



16th May, 2025

The Manager - Listing **The National Stock Exchange of India Ltd.**Exchange Plaza, Plot No. C/1, G. Block

Bandra Kurla Complex, Bandra (E)

Mumbai – 400 051 **Scrip Code: EMAMILTD** 

The Manager - Listing

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai – 400 001

Scrip Code: 531162

#### **Sub: Press Release and Investor Presentation**

Dear Sir/ Madam,

In compliance with the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the Press Release and Investor Presentation in relation to the Audited Financial Results of the Company for the Fourth Quarter and Year ended 31<sup>st</sup> March, 2025.

The aforesaid information will also be available on the website of the company at <a href="https://www.emamiltd.in.">www.emamiltd.in.</a>

This is for your information and record.

Thanking You,

Yours Sincerely,

For Emami Limited

#### **Ashok Purohit**

Dy. Company Secretary

Membership No.: F7490

(Encl: As above)



# ROBUST CORE GROWTH AMIDST CHALLENGING MACROS Strengthening strategic levers for sustainable value creation

#### Q4FY25 HIGHLIGHTS

- Revenue from Operations at ₹ 963 crore grew by 8%
  - Core Domestic Business grew by 11% with 7% volume growth
  - International Business grew by 6%
- Gross Margins at 65.9% improved by 10 bps
- EBIDTA at ₹ 219 crore grew by 4%
- Profit before Tax at ₹ 194 crore grew by 14%
- Profit after Tax at ₹ 162 crore grew by 9%
- Rebranded Fair and Handsome to Smart and Handsome in Jan'25
- ❖ Forayed into the brightening cream category with the launch of Emami Pure Glow a revolutionary skincare offering designed to address evolving consumer needs
- The Board of Directors declared Special dividend of 200% (3<sup>rd</sup> Interim Dividend), amounting to ₹2 per share while celebrating Emami's 50 years; Total dividend payout stands at 1000%, or ₹10 per share for FY25.

Note: All financial figures are based on Consolidated Financials

<u>Kolkata, Friday 16<sup>th</sup> May 2025:</u> The Board of Directors of Emami Limited met on Friday 16<sup>th</sup> May 2025 to consider the audited financial results of the company for the fourth quarter and year ended 31<sup>st</sup> March 2025.

Despite tepid urban mass demand, Emami Ltd. demonstrated resilient performance, leveraging its strategic brand portfolio, agile execution, and omni-channel distribution capabilities with the Company's core domestic business delivering robust double-digit growth of 11%, coupled with a healthy volume growth of around 7% led by key brands such as Navratna, Dermicool, BoroPlus and Healthcare range.

The Company repositioned Smart and Handsome from a fairness-focused product to a complete male grooming solution during the quarter. This transformation was backed with a high-impact six-week national campaign, featuring Kartik Aaryan, supported by college activations, BTL initiatives in Modern Trade, and a refreshed ecommerce presence.

During the quarter, the Company forayed into the brightening cream category with the launch of Emami Pure Glow — a revolutionary skincare offering designed to address evolving consumer



needs. The brand has been rolled out across select markets in South, West, and North India, with a national launch planned in near future. To strengthen brand connect, the Company has onboarded Raashii Khanna as the face of Pure Glow. The Company introduced more than 25 new products in its domestic business during FY25.

Organized trade channels comprising Modern Trade, e-Commerce, and Institutional Sales contributed 27.6% of domestic revenues in FY25, expanding by 140 basis points over the previous year. Growth in these channels outpaced overall domestic growth, clocking 13% YoY growth.

The International business posted a 6% growth in Q4FY25, demonstrating resilience in the face of geopolitical volatility across Bangladesh, the Middle East, and parts of Africa. Strong momentum was witnessed across SAARC, SEA, CIS, and African markets.

Consolidated revenues for Q4FY25 stood at ₹963 crores growing by 8% on a y-o-y basis. Gross margins expanded by 10 basis points to 65.9% and EBITDA grew by 4% to ₹219 crores. Profit Before Tax grew by 14% to ₹194 crores, and Profit After Tax grew by 9% to ₹162 crores.

For FY25, Consolidated revenues at ₹3,809 crores, grew by 6%, Gross margins expanded by 100 basis points to 68.6%, EBITDA grew by 8% to ₹1,025 crores and EBITDA margins for the full year improved by 40 basis points to 26.9%. While Profits before tax grew by 13% to ₹894 crores, Profit after tax grew by 11% to ₹806 crores.

The Board of Directors approved a Special dividend of 200% (3rd Interim Dividend), amounting to ₹2 per share while celebrating 50 years of Emami. Inclusive of two earlier interim dividends of 400% each, the total dividend payout for FY25 stands at an impressive 1000% (₹10 per equity share), i.e. a payout of 54% on Profit after tax reaffirming Emami's commitment to enhancing shareholder value.

Looking ahead, Emami remains confident of navigating short-term macro uncertainties through portfolio premiumization, innovation acceleration, enhanced channel productivity, and strategic international expansion. The Company remains committed to delivering profitable growth and superior returns for all stakeholders.

#### Mr Harsha V Agarwal, Vice Chairman and Managing Director, Emami Limited said:

"Our core domestic business continued to demonstrate strong momentum, delivering robust double-digit growth of 11% in Q4FY25, supported by healthy volume growth of 7%. Despite ongoing geopolitical challenges, our international business also posted a resilient 6% growth during the quarter. Our input costs broadly remain under control and do not pose any major challenge in the near future. Going forward, we're focused on strengthening our core brands and unlocking new growth through brand extensions, premium offerings, and sharper channel strategies. For our strategic subsidiaries, we are scaling marketplace and quick commerce presence, while driving cost efficiencies as well as launch new products in the next 3-6 months to tap into evolving consumer trends. We expect a gradual pickup in consumption, supported by easing inflation, recent income tax benefits, higher government capex, and a more accommodative monetary policy, including potential rate cuts."





#### Mr Mohan Goenka, Vice Chairman and Whole-Time Director, Emami Limited said:

"Our sustained interventions on the distribution front, including a sharp focus on GT-marts has significantly expanded the purchase potential of each outlet. Our emphasis on organized channels continues to pay off, with their contribution to domestic revenues reaching to 28% in FY25, more than doubling from 13% in FY21. Simultaneously, our strong innovation pipeline led to over 25 new launches during the year, further strengthening our brand portfolio. Our D2C digital-first strategy is also scaling well — with recent product innovations launched within last two years contributing around 50% of total sales on Zanducare. With a strong focus on growth, we are actively looking to invest further. As international business and strategic investments are poised for a rebound, we anticipate robust, all-round growth in FY26."

#### **About Emami Ltd**

Emami: (NSE: EMAMILTD, BSE: 531162) Emami Ltd, founded in 1974, is one of India's leading FMCG Companies engaged in manufacturing & marketing of personal care & healthcare products.

With over 550 diverse products, Emami's portfolio includes trusted power brands like Navratna, BoroPlus, Fair & Handsome, Zandu Balm, Mentho Plus and Kesh King. After a successful takeover of Zandu Pharmaceuticals Works Ltd in 2008, in 2015, the Company acquired the business of 'Kesh King' and forayed into the Ayurvedic hair & scalp care segment. Emami, following the acquisition of Creme 21, a German brand with strong roots and brand recall in 2019, went on to acquire 'Dermicool', one of the leading Prickly Heat and Cool Talc brands of India in 2022. Emami products are available in over 5.4 million retail outlets across India through its network of 3400+ distributors and its global footprint spans over 70 countries including SAARC, MENAP, SEA, Africa, Eastern Europe and the CIS countries.

Emami is well known for its aggressive marketing powered by celebrity endorsements like Amitabh Bachchan, Shah Rukh Khan, Salman Khan, Hrithik Roshan, Ayushmann Khurrana, Madhuri Dixit, Juhi Chawla, Katrina Kaif, Kareena Kapoor Khan, Bipasha Basu, Malaika Arora Khan, Nushratt Bharuccha, Yami Gautam, Kangana Ranaut, Shilpa Shetty, Sonakshi Sinha, Juhi Chawla, Sonu Sood, Vidyut Jammwal, Kartik Aaryan, Varun Dhawan, Tiger Shroff, Surya, Jr. NTR, Sachin Tendulkar, Sourav Ganguly, Shikhar Dhawan, Sania Mirza, Saina Nehwal and many others over the years.

Emami Ltd is the flagship Company of the diversified Emami Group. Please visit <a href="www.emamiltd.in">www.emamiltd.in</a> for further information.

#### For further information, please contact:

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# **Q4FY25 Performance Snapshot**



CoreDomestic
Net Sales
+11%

Core Domestic
Net Sales
(volume)
+7%

Domestic
Net Sales –
with Str. Inv.
(Helios + Brillare)
+9%

Domestic
Net Sales
with Str. Inv.
(Helios + Brillare)
(volume)
+5%

Int'l
Net Sales
(Constant
Currency)
+5%

(INR) +6%

Int'l

Net Sales

Consol.
Revenues
+8%

Material Costs +8%

A&P Spends +5%

EBIDTA +4%

Profit before Tax +14%

Profit after Tax +9%

Margins

Gross Margins +10 bps

A&P Spends -60 bps

EBIDTA Margins -90 bps

PBT Margins +110 bps

PAT Margins +10 bps

# FY25 Performance Snapshot

Core -



Core-Domestic Net Sales

Domestic Net Sales (volume) +8% +5%

Domestic Net Sales with Str. Inv. (Helios + Brillare)

+7%

Domestic Net Sales with Str. Inv. (Helios + Brillare) (volume)

+4%

Int'l Net Sales (Constant Currency)

+5%

Int'l Net Sales (INR)

+4%

Consol. Revenues

+6%

Material Costs

+3%

A&P Spends

+6%

**EBIDTA** 

+8%

Profit before Tax

+13%

Profit after Tax

+11%

Margins

**Gross Margins** +100 bps

A&P Spends Flat

**EBIDTA Margins** +40 bps

**PBT Margins** 

+140 bps

PAT Margins +100 bps

### Domestic Brand wise Performance



### Navratna & Dermicool Range



- Navratna Cool Oils increased vol. market share by 40 bps at 67.5%; (MAT'Dec'24)
- Launched new Navratna TVC thematic campaign for South Market in Mar'25 featuring Vennela Kishore & Vidhyulekha Raman
- Launched new TVC for Dermicool Soap

Q4FY25 Growth

+16%

FY25 Growth +18%

### BoroPlus Range



Q4FY25 Growth +27%

FY25 Growth +14%

- ▶ Robust growth led by Antiseptic Cream & Lotions; Extended winters in Q4FY25 provided tailwinds
- BoroPlus Antiseptic Cream increased vol. market share by 30 bps at 60.1%; (MAT'Mar'25)
- Launched a new TVC for BoroPlus Antiseptic Cream "ektu holeo plus" for Bengal region

### Domestic Brand wise Performance



### Healthcare Range



Q4FY25 Growth +13%

FY25
Growth
+12%

### Pain Management Range



Q4FY25 Growth

+1%

FY25
Growth
+1%

- Strong double-digit growth in Immunity Range, Zandu Honey, Zandu Health Juices and Zanducare digital first portfolio
- Launched new communication for Zandu Pancharishta in December'24
- Launched Zandu Hair Growth Mask,
   Zandu Plant Based Biotin Plus and Lemon
   and Zandu Honey Green Tea on Zanducare

- Launched TVC for newly launched Mentho Plus Balm TOTAL
- Bobby Deol roped in to endorse Zandu Fast Relief.
- Actively participated in 12 marathons across all India

## Domestic Brand wise Performance



### Male Grooming Range



Q4FY25 Growth +7%

FY25 Growth

- ▶ Smart and Handsome repositioned as a complete male grooming solution—a clear departure from its earlier fairness-only identity
  - Launched a six-week national campaign featuring the new face of the brand, Kartik Aaryan, supported with on-ground college activations, BTL interventions at MT outlets, and a revamped presence across ecommerce.
- Smart and Handsome Cream Vol. Market share increased by 390 bps at 74.0% (MAT Mar'25)

### Kesh King Range



Q4FY25 Growth

-1%

FY25 Growth

- Maintained leadership with a Vol. Market share of 29.2% (MAT'Dec'24)
- Roped in BCG to drive strategy and growth
- Focus on Digital via OTT, YT & Social Media Marketing
  - Campaign with 47 influencers on Meta.
- Sachet Hanger Drive was taken across leading markets to enhance Shampoo Sachet availability & visibility.
  - Grammage increase from 5.5ml to 6ml, to be at par with competition

## Strategic Subsidiaries







- Management transition and change in leadership impacted the business
- Ramping up growth in FY26 by increasing share on marketplace/ Qcom platforms and 360° brand revamp
- Driving cost optimization measures to improve gross margins and focused Secondary approach in B2B businesses





- Strong growth in e-commerce marketplaces, modern trade and salon channel.
- Focus on cost optimization and performance spend optimization to improve profitability

4x Revenue growth in 4 years

Revenues moderated by 5% in FY25

## Focused Distribution Initiatives



# Organized Channels continue to grow strongly

Q4FY25

FY25

Growth

+10%

+13%

Contribution to Domestic Business

28.5%

27.6%

Increase in Contribution

+40 bps

+140 bps

Organised channels include Modern Trade, eCommerce and Institutional sales

GT Marts: Sustained focus leading to double digit growths



- Carved out GT Mart stores with special focus;
- -1800 MARTs added in FY25, taking overall Mart count to 5.6k stores
- Achieved sales growth of 45%

Project EOFS (Emami One Field Services)





- Launched to drive omnichannel merchandising for top GT retail stores
- 380+ EOFS merchandisers onboarded and operationalized

# New Launches: Q4FY25





#### Emami Pure Glow Cream

A revolutionary skincare solution designed to address key consumer concerns and redefine the glow segment

### New Launches on Zanducare Portal



Zandu Plant Based Biotin Plus 100% Ayurvedic, 10,000 mcg Biotin for strong and Healthy Hair



Zandu Hair Growth Mask 100% Ayurvedic, Scientifically proven Hair growth mask for long term hair growth



Zandu Lemon and Honey Green Tea Helps in weight management

Launched 25+ new products in Domestic Business, including 11 new launches on Zanducare in FY25

# Deepening Consumer Connect: ATL





Smart and Handsome new media campaign featuring Kartik Aaryan across TV and Digital



Navratna Cool Oil new TVC
Thematic Campaign for South
Markets featuring Vennela Kishore
& Vidhyulekha Raman



New TVC for Dernicool Soap



New TVC for Mentho Plus TOTAL balm









## Smart & Handsome Relaunch



Re-branding news covered by than 60 online news & marketing portals



Emami rebrands Fair and Handsome to Smart and Handsome to tap growing male grooming products market

Emami wants a larger share of a market projected to reach ₹32,000 crore. This strategic shift also reflects changing consumer preferences towards diversity and individuality among young men.



Emami rebrands men's cream as 'Smart and Handsome' with Kartik Aarvan

The rebranding campaign will include television, digital, and social media activations.



HOME ADVERTISING MARKETING PR & CORP COMM - MEDIA -

Emami eyes Rs 1,000 cr revenue from male grooming segment in next 3-4 years:
Mohan Goenka

In an interview with e4m, Mohan Goenka, the Vice Chairman & Whole-time Director of Emami Ltd., shares his vision, marketing strategy and targets for the category



Padisares All 10, 2023 6.34 Alls 3 min scale

Samosa to 'Smart and Handsome'





Emmit Ltd has announced the relevanting of its looper brand. Fair and Handsome, after two decades since its launch in 2005 it is now retrained as Smart And Handsome, with actor Karlik. Anyan as its new brand ambiasation with the promise of "late Rice Handsome Coole: All association is expected to strengthen the brand's correction with its young male target.

#### Bollywood Paparazzi Pages Coverage







Print publication with Times Group in 23 cities

# Kartik Aaryan shares his grooming secrets

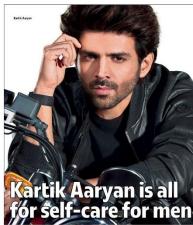


ndian FMCG major Emami Limited has amounced the rebranding of its male skincare brand Fair And Handsome, which has been present in the male skintreighening category for two decades. The brand is now embarking on an exciting journey to partner with Indian men dail; piping them look and feel their best them look and feel their best As part of this transformative.

some, with a vision to redefine male grooming. To lead this campaign, Kartik Auryan has been amounced as the brand ambussador. Known for his chapeal, Kartik perfectly embadies the essence of the Smart And Handsome man. Speaking about the partnership, Kartik says. "I'm excited to join the Smanni family as the Grooming today sees beyond an-

ourney, the brand has been renamed as Smart And Hand-

Handsome man. Speaking about the partnership, Kartik says, "The excited to join the Emain family as the face of Smart And Handsome Grooming today goes beyond appearances—it's about confidence, individuality and self-expression. The brand's vision of holistic grooming resonates deeply with me, offering mod-





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## OOH activation in 9 cities







#### In-store presence in 2k MT outlets





## Bot Activation in Reliance Retail



Pan India College activation





## Deepening Consumer Connect: BTL Activations



#### Kumbh Mela Activations



Rahat Shivir for Police



Navratna Champi Station



Zandu Pain Management Stall

#### Railway boards



Sampling



**Rural Vans Activations** 



आयुर्वेदिक कफ़ सिरप खाँसी से

Auto hood branding





Sachet hangers

क्री <sub>अधिक</sub> कहा सिरप





Bus branding

Participation in Marathons, fairs and festivals









CTU's

# Deepening Consumer Connect: Digital























## International Business



### Q4FY25

C.C. Growth

+5%

Growth in INR terms

+6%

Contribution to overall Sales

20%

FY25

C.C. Growth

+5%

Growth in INR terms

+4%

Contribution to overall Sales

17%

SAARC & SEA (39% contribution in FY25)



MENA (44% contribution in FY25)



CIS (11% contribution in FY25)



# **Profitability**



### Q4FY25

Revenues

₹963 cr

+8%

+8%

**Gross Profit** 

₹ 635 cr

A&P Spends

₹189 cr

+5%

**EBIDTA** 

₹ 219 cr

+4%

PBT

₹194 cr

+14%

PAT

₹162 cr

+9%

#### **FY25**

Revenues

₹ 3809 cr

+6%

+8%

**Gross Profit** 

₹ 2615 cr

**A&P** Spends

₹694 cr

+6%

**EBIDTA** 

₹1025 cr

+8%

PBT

₹894 cr

+13%

PAT

₹806 cr

+11%

# **Q4FY25 Financial Analysis**



#### Cost of Goods Sold

(as a % of Revenues)

-10 bps

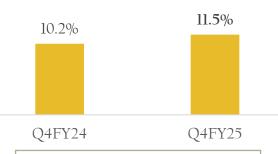


Grew by 8% over PY

### Staff Costs

(as a % of Revenues)

+130 bps

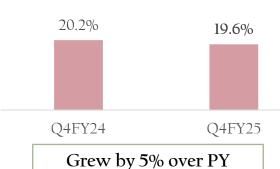


Grew by 22% over PY

### A&P Costs

(as a % of Revenues)

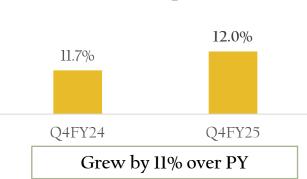
-60 bps



### Admin & Other Exp

(as a % of Revenues)

+30 bps



# Other Income (₹ in er)

21.2 10.7 Q4FY24 Q4FY25

Grew by 98% over PY

### Interest Paid

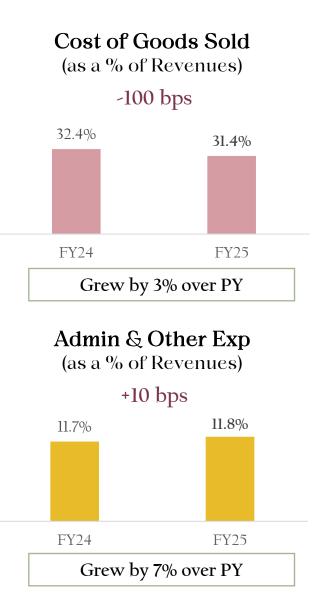
(₹ in cr)

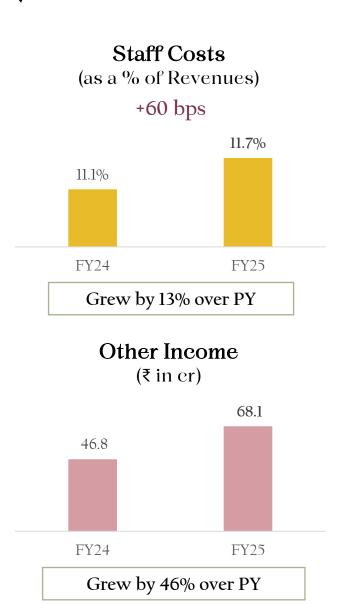


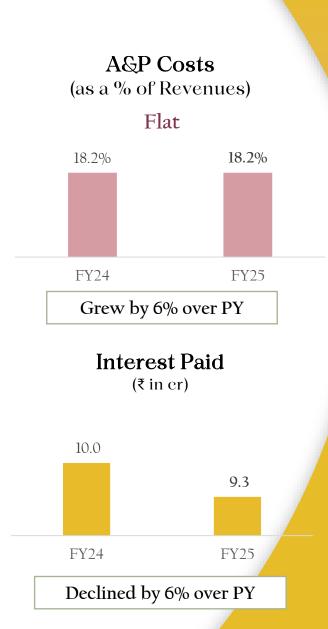
Declined by 3% over PY

## FY25 Financial Analysis













₹ in crore

| Particulars  | Q4FY25 | %      | Q4FY24 | %      | Growth over<br>PY |
|--|--------|--------|--------|--------|-------------------|
| Net Sales  | 954.0  | 99.1%  | 880.9  | 98.8%  | 8.3%              |
| Other Operating Income                             | 9.1    | 0.9%   | 10.4   | 1.2%   | -12.7%            |
| Revenue from Operations                            | 963.0  | 100.0% | 891.2  | 100.0% | 8.1%              |
| Materials Cost                                     | 328.4  | 34.1%  | 304.9  | 34.2%  | 7.7%              |
| A&P  | 188.9  | 19.6%  | 180.2  | 20.2%  | 4.8%              |
| Staff Cost   | 110.6  | 11.5%  | 90.5   | 10.2%  | 22.3%             |
| Admin and other expenses                           | 115.7  | 12.0%  | 104.6  | 11.7%  | 10.5%             |
| EBIDTA   | 219.4  | 22.8%  | 211.0  | 23.7%  | 4.0%              |
| Other Income                                       | 21.2   | 2.2%   | 10.7   | 1.2%   | 97.8%             |
| Interest   | 2.8    | 0.3%   | 2.9    | 0.3%   | -3.4%             |
| Amortisation of acquired TM's/ brands              | 22.8   | 2.4%   | 23.2   | 2.6%   | -1.8%             |
| Depreciation/Amortisation of other assets          | 20.8   | 2.2%   | 24.8   | 2.8%   | -16.3%            |
| PBT before Exceptional Items                       | 194.3  | 20.2%  | 170.8  | 19.2%  | 13.7%             |
| Share of Profit /(loss) of associate               | (0.6)  | -0.1%  | (1.6)  | -0.2%  | -62.3%            |
| Exceptional Items                                  |        | 0.0%   |        | 0.0%   |                   |
| PBT  | 193.7  | 20.1%  | 169.2  | 19.0%  | 14.5%             |
| Tax  | 31.5   | 3.3%   | 22.5   | 2.5%   | 40.2%             |
| Profit After Tax                                   | 162.2  | 16.8%  | 146.7  | 16.5%  | 10.5%             |
| Non controlling interest                           | (0.0)  | 0.0%   | (2.2)  | -0.2%  | -99.7%            |
| Profit for the Period                              | 162.2  | 16.8%  | 148.9  | 16.7%  | 8.9%              |
| Adjusted PAT (Profit for the period+ Amortization) | 184.9  | 19.2%  | 172.1  | 19.3%  | 7.5%              |





₹ in crore

| Particulars  | FY25    | %      | FY24    | 0/0    | Growth over<br>PY |  |
|--|---------|--------|---------|--------|-------------------|--|
| Net Sales  | 3,765.1 | 98.8%  | 3,530.3 | 98.7%  | 6.7%              |  |
| Other Operating Income                             | 44.1    | 1.2%   | 47.8    | 1.3%   | -7.8%             |  |
| Revenue from Operations                            | 3,809.2 | 100.0% | 3,578.1 | 100.0% | 6.5%              |  |
| Materials Cost                                     | 1,194.2 | 31.4%  | 1,160.5 | 32.4%  | 2.9%              |  |
| A&P  | 694.0   | 18.2%  | 652.2   | 18.2%  | 6.4%              |  |
| Staff Cost   | 447.0   | 11.7%  | 395.6   | 11.1%  | 13.0%             |  |
| Admin and other expenses                           | 448.8   | 11.8%  | 420.2   | 11.7%  | 6.8%              |  |
| EBIDTA   | 1,025.1 | 26.9%  | 949.5   | 26.5%  | 8.0%              |  |
| Other Income                                       | 68.1    | 1.8%   | 46.8    | 1.3%   | 45.5%             |  |
| Interest   | 9.3     | 0.2%   | 10.0    | 0.3%   | -6.4%             |  |
| Amortisation of acquired TM's/ brands              | 92.6    | 2.4%   | 93.2    | 2.6%   | -0.7%             |  |
| Depreciation/Amortisation of other assets          | 85.7    | 2.2%   | 92.7    | 2.6%   | -7.6%             |  |
| PBT before Exceptional Items                       | 905.7   | 23.8%  | 800.4   | 22.4%  | 13.1%             |  |
| Share of Profit /(loss) of associate               | (11.8)  | -0.3%  | (3.7)   | -0.1%  | 217.2%            |  |
| Exceptional Items                                  |         | 0.0%   | (5.9)   | -0.2%  |                   |  |
| PBT  | 893.9   | 23.5%  | 790.8   | 22.1%  | 13.0%             |  |
| Tax  | 91.1    | 2.4%   | 66.7    | 1.9%   | 36.6%             |  |
| Profit After Tax                                   | 802.7   | 21.1%  | 724.1   | 20.2%  | 10.9%             |  |
| Non controlling interest                           | (3.7)   | -0.1%  | 0.6     | 0.0%   | -714.2%           |  |
| Profit for the Period                              | 806.5   | 21.2%  | 723.5   | 20.2%  | 11.5%             |  |
| Adjusted PAT (Profit for the period+ Amortization) | 899.0   | 23.6%  | 816.7   | 22.8%  | 10.1%             |  |
| · · · · · · · · · · · · · · · · ·                  |         |        |         |        |                   |  |

## **Balance Sheet**



#### ₹ in crore

|     |   | As at      | As at      |       |   | As at      | As at      |
|-----|---|------------|------------|-------|---|------------|------------|
| Sl. | Equity & Liabilities  | 31.03.2025 | 31.03.2024 | Sl.   | Assets  | 31.03.2025 | 31.03.2024 |
|     |   | Audited    | Audited    |       |   | Audited    | Audited    |
|     | EQUITY  |            |            |       | Non -Current Assets                           |            |            |
| (a) | Equity Share capital  | 43.7       | 43.7       | (a)   | Property, Plant and Equipment                 | 544.5      | 581.1      |
| (b) | Other Equity  | 2,651.1    | 2,402.9    | (b)   | Capital work-in-progress                      | 13.3       | 6.7        |
|     | Total Equity attributable to owners of the Parent             | 2,694.8    | 2,446.6    | (c)   | Investment Properties                         | 51.1       | 52.0       |
| (c) | Non-Controlling Interest                                      | -1.4       | 11.1       | (d)   | Goodwill on Consolidation                     | 68.2       | 68.2       |
|     | Total Equity  | 2,693.4    | 2,457.7    | (e)   | Other Intangible Assets                       | 292.2      | 383.2      |
|     |   |            |            | (f)   | Right of Use Assets                           | 28.3       | 29.1       |
|     | LIABILITIES   |            |            | (g)   | Intangible assets under development           | 1.7        | 0.8        |
|     | Non-Current Liabilities                                       |            |            | (h)   | Investments accounted for using equity method | 111.9      | 116.8      |
| (a) | Financial Liabilities   |            |            | (i)   | Financial Assets                              |            |            |
|     | (i) Lease Liabilities   | 17.3       | 15.4       |       | (i) Investments                               | 139.8      | 163.7      |
|     | (ii) Other Financial Liabilities                              | 3.0        | 6.9        |       | (ii) Loans                                    | 5.2        | 1.9        |
| (b) | Provisions  | 19.3       | 15.3       |       | (iii) Other Financial Assets                  | 10.2       | 12.7       |
| (c) | Deferred Tax Liabilities (Net)                                | 8.4        | 10.9       |       | Deferred Tax Assets (net)                     | 523.9      | 437.9      |
| (d) | Other Non-Current Liabilities                                 | 12.9       | 14.7       | (j)   | Other Non-Current Assets                      | 9.5        | 7.3        |
|     |   | 60.9       | 63.2       |       |   | 1,800.0    | 1,861.5    |
|     | Current liabilities   |            |            |       | Current assets                                |            |            |
| (a) | Financial Liabilities   |            |            |       | Inventories                                   | 308.1      | 323.4      |
|     | (i) Borrowings  | 62.1       | 65.7       | (a)   | Financial Assets                              |            |            |
|     | (ii) Lease Liabilities  | 10.4       | 12.8       | _ ` / | (i) Investments                               | 424.0      | 161.0      |
|     | (iii) Trade Payables  |            |            |       | (ii) Trade Receivables                        | 451.3      | 494.2      |
|     | Total oustanding dues of Micro & Small Enterprises            | 56.1       | 36.3       |       | (iii) Cash & Cash Equivalents                 | 104.6      | 53.0       |
|     | Total oustanding dues of creditors Other than Micro & Small E | 379.5      | 418.3      |       | (iv) Bank Balances other than (iii) above     | 168.3      | 148.4      |
|     | (iv) Other Financial Liabilities                              | 125.8      | 56.7       |       | (v) Loans                                     | 4.2        | 4.2        |
| (b) | Other Current Liabilities                                     | 42.3       | 34.3       |       | (vi) Other Financial Assets                   | 129.5      | 72.4       |
| (c) | Provisions  | 85.3       | 110.3      | (c)   | Current Tax Assets (Net)                      | 0.5        | 0.9        |
| (d) | Current Tax Liabilities (Net)                                 | 17.8       | 24.4       | (d)   | Other Current Assets                          | 143.2      | 160.6      |
|     | ·   | 779.3      | 758.8      |       |   | 1,733.7    | 1,418.2    |
|     | Total Equity and Liabilities                                  | 3,533.6    | 3,279.7    |       | Total Assets                                  | 3,533.6    | 3,279.7    |



# Dividend Update

|                                 | I <sup>st</sup><br>Interim<br>Dividend | 2 <sup>nd</sup><br>Interim<br>Dividend | Special<br>Interim<br>Dividend | Total<br>Dividend in<br>FY25 |
|---------------------------------|--|--|--------------------------------|------------------------------|
| Dividend per share (₹)          | 4.0/-                                  | 4.0/-                                  | 2.0/-                          | 10.0/-                       |
| Dividend (%)                    | 400%                                   | 400%                                   | 200%                           | 1000%                        |
| Total Dividend payout (₹ crore) | 174.6                                  | 174.6                                  | 87.3                           | 436.5                        |

Payout of 54% of PAT and 49% of Adjusted PAT

## **ESG** Initiatives



### **Energy Consumption**

Absolute Consumption

-12%

Over FY22

Flat over FY24

Energy Intensity\*

-19%

Over FY22

-6% over FY24

Renewable Energy usage

6.3x

Over FY22

+3% over FY24

FY25

Contribution of Renewable Energy

19%

+50 bps over FY24

#### Water Consumption

Absolute Consumption

-25%

Over FY22

-9% over FY24

Water Intensity\*

-31%

Over FY22

-15% over FY24

#### Plastic Recycled

10365 MT (FY25) Plastic Neutral since FY24

#### **CSR Initiatives**

₹ 13.3 cr Spent in FY25 6.8 lac
Lives touched in
FY25

#### **Emissions**

Scope l Emissions

-42%

Over FY22

Flat over FY24

Scope 2 Emissions

-12%

Over FY22

-10% over FY24

#### Sustainable Sourcing

14

Rare herbs cultivated

36%

Inputs sourced from MSME's

1200+

Farmers trained

60%

Inputs sourced from within/ neighboring districts



## Emami recognised by Hurun India

### Featured in Two Prestigious Rankings



Burgundy Private Hurun India 500 (Listing of India's 500 most valuable companies by Burgundy Private – Axis Bank's Private Banking arm & Hurun India)



DET Hurun India Manufacturing 400 (Listing of top 400 most valuable manufacturing companies of India by Dubai Department of Economy and Tourism & Hurun India)









Thank you