

EMAMI POSTS 11% REVENUE GROWTH IN FY22

Q4FY22 & FY22 HIGHLIGHTS

- ❖ **Consolidated Revenues grew by 5% in Q4 on a high base of 37% growth in PY; Growth of 11% in FY22**
 - India Business grew by 4% in Q4; up 12% in FY22
 - International Business grew by 8% in Q4; up 5% in FY22
- ❖ **EBIDTA grew by 1% in Q4 on a high base of 65% growth in PY; up 8% in FY22**
- ❖ **PAT grew by 4.1x in Q4, up 85% in FY22**
- ❖ **Acquired “Dermicool”, one of the leading Prickly Heat & Cool Talc brands in March’22**

Note: All financial figures are based on Consolidated Financials.

Kolkata, Friday 13th May 2022: The Board of Directors of Emami Limited met on Friday, 13th May 2022 to consider the Audited financial results of the company for the fourth quarter and year ended 31st March 2022.

The FMCG industry was affected with muted volumes in Q4 against the backdrop of rising inflation levels, further fuelled by geo-political factors, that impacted the overall consumption sentiment across rural and urban markets. Despite the overall challenging macro environment Emami’s consolidated revenues at ₹ 770 cr grew by 5% in Q4FY22, on a high base of 37% growth in previous year.

India business grew by 4% in Q4FY22, on a high base of 42% growth in previous year with all the brands either increasing or maintaining their leadership positions. Both Modern trade and e-commerce continued to perform exceedingly well to post a growth of 9% and 90% respectively over previous year. In Q4FY22, the salience of e-commerce channel increased to 7.1% of domestic revenues.



The Company's initiatives to increase its distribution footprints continues to be on track. The company added additional 8000 rural towns in FY22 through Project Khoj, taking the total to 40,000 towns. Further, the Company increased both its presence and revenues in Standalone Modern Trade outlets with coverage expanding to 40 cities and more than 3,300 outlets. This apart, the Company also activated ~31,000 additional outlets for its healthcare products by focusing on Ayurvedic bhandars and chemist outlets

International Business grew by 8% over previous year, on a high base of 28% growth in previous year. Excluding sales from CIS region which was affected due to the prevailing geopolitical uncertainty, International Business grew by 17% led by key geographies like Bangladesh and UAE.

In Q4FY22, Gross margins at 62.4% contracted by just 30 bps on account of judicious price hikes and strategic procurement. EBITDA at ₹ 164 cr grew by 1% on a high base of 65% growth in previous year. Profits after Tax at ₹ 356 cr grew by 4.1 times over previous year on account of recognition of MAT Credit Entitlement amounting to ₹288 cr.

In FY22, Consolidated Revenues at ₹ 3,192 crore grew by 11%, EBITDA at ₹ 952 crore grew by 8% and PAT at ₹ 839 crore grew by 85%. The Board of Directors had declared two interim dividends of 800% i.e. ₹8/- per share in FY22 aggregating to ₹355.61 crore.

Mr Harsha V Agarwal, Vice Chairman and Managing Director, Emami Limited said:

"Despite the challenging environment that the industry is going through since the last few years, we are happy to have posted a 3 year Profit before Tax CAGR of 20% in FY22, which is one of the highest in the industry since the COVID period. With an overall focus on digital business, we are now increasingly looking at D2C and eB2B segments and our investments in new-age startups are a step towards being present in the ever expanding FMCG sector. Dermicool, acquired in March'22 is also expected to strengthen our leadership position in the Prickly Heat and Cool Talc segment and add to the growth of business"

Mr Mohan Goenka, Vice Chairman and Whole-Time Director, Emami Limited said:

"The Industry is going through a rough patch with inflation at its highest, impacting consumption across rural and urban sectors. We responded to the prevalent challenges with mix of cost control measures and judicious price increase and posted a resilient revenue growth of 6%. We are further strengthening our focus on analytics and technology in sales & distribution to drive the business ahead. We are hopeful of improvement in the sector soon."



emami* limited

About Emami Ltd

Emami: (NSE: EMAMILTD, 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. In, 2019, the company acquired Creme 21, a German brand with strong roots & brand recall. Emami products are available in over 4.5 million retail outlets across India through its network of ~3250 distributors and its global footprint spans over 60 countries including GCC, Europe, Africa, CIS countries & the SAARC.

Emami is well known for its aggressive marketing powered by celebrity endorsements like Amitabh Bachchan, Pt Birju Maharaj, Shah Rukh Khan, Salman Khan Hrithik Roshan, Shahid Kapoor, Madhuri Dixit, Katrina Kaif, Kareena Kapoor Khan, Yami Gautam, Kangana Ranaut, Shilpa Shetty, Sonakshi Sinha, Shruti Haasan, Juhi Chawla, Vidyut Jamwal, Kartik Aaryan, Varun Dhawan, Milkha Singh, Tiger Shroff, Sachin Tendulkar, Surya, Jr. NTR, Sania Mirza, Saina Nehwal, Bipasha Basu etc over the years

With a market cap of around ₹ 19,000 cr, Emami Ltd is the flagship Company of the diversified Emami Group. Please visit www.emamilttd.in for further information.

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