



emami limited

25th May, 2021

The Secretary
The National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G. Block
Bandra Kurla Complex, Bandra (E)
Mumbai: 400051

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai: 400001

Dear Sirs,

Pursuant to Provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of Investor Presentation on Company Overview.

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

Thanking You,

Yours Sincerely,

For Emami Limited,

A. K. Joshi

Company Secretary & VP-Legal

Encl: a/a

3 benefits in 1 soap? Now, that's SMART!

3

- ✓ Antiseptic
- ☼ Moisturising
- ☼ Ayurvedic



GERMS KI HAAR,
SKIN SE PYAAR

- ☼ With Neem, Tulsi & Aloe Vera
- ☼ Recommended by Doctors

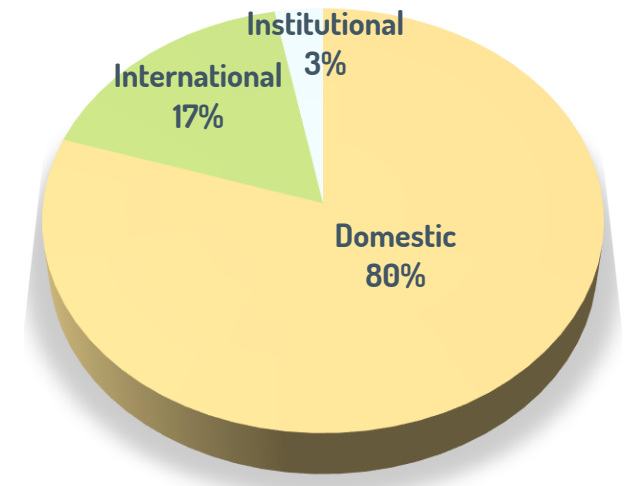
Special
OFFER
₹20/-



Q4 & FY21 Revenues

Key Financials	Growth in Q4FY21 over		FY21 Growth
	Q4FY20	Q4FY19	
• Domestic Business	44%	15%	10%
• International Business	28%	21%	12%
• Institutional Business	-3%	-7%	-19%
Consolidated Net Sales	39%	15%	9%
• Other Operating Income	-81%	-65%	-41%
Total Revenues	37%	14%	8%

Q4FY21 BUSINESS WISE SALES SPLIT



- ▶ **39% volume growth in Domestic Business in Q4FY21**
- ▶ Overall volume growth of 33% in Q4FY21

Q4 & FY21 Profitability (Consolidated)

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Q4FY21	Rs. in crore	Growth	Margins	Margin Growth
Revenues	731	37%	-	-
Gross Profit	458	32%	62.7%	-250 bps
EBIDTA	163	65%	22.3%	+380 bps
PAT	88	276%	12.0%	+760 bps
Cash Profit	171	57%	23.4%	+300 bps

FY21	Rs. in crore	Growth	Margins	Margin Growth
Revenues	2,881	8%	-	-
Gross Profit	1,951	10%	67.7%	+70 bps
EBIDTA	883	28%	30.7%	+470 bps
PAT	455	50%	15.8%	+440 bps
Cash Profit	822	29%	28.5%	+440 bps

Domestic Brandwise Performance

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Key Brands	Q4FY21 growth over		Growth in FY21
	Q4FY20	Q4FY19	
Healthcare Range	67%	48%	45%
Pain Management Range	38%	33%	23%
Navratna Range	28%	13%	-8%
Kesh King Range	45%	7%	15%
BoroPlus Range	5x	5%	15%
Male Grooming Range	26%	-27%	-26%
7 Oils in One	39%	45%	10%

New Launches in Q4FY21

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**Zandu Chyavanprash with
Jaggery (Gur)**

Chyavanprash with Jaggery and No Added Sugar launched for the first time in India.

E-commerce specific launches



**Kesh King Ayurvedic Onion Oil and
Shampoo**

Ayurvedic Onion range with unique and potent blend of 21 ayurvedic herbs and onion extracts

Navratna Gold Ayurvedic Cool Oil

Light, non-sticky oil with a blend of premium herbs, exotic flowers and goodness of almond

New Launches Performance



40+

New launches
in FY21

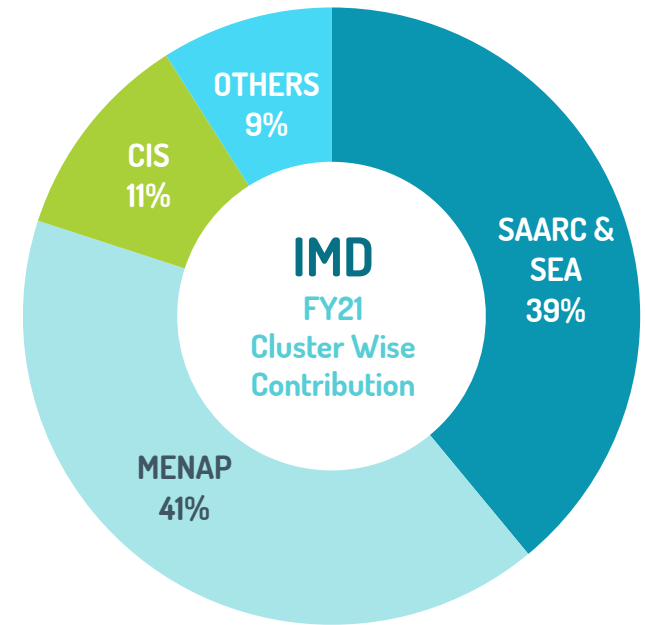
4%

Contribution to
Domestic Business in
FY21



International Business Performance

- ❑ Sales grew by **28%** in Q4 and by **12%** in FY21
- ❑ Q4FY21 Sales performance-
 - MENAP grew by 53%
 - SAARC grew by 14%
 - Africa grew by 32%
- ❑ Creme 21 became the largest brand for International Business, growing strongly in FY21
- ❑ 7 Oils in One continued to deliver good growth on back of ongoing media campaign in Bangladesh & launch of new variants in key markets
- ❑ Strategy of tapping opportunities in non-focus markets with high hair oil usage, with focus brands like Kesh King & 7 Oils in One has been paying off well



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.)
Others	Africa, America and other

New Ad Campaigns

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New TVC for Navratna Maxx Cool Talc with Varun Dhawan highlighting all day-cooling effect.

New TVC for BoroPlus 3 in 1 smart soap with Ayushmann Khurrana highlighting the multi benefits of BoroPlus soap

New Ad Campaigns

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ZANDU Pure Honey
100% Guaranteed Purity
 Every batch is tested for purity at German Lab

Test it yourself at www.zandupurehoney.com

Complies with all 22 FSSAI purity standards | Undergoes various purity tests like C3/C4 and Marker for Rice Syrup

Helpline: 033-66136264 (9:30 am to 6:30 pm)

इंडु विगोरेक्स गोल्ड

जोश और ऊर्जा भरी जिन्दगी

शिलाजीत के साथ सफेद मूसली, अश्वगंधा और गोल्ड की शक्ति

कौंच बीज | अश्वगंधा | गोल्ड | सफेद मूसली | शतावरी | शिलाजीत

रोज लिया करें

डॉक्टर से मुफ्त सलाह के लिए 18005728000 (टोल फ्री) 9:30 am - 6:30 pm

बार-बार अंदर बाहर नहीं कब्ज़ से 1 बार में राहत

गैस | एरिडिटी | बदहजमी जैसी कब्ज़ से जुड़ी तकलीफों से राहत

इंडु Nityam

डिजिट 1 चूर्ण

डॉक्टर से मुफ्त सलाह के लिए 1800 572 8000 (टोल फ्री) 9:30 am to 6:30 pm

केवल 7 दिनों में चलने-फिरने में सुधार दिखे और दर्द से आराम दिलाए!

इंडु 20% EXTRA

Ortha Medic Oil

सुखे और कोढ़ के दर्द के लिए

डॉक्टर से मुफ्त सलाह के लिए 1800 572 8000 (टोल फ्री) 9:30 am to 6:30 pm

च्यवनप्राश में 50% शर्करा (चीनी)†

च्यवनप्राश

†पूर के वीर एडिक्टिवी कार्यालय द्वारा प्रमाणित है

बेहतर सेहत के लिये नया गुड़ वाला **इंडु च्यवनप्राश** गुड़ (केसी)

2X इन्सुनिटी

इंडु च्यवनप्राश गुड़ (केसी)

इंडु के 100 वर्षों के आयुर्वेदिक अनुभव और अनुसंधान से बना। गुड़ पोषक तत्व प्रदान करे, एंटी-ऑक्सिडेंट क्षमता बढ़ाये और श्वसन प्रक्रिया सुधारने में मदद करे।

आप कौन सा च्यवनप्राश चुनेंगे, चीनी वाला, या गुड़ वाला ?

†पूर के वीर एडिक्टिवी कार्यालय द्वारा प्रमाणित है

रोज़ की पेट की तकलीफों का शॉर्टकट इलाज नहीं

गैस | भारीपन | बदहजमी | खट्टे डकार | भूख ना लगना

इंडु पंचारिष आयुर्वेदिक डायजेस्टिव टॉनिक

उपरी इलाज नहीं, इंडु पंचारिष अपनाइये 30 दिनों में रोज़ की पेट की तकलीफों को जड़ से दूर भगाइये दो बड़े चम्मच (30 ml) | दिन में दो बार | 30 दिन

इंडु पंचारिष - पेट की तकलीफों से लम्बी राहत

पाचन बनाये जड़ से मजबूत 35 आयुर्वेदिक तत्व सातों पाचन केंद्रों पर असर करे

डॉक्टर से मुफ्त सलाह के लिये कॉल कीजिये: 1800 572 8000

Financial Analysis

Earnings analysis for Q4 & FY21



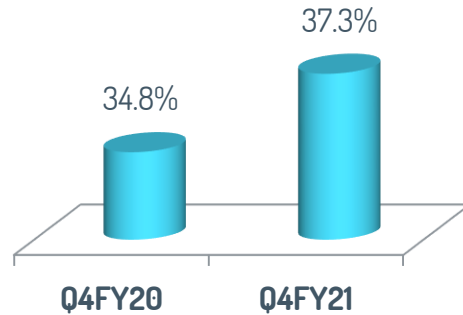
Q4FY21

Financial Analysis

Cost of Goods Sold

(as a % of Sales)

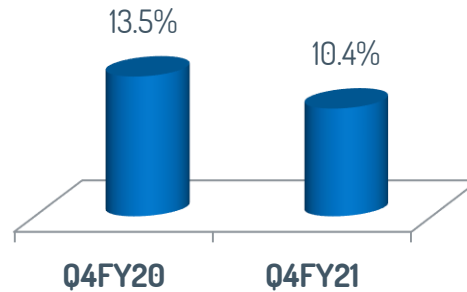
+ 250 bps over PY



Staff Costs

(as a % of Sales)

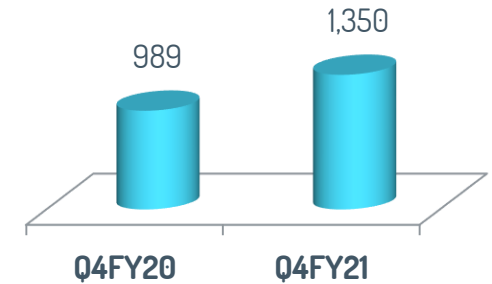
- 310 bps over PY



A&P Spends

(₹ in Millions)

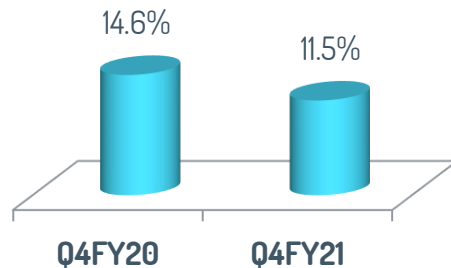
- 10 bps over PY



Admin & Other Exp

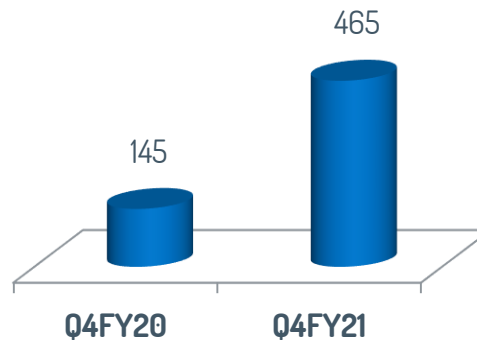
(as a % of Sales)

- 310 bps over PY



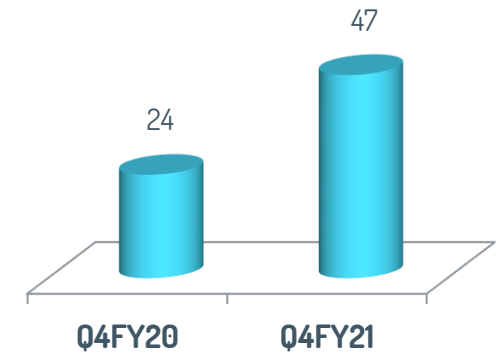
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)

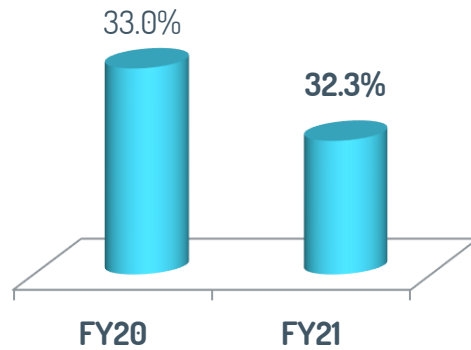


FY21 Financial Analysis

Cost of Goods Sold

(as a % of Sales)

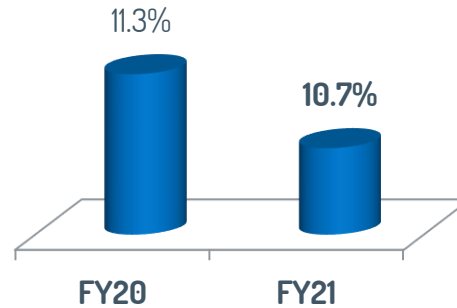
- 70 bps



Staff Costs

(as a % of Sales)

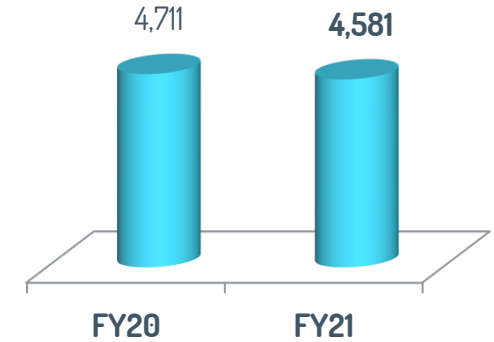
- 60 bps



A&P Spends

(₹ in Millions)

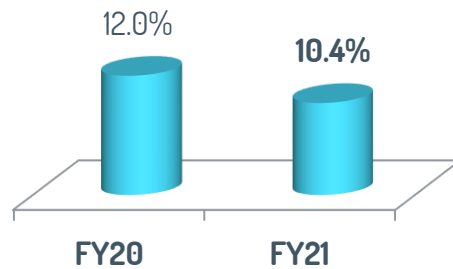
- 180 bps



Admin & Other Exp

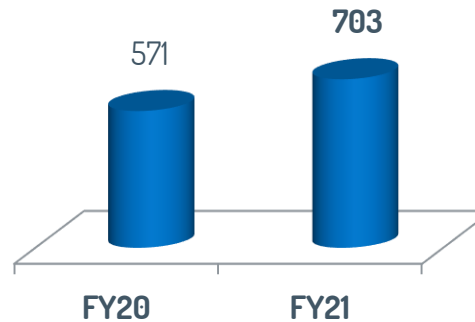
(as a % of Sales)

- 160 bps



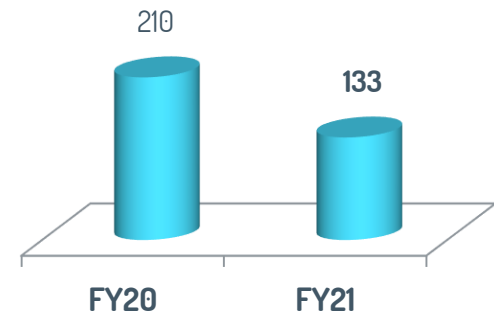
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q4FY21

Summarized Financials

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₹ in Millions

Particulars	Q4FY21	%	Q4FY20	%	Growth
Net Sales	7,289.1	99.7%	5,228.3	98.2%	39.4%
Other Operating Income	18.5	0.3%	98.5	1.8%	-81.2%
Revenue from Operations	7,307.6	100.0%	5,326.8	100.0%	37.2%
Materials Cost	2,728.1	37.3%	1,856.0	34.8%	47.0%
A&P	1,349.8	18.5%	989.1	18.6%	36.5%
Staff Cost	759.5	10.4%	720.6	13.5%	5.4%
Admn & Other Exp	842.2	11.5%	775.8	14.6%	8.6%
EBIDTA	1,628.0	22.3%	985.3	18.5%	65.2%
Other Income	465.0	6.4%	144.9	2.7%	220.9%
Interest	47.2	0.6%	24.1	0.5%	95.9%
Amortisation of acquired TM's/ brands	589.3	8.1%	633.0	11.9%	-6.9%
Depreciation/Amortisation of other assets	240.3	3.3%	219.4	4.1%	9.5%
PBT before Exceptional Items	1,216.2	16.6%	253.7	4.8%	379.4%
Exceptional Items	-	0.0%	74.2	1.4%	-100.0%
PBT	1,216.2	16.6%	179.5	3.4%	577.5%
Tax	325.5	4.5%	(73.7)	-1.4%	-541.7%
PAT	890.7	12.2%	253.2	4.8%	251.8%
Share of Minority Interest & P/L of Associate	(13.4)	-0.2%	(19.6)	-0.4%	-31.6%
PAT After Minority Interest & Associate	877.3	12.0%	233.6	4.4%	275.5%
Cash Profit (PAT + Dep. & Amortization)	1,706.9	23.4%	1,086.0	20.4%	57.2%
EPS - Rs.	1.97		0.51		
Cash EPS- Rs.	3.84		2.39		

FY21

Summarized Financials

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₹ in Millions

Particulars	FY21	%	FY20	%	Growth
Net Sales	28,542.6	99.1%	26,106.4	98.3%	9.3%
Other Operating Income	262.7	0.9%	442.4	1.7%	-40.6%
Revenue from Operations	28,805.3	100.0%	26,548.8	100.0%	8.5%
Materials Cost	9,292.3	32.3%	8,761.0	33.0%	6.1%
A&P	4,581.3	15.9%	4,711.4	17.7%	-2.8%
Staff Cost	3,091.7	10.7%	2,995.1	11.3%	3.2%
Admn & Other Exp	3,009.4	10.4%	3,175.9	12.0%	-5.2%
EBIDTA	8,830.6	30.7%	6,905.4	26.0%	27.9%
Other Income	702.7	2.4%	570.7	2.1%	23.1%
Interest	132.7	0.5%	210.1	0.8%	-36.8%
Amortisation of acquired TM's/ brands	2,678.5	9.3%	2,589.0	9.8%	3.5%
Depreciation/Amortisation of other assets	991.0	3.4%	774.3	2.9%	28.0%
PBT before Exceptional Items	5,731.1	19.9%	3,902.7	14.7%	46.8%
Exceptional Items	-	0.0%	106.8	0.4%	-100.0%
PBT	5,731.1	19.9%	3,795.9	14.3%	51.0%
Tax	1,142.1	4.0%	712.7	2.7%	60.2%
PAT	4,589.0	15.9%	3,083.2	11.6%	48.8%
Share of Minority Interest & P/L of Associate	(41.9)	-0.1%	(54.1)	-0.2%	-22.6%
PAT After Minority Interest & Associate	4,547.1	15.8%	3,029.1	11.4%	50.1%
Cash Profit (PAT + Dep. & Amortization)	8,216.6	28.5%	6,392.4	24.1%	28.5%
EPS - Rs.	10.23		6.67		
Cash EPS- Rs.	18.48		14.08		

Summarized Balance Sheet

₹ in Millions

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Sl.	ASSETS	As at 31.03.2021	As at 31.03.2020	Sl.	EQUITY AND LIABILITIES	As at 31.03.2021	As at 31.03.2020
1	Non -Current Assets				Equity		
(a)	Property, Plant and Equipment	7,143	7,685	(a)	Equity Share capital	445	453
(b)	Capital work-in-progress	58	69	(b)	Other Equity	17,182	17,784
(c)	Investment Property	530	545		Total Equity attributable to owners of the Parent	17,627	18,238
(d)	Other Intangible Assets	3,534	6,191	(c)	Non-Controlling Interest	(9)	(9)
(e)	Right of Use Assets	111	172		Total Equity	17,618	18,229
(f)	Intangible assets under development	6	12				
(g)	Financial Assets				LIABILITIES		
	(i) Investments						
	a) Investment in Associates	176	212	1	Non-Current Liabilities		
	b) Others	1,488	669	(a)	Financial Liabilities		
	(ii) Loans	108	117		(i) Other Financial Liabilities	109	154
	(iii) Other Financial Assets	621	394	(b)	Provisions	230	231
(h)	Deferred Tax Assets (net)	-	0	(c)	Deferred tax liabilities (Net)	42	35
(i)	Non-Current Tax Assets (Net)	4	135	(d)	Other Non-Current Liabilities	197	216
(j)	Other Non-Current Assets	149	253				
		13,929	16,452			578	636
2	Current assets			2	Current liabilities		
(a)	Inventories	3,005	2,447	(a)	Financial Liabilities		
(b)	Financial Assets				(i) Borrowings	919	2,102
	(i) Investments	889	683		(ii) Trade Payables		
	(ii) Trade Receivables	2,318	3,080		Total outstanding dues of Micro & Small Enterprises	121	230
	(iii) Cash & Cash Equivalents	198	108		Total outstanding dues of creditors Others than Micro & Small Enterprises	3,385	3,014
	(iv) Bank Balances other than (iii) above	3,406	1,082		(iii) Other Financial Liabilities	610	520
	(v) Loans	30	663	(b)	Other Current Liabilities	301	486
	(vi) Other Financial Assets	363	785	(c)	Provisions	1,429	1,455
(c)	Other Current Assets	1,060	1,484	(d)	Current Tax Liabilities (Net)	237	112
		11,268	10,333			7,002	7,920
	Total Assets	25,197	26,785		Total Equity and Liabilities	25,197	26,785

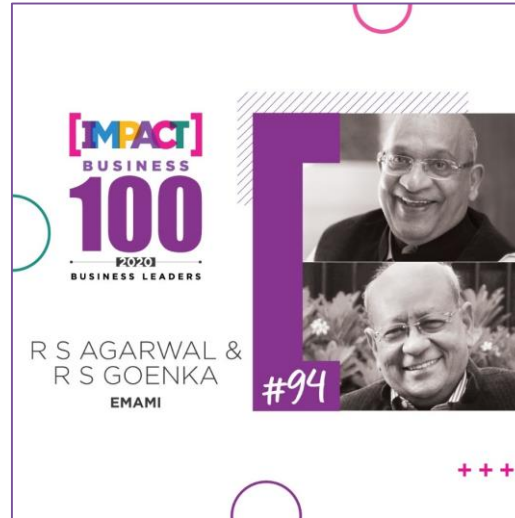
Net Cash surplus of ₹ 357 cr despite outflow of ₹ 221 cr for Buyback of shares and ₹ 356 cr for 1st and 2nd Interim Dividend.

Awards & Accolades

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Chosen as one of **India's TOP 15 FMCG Supply Chains 2021** at Inflection FMCG Supply Chain Web Conference & Awards,



Impact Digital featured Emami Founders Shri RS Agarwal and Shri RS Goenka in its **Power Business 100 List**



Shri RS Agarwal and Shri RS Goenka, conferred with Doctorate of Philosophy (D.Phil) Honoris Causa degree by **Amity University**.

Thank you

