



emami* limited

Date: 29th January, 2018

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 Sir,

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 Overview.

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

This is for your information and records.

Thanking you,

Yours faithfully,
For Emami Limited

A.K. Joshi
Company Secretary & VP- Legal
(Encl. : As above)



Q3FY18 Performance Review

29th January 2018

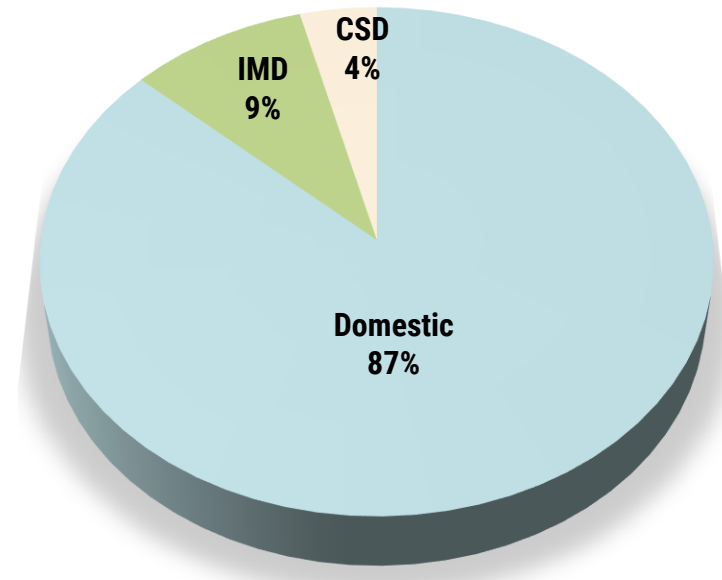


Q3FY18 Snapshot

- ❑ **Consolidated Revenues** (including GST/VAT) grew by **10%** during the quarter with **volumes growing by 6%**.
 - Reported Revenue from Operations grew by 4%
 - Domestic Revenues grew by 10% (*including GST/VAT*)
 - International Business grew by 16%
 - CSD Business declined by 2%

- ❑ **EBIDTA and PAT** grew by **2% and 10%** respectively during the quarter.

Q3FY18 Business Wise Sales Split



Note: Like to Like Revenue Growth (including GST/VAT) has been reported in this presentation

Sales Performance

Performance update for Q3FY18

BoroPlus Range

- ❑ BoroPlus grew by **10%** during the quarter.
- ❑ Antiseptic Cream posted double digit growth despite a high base in Q3FY17.
 - Maintained leadership with a market share (value) of 67.5% in Q3FY18



Pain Management Range

- ❑ Pain Management Range grew by **17%** during the quarter
 - Balms posted Double digit volume growth
 - Fast Relief posted flat growth.
- ❑ New launches, Zandu Gel, Zandu Spray and Zandu Roll On performed well.



Navratna Range

- ❑ Navratna grew by **15%** during the quarter.
- ❑ Cool Oils posted Double digit volume growth during the quarter
 - Market Share (value) at 61.8% increased by 130 bps in Q3FY18



Male Grooming Range

- ❑ Male Grooming Range grew strongly by **22%** during the quarter led by a double digit volume growth in Fairness creams.
 - Market Share (value) of Fairness creams at 62.1% increased by 250 bps in Q3FY18
 - Market Share (value) of Fairness Face Wash at 13.8% increased by 210 bps in Q3FY18

- ❑ HE range volumes also grew in double digits.



Kesh King Range

- ❑ Kesh King declined by 19% during the quarter.
- ❑ Challenging trade sentiment in the wholesale channel and rural markets continued to impact the performance.
- ❑ Ayurvedic Oil maintained leadership with a market share (value) of 27.3% in Q3FY18



Healthcare Range

- ❑ Healthcare Range declined by 3% during the quarter due to lower sales of Pancharishtha.
 - Ex Pancharishtha, Healthcare range grew by 16%
- ❑ Chyawanprash range grew strongly with double digit volume growth.
 - Relaunched Zandu Kesari Jivan in a new attractive pack.
- ❑ Launched Sugar free variants with focus on improving health of consumers-
 - Zandu Kesari Jivan Sugarfree
 - Zandu Chyawanprashad (a sugar free ayurvedic revitaliser)
 - Zandu Pancharishtha Sugar Free.



Other Brands

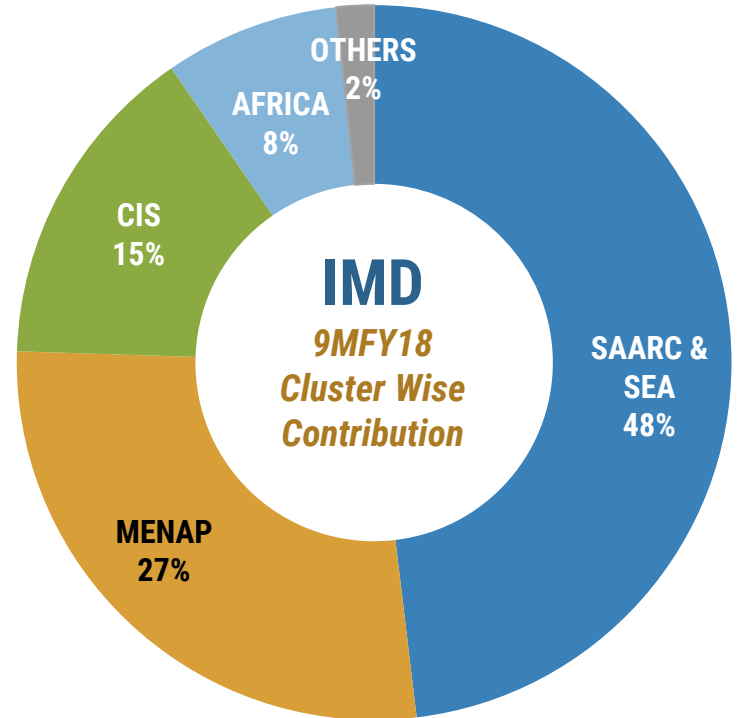
- ❑ 7 Oils in One continued to post double digit volume growth.
- ❑ Vasocare grew in low single digits due to a high base.





International Business Performance

- ❑ International Business grew by **16%** during the quarter
- ❑ CIS, MENAP and SEA regions grew robustly.
- ❑ Reported Market share gains across majority of the portfolio.



Legend:

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

Financial Analysis

Earnings analysis for Q3FY18

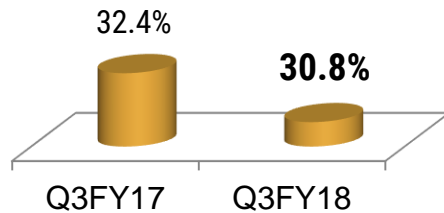


Q3FY18 Financial Analysis

Cost of Goods Sold

(as a % of Sales)

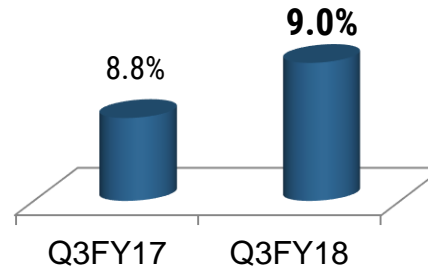
-160 bps



Staff Costs

(as a % of Sales)

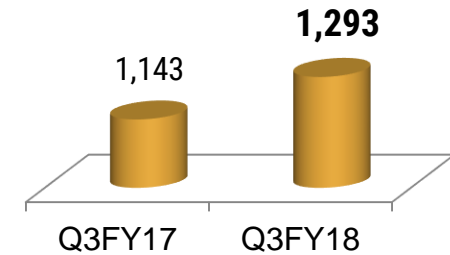
+ 20 bps



A&P Spends

(₹ in Millions)

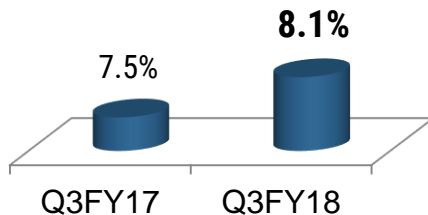
+130 bps



Admin & Other Exp

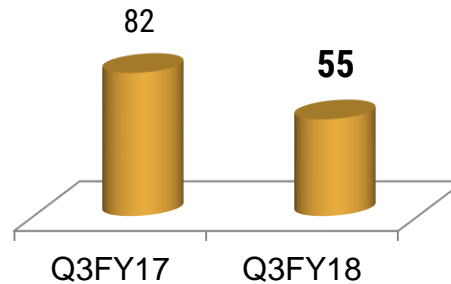
(as a % of Sales)

+ 60 bps



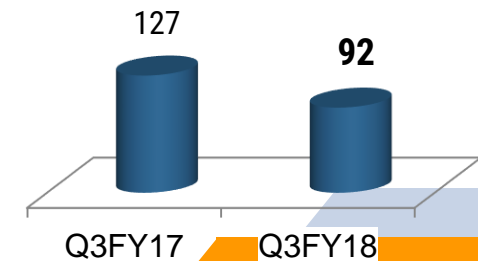
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)





Q3FY18 Summarized Financials

₹ in Millions

Particulars	Q3FY18	%	Q3FY17	%	Growth %	FY17	%
Revenue from Operations (including GST/ VAT)	8,424	111.3%	7,661	105.5%	10.0%	26,941	106.4%
Less : GST/VAT	(857)	-11.3%	(401)	-5.5%	113.7%	(1,615)	-6.4%
Revenue from Operations	7,566	100%	7,260	100%	4.2%	25,326	100%
Materials Cost	2,334	30.8%	2,349	32.4%	-0.7%	8,825	34.8%
A&P	1,293	17.1%	1,143	15.7%	13.1%	4,428	17.5%
Staff Cost	680	9.0%	636	8.8%	6.9%	2,242	8.9%
Admn & Other Exp	613	8.1%	546	7.5%	12.3%	2,240	8.8%
EBIDTA	2,647	35.0%	2,585	35.6%	2.4%	7,591	30.0%
Other Income	55	0.7%	82	1.1%	-32.4%	311	1.2%
Interest	92	1.2%	127	1.8%	-27.4%	580	2.3%
Amortisation of acquired TM's/ brands	604	8.0%	705	9.7%	-14.2%	2,617	10.3%
Depreciation/Amortisation of other assets	195	2.6%	112	1.5%	74.7%	469	1.9%
PBT	1,810	23.9%	1,723	23.7%	5.0%	4,236	16.7%
Tax	338	4.5%	381	5.2%	-11.2%	836	3.3%
PAT	1,472	19.4%	1,342	18.5%	9.6%	3,400	13.4%
PAT After Minority Interest & Associate	1,472	19.5%	1,343	18.5%	9.6%	3,404	13.4%
Cash Profit (PAT + Dep. & Amortization)	2,272	30.0%	2,160	29.8%	5.2%	6,490	25.6%
EPS - Rs.	6.5		5.9		9.6%	15.0	
Cash EPS- Rs.	10.0		9.5		5.2%	28.6	



9MFY18 Summarized Financials

₹ in Millions

Particulars	9MFY18	%	9MFY17	%	Growth %	FY17	%
Revenue from Operations (including GST/ VAT)	21,270	110.4%	20,755	106.2%	2.5%	27,168	107.3%
Less : GST/VAT	(2,011)	-10.4%	(1,206)	-6.2%	66.8%	(1,842)	-7.3%
Revenue from Operations	19,259	100%	19,549	100%	-1.5%	25,326	100%
Materials Cost	6,369	33.1%	6,613	33.8%	-3.7%	8,825	34.8%
A&P	3,709	19.3%	3,669	18.8%	1.1%	4,428	17.5%
Staff Cost	1,966	10.2%	1,814	9.3%	8.4%	2,242	8.9%
Admn & Other Exp	1,753	9.1%	1,643	8.4%	6.7%	2,240	8.8%
EBIDTA	5,462	28.4%	5,810	29.7%	-6.0%	7,591	30.0%
Other Income	173	0.9%	219	1.1%	-20.8%	311	1.2%
Interest	276	1.4%	412	2.1%	-33.1%	580	2.3%
Amortisation of acquired TM's/ brands	1,807	9.4%	1,994	10.2%	-9.4%	2,617	10.3%
Depreciation/Amortisation of other assets	494	2.6%	329	1.7%	50.3%	469	1.9%
PBT	3,059	15.9%	3,295	16.9%	-7.2%	4,236	16.7%
Tax	593	3.1%	728	3.7%	-18.6%	836	3.3%
PAT	2,467	12.8%	2,567	13.1%	-3.9%	3,400	13.4%
PAT After Minority Interest & Associate	2,469	12.8%	2,571	13.2%	-4.0%	3,404	13.4%
Cash Profit (PAT + Dep. & Amortization)	4,767	24.8%	4,889	25.0%	-2.5%	6,486	25.6%
EPS - Rs.	10.9		11.3		-3.9%	15.0	
Cash EPS- Rs.	21.0		21.6		-2.5%	28.6	



Acquisition of Strategic Stake in “The Man Company”

- ❑ Forayed into the fast growing **Online Male Grooming segment** by agreeing to acquire **30% equity stake** (in 13 months) in **Helios Lifestyle Pvt. Ltd.** with an option to buy further at agreed valuation parameters.
- ❑ The company owns the brand “**The Man Company**” which offers a **head-to-toe range of premium men’s grooming products** in Bath & Body, Beard management, Shaving & Perfumes category based on premium essential oils which are free of harmful chemicals.
- ❑ The products are **currently sold online** majorly through the company's own website.
- ❑ The segment offers a huge headroom for innovation & growth and the investment is in line with the company’s strategy of leveraging online opportunities brought about by rapid digitalisation.



THE MAN COMPANY

Thank You