



**emami\* limited**

Date: 3<sup>rd</sup> February, 2022

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

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 and Press Release on Company's Overview.

The aforesaid information is also given on the website of the company [www.emamiltd.in](http://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)

## Emami continues steady growth

Q3 & 9M revenues grow by 4% and 13% while PAT rises by 5% and 31% respectively

### Q3FY22 & 9MFY22 HIGHLIGHTS

- ❖ **Consolidated Revenues grew by 4% on a high base of 15% growth in previous year; 2 year CAGR 9%**
  - 7% growth excluding Immunity & Hygiene range
  - Domestic Business grew by 3% in Q3; up 14% in 9M
  - International Business grew by 7% in Q3; up 4% in 9M
  - Institutional Business grew by 16% in Q3; up 24% in 9M
- ❖ **Profits grew steadily despite input cost impact**
  - EBIDTA posted flat growth in Q3, up 9% in 9M
  - PAT grew by 5% in Q3, up 31% in 9M
  - Cash Profit\* posted flat growth in Q3, up 13% in 9M
- ❖ **Board of Directors announce Buyback upto 10% of Equity share capital & free reserves at a price not exceeding ₹550/- per equity share**
- ❖ **2<sup>nd</sup> Interim Dividend of 400% announced**
  - 1<sup>st</sup> Interim Dividend of 400% paid in November 2021

*\*Cash Profit= PAT+ Depreciation & Amortization*

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

**Kolkata, Thursday 3<sup>rd</sup> February 2022:** The Board of Directors of Emami Limited met on Thursday, 3<sup>rd</sup> February 2022 to consider the Unaudited financial results of the company for the third quarter and nine months ended 31<sup>st</sup> December 2022.

The quarter witnessed high inflation leading to a deceleration in consumer demand. Despite this consumption moderation and notwithstanding a high base of 15% growth in corresponding quarter previous year, Consolidated revenues at Rs. 972 cr grew by 4% on a year on year basis and at 9% on a 2 year CAGR basis.

Domestic business grew by 3% on a year-on-year basis over a base of 16% growth in previous year, translating into a 2 year CAGR of 9%. Modern trade grew by 14% and ecommerce continued its robust run growing by 75% over previous year. In Q3FY22, the salience of these new age channels has increased to 14% of domestic revenues.

Distribution initiatives continued to progress with additional 5800 rural towns being added in the last 9 months through Project Khoj. Revenues and presence in Standalone Modern Trade



outlets increased with coverage expanding to 40 cities and more than 3400 outlets. The Company has also activated more than 26,000 additional outlets for its healthcare products by focusing on Ayurvedic bhandars and chemist outlets

During the quarter, the Company launched various TV Commercials for many of its brands e.g. Zandu Chyawanprash with Ajay Devgn, Kesh King Oil with Shilpa Shetty, BoroPlus soft with Nushratt Bharuccha and Zandu Ortho Vedic Oil with the wrestler Khalli. A new TV & digital campaign for Navratna in Southern markets and a new campaign for BoroPlus Doodh Kesar Body Lotion were also launched. The Company continued to leverage the digital platforms with targeted campaigns and engaged various influencers to promote its brands.

International Business grew by 7% on a year on year basis. It however grew by 16% on a 2 year CAGR basis. Excluding sales of Immunity & Hygiene range, International Business grew by 14% led by key geographies like Bangladesh & Sri Lanka in SAARC and other regions like Africa & SEA.

During the quarter, EBIDTA at Rs. 342 cr was flat over last year despite Gross margins at 67.4% contracting by 300 basis points due to inflation in key raw material prices. On a 2 year CAGR basis EBIDTA grew by 14%. However, PAT at Rs. 220 cr grew by 5% over previous year.

In 9MFY22, Consolidated Revenues at Rs. 2,422 crore grew by 13%, EBIDTA at Rs. 788 crore grew by 9%, PAT at Rs. 483 crore grew by 31% and Cash Profit at Rs. 734 crore grew by 13%.

The Board of Directors have approved a Buyback of shares upto a value of 10% of the Company's share capital and free reserves at a price not exceeding Rs. 550/- per share. Further, the Board of Directors have also declared a 2nd Interim dividend of 400% i.e. ₹4/- per share for FY22.

**Mr Mohan Goenka, Director, Emami Limited said:**

*"We are satisfied with the performance achieved amidst chaos and lockdown that prevailed in some form or the other during the quarter. Various initiatives undertaken for expanding our reach have resulted in increase in rural penetration and improved distribution. Our focus on new-age channels like Modern Trade, SAMT, e-commerce and D2C business remains strong with more than 5% of our domestic revenues being generated digitally"*

**Mr Harsha V Agarwal, Director, Emami Limited said:**

*"Our performance during the quarter has witnessed a reasonable growth despite a high base. We are happy that most of our brands have continued to perform well to maintain their leadership positions. Despite inflationary pressures and rising costs, we have managed to protect our EBIDTA, which we believe is commendable in the current environment. Our*



*International Business has also performed well growing by 7% on a year on year basis and by 16% on a 2 year CAGR basis led by Bangladesh and few other regions.”*

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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 300 diverse products, Emami’s portfolio includes trusted power brands like Navratna, BoroPlus, Fair & Handsome, Zandu Balm & Mentho Plus. In 2015, the Company acquired the business of ‘Kesh King’ and forayed into the Ayurvedic hair & scalp care segment. In, 2019, the company acquired Creme 21, a German brand with strong roots & brand recall. Emami products are available in over 4.5 million retail outlets across India through its network of ~3250 distributors and its global footprint spans over 60 countries including GCC, Europe, Africa, CIS countries & the SAARC.

Emami is well known for its aggressive marketing powered by celebrity endorsements like Amitabh Bachchan, Pt Birju Maharaj, Shah Rukh Khan, Salman Khan Hrithik Roshan, Shahid Kapoor, Madhuri Dixit, Katrina Kaif, Kareena Kapoor Khan, Yami Gautam, Kangana Ranaut, Shilpa Shetty, Sonakshi Sinha, Shruti Haasan, Juhi Chawla, Vidyut Jamwal, Kartik Aryaan, Varun Dhawan, Milkha Singh, Tiger Shroff, Sachin Tendulkar, Surya, Jr. NTR, Sania Mirza, Saina Nehwal, Bipasha Basu etc over the years.

With a market cap of around ~Rs. 21,000 cr, 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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#### **For further information, please contact :**

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Introducing  
**Zandu  
Chyavanprash  
Jaggery,**  
for the first time  
in India



**2X**  
IMMUNITY\*

# Guard yourself against the threat of **Corona**

## Zandu Chyavanprash Jaggery gives you double the immunity

Clinical studies show that consuming Chyavanprash daily can reduce the threat of Corona infections. Made with the wisdom and experience of 100 years of Ayurvedic research, presenting Zandu Chyavanprash with the goodness of jaggery, and no sugar. It helps keep your family immune and safe from the threat of diseases.

**ZANDU Chyavanprash**

\*Offer available on 900g pack. The offer is valid till stocks last. The stock is also available without the offer.  
\*\*Maximum retail price, inclusive of all taxes. \*Scientifically proven basic laboratory NK-cell activity



Get **80** N Giloy tablets Free<sup>#</sup> worth **₹150/-**\*\*



Making people healthy & beautiful, naturally

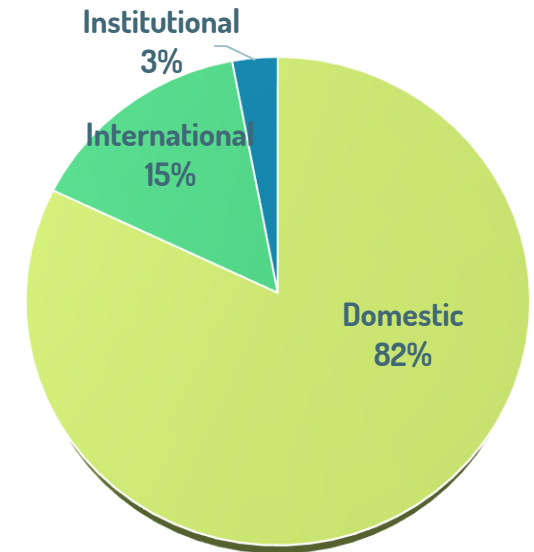
# Q3 & 9MFY22 Performance Update

3rd February 2022

# Revenue Growth

Key Financials	Growth in Q3FY22		Growth in 9MFY22
	Over PY	2 yr CAGR	Over PY
• Domestic Business	3%	9%	14%
• International Business	7%	16%	4%
• Institutional Business	16%	-8%	24%
<b>Consolidated Net Sales</b>	<b>4%</b>	<b>10%</b>	<b>13%</b>
• Other Operating Income	28%	-6%	15%
<b>Total Revenues</b>	<b>4%</b>	<b>9%</b>	<b>13%</b>

Q3FY22 Revenue Split



- ▶ 4% growth in Revenues in Q3FY22 on a higher base of 15% growth in Q3FY21
  - ▶ 7% growth excluding Immunity & Hygiene range
  - ▶ Flat volume growth in India Business

# BoroPlus Range

- ▶ Sales grew by **2%** in Q3; 2 year CAGR of **10%**
  - ▶ Lower sales in Q3 due to phasing & pre-loading in Sep'21.
  - ▶ Sep-Dec'21 sales grew by **9%**
  - ▶ **8%** growth in 9MFY22
  
- ▶ Launched new TVC starring actress Nushratt Bharuccha for light and non-sticky **BoroPlus SOFT Ayurvedic Antiseptic Cream.**
  - ▶ Also launched new TVC for BoroPlus Doodh Kesar Body Lotions.
  
- ▶ Launched 48 gm Rs. 10 SKU of BoroPlus 3 in 1 smart bathing bar with new formulation, shape and better aesthetic.



# Pain Management Range

- ▶ Sales grew by **7%** in Q3; **2 year CAGR of 10%**
  - ▶ **21%** growth in 9MFY22
  
- ▶ Launched geography focused tactical communication TVC's for Zandu Balm-
  - ▶ North - Creating relevance of smog and steam inhalation during winters
  - ▶ South + West : *Chale Chalo* campaign with Sonu Sood
  
- ▶ Launched new TV & Print campaign for Zandu Ortho Vedic Oil: “ *7 days balle balle* ” with world renowned wrestler “The great Khalli”



**ZANDU**  
ORTHO VEDIC OIL

**NEW**

**7 DINO MEIN JODON KE DARD SE RAHAT.**

Zandu Ka Vishwas Laya hai naya Zandu ortho Vedic tel. Jismen 5 shastriye tel aur 100 se zyada ayurvedic jodi butiyon ka mishran hai. Upyog ke 7 Dino ke andar dard se rahat payiye.\*

**7 DAYS**  
Visible Improvement\*

**ZANDU ORTHO VEDIC OIL**

Available on:  
www.zanducare.com | amazon | Flipkart

f i /officialzandu



# Kesh King Range

- ▶ Sales growth almost flat in Q3; **2 year CAGR of 7%**
  - ▶ **17%** growth in 9MFY22
- ▶ Launched new TVC for Kesh King Oil featuring Shilpa Shetty to widen brand appeal & reach out to a larger TG .
- ▶ Launched Kesh King Anti Dandruff Shampoo in Oct'21 - before onset of winters, to stay relevant in the season
- ▶ Building Kesh King Onion Range in e-commerce and Modern Trade.



“क्या झड़ते बालों ने आपकी भी रातों की नींद चुरा ली है?”

**केश किंग भारत का NO.1 हेयरफॉल एक्सपर्ट**

**बाल झड़ना रोके! नए बाल उगाए**

“एक समय ऐसा था जब झड़ते बालों ने मेरी रातों की नींद तक छीन ली थी। बहुत कुछ ट्राई किया पर कोई असर नहीं पड़ा। तब मुझे केश किंग आयुर्वेदिक तेल के बारे में पता चला। इसमें है 21 दुर्लभ जड़ी-बूटियाँ जिससे बाल झड़ना तो रुका ही साथ ही नए बाल भी उगने लगे। मेरी तरह करोड़ों लोगों ने हेयरफॉल पर असर पाया। I trust only Kesh King Oil & Shampoo”

*Shilpa Shetty*  
शिल्पा शेट्टी, सुपरस्टार

Certificate of Efficacy  
A. Parth Trichology  
Dr. Parth

विश्वगत हेयर इंस्टीट्यूट द्वारा प्रमाणित

21 HERBS  
CLINICALLY PROVEN  
नए बाल उगाए

**Kesh King**  
AYURVEDIC HAIRBALL EXPERT™  
ANTI-DANDRUFF SHAMPOO

**Kesh King**  
AYURVEDIC OIL

**Kesh King**  
AYURVEDIC HAIRBALL EXPERT™  
ANTI-DANDRUFF SHAMPOO

तेल ₹ 80/- onwards  
शैम्पू ₹ 60/- onwards

INDIA'S No1 HAIR FALL EXPERT

shop.keshking.com

# Navratna Range

- ▶ Sales grew by **11%** in Q3; 2 year CAGR flat.
  - ▶ **8%** growth in 9MFY22
  
- ▶ Launched **new campaign in Southern markets** with key message – Grandmothers (generations) trust Navratna Oil *champi* over regular Coconut oil for headache relief because it has 9 Ayurvedic herbs
  - ▶ Launched new Telugu TVC & campaign on YouTube
  - ▶ Also launched “South Grandparents campaign” on Instagram with 5 Telugu influencers



# Male Grooming Range

- ▶ Sales declined by **3%** in Q3; 2 year CAGR of **1%**
  - ▶ **21%** growth in 9MFY22
- ▶ Launched eCommerce exclusive Combo pack in Oct' 21 – containing Fair and Handsome Radiance Cream 60 gm and Fair and Handsome Instant Radiance Face Wash 100gm

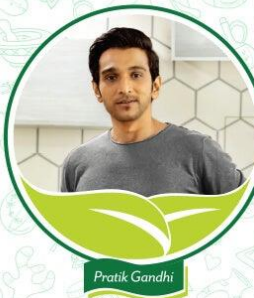


# Healthcare Range

- ▶ Sales declined by **6%** in Q3; **2 year CAGR of 14%**
  - ▶ Excluding Immunity portfolio, sales grew by **2%** in Q3; 2 year CAGR of **21%**
  - ▶ **11%** growth in 9MFY22 (incl. immunity portfolio)
- ▶ **Roped in Bollywood superstar Ajay Devgn as the face of Zandu Chyawanprash**
  - ▶ Digital campaign reached out through social media handles of Ajay Devgn generating strong engagement



**100% vegetarian, Ayurvedic health products**



**100+ years of tradition**

#ShuddhShakahariSwaasthya



**Guard yourself against the threat of Corona**  
Zandu Chyawanprash Jaggery gives you double the immunity

Introducing  
**Zandu Chyawanprash Jaggery,**  
for the first time  
in India

**2X**  
IMMUNITY

**इंड़ु च्यवनप्राश**  
अमोघ  
गुड़ के गुणों के साथ  
बीबी रहित\*  
2X इम्युनिटी

बदलती डिब्बटी का हेल्थ एक्सपर्ट

Clinical studies show that consuming Chyawanprash daily can reduce the threat of Corona infections. Made with the wisdom and experience of 100 years of Ayurvedic research, presenting Zandu Chyawanprash with the goodness of jaggery, and no sugar. It helps keep your family immune and safe from the threat of diseases.

Get **80 N Giloy tablets Free** # worth **₹150/-**

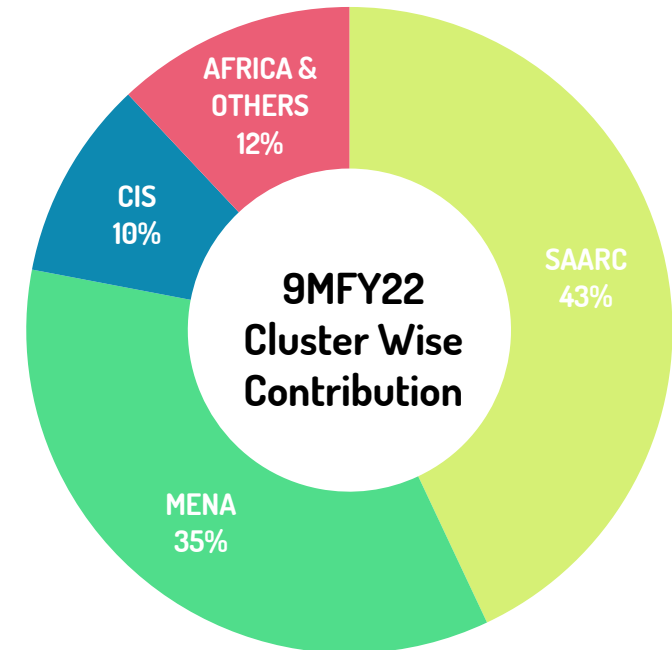
**ZANDU Chyawanprash**

For free doctor consultation, call 1800 572 8000 (9:30 am to 6:30 pm) | Also available on zanducare.com

\*Not available in 800 pack. The offer is valid till stock last. This stock is also available without the offer. \*\*Maximum retail price inclusive of all taxes. \*Scientifically proven basis laboratory NCI and faculty.

# International Business Performance

- ▶ Sales grew by **7%** in Q3; **2 year CAGR of 16%**
  - ▶ **14%** growth excluding Immunity & Hygiene range
  - ▶ SAARC grew strongly led by Bangladesh
  
- ▶ 9MFY22 sales grew by **4%**
  - ▶ **10%** growth excluding Immunity & Hygiene range



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

# Ad Campaigns

Soft, Glowing, #HuggableSkin 24 hours!

**BOROPLUS doodh kesar body lotion**

BUY! GET! FREE

from INDIA'S No.1 Antiseptic Cream Brand

India's 1st Non-Sticky Antiseptic Cream!!

**BOROPLUS SOFT AYURVEDIC Antiseptic Cream**

Light & Non-Sticky FACE+HANDS+BODY

Absorbs in 10 Seconds

24H MOISTURE

BUY! GET! FREE

रूखे और बेजान बाल हैं 'डैमेज' की निशानी

नतीजा हेयरफॉल

केश किंग डैमेज रिपेयर शैम्पू

बालों के डैमेज 'को रिपेयर करने पहले ही बांधो' से

- फिल प्रोटीन और 24 जड़ी-बूटियों के गुणों से भरपूर
- हेयरफॉल घटायें
- बालों का डैमेज दूर करें

**Kesh King** INDIA'S No.1 HAIR FALL EXPERT

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7 DINO MEIN JODON KE DARD SE RAHAT.

Visible Improvement

**ZANDU ORTHO VEDIC OIL**

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अंदर से मजबूत बाहर से दिनभर सेट

emami 7 OILS IN ONE NON STICKY HAIR OIL

FREE 7 OILS IN ONE

चीनी नहीं, गुड़ की सेहत चुनिये

च्यवनप्राश में है आधे से ज्यादा चीनी

भारत में इंडु का पहला गुड़ वाला च्यवनप्राश

2X इम्युनिटी

इंडु च्यवनप्राश

इंडु के 100 वर्षों के आयुर्वेदिक अनुभव और अनुलोचन से बना गुड़ वाला इंडु च्यवनप्राश

केश किंग भारत का NO.1 हेयरफॉल एक्सपर्ट

बाल झड़ना रोके | नए बाल उगाए

केश किंग आयुर्वेदिक तेल से है 2:1 दुर्लभ जड़ी-बूटियों का मिश्रण। ये बाल झड़ना रोकने और नए बाल उगाने में इन्टेन्सिव हेयर इंटेन्सिटी द्वारा प्रभावी है।

"मेरी लड़क बचपन से ही हेयरफॉलिंग पर अलग पर्याय है। हेयरफॉलिंग के कारण ही मैं 'केश किंग' का उपयोग करता हूँ। मैं 'केश किंग' का उपयोग करता हूँ। मैं 'केश किंग' का उपयोग करता हूँ।"

Certificate of Efficacy

A. Flores Technology

विश्वसनीय हेयर फॉल एक्सपर्ट द्वारा प्रमाणित

**Kesh King** INDIA'S No.1 HAIR FALL EXPERT

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प्यार का सिलसिला चलता रहे

विगोरेक्स

श्रीलसिला

जोश और ऊर्जा भरी जिन्दगी

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Get the goodness of Chyawanprash in chatpata tasty Soft Chews

Introducing Immu Chyawan Chews

Taste mein yummy, immunity badhe dugni

IMMUNITY 2X BUILDER

\*Basic practical studies compared with control

# Digital Campaigns



theshilpashetty and keshkingofficial  
Paid partnership

theshilpashetty Hairfall giving you sleepless nights? Turn to Kesh King, India's No1 Hairfall Expert. Authentically prepared with 21 rare ayurvedic herbs, this oil is clinically proven & internationally certified to not only stop hairfall but also grow new hair. Millions of Indians have put hairfall behind with Kesh King, now it's your turn. To buy products, visit shop.keshking.com.

Ajay Devgn  
5d · 🌐

Stay away from sugar because the ACP – Anti Cheeni Police is here. Choose good health with Gur in Zandu's Gurwala Chyavanprash and stay healthy and fit.

#ZanduKaGurwalaChyavanprash #Ad

emami गुड़ वाला अंड च्यवनप्राश

You, Vishal Srivastav and 68K others

68k 1k 437

Boro Plus Healthy Skin  
17 December 2021 at 18:21 · 🌐

Do you love it too? Then get your hands on the new #BoroPlus #Soft Ayurvedic Antiseptic Cream, enriched with the goodness of 10 #SuperHerbs, #FruitWater and #VitaminE, that gives you healthy looking moisturised skin. Its non-sticky texture absorbs super quick into the skin and lasts all day long!

#Moisturizer #NightCream #DayCream #NonSticky #NonOily #NewProduct #NewLaunch #Ayurvedic #Antiseptic #NushratBharucha

fruity glow up!

mohanshakti Follow  
Paid partnership with boroplusindia

#HappiForMe

Happiness is indeed nothing but enjoying the sm...

boroplusindia · BoroPlus Lotion Social Initiative



ZANDU PAIN RELIEF

“Zandu Ortho Vedic Oil has reduced my knee pain and swelling. It has helped me get back to my routine of walking and cycling 10 kms daily not long after usage.”

NAWAL KISHORE GUPTA  
Faridabad, Male, 67 yrs.

ZANDU Ortho Vedic Oil  
FOR KNEE & JOINT PAIN

Boro Plus Healthy Skin  
December 14, 2021 at 6:03 PM · 🌐

As a daily moisturiser or night cream or lip balm, on cracked feet or dry hands or even as a winter cream, BoroPlus Ayurvedic Antiseptic Cream is your "one-for-all" with the goodness of 10 ayurvedic super herbs.

#Antiseptic #BoroPlus #BoroPlusAyurvedicAntisepticCream #AntisepticCream #WinterCream

All in one One for all

#BhaanLoSaansLo

ZANDU

ZANDU KE SAATH

Steam soothes sinus headaches

#BhaanLoSaansLo

FAIR AND HANDSOME

Men deserve their own special day.

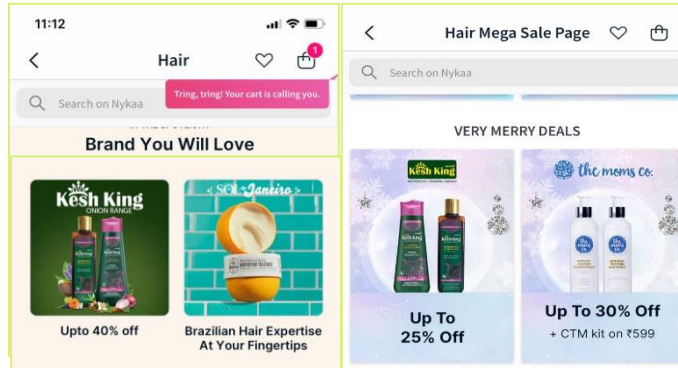
HAPPY INTERNATIONAL MEN'S DAY!

Men also deserve special skin-care for their tough skin.

# eCommerce Marketing



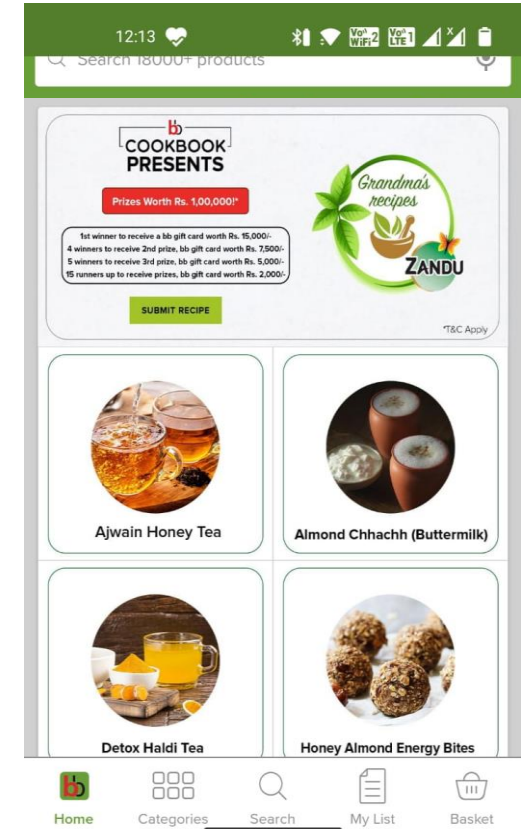
Entered into a Media Barter partnership with Pharmeasy wherein Zandu Ortho Vedic Oil will get prominent visibility on Pharmeasy App in exchange for its logo being featured on Zandu Ortho Vedic Oil's Print campaigns. Expected 4X- 5X increase in offtakes from Pharmeasy



Kesh King Onion range promoted on Nykaa under their Christmas Deals and Brands you will love section



Zandu Participated in Health, Hygiene wellness – Part 2 week on Amazon. 70 million impressions generated @ eCPM of Rs 50 vs normal avg CPM of Rs 250



Partnered with Big Basket on the Zandu Cook Book Contest, where consumers would share Grandma's recipes with Zandu Products as one of the ingredients on the Big Basket Platform.



# BTL Activities



# 4

## Financial Performance analysis

Earnings analysis for Q3 & 9MFY22

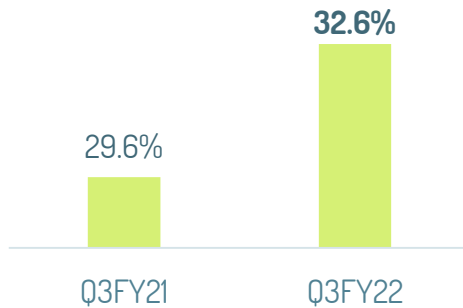
# Q3FY22 Profitability (Consolidated)

Q3FY22	₹ in crore	Growth over Q3FY21	2 year CAGR	Q3FY22 Margins	Margin Growth over Q3FY21	Margin Growth over Q3FY20
Revenues	<b>972</b>	4%	9%			
Gross Profit	<b>655</b>	0%	9%	<b>67.4%</b>	-300 bps	-80 bps
EBIDTA	<b>342</b>	0%	14%	<b>35.1%</b>	-130 bps	+270 bps
PAT	<b>220</b>	5%	23%	<b>22.6%</b>	+20 bps	+480 bps
Cash Profit	<b>304</b>	0%	15%	<b>31.3%</b>	-120 bps	+300 bps

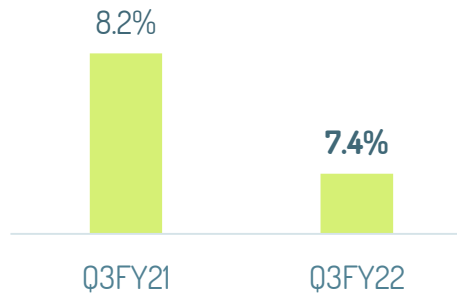
- ▶ Board of Directors announced Buyback upto 10% of Equity shares & free reserves at a price not exceeding ₹550/- per equity share
- ▶ Board of Directors also declared 2<sup>nd</sup> Interim Dividend at 400% i.e. Rs. 4/- per equity share

# Q3FY22 Financial Analysis

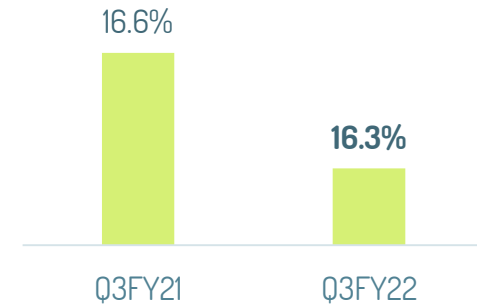
**Cost of Goods Sold**  
(as a % of sales)  
**+300 bps**



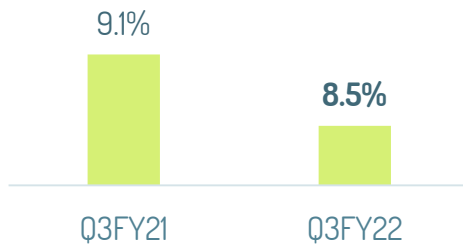
**Staff Costs**  
(as a % of sales)  
**-80 bps**



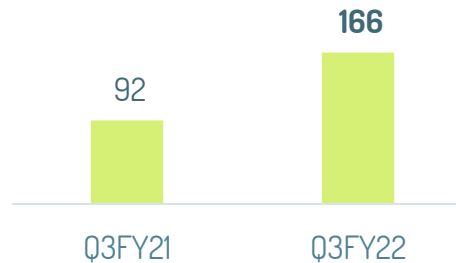
**A&P Costs**  
(as a % of sales)  
**-30 bps**



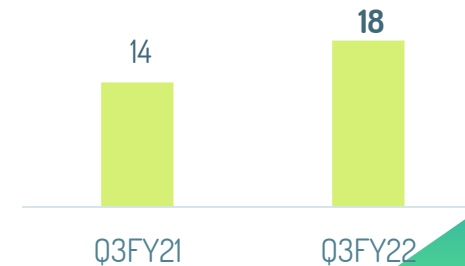
**Admin & Other Exp**  
(as a % of sales)  
**-60 bps**



**Other Income**  
(₹ in Millions)



**Interest Paid**  
(₹ in Millions)

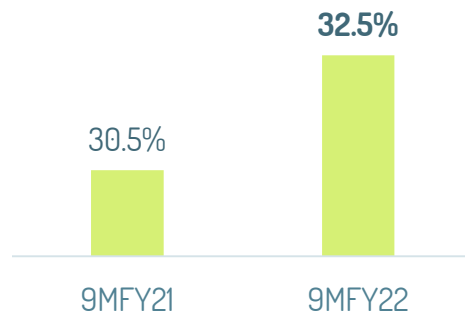


# 9MFY22 Financial Analysis

## Cost of Goods Sold

(as a % of sales)

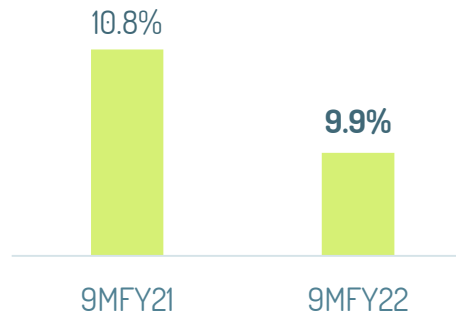
**+200 bps**



## Staff Costs

(as a % of sales)

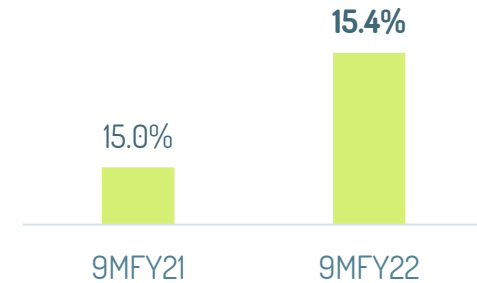
**-90 bps**



## A&P Costs

(as a % of sales)

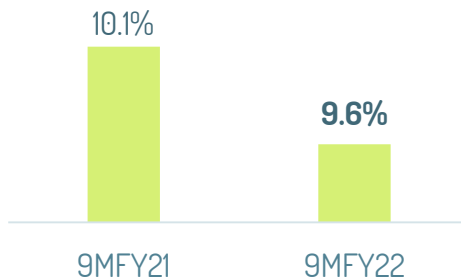
**+40 bps**



## Admin & Other Exp

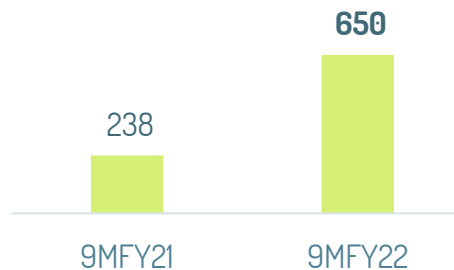
(as a % of sales)

**-50 bps**



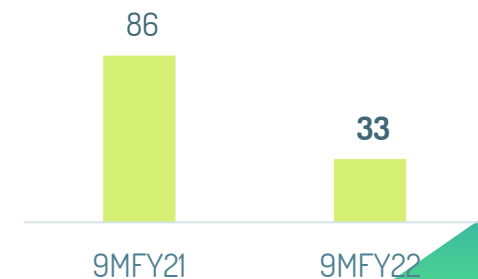
## Other Income

(₹ in Millions)



## Interest Paid

(₹ in Millions)



# Q3FY22 Summarized Financials

₹ in Millions

Particulars	Q3FY22	%	Q3FY21	%	Growth over PY	FY21	%
<b>Net Sales</b>	<b>9,605.1</b>	<b>98.8%</b>	<b>9,247.4</b>	<b>99.0%</b>	<b>3.9%</b>	<b>28,542.6</b>	<b>99.1%</b>
Other Operating Income	113.4	1.2%	88.7	1.0%	27.8%	262.7	0.9%
<b>Revenue from Operations</b>	<b>9,718.5</b>	<b>100.0%</b>	<b>9,336.1</b>	<b>100.0%</b>	<b>4.1%</b>	<b>28,805.3</b>	<b>100.0%</b>
Materials Cost	3,169.9	32.6%	2,766.0	29.6%	14.6%	9,292.4	32.3%
A&P	1,582.5	16.3%	1,553.6	16.6%	1.9%	4,581.3	15.9%
Staff Cost	723.5	7.4%	767.1	8.2%	-5.7%	3,091.7	10.7%
Admn & Other Exp	827.2	8.5%	847.5	9.1%	-2.4%	3,009.4	10.4%
<b>EBIDTA</b>	<b>3,415.4</b>	<b>35.1%</b>	<b>3,401.9</b>	<b>36.4%</b>	<b>0.4%</b>	<b>8,830.5</b>	<b>30.7%</b>
Other Income	166.3	1.7%	91.8	1.0%	81.2%	702.7	2.4%
Interest	18.3	0.2%	13.7	0.1%	33.6%	132.7	0.5%
Amortisation of acquired TM's/ brands	602.6	6.2%	602.7	6.5%	0.0%	2,678.5	9.3%
Depreciation/Amortisation of other assets	241.8	2.5%	341.0	3.7%	-29.1%	991.0	3.4%
<b>PBT before Exceptional Items</b>	<b>2,719.0</b>	<b>28.0%</b>	<b>2,536.3</b>	<b>27.2%</b>	<b>7.2%</b>	<b>5,731.0</b>	<b>19.9%</b>
Exceptional Items	-	0.0%	-	0.0%	0.0%	-	0.0%
<b>PBT</b>	<b>2,719.0</b>	<b>28.0%</b>	<b>2,536.3</b>	<b>27.2%</b>	<b>7.2%</b>	<b>5,731.0</b>	<b>19.9%</b>
Tax	490.9	5.1%	437.8	4.7%	12.1%	1,142.1	4.0%
<b>PAT</b>	<b>2,228.1</b>	<b>22.9%</b>	<b>2,098.5</b>	<b>22.5%</b>	<b>6.2%</b>	<b>4,588.9</b>	<b>15.9%</b>
Share of Minority Interest & P/L of Associate	(32.9)	-0.3%	(8.9)	-0.1%	269.7%	(41.9)	-0.1%
<b>PAT After Minority Interest &amp; Associate</b>	<b>2,195.2</b>	<b>22.6%</b>	<b>2,089.6</b>	<b>22.4%</b>	<b>5.1%</b>	<b>4,547.0</b>	<b>15.8%</b>
<b>Cash Profit (PAT + Dep. &amp; Amortization)</b>	<b>3,039.6</b>	<b>31.3%</b>	<b>3,033.3</b>	<b>32.5%</b>	<b>0.2%</b>	<b>8,216.5</b>	<b>28.5%</b>

# 9MFY22 Summarized Financials

₹ in Millions

Particulars	9MFY22	%	9MFY21	%	Growth over PY	FY21	%
<b>Net Sales</b>	<b>23,935.7</b>	<b>98.8%</b>	<b>21,253.5</b>	<b>98.9%</b>	<b>12.6%</b>	<b>28,542.6</b>	<b>99.1%</b>
Other Operating Income	280.7	1.2%	244.2	1.1%	14.9%	262.7	0.9%
<b>Revenue from Operations</b>	<b>24,216.4</b>	<b>100.0%</b>	<b>21,497.7</b>	<b>100.0%</b>	<b>12.6%</b>	<b>28,805.3</b>	<b>100.0%</b>
Materials Cost	7,879.9	32.5%	6,564.2	30.5%	20.0%	9,292.4	32.3%
A&P	3,734.3	15.4%	3,231.5	15.0%	15.6%	4,581.3	15.9%
Staff Cost	2,389.2	9.9%	2,332.2	10.8%	2.4%	3,091.7	10.7%
Admn & Other Exp	2,328.7	9.6%	2,167.2	10.1%	7.5%	3,009.4	10.4%
<b>EBIDTA</b>	<b>7,884.3</b>	<b>32.6%</b>	<b>7,202.6</b>	<b>33.5%</b>	<b>9.5%</b>	<b>8,830.5</b>	<b>30.7%</b>
Other Income	649.6	2.7%	237.7	1.1%	173.3%	702.7	2.4%
Interest	32.5	0.1%	85.5	0.4%	-62.0%	132.7	0.5%
Amortisation of acquired TM's/ brands	1,801.4	7.4%	2,089.2	9.7%	-13.8%	2,678.5	9.3%
Depreciation/Amortisation of other assets	711.8	2.9%	750.7	3.5%	-5.2%	991.0	3.4%
<b>PBT before Exceptional Items</b>	<b>5,988.2</b>	<b>24.7%</b>	<b>4,514.9</b>	<b>21.0%</b>	<b>32.6%</b>	<b>5,731.0</b>	<b>19.9%</b>
Exceptional Items	-	0.0%	-	0.0%	-	-	0.0%
<b>PBT</b>	<b>5,988.2</b>	<b>24.7%</b>	<b>4,514.9</b>	<b>21.0%</b>	<b>32.6%</b>	<b>5,731.0</b>	<b>19.9%</b>
Tax	1,076.1	4.4%	816.6	3.8%	31.8%	1,142.1	4.0%
<b>PAT</b>	<b>4,912.1</b>	<b>20.3%</b>	<b>3,698.3</b>	<b>17.2%</b>	<b>32.8%</b>	<b>4,588.9</b>	<b>15.9%</b>
Share of Minority Interest & P/L of Associate	(86.5)	-0.4%	(28.4)	-0.1%	204.6%	(41.9)	-0.1%
<b>PAT After Minority Interest &amp; Associate</b>	<b>4,825.6</b>	<b>19.9%</b>	<b>3,669.9</b>	<b>17.1%</b>	<b>31.5%</b>	<b>4,547.0</b>	<b>15.8%</b>
<b>Cash Profit (PAT + Dep. &amp; Amortization)</b>	<b>7,338.8</b>	<b>30.3%</b>	<b>6,509.8</b>	<b>30.3%</b>	<b>12.7%</b>	<b>8,216.5</b>	<b>28.5%</b>

**Thank You**