



emami* limited

Date: 7th August, 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 Sirs,

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)



Immunity Booster Range

2X
IMMUNITY*



*Scientifically Proven Basis Laboratory Study of NK Cell Activity.



emami limited

Making people healthy & beautiful, naturally

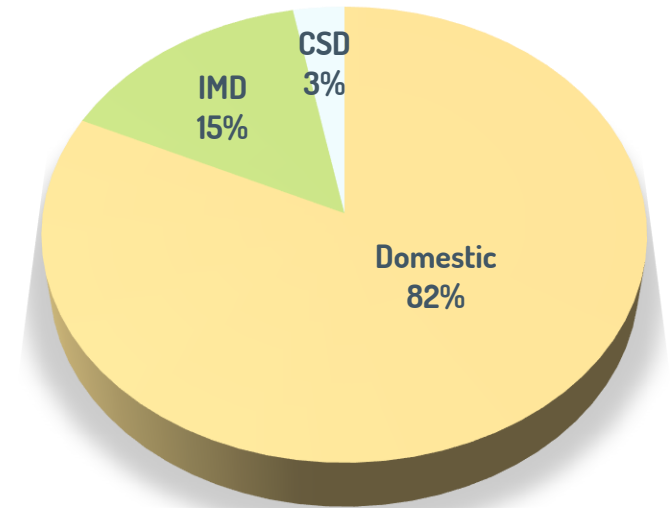
Q1FY21 Performance Update

7th August 2020

Q1FY21 Revenues

Key Financials	Q1FY21 Growth	Growth in June'20*
Consolidated Revenues	-26%	6%
• Domestic Business	-26%	8%
• International Business	-18%	7%
• Institutional Business (CSD)	-38%	-44%

Q1FY21 Business Wise Sales Split



- ▶ Performance in April & May'20 impacted due to lockdown
- ▶ Domestic Secondary sales degrowth lower at 15% in Q1
- ▶ New launches contributed 5% to Domestic Revenues in Q1
- ▶ Green shoots visible in June'20
- ▶ **Double digit growth in July'20**

*Unaudited, based on Internal MIS

Q1FY21 Profitability (Consolidated)

Key Financials	Q1FY21 Growth	Margin Growth	Margins
Gross Profit	-23%	+ 230 bps	66.5%
EBIDTA	-8%	+ 490 bps	25.5%
PAT	+1%	+ 220 bps	8.2%
Cash Profit	-7%	+ 480 bps	23.8%

- ▶ Margins increased despite lower sales due to stringent cost control measures and benign raw material prices.

Q1FY21 Domestic Portfolio Snapshot

Portfolio

Health & Hygiene Portfolio

Other Brands

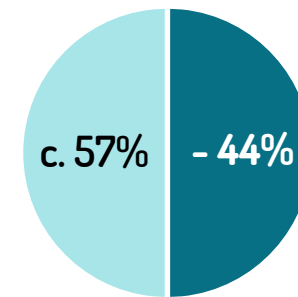
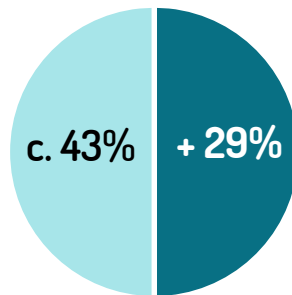
Major Brands



Navratna



Contribution
& Growth*



*Q1FY21 Contribution to Domestic Business

Q1FY21 Domestic Brandwise Performance

Key Brands	Q1FY21 Growth	Growth in June'20*
Healthcare Range	23%	59%
Pain Management Range	15%	43%
BoroPlus Range	28%	92%
Navratna Range	-41%	-10%
Kesh King Range	-33%	0%
Male Grooming Range	-70%	-43%

*Unaudited, based on Internal MIS

New Launches in Q1FY21



BoroPlus Advanced Anti- Germ Hand Sanitizer

- Launched in April'20
- #2 brand in “More” & #3 in “Vishal Megamart” & “Walmart”
- “Amazon’s Choice” with an overall rating of 4.3 out of 5



BoroPlus Antiseptic Moisturizing Soap

- Launched in June'20



BoroPlus Aloe Vera Gel

- Launched in April'20
- #1 Aloe Gel brand in Walmart and Vishal Mega Mart, replacing the market leader

New Launches in Q1FY21 – Healthcare Range

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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

E Commerce Specific Launches



Zandu Pachan Vati
(Digestive Stimulant)

Zandu Sandhigata Pida har Vati
(Joint pain reliever)

Zandu Amla pitta har vati
(Acidity Regulator)



Zandu Draksha Pachan Churna
(Natural digestion enhancer)

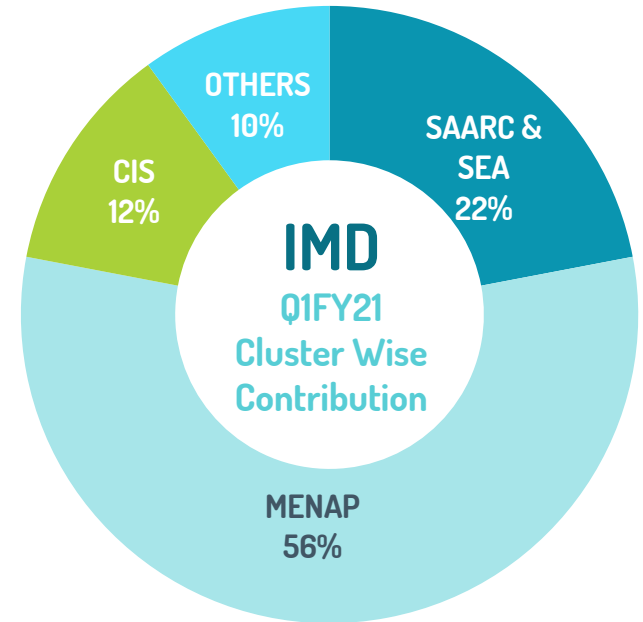


Zandu Papaya Leaf Extract
(Fights during Dengue by increasing blood platelets)

Zandu Chirakin Tablet
(Anti Malarial and Anti viral)

International Business Performance

- ❑ Sales declined by 18%
- ❑ Hygiene products introduced in key geographies
 - Launched under Creme 21, Gold Turmeric and BoroPlus brands
 - Planned 3P manufacturing in new geographies.



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>
Others	Africa, America and other

New Launches - International Business

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Creme 21 Range



Turmeric Hand Sanitizer Gel



Hand Sanitizer



Hand Sanitizer Spray



Hand Sanitizer Gel Tube



Sanitizer wipes

Gold Turmeric Range



Hand Sanitizer



Anti-Bacterial Hand Wash & Soap



BoroPlus Range



Hand Sanitizer



Anti-Bacterial Soap

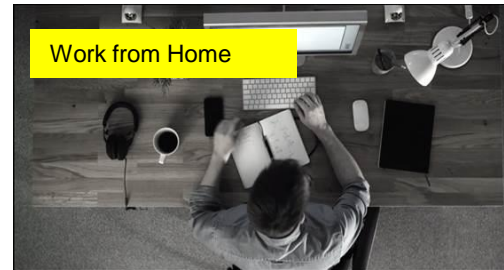
Media Campaigns

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

Aired new commercial directed by Nitesh Tiwari (Dangal and Chhichhore fame)



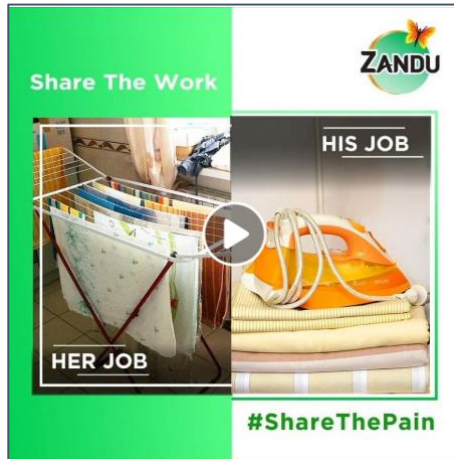
New communication for Zandu Balm as problem solver for consumers who are dealing with stress, anxiety and additional household work due to change in daily routine caused by COVID-19



New TVC for BoroPlus Aloe Vera Gel

Digital Campaigns

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Zandu Balm Digital campaign on Facebook and Instagram
#ShareThePain #ShareTheWork #LockDownPains



Digital campaign for BoroPlus Hand Sanitizer



Video Views
4.6 billion



Total Videos using hashtag
5.8 million



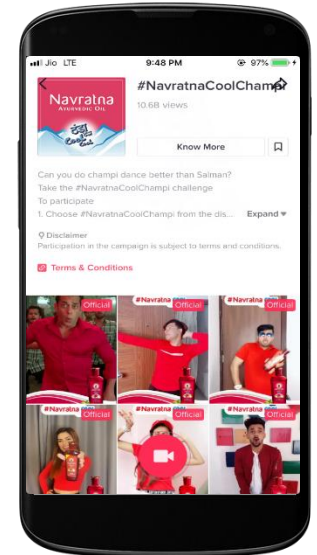
Likes
558 million



Page Views
2.6 million



Engagement
598 million



Launched Digital activity #NavratnaCoolChampi with Salman Khan to make 'champi' synonymous with Navratna. Overall 5.8 million videos created with the hashtag with unique reach of 1.03 crore.

Media Campaigns- Healthcare

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IMMUNE NATION. COMBAT INFECTION.

PRODUCTS **BENEFITS**

- Zandu Pancharishta & Zandu Pancharishta DR** Improves Digestive Immunity
- Zandu Cough Syrup** Quick and long lasting relief from cough
- Diabrishta Z1 & Diabrishta DM** Ayurvedic Acharishta Preparation to manage Healthy Sugar levels
- Sitopaladi Churna 25 g & 100 g** Gives relief from all types of Cough for all Age groups
- Sudarshan Ghanvati 40 Tab & 100 Tab** **Sudarshan Tablet 40 Tab** **Sudarshan Churna (M) 30 g & 120 g** Helps build Immunity

Available at stores near you www.zanducare.com

आपकी इम्युनिटी आपकी अमाली रक्षाक

इम्युनिटी को बढ़ाये खुशिया लाये
आपके परिवार के सब सदस्यों के लिए

इंडू के साथ सुदर्शन रेंज के साथ

सुदर्शन चूर्ण (30g & 120g) | सदा सुदर्शन चूर्ण (30g) | सुदर्शन टैबलेट (40 Tab)

www.zanducare.com

असुख निवारण की विविधता के अनुकूल

सुखार, खासी और सांस लेने में कठिनाई के कारणों में विविध औषधीय घटकों के साथ इम्युनिटी (ओरिजिनल किन्ड) का रस का फल, मुहुर्षी (डि-नोबिल कोरिडोरोफोरम) का रस, काश साइट के साथ, आदक (डिग्लोसिनेट - ओरिजिनल), का रस, कण्डू साइट के साथ और इन्दी (कण्डूसा जीव) चूर्ण का रस परम रूप के साथ उपलब्ध है।

प्रकृत है **इंडू** के मुहूर्षी के मूल्य

- मुहुर्षी** का अर्थ है **प्रतिरक्षा बढ़ाता**
- हरिद्रा** का अर्थ है **संक्रमण से बचाता है**
- मुहुर्षी** का अर्थ है **भ्रूणज संरक्षण के लिए फल है**
- चूरी** का अर्थ है **पाचन तंत्रिका के लिए फल है**

इस की सभी मुहूर्षी औषधियाँ जमा हैं

- 100% मुहूर्षी सामग्री
- ग्लॉबल जी ड्रग ओ
- गठबद्ध मुकु
- ग्लोबल प्रमाणित
- ग्लोबल प्रमाणित

www.zanducare.com

LIVE

इंडू केसरी जीवन

केसरी जीवन अब फिट फार डायबिटिक

पीएम मोदी का देश के नाम संबोधन

केसर, आंवला और 17 आयुर्वेदिक जड़ी-बूटियों से समृद्ध इम्युनिटी बूस्टर

केसरी जीवन

Digital communication redefined according to current perspective of COVID scenario basis product efficacy, scientific validity & quality of the product.

High Impact placement during PM's address to nation

2X इम्युनिटी

१०० सालों का भरोसा

Chyavanprash, Chyavanprashad, HONEY, Tulsi, Amalaki, Guduchi, Kesari Jivan (Fit for Diabetic), Kesari Jivan (Gulaab & Rasool)

अधिक जानकारी के लिये zanducare.com पर लॉग ऑन करें।

*Scientifically Proven Basis Laboratory Study of NK Cell Activity.

Digital Campaign for Zandu Immunity Building range

ZANDU Kesari Jivan

Introducing **ZANDU IMMUNITY BUILDING RANGE**

ZANDU Kesari Jivan

60 saal ke budhe ya 60 saal ke jawan

Facebook Campaigns for Zandu Immunity range

ZANDU Chyavanprash

Introducing **ZANDU IMMUNITY BUILDING RANGE**

ZANDU Chyavanprash

2X Immunity

Do Guna Immunity

*Scientifically Proven Basis Laboratory Study of NK Cell Activity.

Buyback of Shares

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- ❑ Board of Directors approved Buyback of Shares from open market at a maximum price of Rs. 300/- per share upto Rs. 192 cr as permitted by Companies Act and SEBI on 19th March 2020.
- ❑ Buyback completed on 7th July 2020 with 94.2 lac shares purchased at an average price of Rs. 203.78/- (excluding brokerage, taxes & other levies)
- ❑ All the shares bought back, extinguished within the statutory time frame
- ❑ Share capital post Buyback reduced from Rs. 45.39 crore to Rs. 44.45 crore
- ❑ Consequently promoter stake increased from 52.74% to 53.86%



Q1FY21

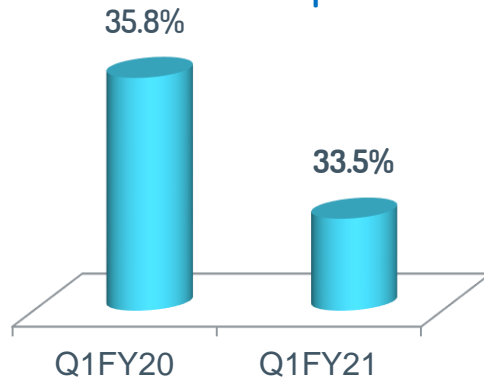
Financial Analysis

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Cost of Goods Sold

(as a % of Sales)

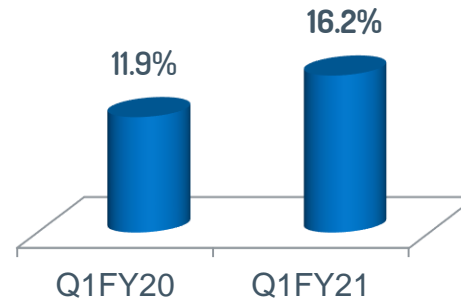
-230 bps



Staff Costs

(as a % of Sales)

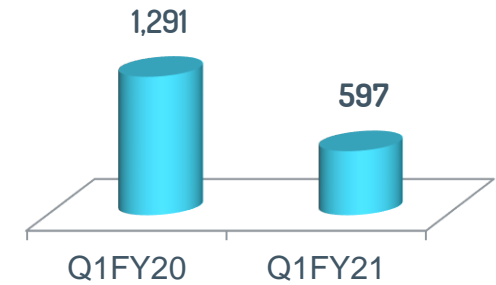
+430 bps



A&P Spends

(₹ in Millions)

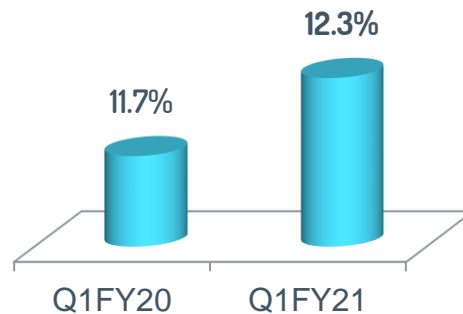
-750 bps



Admin & Other Exp

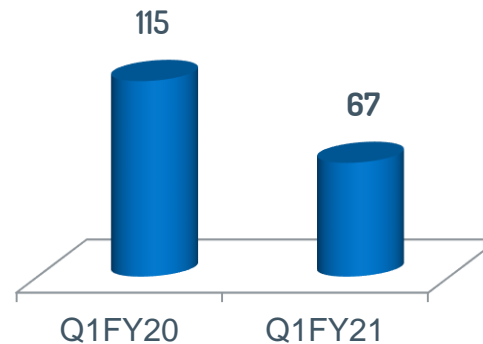
(as a % of Sales)

+60 bps



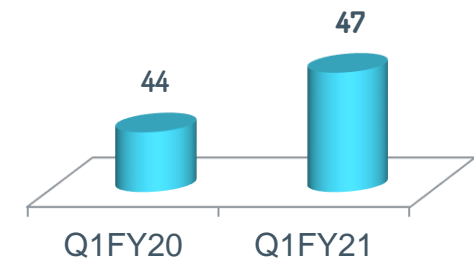
Other Income

(₹ in Millions)



Interest Paid

(₹ in Millions)



Q1FY21

Summarized Financials

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₹ in Millions

Particulars	Q1FY21	%	Q1FY20	%	Growth %	FY20	%
Net Sales	4,728.2	98.2%	6,385.2	98.4%	-26.0%	26,106.4	98.3%
Other Operating Income	85.2	1.8%	101.2	1.6%	-15.8%	442.4	1.7%
Revenue from Operations	4,813.4	100.0%	6,486.4	100.0%	-25.8%	26,548.8	100.0%
Materials Cost	1,613.4	33.5%	2,324.3	35.8%	-30.6%	8,761.0	33.0%
A&P	597.1	12.4%	1,290.5	19.9%	-53.7%	4,711.4	17.7%
Staff Cost	781.3	16.2%	772.8	11.9%	11%	2,995.1	11.3%
Admn & Other Exp	591.8	12.3%	757.4	11.7%	-21.9%	3,175.9	12.0%
EBIDTA	1,229.8	25.5%	1,341.4	20.7%	-8.3%	6,905.4	26.0%
Other Income	67.0	1.4%	114.9	1.8%	-41.7%	570.7	2.1%
Interest	47.0	1.0%	43.5	0.7%	8.0%	210.1	0.8%
Amortisation of acquired TM's/ brands	554.3	11.5%	633.0	9.8%	-12.4%	2,589.0	9.8%
Depreciation/Amortisation of other assets	193.6	4.0%	203.7	3.1%	-5.0%	774.3	2.9%
PBT before Exceptional Items	501.9	10.4%	576.1	8.9%	-12.9%	3,902.7	14.7%
Exceptional Items	-	0.0%	-	0.0%	0.0%	106.8	0.4%
PBT	501.9	10.4%	576.1	8.9%	-12.9%	3,795.9	14.3%
Tax	94.8	2.0%	176.9	2.7%	-46.4%	712.7	2.7%
PAT	407.1	8.5%	399.2	6.2%	2.0%	3,083.2	11.6%
Share of Minority Interest & P/L of Associate	(11.1)	-0.2%	(6.6)	-0.1%	68.2%	(54.1)	-0.2%
PAT After Minority Interest & Associate	396.0	8.2%	392.6	6.1%	0.9%	3,029.1	11.4%
Cash Profit (PAT + Dep. & Amortization)	1,143.9	23.8%	1,229.3	19.0%	-6.9%	6,392.4	24.1%
EPS - Rs.	0.88		0.86			6.67	
Cash EPS- Rs.	2.54		2.71			14.08	

Thank you

