

## EMAMI POSTS HEALTHY VOLUME LED GROWTH IN Q4FY24.

### Q4FY24 HIGHLIGHTS

- ❖ **Consolidated Net Sales at ₹ 881 crore grew by 8%**
  - Revenue from Operations at ₹ 891 crore grew by 7%
  - Domestic Business grew by 8% (Volume growth of 6.4%)
  - International Business grew by 8% (Constant currency growth of 9%)
- ❖ **Gross Margins at 65.8% improved by 270 bps**
- ❖ **EBIDTA at ₹ 211 crore grew by 6% despite 39% higher investments in A&P**
- ❖ **PAT at ₹ 149 crore grew by 3%**

*Note: All financial figures are based on Consolidated Financials*

**Kolkata, Wednesday 29<sup>th</sup> May 2024:** The Board of Directors of Emami Limited met on Wednesday, 29<sup>th</sup> May 2024 to consider the audited financial results of the company for the fourth quarter and financial year ended 31<sup>st</sup> March 2024.

The Company demonstrated resilience and achieved volume led profit growth in the fourth quarter. While consolidated Net sales at ₹ 881 crore, grew by 8%, Revenue from Operations at ₹ 891 cr grew by 7% over previous year.

Domestic Business grew by 8% with a healthy volume growth of 6.4%. Major brands like BoroPlus, Pain Management range, Healthcare range, 7 Oils in One, The Man Company and Brillare performed strongly during the quarter. However, extended winters led Navratna and Dermicool to post low single digit growth.

During the quarter, the Company launched Nature F1rst healthy radiance range under the Fair and Handsome brand. Enriched with Green Tea and Olives, the range consists of a cream and facewash to provide a healthy & radiant look. The Company also introduced four digital first launches under the Zanducare D2C portal.

Despite geopolitical crisis and currency depreciations in key geographies, International Business grew by 9% in constant currency and 8% in INR terms driven primarily by the MENA region. The Company's International Business further strengthened its portfolio by introducing a range of shampoo's & conditioners under the 7 Oils in One brand and a Baby care range under the Creme21 brand. The NPD's were launched in select key markets and will be gradually extended to other markets as well in coming quarters.

Overall the Company launched more than 50 products and variants in the Domestic and International market in FY24 with majority being Digital first products.

In Q4FY24, Gross margins at 65.8% expanded by 270 basis points. EBIDTA at ₹211 crore grew by 6%, despite strong investments behind brands which led to a 39% surge in A&P spends. Profits after tax at ₹149 crore also grew by 3%.

The Company posted revenues of ₹3,578 cr in FY24, with a growth of 5%, accompanied by an expansion of gross margins by 290 basis points at 67.6%. EBIDTA at ₹950 cr grew by 10%, with margins expanding to 26.5%, an increase of 120 basis points. Notably, profit after tax at ₹724 crores also saw an impressive growth of 13%.

The Company believes in sustainable growth and continued its efforts towards reducing its carbon footprint, resulting in reduction of absolute energy consumption by 12% over FY22. The Company further increased its renewable energy contribution to the total energy consumption to 19% in the current financial year and also reduced its water consumption by 17% over FY22. The Company was 100% compliant with EPR regulations with 10485 MT plastic waste recycled in FY24. As a responsible corporate citizen, the Company undertook various CSR initiatives touching the lives of 5.69 lac individuals during the year.

The Company remains optimistic about future growth, supported by a favourable economic landscape, forecast of a normal monsoon, anticipated rural market recovery, government initiatives, and promising macroeconomic factors, all contributing to a confident outlook for sustained positive performance.

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

*“We are very happy to have delivered a growth of 8% in our consolidated net sales, led by a domestic volume growth of 6.4% in the fourth quarter, driven by most of our key brands. Despite facing geo-political challenges, our international business continued to perform well and achieved a commendable 9% growth in constant currency terms. We expect our core brands to deliver a healthy all-round growth going forward, aided by recovery in rural, a strong summer and forecast of a good monsoon. Our strategic investments in innovative start-ups are expected to continue their robust growth and improve their profitability.”*

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

*“We are pleased to have closed the fourth quarter with a 6% growth in EBIDTA despite 39% higher investment in marketing promotions. It is encouraging to witness signs of market recovery with rural gradually bouncing back. Our contribution from organised channels has increased to 26% of our domestic business from 22% in FY23. Our enhanced investment in A&P to strengthen brand visibility and strategic distribution initiatives likes Project Khoj and other digital interventions are expected to provide impetus to our sales going forward. Our outlook is positive for the near and mid-term and we aim to deliver healthy growth supported by favourable operating environment.”*

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### **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 450 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 4.9 million retail outlets across India through its network of 4000+ 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, Vidhyut 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.

With a market cap of ~ ₹23,000 crores, Emami Ltd is the flagship Company of the diversified Emami Group. Please visit [www.emamilttd.in](http://www.emamilttd.in) for further information.

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