

EMAMI DELIVERS SUSTAINED PROFITABLE GROWTH IN Q2 FY25

Q2FY25 HIGHLIGHTS

- ❖ **Revenue from Operations** at ₹ 891 crore grew by 3%
 - Domestic Business grew by 2.6%
 - International Business grew by 6%; 12% growth excl. Bangladesh
- ❖ **Gross Margins** at 70.7% improved by 60 bps
- ❖ **EBIDTA** at ₹ 250 crore grew by 7%
 - EBIDTA margins improved by 110 basis points to 28.1%
- ❖ **PBT** at ₹ 220 crore grew by 13%
- ❖ **PAT** at ₹ 213 crore grew by 19%
- ❖ Increased stake in **Helios Lifestyle** (The Man Company) from 50.4% to 98.3%
- ❖ The **Board of Directors** declared an interim dividend of 400%, amounting to ₹4 per share for FY25.

Note: All financial figures are based on Consolidated Financials

Guwahati, Thursday 7th November 2024: The Board of Directors of Emami Limited met on Thursday, 7th August 2024 to consider the unaudited financial results of the company for the second quarter and half year ended 30th September 2024.

At a macro level, the quarter brought its share of challenges, with demand trends aligning closely with those seen in the first quarter. Persistent high food inflation continued to weigh on mass consumer spending. Internationally, political unrest in key markets, including Bangladesh, created some temporary disruptions.

In the given context, the Company reported overall Revenues at ₹891 crore grew by 3% with Domestic Business growing by 2.6%. Major brands Navratna, Dermicool and Healthcare range and Pain Management range performed well.

The company continued to drive its innovation pipeline forward, launching 11 new products this quarter. These include the DermiCool Sweat Reliever Super Active Talc and Ice Cool Shower Gel, as well as the De-Tan & Deep Cleansing Face Wash, Style Lock Shampoo, Fresh Impact Body Wash, Odour Control Shower Gel, and two EDT perfumes under the brand 'HE'. In the

healthcare segment, new additions to the Zanducare portal included Zandu Daily Health Super Greens, Zandu Dirghayuprash, and Zandu Hair Growth Serum. Additionally, the company relaunched its light moisturizing cream, BoroPlus Soft, with a new look.

The company's International Business demonstrated resilience amid geopolitical challenges, achieving a 12% sales growth excluding Bangladesh. Overall, the International Business expanded by 6% in both constant currency and INR terms during Q2, driven by strong performance in the MENA region.

In the Q2FY25, gross margins increased by 60 basis points to 70.7%, while EBITDA grew by 7% to ₹250 crore, with margins expanding by 110 basis points to 28.1%. Profit Before Tax rose by 13% to ₹220 crore, accompanied by a 220 basis point margin expansion, and Profit After Tax surged by 19% to ₹213 crore.

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

We are pleased to close the first half of the year with strong performance, achieving 6% revenue growth, 10% EBITDA growth, and a 16% profit increase despite macroeconomic challenges. For H2 FY25, we expect stronger offtakes driven by improved urban demand and stable seasons ahead.

Our international business demonstrated resilience despite geopolitical challenges, delivering double-digit growth, excluding Bangladesh. Besides good performance of our existing brands, strategic investments and the recent launch of 11 new domestic products are set to boost consumer confidence and drive double-digit revenue growth in the second half."

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

"Organized channels like Modern Trade, e-Commerce, and Institutional sales now contribute 26.6% to our domestic business, a 190-basis point increase in the first half. We remain committed to achieving high single-digit revenue growth and double-digit EBITDA growth for FY25.

The Q3 relaunch of Fair and Handsome and focused efforts on Kesh King strengthen our confidence in driving H2 growth. With a favourable winter forecast, we expect strong performance from our winter portfolio."

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 450 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 4000+ distributors and its global footprint spans over 70 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, Shah Rukh Khan, Salman Khan, Hrithik Roshan, 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, Juhi Chawla, Sonu Sood, Vidyut Jammwal, Kartik Aaryan, Varun Dhawan, Tiger Shroff, Surya, Jr. NTR, Sachin Tendulkar, Sourav Ganguly, Shikhar Dhawan, Sania Mirza, Saina Nehwal and many others over the years.

With a market cap of ~ ₹28,000 crores, Emami Ltd is the flagship Company of the diversified Emami Group. Please visit www.emamilttd.in for further information.

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