



emami* limited

Date: 6th November, 2019

The Secretary
The National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G. Block
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata - 700 001

Dear Sirs,

Pursuant to Provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of Presentation on Company's Performance update for the Second Quarter and Half Year ended 30th September, 2019.

The aforesaid information is also is also disclosed on the website of the company www.emamilttd.in

This is for your information and records.

Thanking you,

Yours faithfully,
For Emami Limited


Ashok Purohit
Assistant Company Secretary
(Encl. : As above)

**STRONG
INSIDE
SET
OUTSIDE**

NEW &
IMPROVED

emami*
**7OILS™
IN ONE**
NON STICKY HAIR OIL



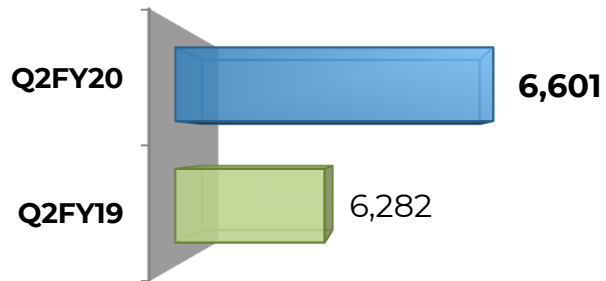
Performance Snapshot (Consolidated)



₹ in Millions

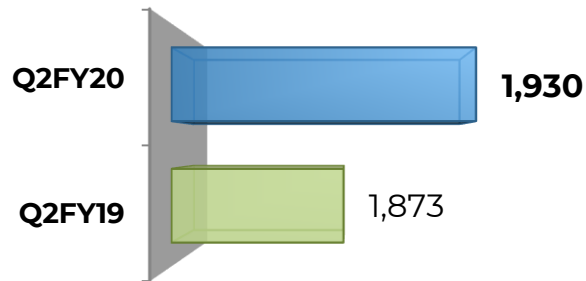
Revenue from Operations

+ 5 %



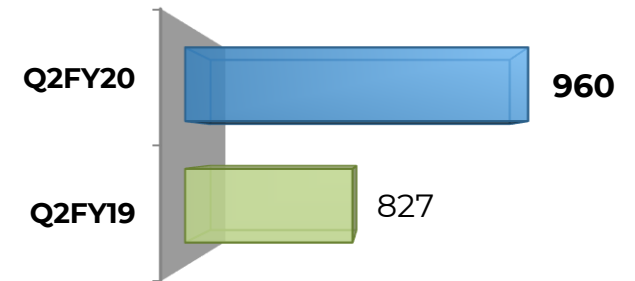
EBIDTA

+ 3 %



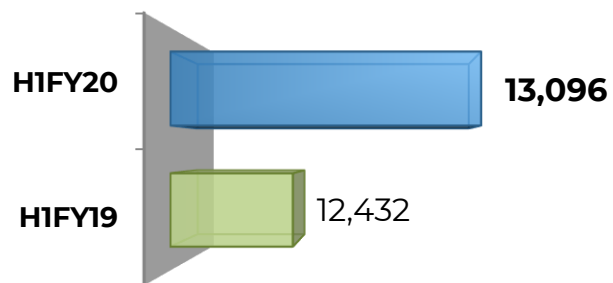
PAT

+ 16 %



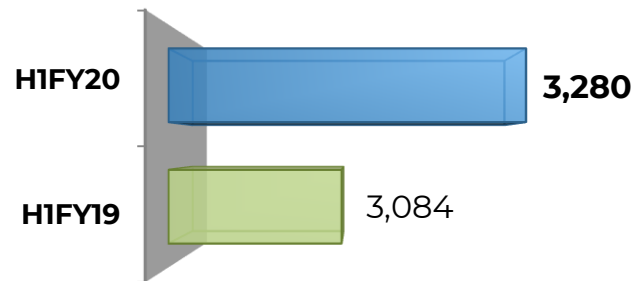
Revenue from Operations

+ 5 %



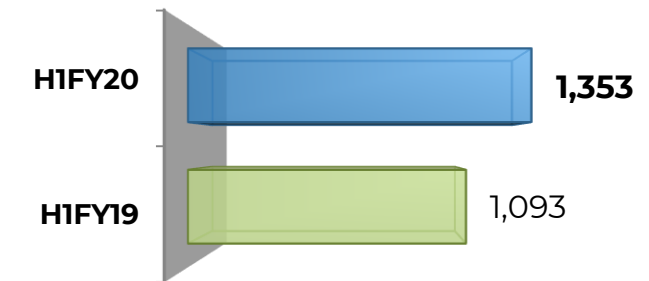
EBIDTA

+ 6 %



PAT

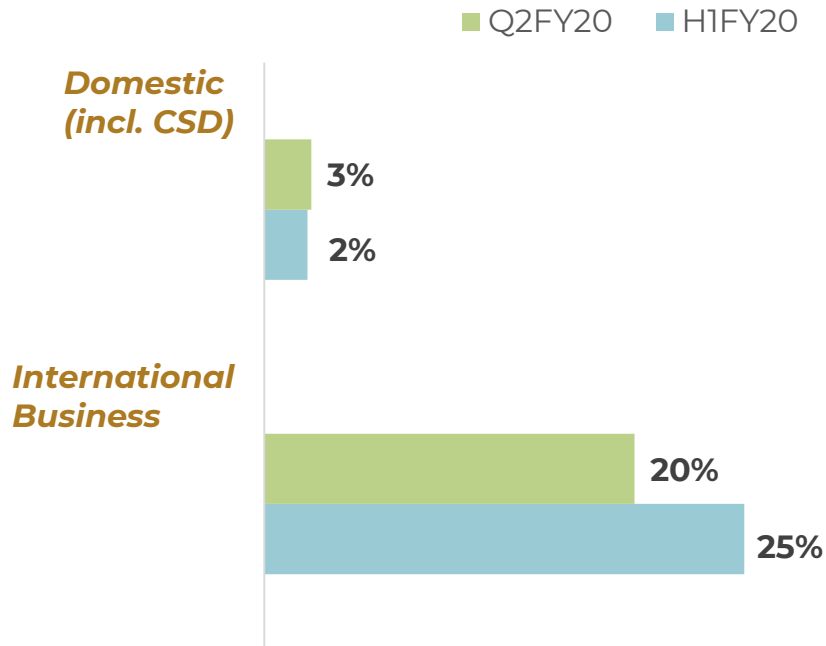
+ 24 %



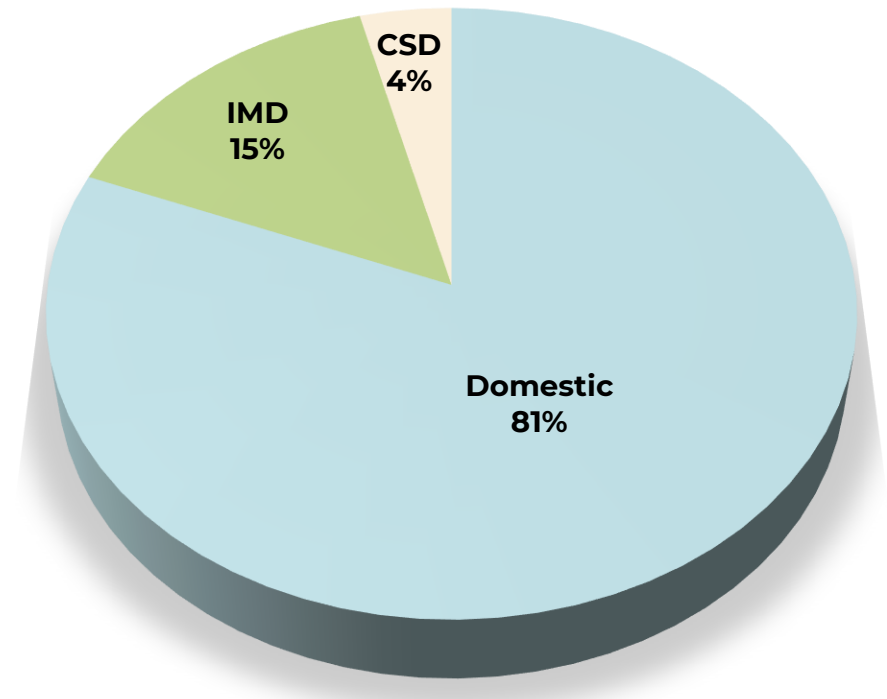
Business Performance



BUSINESS WISE NET SALES PERFORMANCE



H1FY20 Business Wise Sales Split



- ❑ Consolidated Volume growth of **2.9%** in Q2FY20
 - Domestic Volume growth of **1.0%** including CSD Channel
 - CSD Channel grew by **25%** during the quarter

- ❑ BoroPlus range grew by **39%** during the quarter and by **29%** in H1FY20
 - Rechristened the brand as – “**BoroPlus Ayurvedic Antiseptic Cream**” to highlight the ‘natural’ ingredients.
 - BoroPlus Ayurvedic Antiseptic cream Market Share (vol) at **75.2%** increased by **200 bps** in Q2FY20



Pain Management

- ❑ Pain management range grew by **4%** during the quarter. However, sales growth was flat in H1FY20
 - Balms Market Share (vol) at **54.7%** increased by **120 bps** in Q2FY20



Kesh King



- ❑ Kesh King range declined by **11%** during the quarter due to slowdown in discretionary consumption. Sales, however grew by **8%** in H1FY20.
- Q2FY20 Market Share (vol) at **26.6%** grew by **140 bps**



7 Oils in One

- ❑ 7 Oils in One grew by **25%** during the quarter and by **28%** in H1FY20
- Roped in Katrina Kaif to endorse the brand



Navratna

- ❑ Navratna range declined by **3%** during the quarter. However, it grew by **2%** in H1FY20
 - Maintained leadership with a Market Share (vol) at **65.5%** in Q2FY20



Healthcare range

- ❑ Healthcare range posted flat growth during the quarter. However, it declined by **2%** in H1FY20
 - Ex-Pancharishta, Healthcare range grew by **13%** in Q2 and by **8%** in H1
 - Strong growth in Nityam range, Chyawanprash Range and Zandu Honey



Male Grooming

- ❑ Macroeconomic factors impacting discretionary consumption adversely.
- ❑ Male grooming range declined by **32%** during the quarter and by **19%** in H1FY20.
 - Male Fairness cream category grew by 2.5% in volumes, while Fair and Handsome Cream grew by 4.6% in Q2FY20 as per AC Nielsen.
 - Fairness creams Market Share (vol) at **66.2%** grew by **130 bps** in Q2FY20



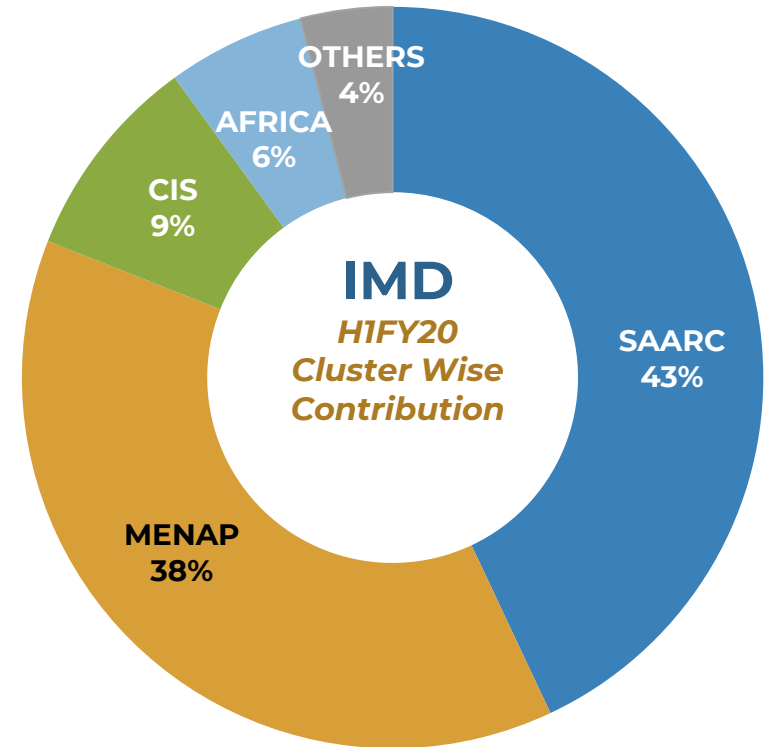
The advertisement features two men in military uniforms standing in a room with large windows. Below them is a product shot of the 'Fair and Handsome' cream box, which is labeled 'ADVANCED', 'emami', 'FAIR AND HANDSOME', 'NO. 1 FAIRNESS CREAM FOR MEN', 'DEEP MOISTURIZING PROPERTIES', 'FAIRCELL TECHNOLOGY', and 'FOR TOUGH MALE SKIN'. To the right of the product shot, the text reads 'BADHTE RAHO. HANDSOME RAHO.' and 'FAIR AND HANDSOME'. At the bottom right, it says 'NO. 1 FAIRNESS CREAM FOR MEN'.

International Business

- ❑ Sales grew by **20%** during the quarter and by **25%** in H1FY20
 - Excluding Creme 21, sales grew by **7%** during the quarter and by **8%** in H1FY20
 - SAARC and MENAP grew strongly

- ❑ **Market Shares gains continued across geographies-**

- Bangladesh (Navratna, Fair and Handsome and 7 Oils in One)
- UAE (Navratna and Fair and Handsome)
- Russia (BoroPlus)



- 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.*)

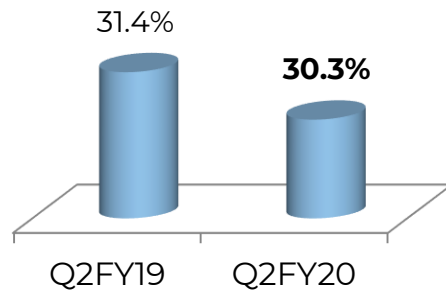
Q2FY20 Financial analysis



Cost of Goods Sold

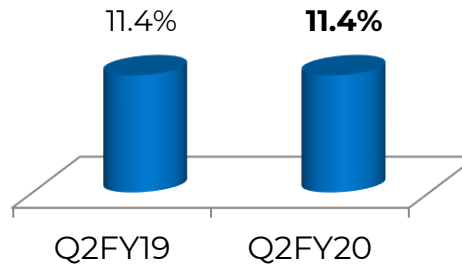
(as a % of Sales)

- 110 bps



Staff Costs

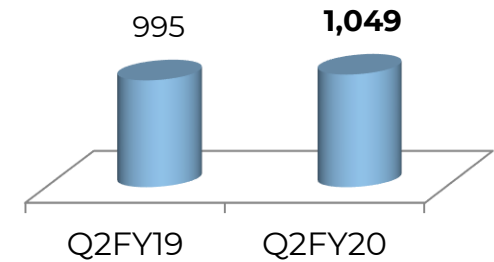
(as a % of Sales)



A&P Spends

(₹ in Millions)

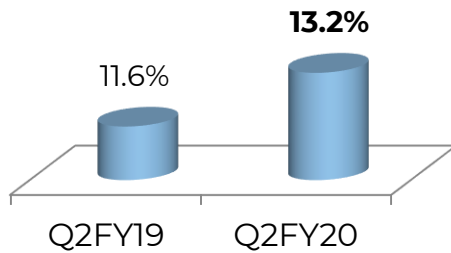
+10 bps



Admin & Other Exp

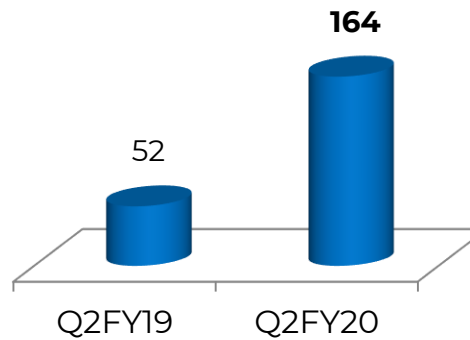
(as a % of Sales)

+ 160 bps



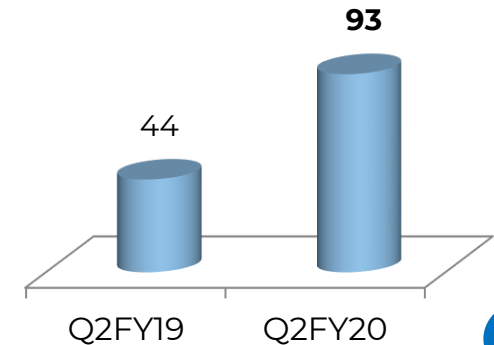
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



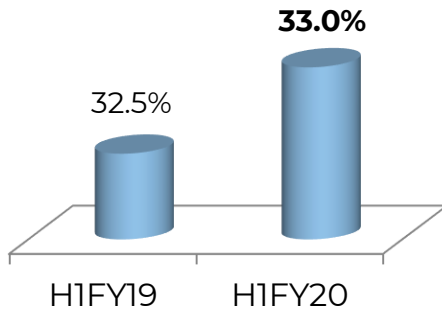
H1FY20 Financial analysis



Cost of Goods Sold

(as a % of Sales)

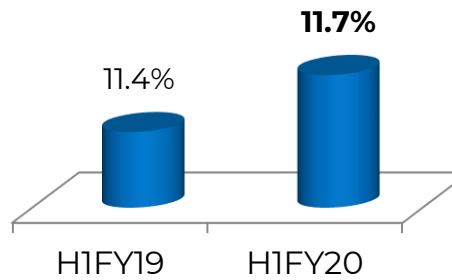
+ 50 bps



Staff Costs

(as a % of Sales)

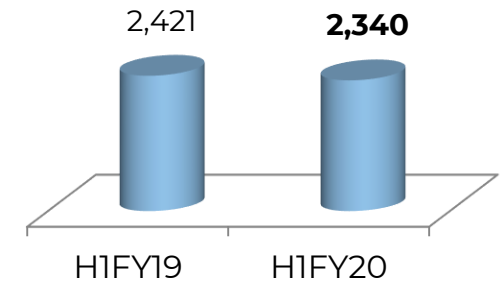
+ 30 bps



A&P Spends

(₹ in Millions)

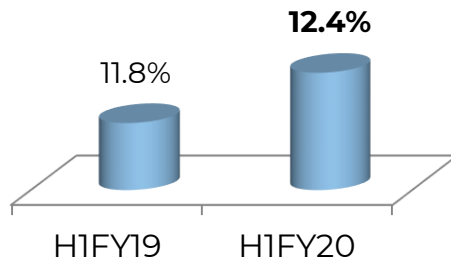
-160 bps



Admin & Other Exp

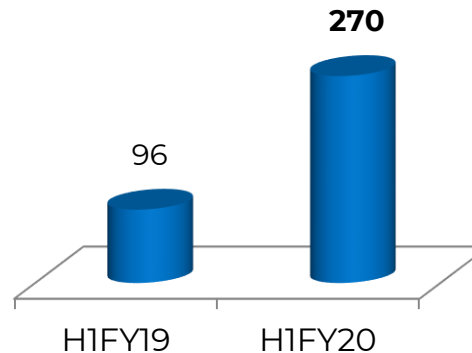
(as a % of Sales)

+ 60 bps



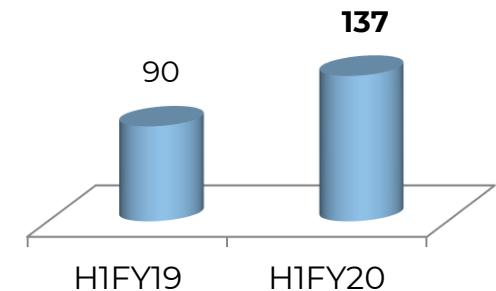
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q2FY20 Summarized Financials



₹ in Millions

Particulars	Q2FY20	%	Q2FY19	%	Growth %	FY19	%
Net Sales	6,491.7	98.4%	6,183.4	98.4%	5.0%	26,589.2	98.7%
Other Operating Income	108.8	1.6%	98.7	1.6%	10.2%	357.1	1.3%
Revenue from Operations	6,600.5	100.0%	6,282.1	100.0%	5.1%	26,946.3	100.0%
Materials Cost	1,998.8	30.3%	1,972.0	31.4%	1.4%	9,230.1	34.3%
A&P	1,049.2	15.9%	995.0	15.8%	5.4%	4,701.8	17.4%
Staff Cost	753.1	11.4%	713.9	11.4%	5.5%	2,797.2	10.4%
Admn & Other Exp	869.6	13.2%	727.8	11.6%	19.5%	2,945.0	10.9%
EBIDTA	1,929.8	29.2%	1,873.4	29.8%	3.0%	7,272.2	27.0%
Other Income	163.8	2.5%	51.6	0.8%	217.4%	349.0	1.3%
Interest	93.2	1.4%	43.8	0.7%	112.8%	214.0	0.8%
Amortisation of acquired TM's/ brands	640.6	9.7%	613.2	9.8%	4.5%	2,485.0	9.2%
Depreciation/Amortisation of other assets	178.1	2.7%	201.5	3.2%	-11.6%	768.2	2.9%
PBT before Exceptional Items	1,181.7	17.9%	1,066.5	17.0%	10.8%	4,154.0	15.4%
Exceptional Items	-	0.0%	-	0.0%	0.0%	98.0	0.4%
PBT	1,181.7	17.9%	1,066.5	17.0%	10.8%	4,056.0	15.1%
Tax	211.3	3.2%	239.7	3.8%	-11.8%	1,008.8	3.7%
PAT	970.4	14.7%	826.8	13.2%	17.4%	3,047.2	11.3%
Share of Minority Interest & P/L of Associate	(10.4)	-0.2%	(0.1)	0.0%	10300%	-14.9	-0.1%
PAT After Minority Interest & Associate	960.0	14.5%	826.7	13.2%	16.1%	3,032.3	11.3%
Cash Profit (PAT + Dep. & Amortization)	1,778.7	26.9%	1,641.4	26.1%	8.4%	6,285.5	23.3%
EPS - Rs.	2.77		1.82			6.68	
Cash EPS- Rs.	3.92		3.62			13.85	

Board of Directors declared Interim Dividend at 200% i.e. Rs. 2/- per equity share

H1FY20 Summarized Financials



₹ in Millions

Particulars	H1FY20	%	H1FY19	%	Growth %	FY19	%
Net Sales	12,876.9	98.3%	12,230.6	98.4%	5.3%	26,589.2	98.7%
Other Operating Income	218.7	1.7%	201.3	1.6%	8.6%	357.1	1.3%
Revenue from Operations	13,095.6	100.0%	12,431.9	100.0%	5.3%	26,946.3	100.0%
Materials Cost	4,323.1	33.0%	4,045.1	32.5%	6.9%	9,230.1	34.3%
A&P	2,339.7	17.9%	2,421.3	19.5%	-3.4%	4,701.8	17.4%
Staff Cost	1,525.9	11.7%	1,417.5	11.4%	7.6%	2,797.2	10.4%
Admn & Other Exp	1,627.0	12.4%	1,464.2	11.8%	11.1%	2,945.0	10.9%
EBIDTA	3,279.9	25.0%	3,083.8	24.8%	6.4%	7,272.2	27.0%
Other Income	270.0	2.1%	96.0	0.8%	181.3%	349.0	1.3%
Interest	136.7	1.0%	89.6	0.7%	52.6%	214.0	0.8%
Amortisation of acquired TM's/ brands	1,314.4	10.0%	1,220.1	9.8%	7.7%	2,485.0	9.2%
Depreciation/Amortisation of other assets	341.0	2.6%	431.0	3.5%	-20.9%	768.2	2.9%
PBT before Exceptional Items	1,757.8	13.4%	1,439.1	11.6%	22.1%	4,154.0	15.4%
Exceptional Items	-	0.0%	-	0.0%	100.0%	98.0	0.4%
PBT	1,757.8	13.4%	1,439.1	11.6%	22.1%	4,056.0	15.1%
Tax	388.2	3.0%	342.8	2.8%	13.2%	1,008.8	3.7%
PAT	1,369.6	10.5%	1,096.3	8.8%	24.9%	3,047.2	11.3%
Share of Minority Interest & P/L of Associate	(17.0)	-0.1%	(3.0)	0.0%	466.7%	-14.9	-0.1%
PAT After Minority Interest & Associate	1,352.6	10.3%	1,093.3	8.8%	23.7%	3,032.3	11.3%
Cash Profit (PAT + Dep. & Amortization)	3,008.0	23.0%	2,744.4	22.1%	9.6%	6,285.5	23.3%
EPS - Rs.	2.98		2.41			6.68	
Cash EPS- Rs.	6.63		6.05			13.85	

Balance Sheet



₹ in Millions

S.N.	ASSETS	Consolidated		S.N.	LIABILITIES	Consolidated	
		Unaudited	Audited			Unaudited	Audited
		As at 30.09.2019	As at 31.03.2019			As at 30.09.2019	As at 31.03.2019
1	Non -Current Assets				Equity		
(a)	Property, Plant and Equipment	7,740	7,490	(a)	Equity Share capital	454	454
(b)	Capital work-in-progress	77	352	(b)	Other Equity	18,888	20,307
(c)	Investment Property	544	548		Total Equity attributable to owners of the company	19,342	20,761
(d)	Goodwill on Consolidation	-	41	(c)	Non-Controlling Interest	(4)	(2)
(e)	Other Intangible Assets	7,449	8,722		Total Equity	19,338	20,759
(f)	Intangible assets under development	20	11				
(g)	Financial Assets				LIABILITIES		
	(i) Investments			1	Non-Current Liabilities		
	a) Investment in Associate	260	160	(a)	Financial Liabilities		
	b) Others	966	1,631	(i)	Other Financial Liabilities	71	69
	(ii) Loans	140	142	(b)	Provisions	234	200
	(iii) Other Financial Assets	301	291	(c)	Deferred tax liabilities (Net)	184	160
(h)	Deferred Tax Assets (net)	37	38	(d)	Other Non-Current Liabilities	226	237
(i)	Non-Current Tax Assets	134	126			714	666
(j)	Other Non-Current Assets	140	178				
		17,809	19,730	2	Current liabilities		
2	Current assets			(a)	Financial Liabilities		
(a)	Inventories	2,436	2,217	(i)	Borrowings	2,783	1,099
(b)	Financial Assets			(ii)	Trade Payables	-	-
	(i) Investments	2,373	79		Total outstanding dues of Micro & Small Enterprises	22	30
	(ii) Trade Receivables	2,365	2,164		Total outstanding dues of creditors Others than Micro & Small Enterprises	3,099	2,883
	(iii) Cash & Cash Equivalents	400	1,165	(iii)	Other Financial Liabilities	726	1,326
	(iv) Bank Balances other than (iii) above	620	869	(b)	Other Current Liabilities	235	245
	(v) Loans	68	47	(c)	Provisions	1,237	1,153
	(vi) Other Financial Assets	623	498	(d)	Current Tax Liabilities (Net)	86	63
(c)	Other Current Assets	1,546	1,455			8,187	6,799
		10,431	8,493				
	Total Assets	28,240	28,224		Total Equity and Liabilities	28,240	28,224

Net Cash of ₹ 61 cr

Awards & Accolades

- ❑ Emami Group was conferred with “**Star of the Year**” at the 10th edition of **Think CSR 2019 Award** organized by Tefla’s.

- ❑ **Navrata** won 4 prestigious awards for its campaigns –
 - ❑ **Gold Award for ‘Kumbh Mein Sukun’ at Flame Awards Asia 2019** -Best Campaign for Leveraging Technology Experience & Engagement

 - ❑ **Gold Award for ‘Kumbh Mein Sukun’ at WOW Awards Asia** - Best Experiential Marketing-On ground Promotion of the Year

 - ❑ **Silver Award for ‘Saarthi 2.0’** campaign at Flame Awards Asia 2019 - CSR Campaign of the Year

 - ❑ **Silver Award for ‘Saarthi 2.0’** campaign at Wow Awards Asia - CSR Campaign of the Year





**Thank
you**