

Kesh King Ayurvedic Oil,
is 2x more effective,
clinically proven.

#BaalonKeAchheDin



Reduces Hair Fall



Grows New Hair

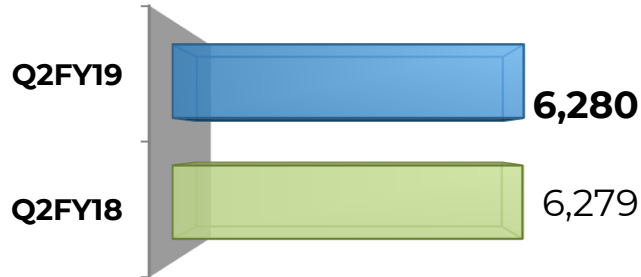


Q2 & H1FY19 Snapshot (Consolidated)

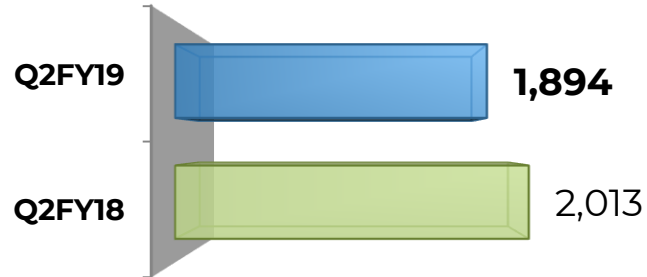


₹ in Millions

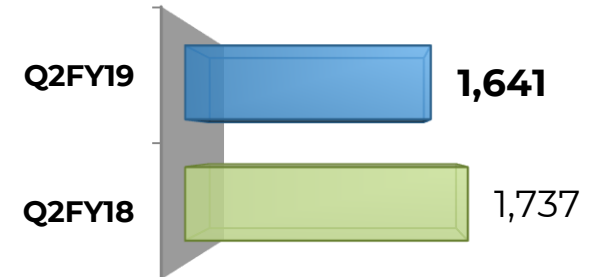
Revenues



EBIDTA

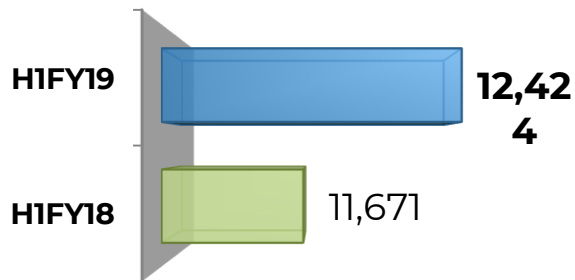


Cash Profit**

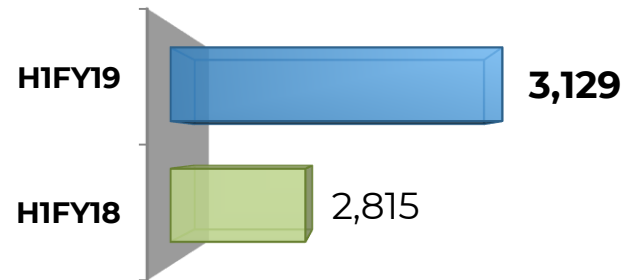


The first and second quarter of previous year were impacted due to destocking and restocking on account of GST implementation. Half yearly performance is therefore a better indicator as it neutralizes the impact of both destocking and restocking in the base year

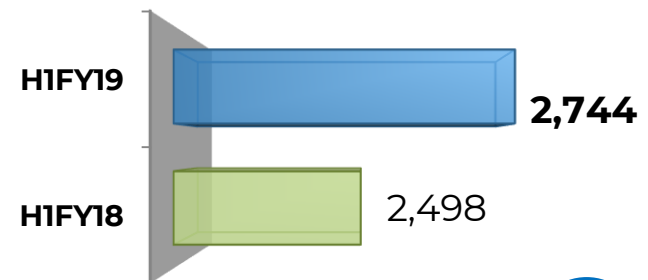
Revenues



EBIDTA



Cash Profit**

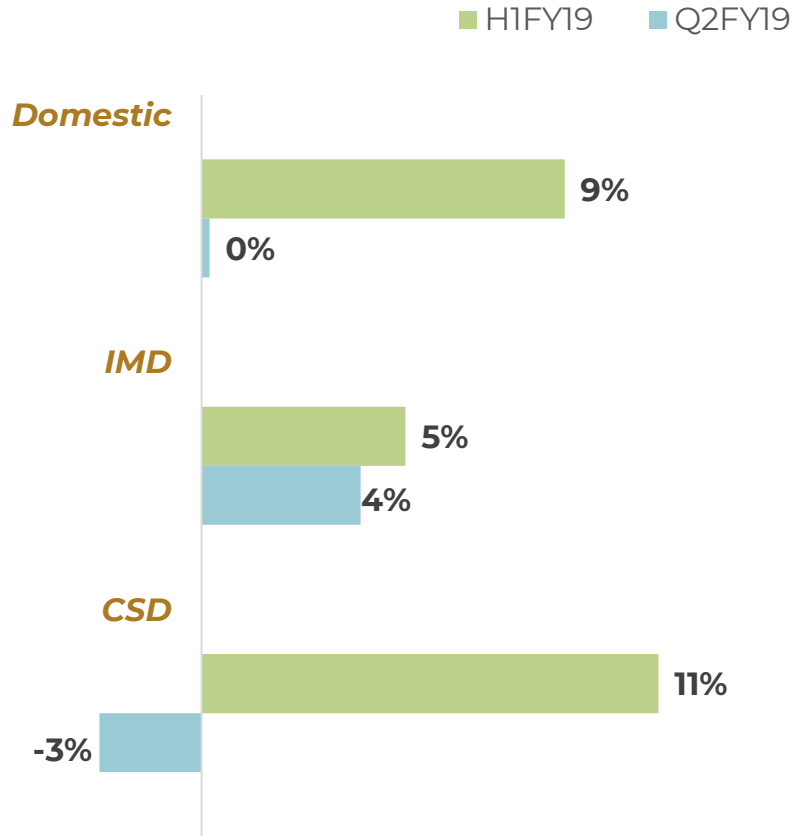


**PAT+ Depreciation & Amortization

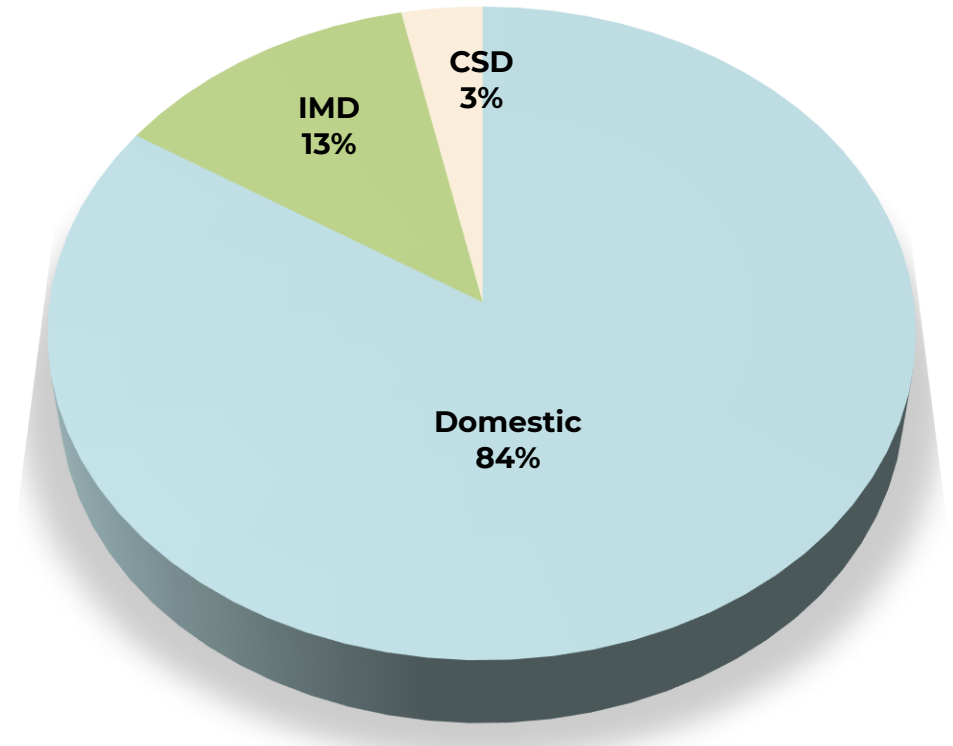
Business Performance



BUSINESS WISE PERFORMANCE



H1FY19 Business Wise Sales Split



Note: H1 Domestic revenue is LTL growth (adjusted for GST in Q1) in this presentation

- Navratna grew by **3%** during the quarter and by **13%** in H1
 - Cool Oils Market Share (vol) at **66.2%** increased by **250 bps** in Q2FY19
 - Navratna Cool Talc - second largest player in the category with a Market share of 27% (MAT June'18)



Pain Management

- Pain management range declined by **8%** during the quarter. However, it grew by **8%** in H1.
 - Balms maintained leadership in Q2FY19 with a market Share (vol) at **53.5%**
 - Launched new TVC for Zandu Balm highlighting its multiple benefits and smaller pocket pack



Male Grooming

- ❑ Male grooming range grew by **12%** during the quarter and by **9%** in H1
 - Fairness creams maintained leadership with a Market Share (vol) of **64.9%** in Q2FY19
 - Fairness Face wash Q2FY19 Market Share (vol) at **14.4%**
 - HE range grew strongly during the quarter
 - Launched a new variant – **Achiever** in aerosol format
 - **HE Pocket Perfume Range** performing well



New TVC's for Fair and Handsome Cream and Facewash with Vidyut Jamwal



Kesh King

- ❑ Kesh King relaunched in new premium look with comb applicator for targeted oil application.
 - Certified by National Institute of Ayurveda for being 2x more effective than other Ayurvedic Oils
- ❑ Kesh King range grew by **2%** during the quarter and by **6%** in H1.
 - Market Share (vol) at **28.0%** grew by **30 bps** in Q2FY19



7 Oils in One

- ❑ 7 Oils in One grew by **36%** during the quarter and by **35%** in H1.



Healthcare range



- ❑ Healthcare range grew by **1%** during the quarter and by **11%** in H1.
- ❑ Zandu Pancharishta decline arrested. Flat growth during the quarter and growth of 8% in H1.



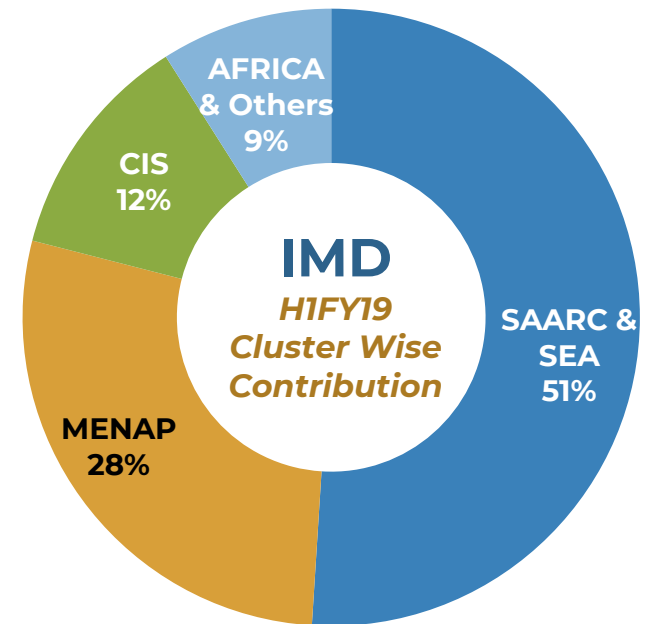
BoroPlus

- ❑ BoroPlus range declined by **7%** during the quarter and by **9%** in H1.
 - BoroPlus Antiseptic cream Market Share (vol) at **74.3%** grew by **30 bps** in Q2FY19
 - Launched new communication for BoroPlus lotions featuring Kangana Ranaut



International Business

- ❑ Sales grew by **4%** during the quarter and by **5%** in H1.
- ❑ CIS & MENAP regions performed well during the quarter.
- ❑ Fair and Handsome achieved all time high Market share (vol.) in UAE (56.4%) and Bangladesh (40.4%)
- ❑ Navratna reached an all time high market share (val.) in UAE (9.7%)



- SAARC** South Asian Association for Regional Cooperation (Major countries – Bangladesh, Nepal, Sri Lanka etc.)
- SEA** South East Asia (Major countries – Malaysia, Myanmar & Singapore)
- MENAP** Middle East, North Africa & Pakistan (Major countries – UAE, Qatar, Oman, Kuwait, Bahrain etc.)
- CIS** Commonwealth of Independent States (Major Countries – Russia, Ukraine etc.)

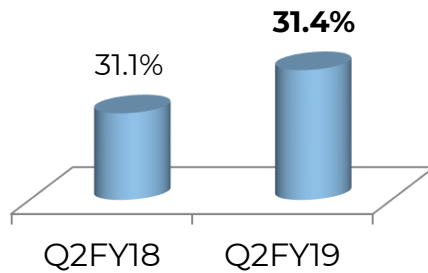
Q2FY19 Financial analysis



Cost of Goods Sold

(as a % of Sales)

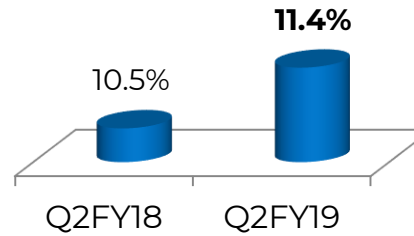
+ 30 bps



Staff Costs

(as a % of Sales)

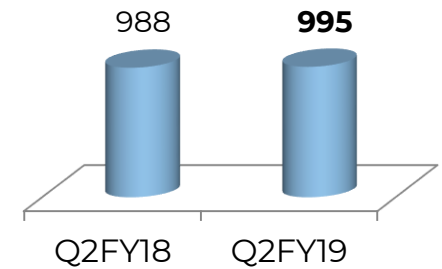
+ 90 bps



A&P Spends

(₹ in Millions)

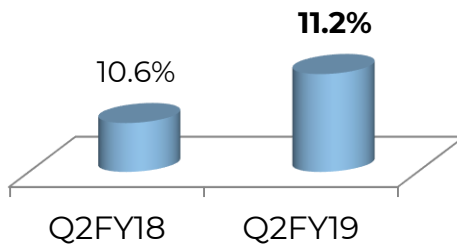
+10 bps



Admin & Other Exp

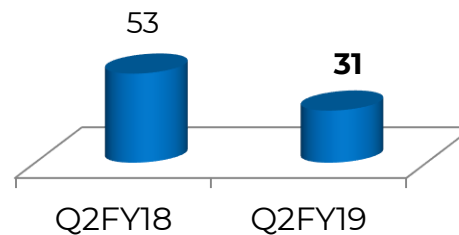
(as a % of Sales)

+60 bps



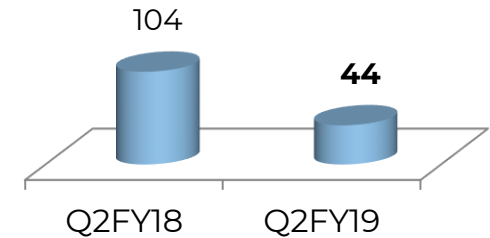
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



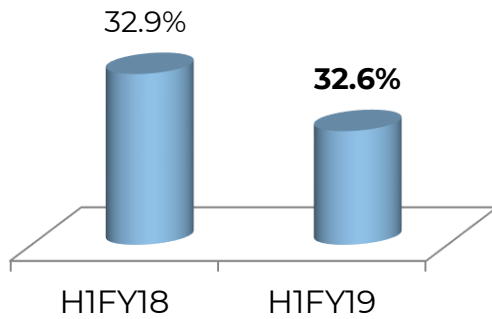
H1FY19 Financial analysis



Cost of Goods Sold

(as a % of Sales)

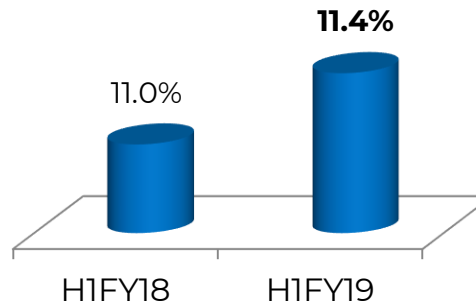
- 30 bps



Staff Costs

(as a % of Sales)

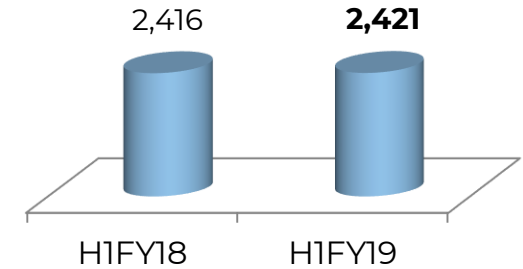
+ 40 bps



A&P Spends

(₹ in Millions)

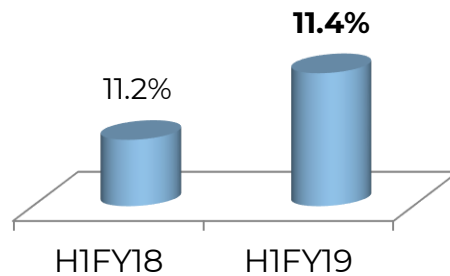
- 120 bps



Admin & Other Exp

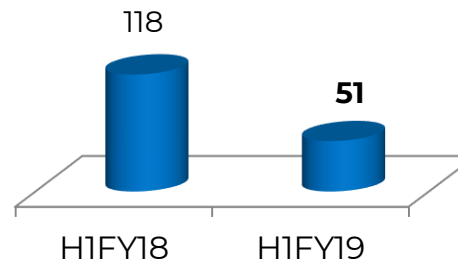
(as a % of Sales)

+20 bps



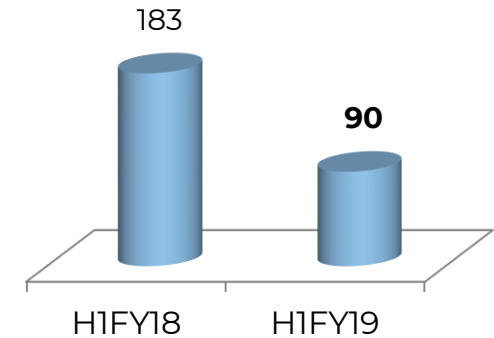
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q2FY19 Summarized Financials



₹ in Millions

Particulars	Q2FY19	%	Q2FY18	%	Growth %	FY18	%
Revenue from Operations	6,280	100.0%	6,279	100.0%	0.0%	25,408	100.0%
Materials Cost	1,972	31.4%	1,951	31.1%	1.1%	8,201	32.3%
A&P	995	15.8%	988	15.7%	0.7%	4,696	18.5%
Staff Cost	714	11.4%	661	10.5%	8.1%	2,547	10.0%
Admn & Other Exp	705	11.2%	666	10.6%	5.9%	2,770	10.9%
EBIDTA	1,894	30.2%	2,013	32.1%	-5.9%	7,194	28.3%
Other Income	31	0.5%	53	0.9%	-41.8%	195	0.8%
Interest	44	0.7%	104	1.7%	-57.8%	343	1.4%
Amortisation of acquired TM's/ brands	613	9.8%	595	9.5%	3.1%	2,436	9.6%
Depreciation/Amortisation of other assets	202	3.2%	156	2.5%	29.2%	673	2.6%
PBT	1,067	17.0%	1,213	19.3%	-12.0%	3,938	15.5%
Tax	240	3.8%	227	3.6%	5.8%	863	3.4%
PAT	827	13.2%	986	15.7%	-16.1%	3,075	12.1%
Share of Minority Interest & P/L of Associate	(0)	0.0%	1	0.0%	-112.5%	(4)	0.0%
PAT After Minority Interest & Associate	827	13.2%	987	15.7%	-16.2%	3,071	12.1%
Cash Profit (PAT + Dep. & Amortization)	1,641	26.1%	1,737	27.7%	-5.5%	6,180	24.3%
EPS - Rs.	1.8		2.2			6.8	
Cash EPS- Rs.	3.6		3.8			13.6	

H1FY19 Summarized Financials



₹ in Millions

Particulars	H1FY19	%	H1FY18	%	Growth %	FY18	%
Revenue from Operations	12,424	100.0%	11,671	100.0%	6.5%	25,408	100.0%
Materials Cost	4,045	32.6%	3,841	32.9%	5.3%	8,201	32.3%
A&P	2,421	19.5%	2,416	20.7%	0.2%	4,696	18.5%
Staff Cost	1,418	11.4%	1,286	11.0%	10.2%	2,547	10.0%
Admn & Other Exp	1,411	11.4%	1,312	11.2%	7.5%	2,770	10.9%
EBIDTA	3,129	25.2%	2,815	24.1%	11.2%	7,194	28.3%
Other Income	51	0.4%	118	1.0%	-57.1%	195	0.8%
Interest	90	0.7%	183	1.6%	-51.1%	343	1.4%
Amortisation of acquired TM's/ brands	1,220	9.8%	1,202	10.3%	1.5%	2,436	9.6%
Depreciation/Amortisation of other assets	431	3.5%	299	2.6%	44.4%	673	2.6%
PBT	1,439	11.6%	1,249	10.7%	15.2%	3,938	15.5%
Tax	343	2.8%	255	2.2%	34.7%	863	3.4%
PAT	1,096	8.8%	995	8.5%	10.2%	3,075	12.1%
Share of Minority Interest & P/L of Associate	(3)	0.0%	2	0.0%	-230.4%	(4)	0.0%
PAT After Minority Interest & Associate	1,093	8.8%	997	8.5%	9.6%	3,071	12.1%
Cash Profit (PAT + Dep. & Amortization)	2,744	22.1%	2,498	21.4%	9.9%	6,180	24.3%
EPS - Rs.	2.4		2.2			6.8	
Cash EPS- Rs.	6.0		5.5			13.6	

Summarized Balance Sheet

₹ in Millions

S.N.	PARTICULARS	Consolidated		S.N.	PARTICULARS	Consolidated	
		Unaudited	Audited			Unaudited	Audited
		As at 30.09.2018	As at 31.03.2018			As at 30.09.2018	As at 31.03.2018
	EQUITY AND LIABILITIES				ASSETS		
	Equity			1	Non -Current Assets		
(a)	Equity Share capital	454	227	(a)	Property, Plant and Equipment	7,278	7,446
(b)	Other Equity	18,523	19,909	(b)	Capital work-in-progress	500	226
	Total Equity attributable to owners of the comp	18,977	20,136	(c)	Investment Property	563	559
(c)	Non-Controlling Interest	1	6	(d)	Goodwill on Consolidation	41	41
	Total Equity	18,978	20,142	(e)	Other Intangible Assets	8,800	9,975
				(f)	Intangible assets under development	97	79
	LIABILITIES			(g)	Financial Assets	-	-
1	Non-Current Liabilities			(i)	Investments	2,000	1,855
(a)	Financial Liabilities			(ii)	Loans	146	119
	(i) Other Financial Liabilities	54	83	(h)	Deferred tax Assets (net)	43	29
(b)	Provisions	277	238	(i)	Other Non-Current Assets	703	671
(c)	Deferred tax liabilities (Net)	137	147				
(d)	Other Non-Current Liabilities	249	258			20,170	21,000
		716	726				
2	Current liabilities			2	Current assets		
(a)	Financial Liabilities			(a)	Inventories	2,717	1,939
	(i) Borrowings	2,842	3,259	(b)	Financial Assets	-	-
	(ii) Trade Payables			(i)	Investments	75	1,281
	Total outstanding dues of Micro, Small & Medium Enterprises (MSME)	12	13	(ii)	Trade Receivables	1,664	1,559
	Total outstanding dues of creditors Others th	2,925	2,407	(iii)	Cash & Cash Equivalents	177	162
	(iii) Other Financial Liabilities	703	598	(iv)	Bank Balances other than (iii) above	716	633
(b)	Other Current Liabilities	618	222	(v)	Loans	69	30
(c)	Provisions	729	622	(vi)	Other Financial Assets	51	28
(d)	Current Tax Liabilities (Net)	44	19	(c)	Other Current Assets	1,929	1,375
		7,873	7,139			7,397	7,008
	Total Equity and Liabilities	27,567	28,007		Total Assets	27,567	28,007

Net Loan of ₹ 187 cr.



**Thank
you**