



emami* limited

Date: 2nd August, 2021

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

Dear Sirs,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of Investor Presentation on Company's Performance for the first quarter ended 30th June, 2021.

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

This is for your information and record.

Thanking You,

Yours Sincerely,

For Emami Limited

A. K. Joshi

Company Secretary & VP- Legal

(Encl. : As above)



Navratna *therapy*

Ayurvedic Stress Relief Oil

*Gives you a cool and rejuvenating
head massage and better sleep*



emami* limited

Making people healthy & beautiful, naturally

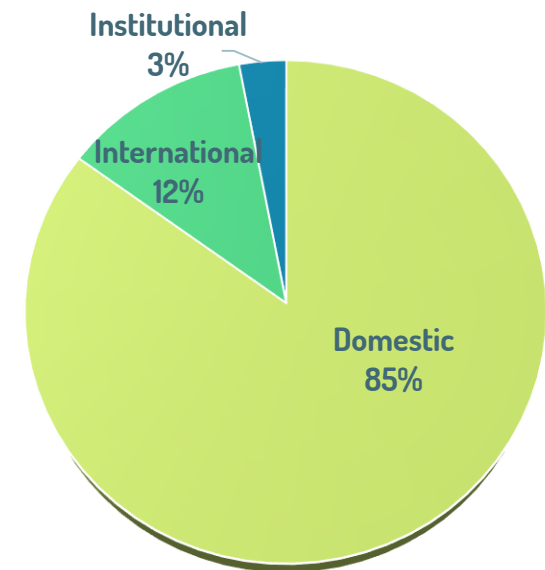
Q1FY22 Performance Update

2nd August 2021

Q1FY22 Revenue Growth

Key Financials	Growth in Q1FY22 over	
	Q1FY21	Q1FY20
• Domestic Business	42%	5%
• International Business	17%	-9%
• Institutional Business	34%	-17%
Consolidated Net Sales	38%	2%
• Other Operating Income	-21%	-34%
Total Revenues	37%	2%

Q1FY22 Revenue Split



- 2% growth in Net Sales over Q1FY20 despite impact of 2nd wave of COVID
- 38% volume growth in Domestic Business

Brandwise Performance (Domestic)

Key Brands	Q1FY22 growth over	
	Q1FY21	Q1FY20
Healthcare Range	59%	95%
Pain Management Range	70%	95%
Navratna Range	21%	-29%
Kesh King Range	53%	2%
BoroPlus Range (excl. Sanitizer)	96%	32%
Male Grooming Range	78%	-47%
7 Oils in One	93%	17%

New Launches / Packaging Updates



Navratna Therapy Range

Launched on e-commerce platforms
- Flipkart, Amazon & Nykaa



HE Active Range

With core claim – “*bacteria gone, odour gone*” Launched in MT;
e-commerce launch in July



Zandu Pancharishta

Introduced dosage cap for
convenience and driving
volume growth

Ad Campaigns

24 Hour Germ Protection* 99% Germ-Free upto 24 hours

HE ACTIVE

INTRODUCING HE ACTIVE SERIES

* Based on 24 hours in vitro panel test for disinfectant efficacy. Based on in vivo antimicrobial study of active used in formulation.

नवरातन एक्सट्रा ठंडा तैल के साथ पाएं,

₹45 का नवरातन तैल देखें बिल्कुल मुफ्त

Navratna COOL TAILS ACTIVE SERO

50g

Protect your family from Virus & Germs

Add a capful to your bath water everyday

INTRODUCING BOROPLUS 3 In 1 SKIN HYGIENE LIQUID

Antiseptic • Moisturising • Ayurvedic

Formulated with skin-healing herbs & recommended by Doctors to protect your skin from infections & to moisturise it. Use daily to ensure germ-free healthy skin for the entire family.

MADE TO HEAL. GREAT TO FEEL.

from INDIA'S No.1 Antiseptic Brand BoroPlus

रूखे और बेजान बाल हैं डैमेज की निशानी

नतीजा हेयरफॉल

पेश है केश किंग डैमेज रिपेयर शैम्पू

बालों के डैमेज को रिपेयर करें पहले ही वॉश से

- शिव प्रदीप और २५ जड़ी-बूटियों के गुणों से भरपूर
- हेयरफॉल घटायें
- बालों का डैमेज दूर करें

Kesh King

AYURVEDIC HAIR FALL REPAIR DANDRA REPAIR SHAMPOO

INDIA'S No.1 HAIR FALL EXPERT

सबसे सेहतमंद। सबसे अमरदार। गुड़वाला झंडू च्यवनप्राश

इसमें चीनी नहीं, गुड़ की शक्ति है

2X इम्युनिटी

मुफ्त ₹95/- का बोटो-प्लास हैड लेनिटाइज्ड 200 ml

च्यवनप्राश के 900g पैक के साथ

ZANDU Immunity Booster Range

Your Real Protector

Build up immunity, bring in happiness for everyone in the family

झंडू

Sudarshan Ghanvati, Immuzan, Giloy Ghanvati, Khadiradi Gutika

रोज़ की पेट की तकलीफों का शॉर्टकट इलाज नहीं

झंडू पंचारिष्ट - पेट की तकलीफों से लम्बी राहत

ऊपरी इलाज नहीं, झंडू पंचारिष्ट 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

डॉक्टर से मुफ्त सलाह के लिए कॉल कीजिये (Monday to Saturday 9am - 6pm): 1800 572 8000

Influencer Marketing



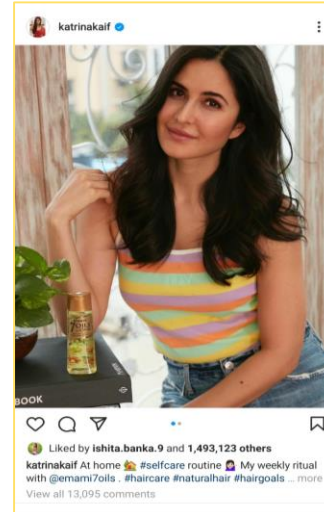
Navratna Student Digital Campaigns with popular YouTube influencers – “Dear Sir”, “Mahatmaji Technical” and “English Connection”



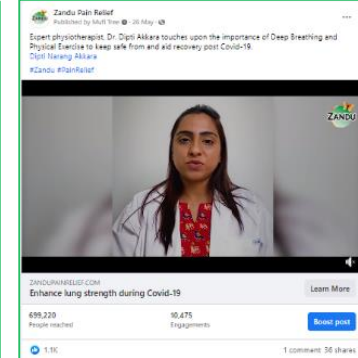
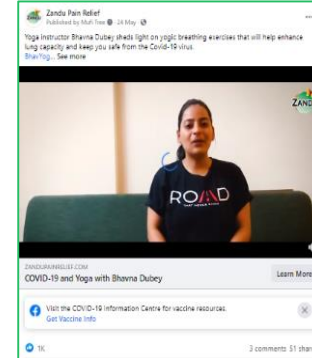
YouTube and Instagram Campaigns for Zandu Ayurvedic Chywanprashh with Jaggery with popular influencers



Navratna MAXX Cool Talc Digital Campaign with popular influencers
Aadil Khan, Shirish, Anjali Arora and Niti Taylor



Katrina Kaif promoted 7 Oils in One from her Instagram handle



Digital connect for Zandu Balm with expert videos
–Yoga Instructor, leading physiotherapist

Digital Activities



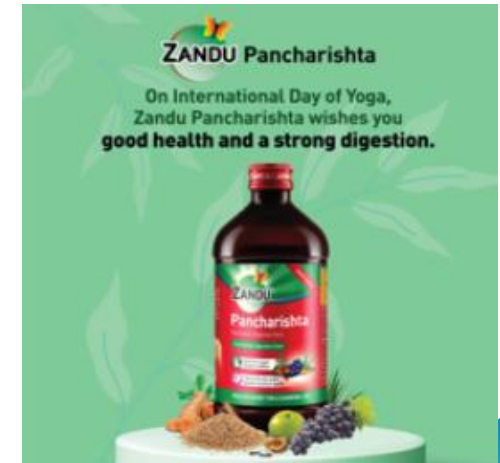
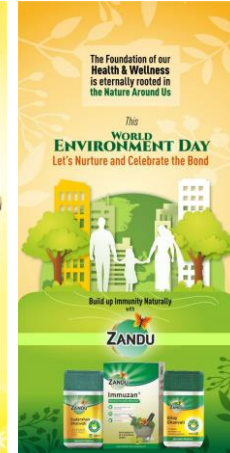
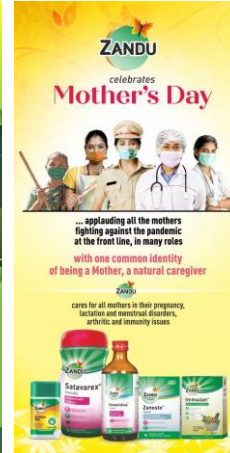
Zandu Immunity eBook published in partnership with 1mg. 5 million consumers reached via mail & push notification, with engagement of ~1.2 million consumers



Zandu Immunity Quiz used to educate and drive awareness among consumers about Zandu Products on Amazon.
3.2 lac consumers completed the quiz highlighting benefits across 5 products of Zandu



Zandu Participated in Health, Hygiene wellness week on Amazon. 95 million impressions generated

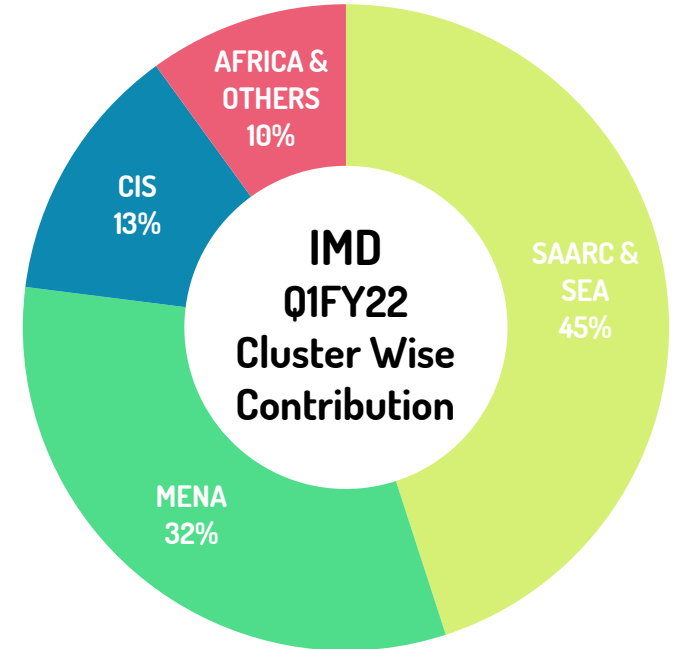


Digital campaign for **Zandu Pancharishta** on International Yoga Day

E Campaigns for various Zandu Products

International Business Performance

- ▶ Sales grew by 17% over PY
- ▶ SAARC & SEA, CIS and Africa grew strongly
- ▶ Creme 21 extended to Premium skin soaps in 4 variants.



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

Q1FY22 Profitability (Consolidated)

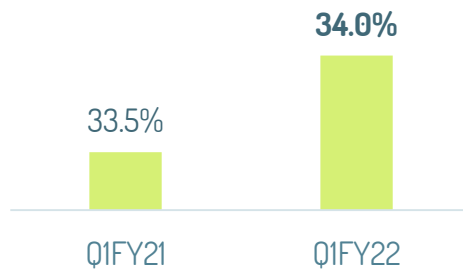
Q1FY22	₹ in crore	Growth over Q1FY21	Growth over Q1FY20	Margins	Margin Growth over Q1FY21	Margin Growth over Q1FY20
Revenues	661	37%	2%			
Gross Profit	436	36%	5%	66.0%	-50 bps	+180 bps
EBIDTA	170	38%	27%	25.7%	+20 bps	+500 bps
PAT	78	97%	98%	11.8%	+350 bps	+570 bps
Cash Profit	161	41%	31%	24.3%	+50 bps	+540 bps

- ▶ Record profits and margins despite pandemic and input cost pressure

Q1FY22 Financial Analysis

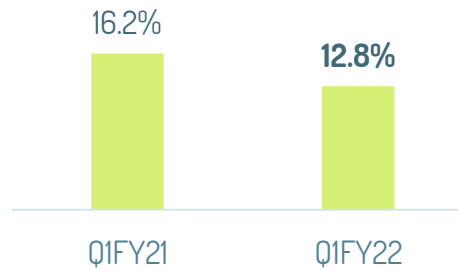
Cost of Goods Sold (as a % of sales)

+50 bps



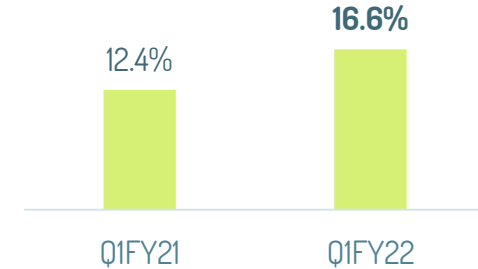
Staff Costs (as a % of sales)

-340 bps



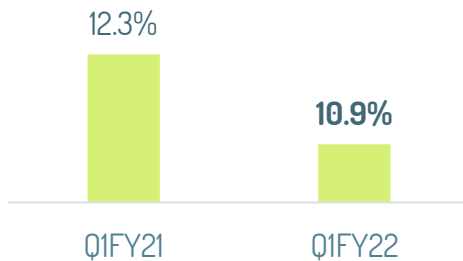
A&P Costs (as a % of sales)

+420 bps

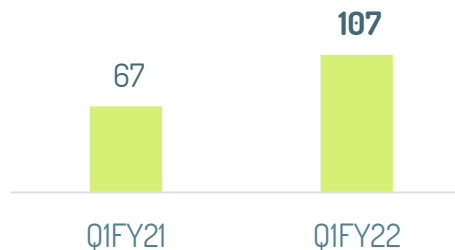


Admin & Other Exp (as a % of sales)

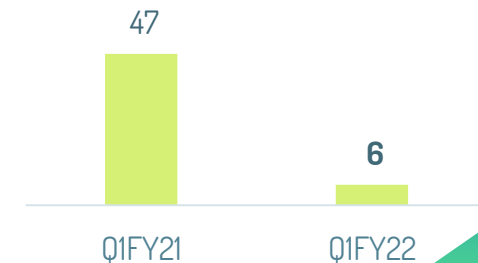
-140 bps



Other Income (₹ in Millions)



Interest Paid (₹ in Millions)



Q1FY22 Summarized Financials

₹ in Millions

Particulars	Q1FY22	%	Q1FY21	%	Growth	FY21	%
Net Sales	6,542.4	99.0%	4,728.2	98.2%	38.4%	28,542.6	99.1%
Other Operating Income	67.1	1.0%	85.2	1.8%	-21.2%	262.7	0.9%
Revenue from Operations	6,609.5	100.0%	4,813.4	100.0%	37.3%	28,805.3	100.0%
Materials Cost	2,246.2	34.0%	1,613.4	33.5%	39.2%	9,292.3	32.3%
A&P	1,098.6	16.6%	597.1	12.4%	84.0%	4,581.3	15.9%
Staff Cost	845.0	12.8%	781.3	16.2%	8.2%	3,091.7	10.7%
Admn & Other Exp	722.6	10.9%	591.8	12.3%	22.1%	3,009.4	10.4%
EBIDTA	1,697.1	25.7%	1,229.8	25.5%	38.0%	8,830.6	30.7%
Other Income	107.2	1.6%	67.0	1.4%	60.0%	702.7	2.4%
Interest	6.4	0.1%	47.0	1.0%	-86.4%	132.7	0.5%
Amortisation of acquired TM's/ brands	596.1	9.0%	554.3	11.5%	7.5%	2,678.5	9.3%
Depreciation/Amortisation of other assets	233.9	3.5%	193.6	4.0%	20.8%	991.0	3.4%
PBT	967.9	14.6%	501.9	10.4%	92.9%	5,731.1	19.9%
Tax	174.8	2.6%	94.8	2.0%	84.4%	1,142.1	4.0%
PAT	793.1	12.0%	407.1	8.5%	94.8%	4,589.0	15.9%
Share of Minority Interest & P/L of Associate	(15.2)	-0.2%	(11.1)	-0.2%	36.9%	(41.9)	-0.1%
PAT After Minority Interest & Associate	777.9	11.8%	396.0	8.2%	96.5%	4,547.1	15.8%
Cash Profit (PAT + Dep. & Amortization)	1,607.9	24.3%	1,143.9	23.8%	40.6%	8,216.6	28.5%
<i>EPS - Rs.</i>	1.75		0.88			10.23	
<i>Cash EPS- Rs.</i>	3.62		2.54			18.48	

Thank You