For further information, please contact :

Mahasweta Sen | Head -Corporate Communications

Email: mahasweta.sen@emamigroup.com | Handphone: +919836292392