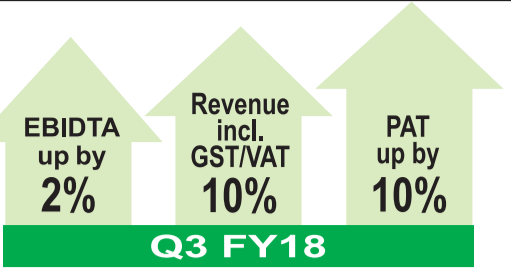




# emami limited

CIN No. : L63993WB1983PLC036030; Website: www.emamilttd.in  
Regd. Office : 687, Anandapur, Emami Tower, E.M. Bypass, Kolkata 700 107



UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31st DECEMBER, 2017

₹ in lacs

S.N.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Unaudited			Unaudited		Audited
		31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016	31.03.2017
1	<b>Income :</b>						
	(a) Revenue from Operations	75,664	62,812	72,595	1,92,586	1,95,489	2,53,261
	(b) Other Income	552	534	817	1,734	2,190	3,108
	<b>Total Income</b>	<b>76,216</b>	<b>63,346</b>	<b>73,412</b>	<b>1,94,320</b>	<b>1,97,679</b>	<b>2,56,369</b>
2	<b>Expenses :</b>						
	(a) Cost of Materials Consumed	18,721	16,322	18,493	50,168	51,858	68,304
	(b) Purchases of Stock-in-trade	3,502	1,741	3,594	10,947	11,477	17,553
	(c) Changes in Inventories of Finished Goods , Work-in-Progress and stock -in-trade	1,112	2,465	184	1,543	(586)	(1,567)
	(d) Excise duty on sale of goods	-	-	1,218	1,028	3,379	3,957
	(e) Employee Benefits Expense	6,800	6,588	6,363	19,663	18,144	22,421
	(f) Advertisement and Sales Promotion	12,929	9,881	11,430	37,090	36,690	44,280
	(g) Other Expenses	6,132	5,681	5,459	17,528	16,425	22,400
	<b>Total Expenses</b>	<b>49,196</b>	<b>42,678</b>	<b>46,741</b>	<b>1,37,967</b>	<b>1,37,387</b>	<b>1,77,348</b>
3	<b>Earnings before Interest, Depreciation, Amortisation &amp; Impairment and Tax (1-2)</b>	<b>27,020</b>	<b>20,668</b>	<b>26,671</b>	<b>56,353</b>	<b>60,292</b>	<b>79,021</b>
4	Finance Costs	924	1,038	1,272	2,755	4,121	5,801
5	<b>Profit After Finance costs but before Depreciation, Amortisation &amp; Impairment (3- 4)</b>	<b>26,096</b>	<b>19,630</b>	<b>25,399</b>	<b>53,598</b>	<b>56,171</b>	<b>73,220</b>
6	<b>Depreciation, Amortisation &amp; Impairment Expense:</b>						
	a. Amortisation & Impairment of Intangible assets (Brands, Trade Marks, etc.) ( Refer note no.4)	6,044	6,044	7,048	18,067	19,936	26,170
	b. Depreciation of other assets (Tangible & Intangible)	1,953	1,460	1,118	4,938	3,286	4,688
7	<b>Profit before Tax (5-6)</b>	<b>18,099</b>	<b>12,126</b>	<b>17,233</b>	<b>30,593</b>	<b>32,949</b>	<b>42,362</b>
8	<b>Tax Expense :</b>						
	Current Tax	3,410	2,421	3,769	6,176	7,241	8,394
	(Excess)/ Short Provision of earlier year	-	-	-	-	-	68
	Deferred Tax	(27)	(155)	40	(248)	37	1,299
	Mat Credit Entitlement	-	-	-	-	-	(1,400)
9	<b>Profit After Tax (PAT) (7-8)</b>	<b>14,716</b>	<b>9,860</b>	<b>13,424</b>	<b>24,665</b>	<b>25,671</b>	<b>34,001</b>
10	Share of Profit/(Loss) of Associates	(8)	-	-	(8)	-	-
11	<b>Profit for the Period (9-10)</b>	<b>14,708</b>	<b>9,860</b>	<b>13,424</b>	<b>24,657</b>	<b>25,671</b>	<b>34,001</b>
12	<b>Other Comprehensive Income :</b>						
	a) Item that will not be reclassified to profit or loss (net of tax)	1,423	4,535	3,039	5,638	5,602	4,228
	b) Item that will be reclassified to profit or loss (net of tax)	(252)	(77)	-	(111)	-	(279)
13	<b>Total Comprehensive Income for the period (11+12)</b>	<b>15,879</b>	<b>14,318</b>	<b>16,463</b>	<b>30,184</b>	<b>31,273</b>	<b>37,950</b>
14	<b>Profit attributable to :</b>						
	a) Owners of the company	14,719	9,868	13,434	24,691	25,710	34,042
	b) Non-controlling Interest	(11)	(8)	(10)	(34)	(39)	(41)
15	<b>Total Comprehensive Income attributable to :</b>						
	a) Owners of the company	15,890	14,326	16,473	30,218	31,312	37,991
	b) Non-controlling Interest	(11)	(8)	(10)	(34)	(39)	(41)
16	<b>Cash Profit (PAT attributable to the owners of the Company + Depreciation, Amortisation &amp; Impairment) (14a + 6)</b>	<b>22,716</b>	<b>17,372</b>	<b>21,600</b>	<b>47,696</b>	<b>48,932</b>	<b>64,900</b>
17	Paid - up Equity Share Capital (Face Value - Re 1/- per Share)	2,270	2,270	2,270	2,270	2,270	2,270
18	Other Equity as per Balance Sheet of the previous accounting year						1,73,200
19	Earnings per Share (Face value of Re 1/- each) (not Annualised except March 31, 2017):						
	(a) Basic	6.49	4.35	5.92	10.88	11.33	15.00
	(b) Diluted	6.49	4.35	5.92	10.88	11.33	15.00
	(c) Cash	10.01	7.65	9.52	21.01	21.56	28.59

**NOTES :**

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 29th January, 2018. The Limited Review of the results for the quarter and Nine months ended 31st December, 2017 as required under Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015, has been completed by the Statutory Auditors of the Company. The figures of previous periods for the quarter & nine months ended 31st December, 2016 and the year ended on 31st March, 2017 were reviewed / audited by a firm of Chartered Accountants other than S.R. Batliboi & Co. LLP.
- Reported revenue in Q3FY18 is not comparable with Q3FY17 due to changes in accounting treatment of Indirect taxes post the implementation of GST from 1st July 2017. Accordingly, comparable figures have been reported (including GST/VAT) to reflect the like to like Consolidated revenue growth at 10%. Information on Consolidated figures for the Quarter ended 31st December, 2017 :

Consolidated			
Particulars	Quarter Ended		
	31.12.2017	30.09.2017	31.12.2016
Revenue from Operations including GST/VAT	84,239	70,481	76,608

- During the quarter, the Company has acquired 21.13% of equity share capital of Helios Lifestyle Private Limited ("Helios") and consequently Helios is now an associate of the Company.
- Intangible Assets relating to Keshking Business are being amortised over their estimated useful lives of 5/10 years in accordance with the provisions of Ind AS 38 – Intangible Assets
- As the Company's business activity falls within a single operating segment, viz, "Personal and Healthcare", no separate segment information is disclosed.
- During the quarter, the Company has fully repaid 8.45% Non Convertible Debentures.
- There were no exceptional items during the quarter and nine months ended on 31st December, 2017
- 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 : 29th January, 2018

*Making People Healthy & Beautiful Naturally*

Sushil Kr. Goenka  
Managing Director





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EBIDTA  
up by  
2%

Revenue  
incl.  
GST/VAT  
10%

PAT  
up by  
10%

Q3 FY18

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31st DECEMBER, 2017

₹ in lacs

S.N.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Unaudited			Unaudited		Audited
		31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016	31.03.2017
<b>1</b>	<b>Income :</b>						
	(a) Revenue from Operations	71,559	57,901	68,233	1,79,370	1,81,307	2,34,075
	(b) Other Income	557	609	802	2,442	3,746	4,519
	<b>Total Income</b>	<b>72,116</b>	<b>58,510</b>	<b>69,035</b>	<b>1,81,812</b>	<b>1,85,053</b>	<b>2,38,594</b>
<b>2</b>	<b>Expenses :</b>						
	(a) Cost of Materials Consumed	18,117	15,458	17,634	48,205	49,380	65,387
	(b) Purchases of Stock-in-trade	3,273	1,456	3,323	10,242	10,690	16,405
	(c) Changes in Inventories of Finished Goods , Work-in-Progress and stock -in-trade	1,195	2,482	293	1,352	(450)	(1,319)
	(d) Excise duty on sale of goods	-	-	1,218	1,028	3,379	3,957
	(e) Employee Benefits Expense	5,743	5,647	5,385	16,816	15,203	18,562
	(f) Advertisement and Sales Promotion	11,157	7,561	9,399	31,512	30,473	36,578
	(g) Other Expenses	5,649	5,208	5,028	16,132	15,095	20,604
	<b>Total Expenses</b>	<b>45,134</b>	<b>37,812</b>	<b>42,280</b>	<b>1,25,287</b>	<b>1,23,770</b>	<b>1,60,174</b>
<b>3</b>	<b>Earnings before Interest, Depreciation, Amortisation &amp; Impairment and Tax (1-2)</b>	<b>26,982</b>	<b>20,698</b>	<b>26,755</b>	<b>56,525</b>	<b>61,283</b>	<b>78,420</b>
<b>4</b>	Finance Costs	893	1,014	1,260	2,677	4,098	5,762
<b>5</b>	<b>Profit After Finance costs but before Depreciation, Amortisation &amp; Impairment (3- 4)</b>	<b>26,089</b>	<b>19,684</b>	<b>25,495</b>	<b>53,848</b>	<b>57,185</b>	<b>72,658</b>
<b>6</b>	<b>Depreciation, Amortisation &amp; Impairment Expense:</b>						
	a. Amortisation & Impairment of Intangible assets (Brands, Trade Marks, etc.) ( Refer note no.4)	6,044	6,044	7,048	18,067	19,936	26,153
	b. Depreciation of other assets (Tangible & Intangible)	1,811	1,322	1,029	4,524	3,030	4,314
<b>7</b>	<b>Profit before Tax (5-6)</b>	<b>18,234</b>	<b>12,318</b>	<b>17,418</b>	<b>31,257</b>	<b>34,219</b>	<b>42,191</b>
<b>8</b>	<b>Tax Expense :</b>						
	Current Tax	3,345	2,089	3,411	5,584	6,447	7,524
	(Excess)/ Short Provision of earlier year	-	-	-	-	-	68
	Deferred Tax	(18)	(165)	-	(258)	-	1,362
	Mat Credit Entitlement	-	-	-	-	-	(1,400)
<b>9</b>	<b>Profit for the Period (PAT) (7-8)</b>	<b>14,907</b>	<b>10,394</b>	<b>14,007</b>	<b>25,931</b>	<b>27,772</b>	<b>34,637</b>
<b>10</b>	<b>Other Comprehensive Income :</b>						
	Item that will not be reclassified to profit or loss (net of tax)	1,423	4,535	3,039	5,638	5,602	4,228
<b>11</b>	<b>Total Comprehensive Income for the period (9+10)</b>	<b>16,330</b>	<b>14,929</b>	<b>17,046</b>	<b>31,569</b>	<b>33,374</b>	<b>38,865</b>
<b>12</b>	<b>Cash Profit (Profit for the period + Depreciation, Amortisation &amp; Impairment) (9 + 6)</b>	<b>22,762</b>	<b>17,760</b>	<b>22,084</b>	<b>48,522</b>	<b>50,738</b>	<b>65,104</b>
<b>13</b>	Paid - up Equity Share Capital (Face Value - Re 1/- per Share)	2,270	2,270	2,270	2,270	2,270	2,270
<b>14</b>	Other Equity as per Balance Sheet of the previous accounting year						1,68,986
<b>15</b>	<b>Earnings per Share</b> (Face value of Re 1/- each) (not Annualised except March 31, 2017):						
	(a) Basic	6.57	4.58	6.17	11.42	12.24	15.26
	(b) Diluted	6.57	4.58	6.17	11.42	12.24	15.26
	(c) Cash	10.03	7.82	9.73	21.38	22.35	28.68

**NOTES :**

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 29th January, 2018. The Limited Review of the results for the quarter and Nine months ended 31st December, 2017 as required under Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015, has been completed by the Statutory Auditors of the Company. The figures of previous periods for the quarter & nine months ended 31st December, 2016 and the year ended on 31st March, 2017 were reviewed / audited by a firm of Chartered Accountants other than S.R. Batliboi & Co. LLP.
- Reported revenue in Q3FY18 is not comparable with Q3FY17 due to changes in accounting treatment of Indirect taxes post the implementation of GST from 1st July 2017. Accordingly, comparable figures have been reported (including GST/VAT) to reflect the like to like Standalone revenue growth at 11%. Information on Standalone figures for the Quarter ended 31st December, 2017 :

₹ in lacs

Particulars	Standalone		
	Quarter Ended		
	31.12.2017	30.09.2017	31.12.2016
<b>Revenue from Operations including GST/VAT</b>	80,134	65,570	72,246

- During the quarter, the Company has acquired 21.13% of equity share capital of Helios Lifestyle Private Limited ("Helios") and consequently Helios is now an associate of the Company.
- Intangible Assets relating to Keshking Business are being amortised over their estimated useful lives of 5/10 years in accordance with the provisions of Ind AS 38 – Intangible Assets.
- As the Company's business activity falls within a single operating segment, viz, "Personal and Healthcare", no separate segment information is disclosed.
- During the quarter, the Company has fully repaid 8.45% Non Convertible Debentures.
- There were no exceptional items during the quarter and nine months ended on 31st December, 2017
- These Financial Results are available on the company's website at <http://www.emamiltltd.in>.

For and on behalf of the board

Sushil Kr. Goenka  
Managing Director

Place : Kolkata  
Date : 29th January, 2018

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