

EMAMI POSTS NET SALES GROWTH OF 2% & PROFIT GROWTH OF 8% IN Q3FY23

Q3FY23 HIGHLIGHTS

- ❖ **Consolidated Net Sales at Rs. 975 cr grew by 2%; 3 year CAGR of 7%**
 - Revenue from Operations at Rs. 983 cr grew by 1%; 3 year CAGR of 7%
- ❖ **PAT at Rs. 237 cr grew by 8%; 3 year CAGR of 16%**
- ❖ **EBIDTA at Rs. 294 cr contracted by 14%** due to inflationary input costs, inclusion of new subsidiary costs, and strategic outlays on distribution expansion in rural, digital and modern trade channels; **However, 3 year CAGR of 4%**
- ❖ **Board of Directors declared 2nd Interim Dividend at 400% i.e. Rs. 4/- per equity share**

Note: All financial figures are based on Consolidated Financials.

Kolkata, Friday 3rd February 2023: The Board of Directors of Emami Limited met on Friday, 3rd February 2023 to consider the unaudited financial results of the company for the third quarter and nine months ended 31st December 2022.

During the quarter, demand patterns for the FMCG sector remained sluggish, with rural markets experiencing continued demand pressure. Further, a warmer winter season across the country impacted sales even more. In the given macroeconomic context, Net sales at ₹975 crore grew by 2% and Revenues at ₹983 crore grew by 1% during the quarter translating into a healthy 3 year CAGR of 7% compared to the pre-pandemic period.

Domestic business grew by 1% during the quarter translating into a 3 year CAGR of 6%. While rural markets remained muted, urban centric new age channels like Modern Trade continued to grow strongly by 20% and e-commerce by 45% during the quarter. Both Modern Trade and eCommerce put together now contributes to 18.4% of domestic revenues against 13.8% in Q3 last year

International business grew by 7% during the quarter translating into a 3 year CAGR of 13% inspite of several key markets facing geopolitical challenges. The growth has been mainly driven by strong performances in markets of MENA, CIS, Bangladesh & SEA.

During the quarter Gross margins at 65.9% contracted by 150 basis points due to inflationary pressure and favourable portfolio mix last year. EBIDTA at Rs. 294 crore declined by 14% over



previous year due to inclusion of new subsidiary costs, and strategic outlays on distribution expansion in rural, digital and modern trade channels. However, Profit after tax at Rs. 237 crore grew by 8% over previous year.

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

“The environment has been challenging due to high inflation, consumption slowdown, poor rural growth and a warmer winter. In the given circumstances, we have delivered satisfactory performance with a 7% revenue growth on a 3 year CAGR basis in Q3FY23. We continue to invest strongly behind our power brands, innovations, channel expansions and distribution optimizations. We believe that these sustained efforts will help us achieve sustainable and profitable growth”

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

“Notwithstanding the muted consumption patterns, our focus on innovation remains strong. Our new launches and digital first NPD’s have contributed 4% to our Domestic net sales during the quarter and new age channels viz. Modern trade, eCommerce and D2C continue to grow in excess of 20%. Our International business also reported 7% quarterly growth despite tough market challenges in Bangladesh, Nepal and Sri Lanka.”

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 and Kesh King. After a successful takeover of Zandu Pharmaceuticals Works Ltd in 2008, in 2015, the Company acquired the business of ‘Kesh King’ and forayed into the Ayurvedic hair & scalp care segment. Emami, following the acquisition of Creme 21, a German brand with strong roots and brand recall in 2019, went on to acquire ‘Dermicool’, one of the leading Prickly Heat and Cool Talc brands of India in 2022. Emami products are available in over 4.9 million retail outlets across India through its network of ~2800 distributors and its global footprint spans over 60 countries including SAARC, MENAP, SEA, Africa, Eastern Europe and the CIS countries.

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

With a market cap of over Rs.18,000 crores, Emami Ltd is the flagship Company of the diversified Emami Group. Please visit www.emamiltld.in for further information.



emami* limited

For further information, please contact:

Mahasweta Sen

AVP & Head -Corporate Communications

Email: mahasweta.sen@emamigroup.com