



April 07, 2022

To
The Manager
The Department of Corporate Services
BSE Limited
Floor 25, P. J. Towers,
Dalal Street, Mumbai – 400 001

To
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Scrip Code: 539450

Scrip Symbol: SHK

Dear Sir/ Madam,

Sub: Disclosure pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

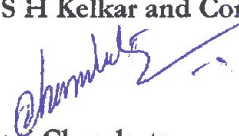
Pursuant to the above mentioned regulation, please find enclosed herewith business update for Q4 & FY 2021-22.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For S H Kelkar and Company Limited


Deepthi Chandratre
Company Secretary & GM - Legal



Encl: As above



S H Kelkar And Company Limited
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CIN No. L74999MH1955PLC009593



S H Kelkar and Company Limited

Corporate Office: L.B.S Marg, Near Balrajeshwar Temple, Mulund (W), Mumbai – 400080

Registered Office: Devkaran Mansion, 36, Mangaldas Road, Mumbai 400 002.

Mumbai, April 7, 2022: S H Kelkar and Company Ltd (SHK), the largest Indian origin Fragrance and Flavours Company in India, would like to share the following business update for Q4 & FY 2021-22.

Operational Update:

- The spread of Omicron in the domestic markets at the beginning of the quarter impacted demand, especially in January 2022. FMCG consumption and offtake also remained subdued during the quarter as a result of inflationary pressures. In the European markets, SHK saw improved demand and offtake, which translated to healthy double-digit growth for acquired businesses during the quarter.
- On a consolidated basis, Q4 FY 21-22 sales grew to Rs. 449 crore (including consolidation of Holland Aromatics & Nutaste's sales: ~Rs. 30 crore). On a like-to-like basis, revenues grew by 5.5% YoY. Emerging market sales stood at Rs. 332 crore on a higher base in the corresponding period last year. Furthermore, demand for the FMCG industry remained muted on account of the pandemic and inflation.
- On a full year basis, FY 21-22 sales stood at Rs. 1,559 crore (including consolidation of Holland Aromatics & Nutaste's sales: ~Rs. 30 crore). Emerging market sales during the year stood at Rs. 1,201 crore, up by 5.4% YoY.
- On the profitability front, SHK has been undertaking calibrated price hikes in collaboration with its customers in order to mitigate the impact of inflationary pressures witnessed during the quarter. This along with higher inventory is expected to assist the Company to maintain profitability margins within a steady range.
- SHK is continuously witnessing strong client wins across emerging and European markets. In addition, the Company's recent participation in a global RFP (Request for Proposal) by a large global FMCG MNC is progressing well. SHK remains optimistic on the significant multi-year business potential from this global tender, which is a major milestone in SHK's growth journey.
- On the Balance sheet front, the Company's net debt position stood at ~Rs. 512 crore as on March 31, 2022. The increase in debt was primarily on account of recent acquisition of Holland Aromatics & Nutaste. Given the healthy cash flow generation, the Company anticipates net debt reduction going forward.

Note: All figures mentioned in the business update are provisional and unaudited.