

Date: 26th June, 2020

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 given on the website of the company www.emamiltd.in

This is for your information and records.

Thanking you,

Yours faithfully,
For Emami Limited



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

Introducing

BOROPLUS SOAP, SANITIZER & HAND WASH

From India's No. 1 Antiseptic[#] Brand
Leaves skin germ free & **Soft**



Recommended by Doctors

* Based on independent Microbiological Laboratory test as per standard protocol in 60 seconds | ** Soaps are known to impact virus structure thereby killing them | # In Antiseptic Cream category

FY20 Performance Snapshot (Consolidated)



Key Financials	FY20 Growth	Q4FY20 Growth	9MFY20 Growth*
Consolidated Revenue Growth	-1%	-17%	3%
Domestic Business Growth (incl. Institutional)	-4%	-19%	0%
International Business growth	16%	-4%	24%
EBIDTA Growth	-5%	-37%	4%
PAT Growth	0%	-58%	13%
Cash Profit Growth	2%	-21%	8%

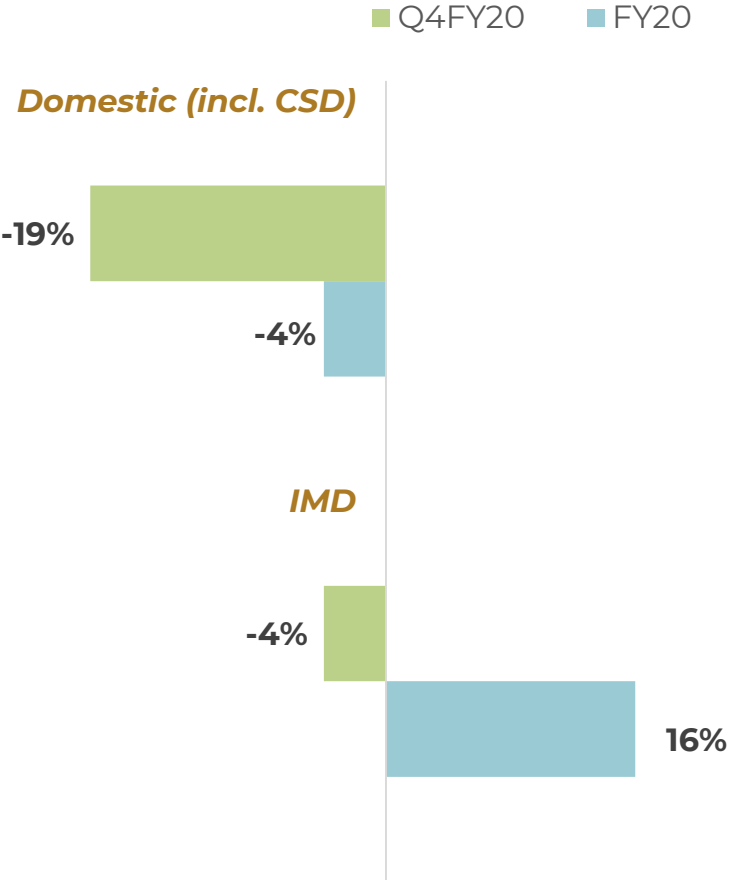
**Limited Review*

- Weak rural demand and liquidity concerns persisted prior to lockdown and supply chain disrupted from mid-March due to COVID-19
- Operations came to a complete halt during the last week of March due to nation wide lockdown affecting the pre-season sale of the summer portfolio impacting Q4 & FY20 performance

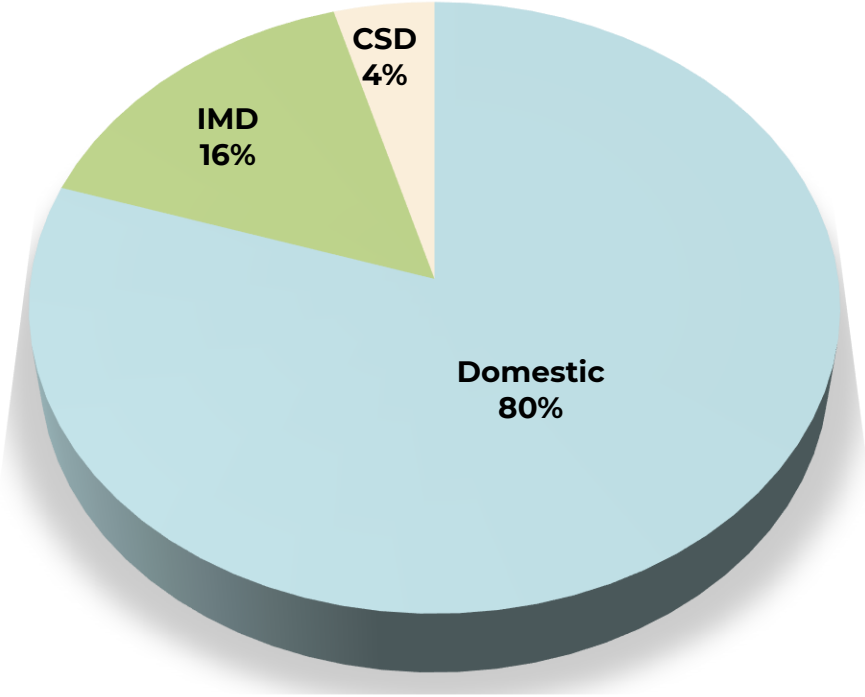
Business Performance



BUSINESS WISE PERFORMANCE



FY20 Business Wise Sales Split



Key Market Shares

Key Brands	Market Share Volume*	Growth over PY
Navratna Oils	66.4%	+ 10 bps
Zandu + Mentho Plus Balms	54.9%	+ 130bps
BoroPlus Antiseptic Cream	74.1%	+ 30bps
Fair and Handsome Cream	65.3%	- 30 bps
Kesh King Oil	26.6%	+ 140 bps

*MAT Dec'19

Domestic Brandwise performance



Key Brands	FY20 Growth	Q4FY20 Growth	9MFY20 Growth
Navratna Range	-2%	-12%	4%
Pain Management Range	3%	-5%	5%
BoroPlus Range	-7%	-77%	0%
Kesh King Range	1%	-26%	12%
Healthcare Range	-2%	-9%	1%
Male Grooming Range	-29%	-42%	-25%
7 Oils in One	29%	5%	39%

Foray into Hygiene space



BoroPlus Advanced Anti-Germ Hand Sanitizer

Launched in April'20



BoroPlus Antiseptic+Moisturizing Soap

Launched in June'20



BoroPlus Antiseptic+Moisturizing Handwash

To be launched in June'20

New Launches in Healthcare Range



Zandu Ayurvedic Hand Sanitizer

Launched in June'20



Zandu Ayush Kwath Powder

*An Ayurvedic immunity booster
Kadha launched in June'20*



Zandu Single Herb Range

- **Amalaki:** Guaranteed immunity builder
- **Asvagandha:** Immunity Booster / Adaptogenic stress buster
- **Giloy (Guduchi):** Immunity booster / promotes liver function
- **Neem:** Immunity booster / protects from skin infections
- **Tulasi:** Immunity booster for family
- **Turmeric:** Immunity Booster / Protects from infections

New Launches/ Relaunches in Q4FY20



Navratna Smart Cool Talc relaunched as “**Maxx Cool**” for Longest Lasting Cooling



Relaunched **Navratna Cool Talc** with modernized packaging and superior claims



Launched **BoroPlus Organic Aloe vera Gel** - The only gel with 100% organic Aloe Leaf Extract, Antiseptic Herbs & Vitamin E for Healthy, Hydrated and Nourished Skin and Hair

New Media campaigns



Roped in Bollywood superstar **Salman Khan** as **Raahat Raja**, the popular icon of **Navratna**.

The commercial has been directed by Nitesh Tiwari (Dangal and Chhichhore fame)

Expected to extend the product messaging to the masses

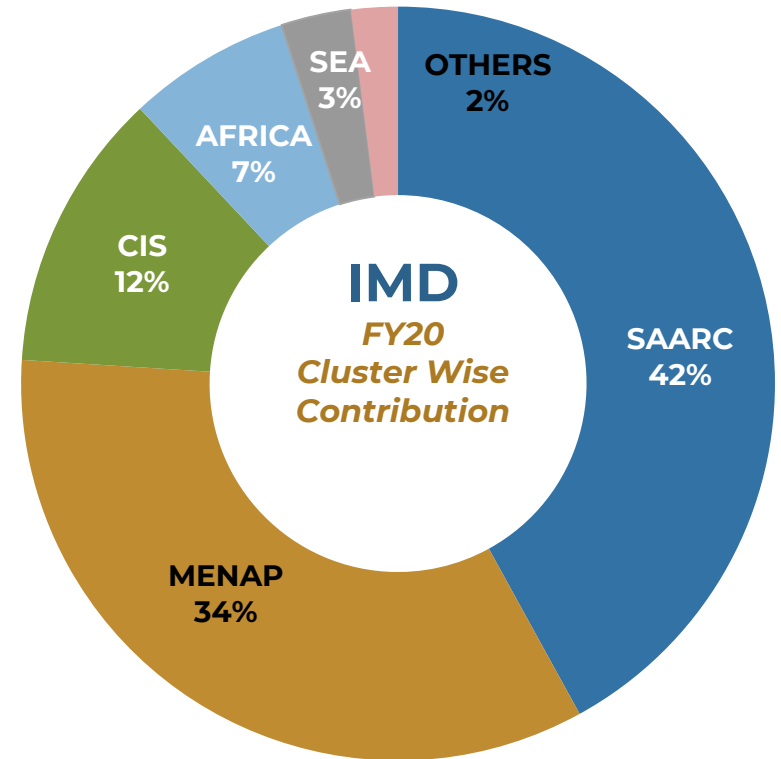


Digital Campaign for **Zandu Immunity Building range**



Aired **Medifacts Campaign** to build superiority of **Zandu Balms** against painkiller tablets

- ❑ Sales grew by **16%** in FY20. However, sales declined by **4%** in Q4
 - SAARC, MENAP and CIS grew in double digits in FY20
- ❑ **Market shares** across key markets continued to grow consistently –
 - 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.*)



Financial Analysis

Earnings analysis for Q4 & FY20

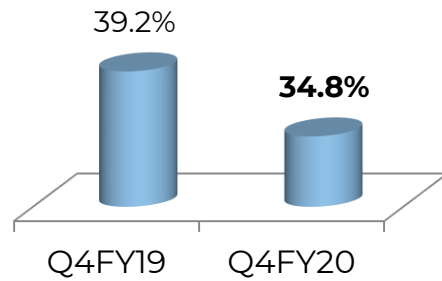
Q4FY20 Financial analysis



Cost of Goods Sold

(as a % of Sales)

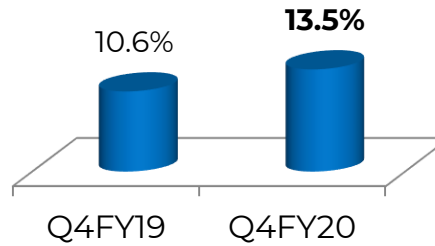
- 440 bps



Staff Costs

(as a % of Sales)

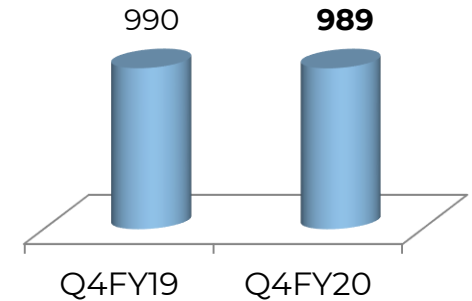
+ 290 bps



A&P Spends

(₹ in Millions)

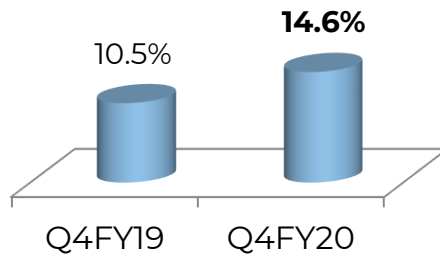
+310 bps



Admin & Other Exp

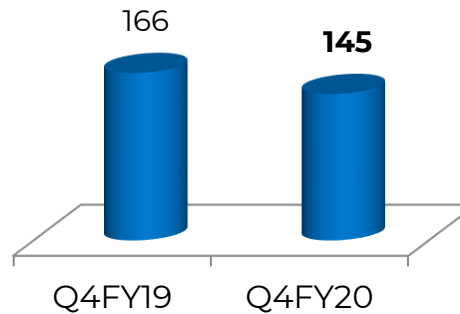
(as a % of Sales)

+ 410 bps



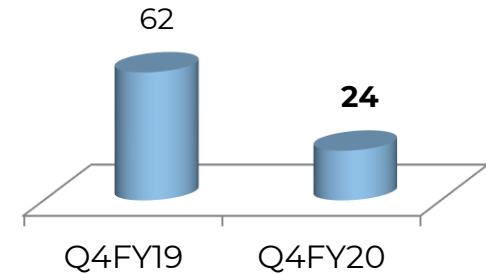
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)

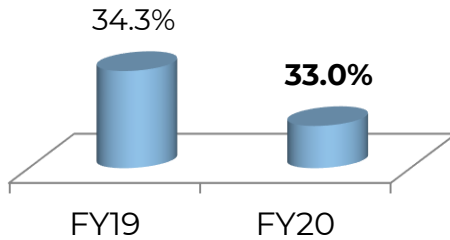


FY20 Financial analysis

Cost of Goods Sold

(as a % of Sales)

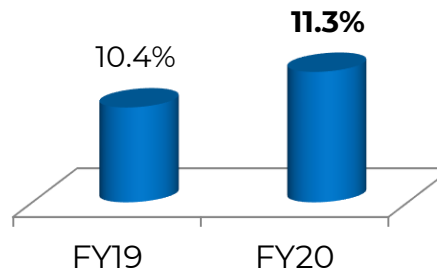
- 130 bps



Staff Costs

(as a % of Sales)

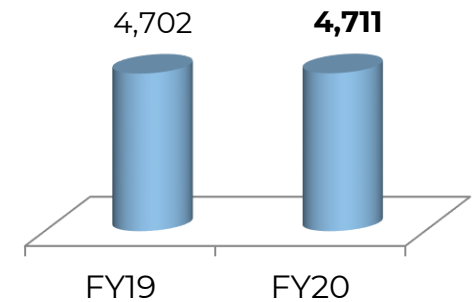
+ 90 bps



A&P Spends

(₹ in Millions)

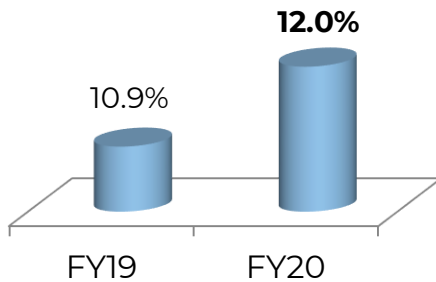
+ 30 bps



Admin & Other Exp

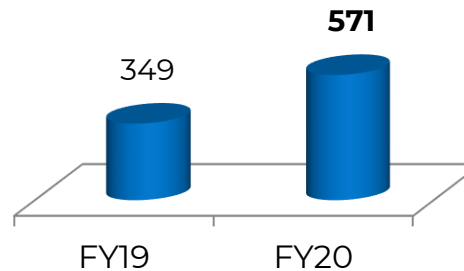
(as a % of Sales)

+ 110 bps



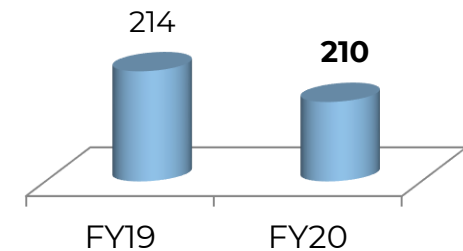
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q4FY20 Summarized Financials



₹ in Millions

Particulars	Q4FY20	%	Q4FY19	%	Growth %
Net Sales	5,228.3	98.2%	6,350.3	99.2%	-17.7%
Other Operating Income	98.5	1.8%	53.2	0.8%	85.2%
Revenue from Operations	5,326.8	100.0%	6,403.5	100.0%	-16.8%
Materials Cost	1,856.0	34.8%	2,507.7	39.2%	-26.0%
A&P	989.1	18.6%	989.8	15.5%	-0.1%
Staff Cost	720.6	13.5%	680.9	10.6%	5.8%
Admn & Other Exp	775.8	14.6%	670.9	10.5%	15.6%
EBIDTA	985.3	18.5%	1,554.2	24.3%	-36.6%
Other Income	144.9	2.7%	165.6	2.6%	-12.5%
Interest	24.1	0.5%	62.1	1.0%	-61.2%
Amortisation of acquired TM's/ brands	633.0	11.9%	650.3	10.2%	-2.7%
Depreciation/Amortisation of other assets	219.4	4.1%	159.7	2.5%	37.4%
PBT before Exceptional Items	253.7	4.8%	847.7	13.2%	-70.1%
Exceptional Items	74.2	1.4%	-	0.0%	100.0%
PBT	179.5	3.4%	847.7	13.2%	-78.8%
Tax	(73.7)	-1.4%	279.8	4.4%	-126.3%
PAT	253.2	4.8%	567.9	8.9%	-55.4%
Share of Minority Interest & P/L of Associate	(19.6)	-0.4%	(6.4)	-0.1%	206.2%
PAT After Minority Interest & Associate	233.6	4.4%	561.5	8.8%	-58.4%
Cash Profit (PAT + Dep. & Amortization)	1,086.0	20.4%	1,371.5	21.4%	-20.8%
EPS - Rs.	0.57		1.24		
Cash EPS- Rs.	2.39		3.02		

FY20 Summarized Financials



₹ in Millions

Particulars	FY20	%	FY19	%	Growth %
Net Sales	26,106.4	98.3%	26,589.2	98.7%	-1.8%
Other Operating Income	442.4	1.7%	357.1	1.3%	23.9%
Revenue from Operations	26,548.8	100.0%	26,946.3	100.0%	-1.5%
Materials Cost	8,761.0	33.0%	9,230.1	34.3%	-5.1%
A&P	4,711.4	17.7%	4,701.8	17.4%	0.2%
Staff Cost	2,995.1	11.3%	2,797.2	10.4%	7.1%
Admn & Other Exp	3,175.9	12.0%	2,945.0	10.9%	7.8%
EBIDTA	6,905.4	26.0%	7,272.2	27.0%	-5.0%
Other Income	570.7	2.1%	349.0	1.3%	63.5%
Interest	210.1	0.8%	214.0	0.8%	-1.8%
Amortisation of acquired TM's/ brands	2,589.0	9.8%	2,485.0	9.2%	4.2%
Depreciation/Amortisation of other assets	774.3	2.9%	768.2	2.9%	0.8%
PBT before Exceptional Items	3,902.7	14.7%	4,154.0	15.4%	-6.0%
Exceptional Items	106.8	0.4%	98.0	0.4%	9.0%
PBT	3,795.9	14.3%	4,056.0	15.1%	-6.4%
Tax	712.7	2.7%	1,008.8	3.7%	-29.4%
PAT	3,083.2	11.6%	3,047.2	11.3%	1.2%
Share of Minority Interest & P/L of Associate	(54.1)	-0.2%	(14.9)	-0.1%	263.1%
PAT After Minority Interest & Associate	3,029.1	11.4%	3,032.3	11.3%	-0.1%
Cash Profit (PAT + Dep. & Amortization)	6,392.4	24.1%	6,285.5	23.3%	1.7%
EPS - Rs.	6.67		6.68		
Cash EPS- Rs.	14.08		13.85		

Balance Sheet



₹ in Millions

Sl.	ASSETS	As at 31.03.2020	As at 31.03.2019	Sl.	EQUITY AND LIABILITIES	As at 31.03.2020	As at 31.03.2019
1	Non -Current Assets				Equity		
(a)	Property, Plant and Equipment	7,685	7,490	(a)	Equity Share capital	453	454
(b)	Capital work-in-progress	69	352	(b)	Other Equity	17,784	20,307
(c)	Investment Property	545	548		Total Equity attributable to owners of the Parent	18,238	20,761
(d)	Goodwill	-	41	(c)	Non-Controlling Interest	(9)	(2)
(e)	Other Intangible Assets	6,191	8,722		Total Equity	18,229	20,759
(f)	Right of Use Assets	172	-				
(g)	Intangible assets under development	12	11				
(h)	Financial Assets				LIABILITIES		
	(i) Investments			1	Non-Current Liabilities		
	a) Investment in Associates	212	160	(a)	Financial Liabilities		
	b) Others	669	1,631		(i) Other Financial Liabilities	154	69
	(ii) Loans	117	143				
	(iii) Other Financial Assets	394	291				
(i)	Deferred Tax Assets (net)	0	38				
(j)	Non-Current Tax Assets	135	126	(b)	Provisions	231	200
(k)	Other Non-Current Assets	253	178	(c)	Deferred tax liabilities (Net)	35	160
				(d)	Other Non-Current Liabilities	216	237
		16,452	19,730			636	666
2	Current assets			2	Current liabilities		
(a)	Inventories	2,447	2,217	(a)	Financial Liabilities		
(b)	Financial Assets				(i) Borrowings	2,102	1,099
	(i) Investments	683	79		(ii) Trade Payables		
	(ii) Trade Receivables	3,080	2,164		Total outstanding dues of Micro & Small enterprise	230	30
	(iii) Cash & Cash Equivalents	108	1,165		Total outstanding dues of creditors others than Micro & Small Enterprises	3,014	2,883
	(iv) Bank Balances other than (iii) above	1,082	869		(iii) Other Financial Liabilities	520	1,326
	(v) Loans	663	29	(b)	Other Current Liabilities	486	245
	(vi) Other Financial Assets	785	498	(c)	Provisions	1,455	1,153
(c)	Other Current Assets	1,484	1,473	(d)	Current Tax Liabilities (Net)	112	63
		10,333	8,493			7,920	6,800
	Total Assets	26,785	28,224		Total Equity and Liabilities	26,785	28,224

Awards & Accolades

- ❑ Awarded the “**Company of the year– FMCG**” by **CNBC-Awaaz** for the company’s outstanding performance on parameters such as growth, capital efficiency and profitability over a period of time
- ❑ **Zandu Balm, BoroPlus** and **Navartna** bagged **35th, 75th** and **96th** positions among the “**Top 100 Most Trusted Brands**” under the aegis of **The Economic Times - Brand Equity**
- ❑ **HE Magic Duo** and **Emami 7 Oils in One** were conferred with the ‘**Recognition of Product Packaging**’ under the **Innovation, Creativity and Development Category**. Also received the “**President’s Special Award**” for the new and fresh packaging concept of Emami 7 Oils in One out of the Top 3 Shortlisted Packaging among all entries from SIES Educational group.





**Thank
you**