



Date: 8th August, 2024

The Manager
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code: 531162

The Manager
National Stock Exchange of India Ltd
Listing Department
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra Kurla Complex
Bandra (E), Mumbai-400 051
Symbol: EMAMILTD

Sub: Intimation for Schedule of Nuvama India Conference Call 2024 and Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the schedule of the Investor Conference to be attended by the Company's management along with the presentation on Company's Overview.

Nuvama India Conference 2024	Singapore – 12 th – 13 th August, 2024
	Hongkong – 14 th August, 2024

The aforesaid information is also disclosed on the website of the company under the following link: www.emamiltd.in

This is for your information and record

Thanking You,

Yours Sincerely,

For Emami Limited

Ashok Purohit

Dy. Company Secretary

Membership No: F7490

Encl: a/a



emami* limited

Making people healthy & beautiful, naturally



Company Overview

August 2024

Disclaimer

Some of the statements made in this presentation may look forward looking information that involves number of risks and uncertainties. Such statements are based on certain assumptions, estimates, projections or plans that are inherently subject to significant risks, uncertainties and contingencies that are subject to change. Actual results can differ materially from those anticipated in the Company's forward-looking statements as a result of a variety of factors, including those set forth from time to time in the Company's press releases and reports and those set forth from time to time in the Company's analyst calls and discussions. We do not assume any obligation to update the forward-looking statements contained in this presentation.

No part of this presentation shall form the basis of or may be relied upon in connection with any contract or commitment. This presentation is being presented solely for your information and is subject to change without notice.



About us

Background

Flagship company
of the Emami
Group

One of the leading
and fastest growing
personal and
healthcare
businesses in India

Promoted and
founded by RS
Agarwal and RS
Goenka

Commenced
commercial
operations in 1974

Lead by the founders
and the 2nd generation
promoters; supported
by a team of
professionals

Experienced eminent
Independent
Directors on the
Board with diverse
background

Category creator
with a
differentiated niche
positioning

Products based
on Ayurvedic
formulations

Key Numbers



₹3,578 cr.

Revenues generated
in FY24

6

Power Brands enjoying
market leadership

100+

Products generating
revenues of > ₹ 1 crore

142

Products sold every
second across the world

70

Countries where Emami
Products are sold

~1 mn

Outlets under Emami's
Direct Distribution

5.1 mn

Outlets where Emami's
products are available

7.4 cr.

Households where Emami
brands are used

Milestones



Started with a meagre capital

1974

Acquired Himani Ltd

1978

Launched BoroPlus

1982

Launched Navratna

1989

Listed on BSE

1995

Issued 1:1 Bonus. Stock Split from ₹ 10 to ₹ 2/-

2004

Public issue. NSE Listing, Launched Fair & Handsome

2005

Launched Navratna Cool Talc

2007

Acquired Zandu Pharmaceuticals

2008

Raised ₹ 310 cr. through QIP

2009

Stock Split from ₹ 2 to ₹ 1/-

2010

Manufacturing in Bangladesh

2012

1:2 Bonus Shares Issued

2013

Launched 7 Oils in One

2014

Acquired Kesh King

2015

Pacharia unit starts operations

2017

Strategic Investments made in TMC* & Brillare; Bonus issue of 1:1

2018

Acquired German brand Creme 21

2019

Share Buyback for ₹192 cr

2020

Brillare becomes subsidiary

2021

Share Buyback for ₹161 cr; Acquired Dermicool. TMC* becomes subsidiary

2022

Share Buyback for ₹185 cr & Strategic Investment in Axiom Ayurveda

2023



2024

*Helios Lifestyle which operates under the brand The Man Company

Board of Directors



R.S. Agarwal
Chairman Emeritus &
Non Executive Director



R.S. Goenka
Non Executive
Chairman



H.V. Agarwal
Vice Chairman &
Managing Director



Mohan Goenka
Vice Chairman &
Executive Director



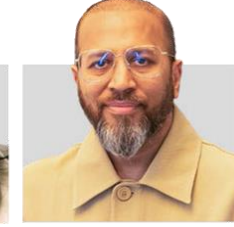
S.K. Goenka
Executive Director



A.V. Agarwal
Non Executive Director



Priti A Sureka
Executive Director



Prashant Goenka
Executive Director



Anand N. Rathi
Leading financial and
investment expert



C.K. Dhanuka
Industrialist



Debabrata Sarkar
Ex-Banker



Anjani Kr. Agrawal
Former senior partner,
EY



Anjan Chatterjee
Marketing veteran and
hotelier



Avani V Davda
Business Leader &
founding CEO, Tata
Starbucks



Rajiv Khaitan
Advocate & Sr. Partner
Khaitan & Co

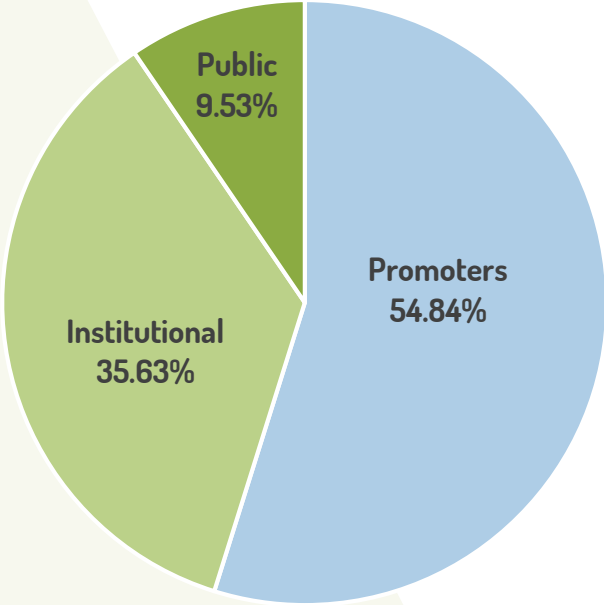


Mamta Binani
Advocate & Insolvency
Professional

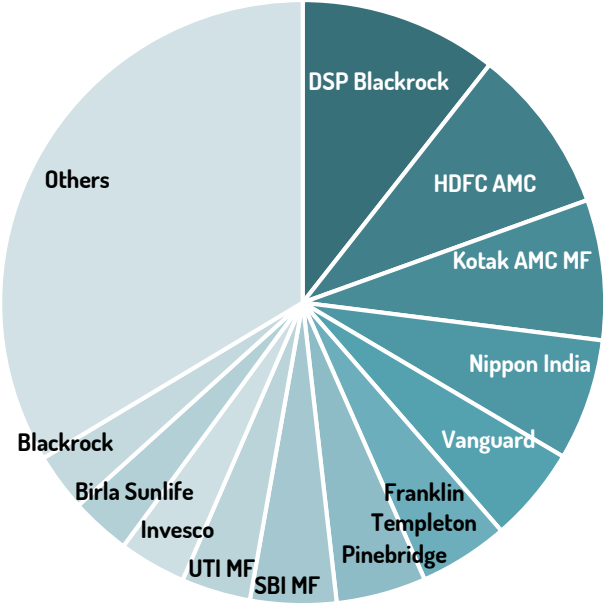
Shareholding Structure



Shareholding break-up



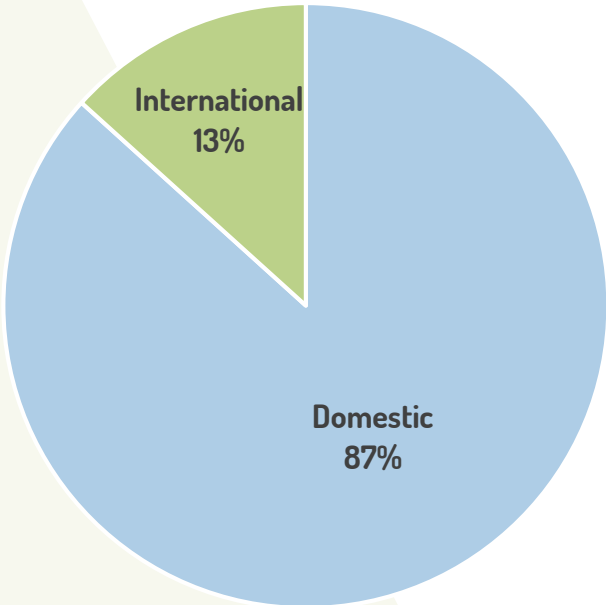
Major institutional investors



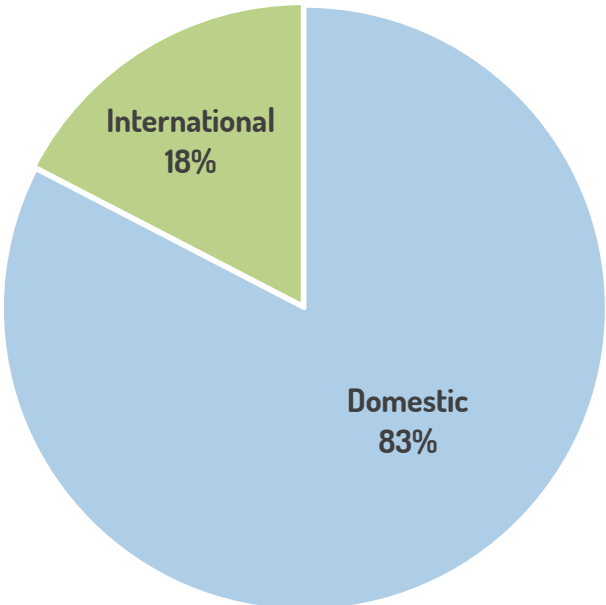
As on 30th June 2024

Revenue Split

**Business wise revenue split
(FY19)**



**Business wise revenue split
(FY24)**



Key Brands



₹800 crore+

Pain Balms, Healthcare products
in OTC, Generics & Ethicals

Navratna

₹750 crore+

Cool Oils and
Cool Talc

BORO
PLUS

₹550 crore+

Antiseptic Creams, Body Lotions,
Soaps, Aloe Vera gel, Petroleum
Jelly & Prickly Heat Powder



₹300 crore+

Ayurvedic Medicinal Oils,
Shampoos, Conditioner etc.



₹200 crore+

Radiance Creams and
Face wash for men



₹200 crore+

Pain Balm



₹150 crore+

Light Hair Oil



THE MAN COMPANY

₹150 crore+

Premium Male
Grooming range



₹100 crore+

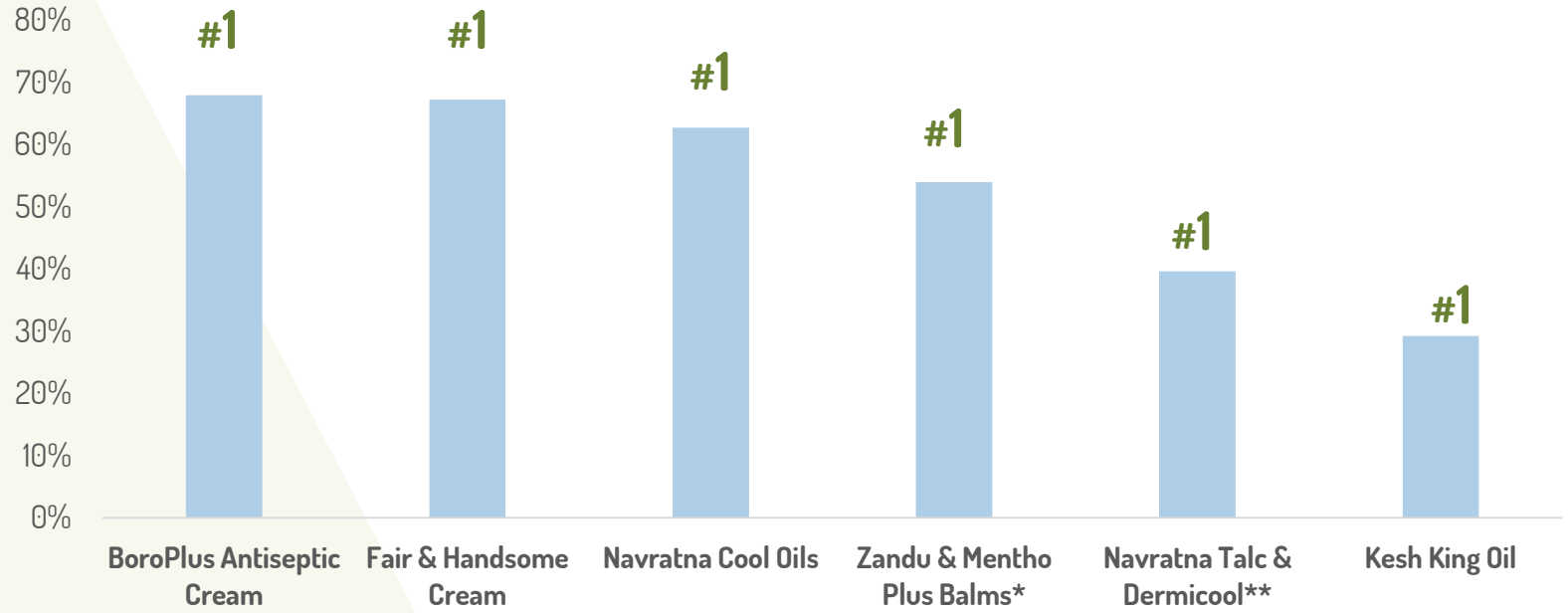
Prickly Heat and Cool Talc



~₹100 crore

Personal Skincare range

Market Leadership across Power Brands



Source: AC Nielsen MAT March'24 ;
*AC Nielsen MAT Jun'23
**AC Nielsen MAT Jun'22

Navratna

- ▶ Market leader in a niche Cool oil and Cool Talc category with no significant competitors
- ▶ Extended to Extra Thanda oil, Cool talc, Gold oil and Therapy range
- ▶ Endorsed by Kapil Sharma & Varun Dhavan
- ▶ Navratna Cool Oil used by 3.2 cr households across India



Pain Management range

- ▶ Zandu - largest pain balm brand in India
 - ▶ Extensions in Ultra power Balm, pain relief oil & roll on
- ▶ Mentho Plus positioned as headache specialist
- ▶ Zandu Fast Relief, India's only pain relief brand endorsed by The Indian Association of Physiotherapists
- ▶ Endorsed by Sonu Sood, Bobby Deol & Dr. Ali Irani
- ▶ Zandu Balm used by ~7.4cr and Mentho Plus Balm used by 3.5 cr households across India



BoroPlus

- ▶ India's trusted multipurpose No.1 Antiseptic Cream
- ▶ Extensions in Soft Cream, Moisturizing Lotions, Prickly Heat Powder, Aloe Vera gel, Petroleum Jelly & Hygiene range
- ▶ Endorsed by Akshay Kumar
- ▶ BoroPlus Antiseptic Cream used by 6.6 cr households across India



Kesh King

- ▶ India's no. 1 Hairfall Expert
- ▶ Complete range of products from Ayurvedic medicinal oil, shampoo, conditioner, capsule and Onion Range
- ▶ Internationally Certified for superior product efficacy and comprises 21 rare ayurvedic herbs made by using Tel Pak Vidhi.
- ▶ Endorsed by Shilpa Shetty, Ali Fazal and Palak Tiwari
- ▶ Kesh King Ayurvedic Medicinal Oil used by 87 lac households across India



Male Grooming Range

- ▶ Fair and Handsome- first brand to revolutionize men's grooming segment in India
- ▶ Successfully extended into face wash
- ▶ Endorsed by Salman Khan
- ▶ Fair and Handsome Radiance cream used by 62 lac households across India
- ▶ HE Deodorants, launched in 2014, available in aerosol & active range



Zandu Healthcare Range

- ▶ Health expert offering ayurvedic solutions for lifestyle-related health problems
- ▶ OTC Range- Major products include Zandu Pancharishta, Zandu Nityam, Zandu Kesari Jivan, Zandu Chyawanprash etc
- ▶ Generics and Ethicals Range - Wide range of ayurvedic generic and ethical products
- ▶ Endorsed by Ajay Devgn and Divyendu Sharma
- ▶ Created a Digital Healthcare ecosystem and launched D2C portal- Zanducare



Dermicool

- ▶ One of the leading brands in the Prickly Heat and Cool Talc Segment
- ▶ Unique Double Action formula that is highly effective in fighting bacteria, absorbing sweat, and providing relief from prickly heat
- ▶ Iconic brand with a strong brand equity- High consumer connect through its vastly popular jingle, 'Aaya Mausam Thande Thande Dermicool Ka'
- ▶ Launched Dermicool Her, India's first prickly heat powder for women and Dermicool Soap
- ▶ Used by 46 lac households across India

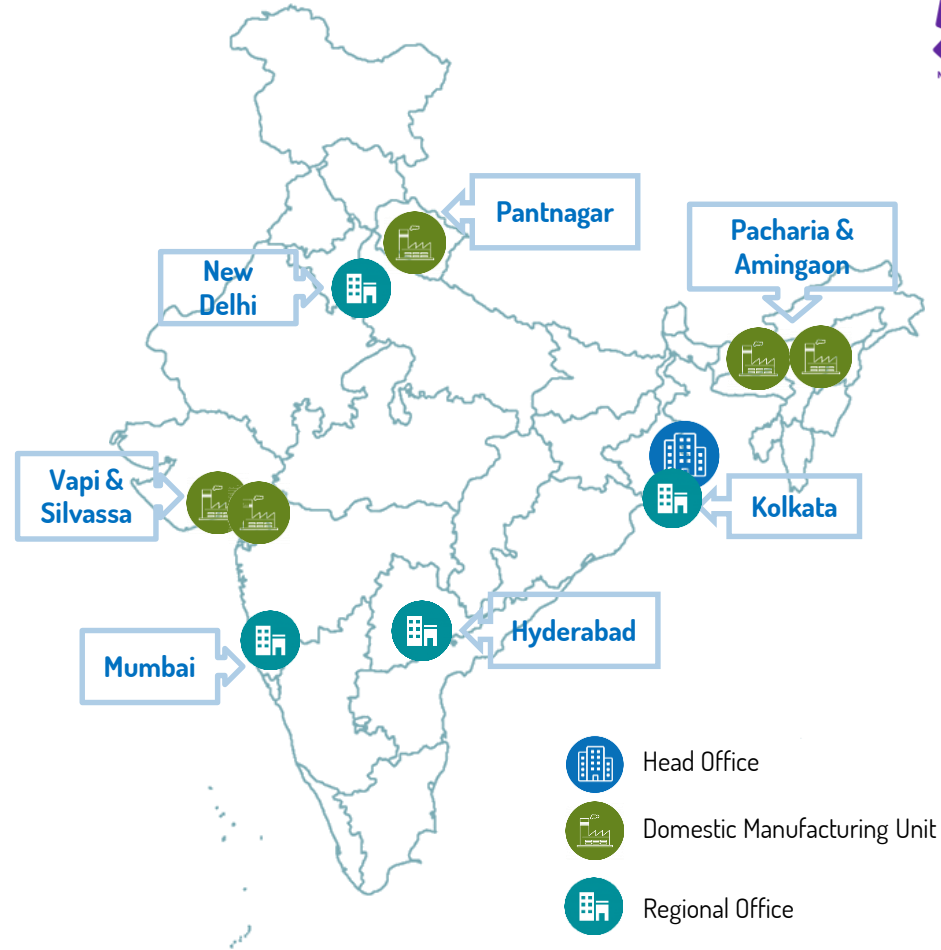


Domestic Presence

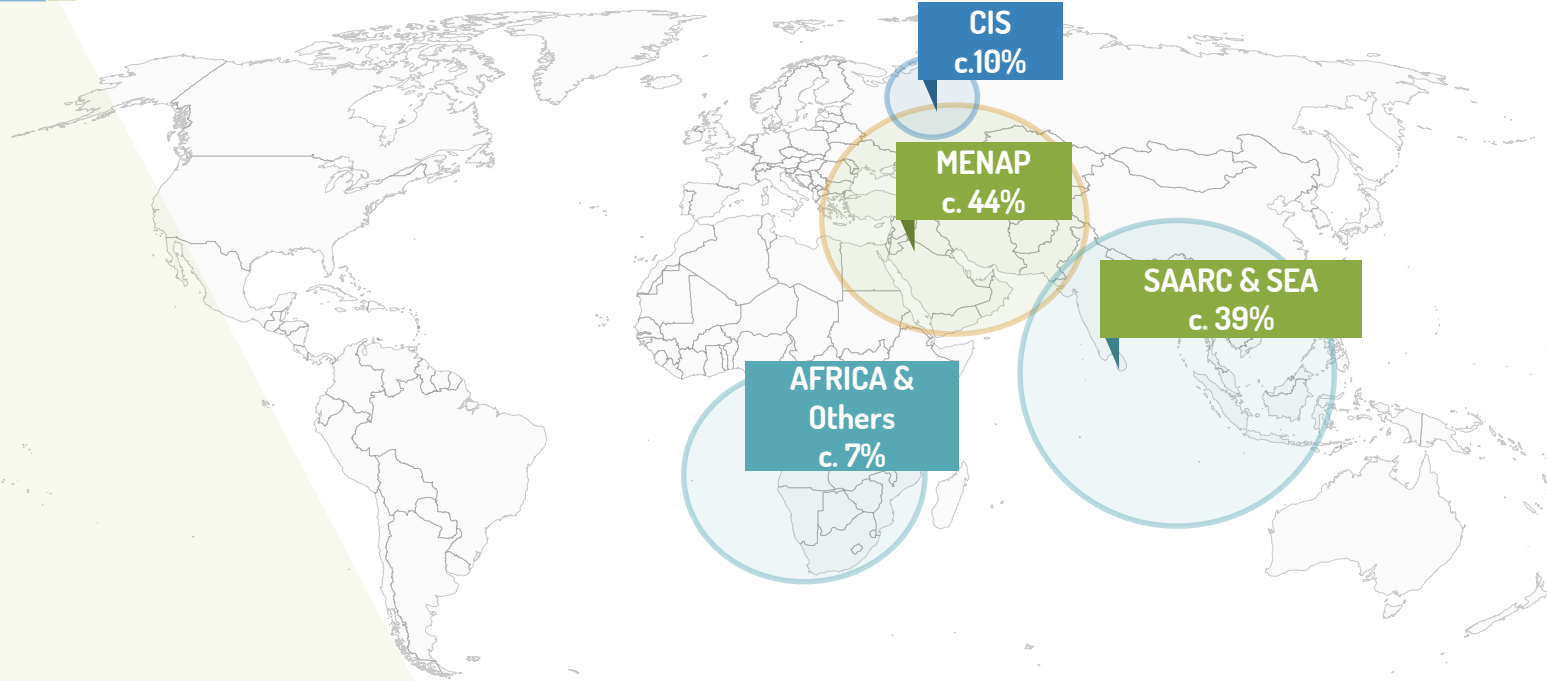
- ▶ Headquartered in Kolkata, West Bengal
- ▶ State-of-the-art R&D centre in Kolkata
- ▶ 4 Regional offices
- ▶ 26 depots across India



Emami's Corporate Office in Kolkata



Global Presence across 70+ countries



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

Manufacturing Strengths

- ▶ 5 manufacturing units in India
 - ▶ 2 units in Guwahati enjoying fiscal benefits
 - ▶ WHO-GMP certified manufacturing units
 - ▶ State-of-the-art plants with high degree of automation
- ▶ International manufacturing unit in Bangladesh
- ▶ 35+ third party manufacturing tie-ups in India
- ▶ International third party manufacturing tie-ups in Sri Lanka, Germany, Thailand and UAE
- ▶ Units recognised for environment protection initiatives, best labor practices and employee health & safety



State-of-the-art manufacturing unit in Pacharia, Guwahati



WHO GMP quality certified manufacturing units in Vapi, Gujarat (left) and Masat, Dadra & Nagar Haveli (right)



Overseas manufacturing unit in Gazipur, Bangladesh

R&D Strengths

- ▶ 30,000 sq. ft. state-of-the-art ultra-modern R&D centre in Kolkata
- ▶ Modern laboratory with cGMP practices
- ▶ Focus on product innovation, differentiation, cost control and superior quality
- ▶ Team comprises qualified ayurvedacharyas and specialized ayurveda scientists
- ▶ Advisory panel comprising top ayurvedic experts



R&D centre in Kolkata



Celebrity Endorsements

- ▶ Emami is a pioneer in engaging celebrities to endorse its brands.
- ▶ Emami brands have been associated with more than 60 celebrities over the years.
- ▶ Bollywood icons like Amitabh Bachchan, Shah Rukh Khan and Salman Khan have endorsed Emami brands



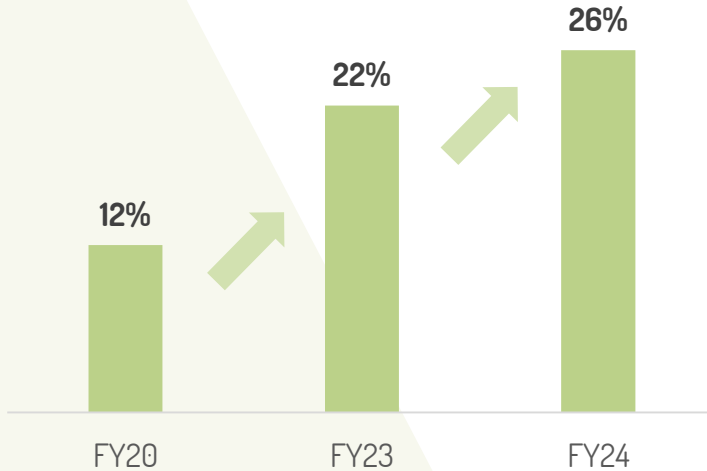
Emami past & present brand ambassadors

A hand in a white shirt cuff is shown interacting with a futuristic, glowing digital interface. The interface consists of several colorful, semi-transparent icons arranged in a grid-like pattern. These icons include a globe, a mail envelope, a social media-like symbol, a document with lines, a Wi-Fi signal, a speech bubble, and a document with a checkmark. The background is a soft, out-of-focus office setting with warm, golden light filtering through a window, creating a professional and high-tech atmosphere.

Growth Drivers

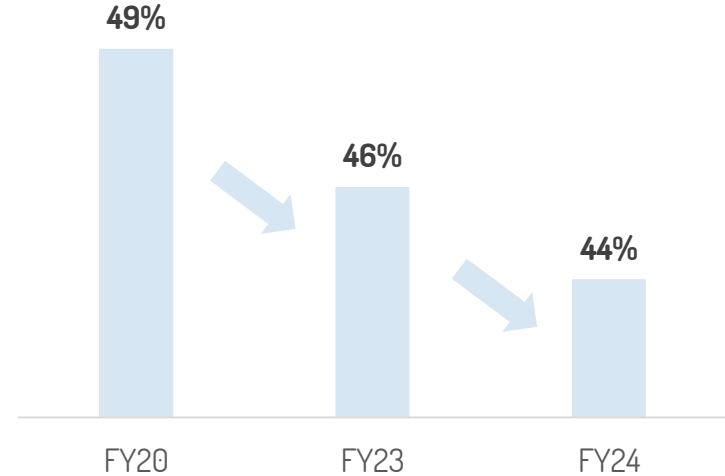
Evolving Business Landscape

Contribution of Domestic Revenues from organized channels



Includes Modern Trade, eCommerce, eB2B, D2C and Institutional sales

Contribution of Domestic Revenues from seasonal products

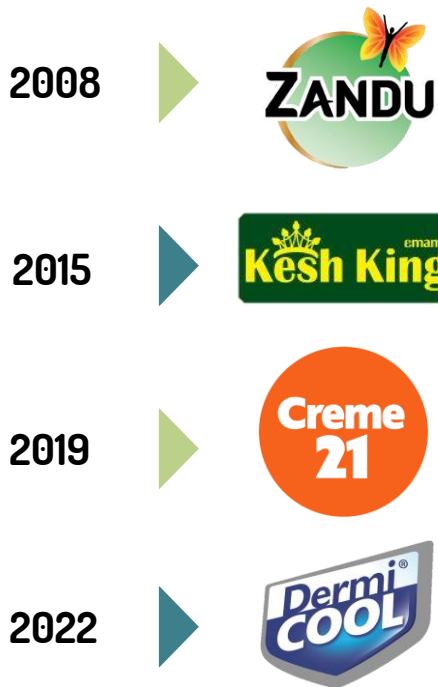


Inorganic Growth Strategy

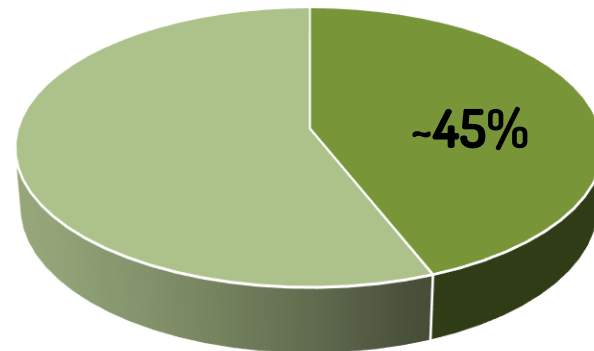
Key Attributes

- ▶ Market leadership/ high consumer connect
- ▶ Presence in Niche Category in the Personal & Healthcare space
- ▶ High Margins
- ▶ Low competitive intensity

Key acquisitions



Share of sales of Acquired brands to overall Revenues



Includes sales of Zandu, Kesh King, Creme 21, Dermicool, The Man Company & Brillare Science

Strategic investments in startups



50.40%
Stake



100%
Stake



20.65%
Stake

Fur Ball Story



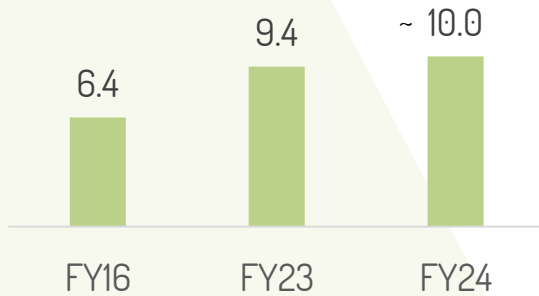
30.00%
Stake



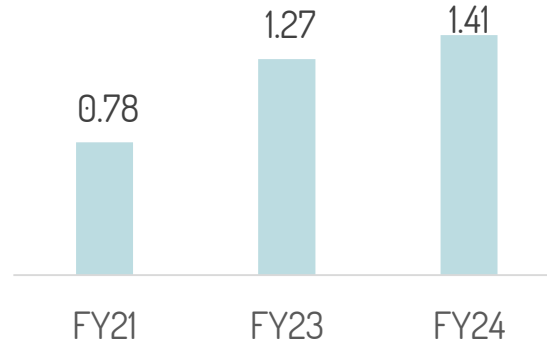
26.00%
Stake

Strengthening Distribution

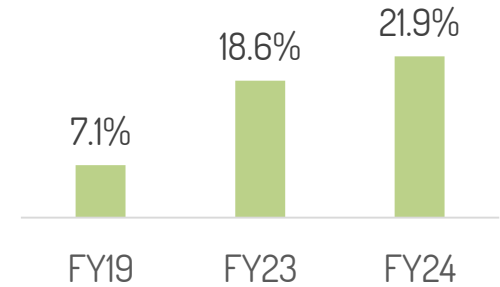
Increased Direct Reach (outlets in lacs)



Healthcare outlet expansion (outlets in lacs)



Focus on MT & eCom Channels (Contribution to Domestic Sales)

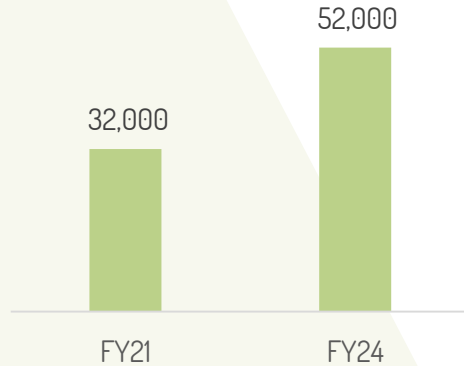


Result: Dependency on wholesale channel reduced to ~35% from ~50% earlier

Initiatives in Sales & Distribution

Strengthening rural coverage through Project KH0J –

Rural Coverage expanded by >20k towns –
~75k Rural outlets added

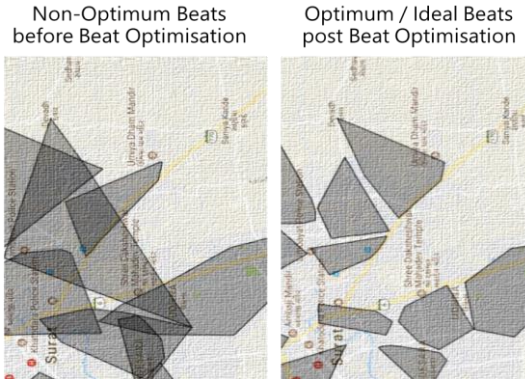


Rural expansion getting digitized and geocoded giving insights into rural retail level behaviour and buying patterns to ensure higher service levels

Beat Optimization & Geo Tagging

Beat Optimisation tool initiated to

- ▶ Minimise travel distance of the MRs within a beat
- ▶ Reduce over-lapping of Beats
- ▶ Optimise the Sales Beat area with proper outlet mapping & sequencing.



Upsell & Cross Sell Roll-out

CRS SKU GROUP	SOQ	QTY
7 OILS IN 1.2.5ML	27 PC	Qty
7 OILS IN 1.50ML	1 PC	Qty
BOROPUS ALGIVERA GEL 150...	2 PC	Qty
BP SOAP 50G-NTA	0 PC	Qty
BPAC 5ML	8 PC	Qty
BPAC 6ML - TUB	0 PC	Qty
FAH 8GM	11 PC	Qty
HAIR COLOUR DARK BROWN 20G	4 PC	Qty
HFR 4ML	3 PC	Qty
KESARI JIVAN 950GM	1 PC	Qty

Tool generates customized assortment by a combination of individual store level purchase behavior as well as peer group clustering to arrive at the SKUs that have the highest probability of being bought by the store.

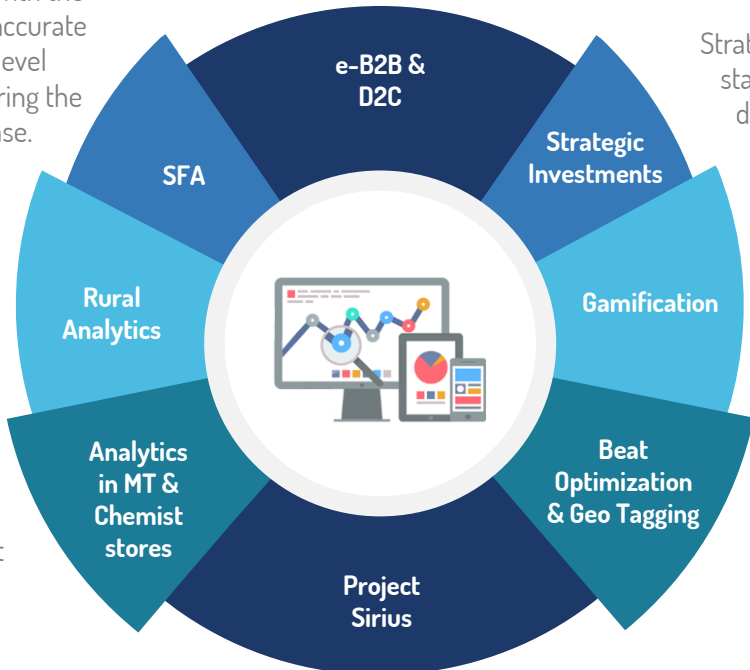
Driving Digitalization & Analytics



Focus on new age e- channels for better reach and insights

Integration of analytical tools with the hand held devices to capture accurate geographic location, store level information and intervene during the call at the point of purchase.

Strategic investments in start-ups to develop digital capabilities



Engagement with gamification allowing field force to gauge their own performance vs their peers within and across geographies

Analytical tools used to identify villages with right potential using external surrogate metrics like size, proximity to highways, number of *puccavs kutcha* houses, etc., and map them using their coordinates to increase the coverage

Initiated Beat Optimization to improve Salesman efficiency by optimizing coverage and manpower by geotagging of outlets.

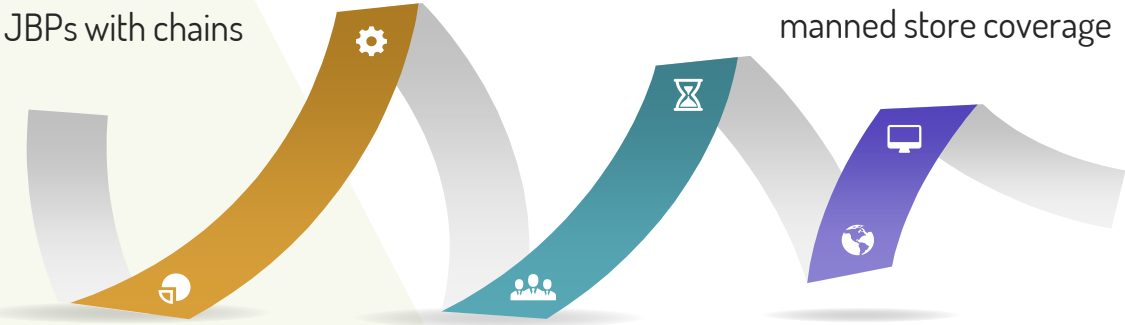
Analytics used to identify the right Modern Trade & Chemist stores. Analytical tools with image processing algorithms used to ensure better instore visibility

Rolled out app for Upsell & Cross Sell enabler for Frontline Sales force.

Focus on Modern Trade



Accelerating MT Growth with thrust in B2C, & JBPs with chains

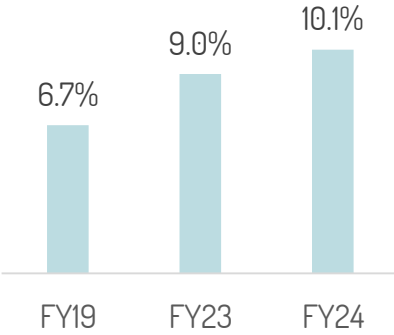


Enhanced on-shelf availability and manned store coverage

Using latest tools to drive high fill rates within store on the store shelves by tracking in-store visibility, on shelf inventory and store level line extensions across all Modern Trade Formats and outlets

RESULT

Increase in contribution from Modern Trade (to Domestic Sales)



Riding e-Commerce



Products available at all major online marketplaces, Grocery, beauty & pharmaceutical platforms

Focus on D2C- Launched websites for Zandu, Kesh King & BoroPlus

Products widely available on major eB2B platforms like Udaan & Jio Mart



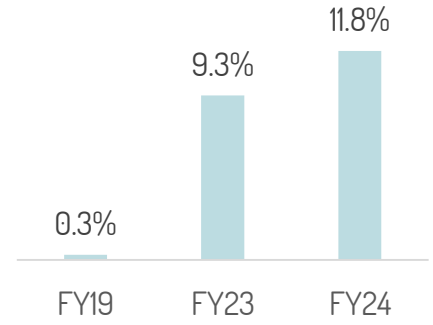
Launched Digital first products under Zandu, Navratna & Kesh King brands

Addressing >17,000 pin codes (94% of the national universe).

Building advance analytics capabilities for understanding evolving consumer behaviors on real-time basis

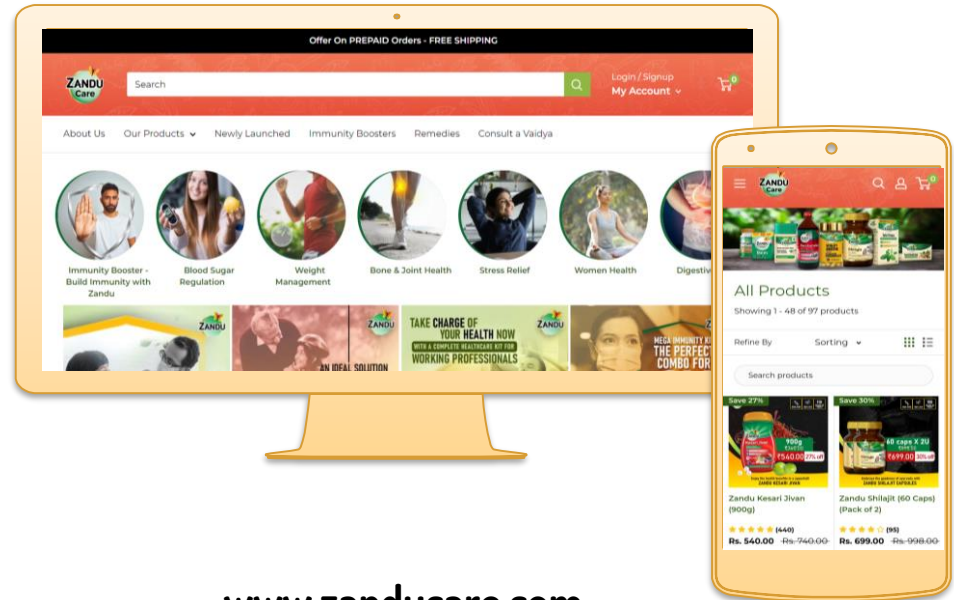
RESULT

Increase in contribution from e-commerce (to Domestic Sales)



Zanducare

- Created a Digital Healthcare ecosystem and launched e-commerce portal for Zandu Healthcare products
- Catering existing products as well as newly launched e-commerce specific products.
- Contributing 10% to Healthcare range sales
- 11.5 mn unique visitors in FY24
- Average order value of Rs. 555/-
- 90 Digital first launches on D2C portal since launch
- Free Doctor consultation facility for consumers



www.zanducare.com

Digital first launches



Navratna Gold



Navratna Therapy



Kesh King Organics Shampoo Range



Kesh King Organic Onion Hair Mask



Kesh King Organics Oil Shots



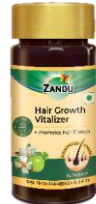
Kesh King Organic Rosemary Range



Zandu A2 Desi Cow Ghee



Zandu Lean & Slim, Pollution shield and Hair Growth Vitalizer Capsules



Zandu Ashwagandha Gold Plus Capsules



Zandu Neelibhringar Oil



Zandu Kumkumadi Taila



Zandu Pain Relief Potli



Zandu Chandraprash



Zandu Shilajitprash



Zandu Ayurvedic Onion Oil



Zandu Mahabhringaraj Oil



Zandu Dantveer Toothpaste



Zandu Pancharishta Good Gut Shots



Zandu Vigorex for Her



Zandu Tamra (Copper) Range



Zandu Stevia

Digital first launches



Zandu Apple Cider Vinegar



Zandu Aroma Therapy Spray



Zandu Tulsi & Haldi Drops



Zandu Energizers



Zandu Livial



Zandu Pain Relief Patches



Zandu Value Added Honey



Zandu Herbal Infusions



Zandu Health Juices



Zandu Pure Herbs Range



Zandu DiaBts Range



Zandu Seniroz Range



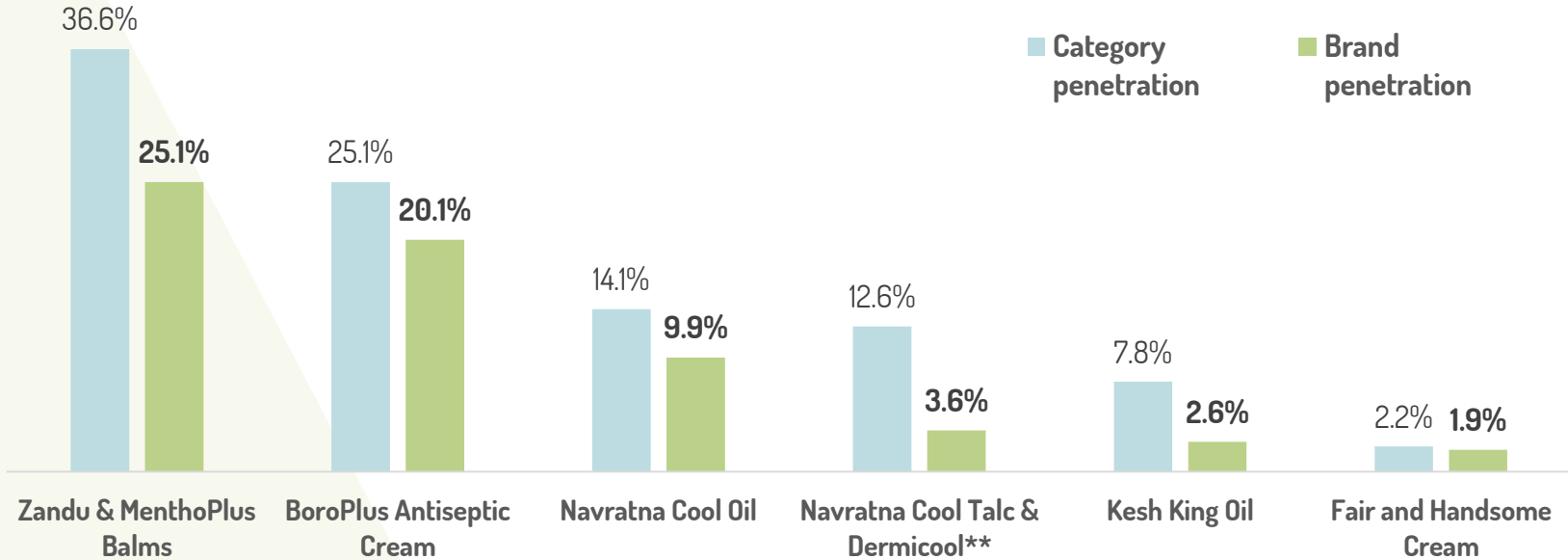
Re-energizing the core

Re-energizing Power Brands

- ▶ Emami's brands are in niche categories for mass consumers, a rare interplay of volume and value
- ▶ Being niche, brands are relatively protected from competition
- ▶ Increased awareness about Ayurveda and Health and hygiene to fuel future growth



Low Penetration levels... Continuous Growth opportunity



Penetration data basis HHP, MAT March'2024

**HHP, MAT Dec'2023

Navratna

- ▶ Strengthened presence in core markets (UP, Bihar and Jharkhand)- To drive brand recall through integrated 360° campaigns
- ▶ Developed new markets (Gujarat, Maharashtra, AP, Telangana and Bengal)
- ▶ Roped in Kapil Sharma and his team to endorse the brand
- ▶ To drive trials by undertaking large scale activities like salon development program, participation in fairs & festivals along with higher investment in media
- ▶ Widened exposure on digital platforms
- ▶ Engaged new users (students, housewives and farmers)



Pain Management Range

- ▶ Core markets: Deepen presence in Maharashtra & Andhra Pradesh Telangana, and Karnataka ;
- ▶ Developing markets: Deepen Zandu relevance via regional media and increase purchase intention with multiple pain indications
- ▶ Key focus on Chemist channel and Consumer touchpoints at point of sales and at religious yatras, melas and gatherings.
- ▶ Strengthen Zandu Ortho Vedic Oil as a key player in joint-pain oil category by harnessing the “7 Days Visible Improvement” USP
- ▶ Established Zandu Roll-On Flow wrap pack in GT – Chemist channel as a convenient and modern remedy for headaches.
- ▶ Launched Zandu Fast Relief Gel & Spray



BoroPlus

- ▶ Drive multi-purpose usage specially promoting the moisturising benefit
- ▶ Launched communication with Akshay Kumar showcasing multipurpose usage by the all the members of the family
- ▶ Leveraging the digital platform
- ▶ Extension of the brand to youth through Soft Antiseptic Cream and Aloe Vera Gel making portfolio less dependent on seasonal vagaries.
- ▶ Extended to Soaps- introduced new variants
- ▶ Added 24-hour moisturisation positioning to Body Lotions portfolio
- ▶ Environment friendly with no sulphates/paraben
- ▶ To drive accessible price point SKUs like Rs. 5 and 10 and bridge pack



Kesh King

- ▶ Strengthened Kesh King as a complete Ayurvedic solution for hair fall and allied problems
- ▶ Deepening focus across target audience (25-45)
- ▶ Effectively communicating the provenness by International and medical/ doctor certificates
- ▶ Expanded portfolio to Onion Range and Organic Shampoo range
- ▶ Kesh King shampoo sachet driven with focused distribution drives
- ▶ Overall enhance digital capability & build relevance with new consumer set with new product launches



Fair and Handsome

- ▶ Refreshed packaging with high efficacy claims across cream and face washes
- ▶ Introduced new packaging design in line with Men's Face Wash category
- ▶ Strengthening brand positioning and provide tangible competitive benefit superiority
- ▶ Launched Fair and Handsome Nature First range with green tea and olives
- ▶ NPDs planned to recruit new consumer segments with new age benefits



Healthcare range

- ▶ Focus on Pain, Digestion, Geriatrics and Feminine care etc.
- ▶ Relaunched Pancharishta in PET bottles to prevent breakage
- ▶ Extend penetration among a wider consumer base for laxatives
- ▶ Focus on sustained product launches and new category creation- Introducing a series of products focused on immunity building, a target opportunity in the post-COVID world
- ▶ Created a Digital Healthcare ecosystem- Zanducare with free doctor consultation
- ▶ Increased coverage of Doctors, Retailers and Ayurvedic bhandars
- ▶ Sustained awareness building programmes for the medical fraternity



Dermicool

- ▶ Imagery revamp with Superior Brand repositioning
- ▶ Industry benchmark claims in communication
- ▶ Launched LUP to drive trials & increase penetration
- ▶ Launched 'Dermicool Her' variant with silky smooth feel for women consumers
- ▶ Deployment of compelling consumer promos and engagement programs
- ▶ Geography & Footprint expansion drive
- ▶ Launch of 400g upsize SKU to fuel growth in MT & Ecommerce



International Business

- ▶ Working on globalizing Indian Herbal & Natural products
- ▶ Focus top 15 countries (~ 85% of global revenues) where key brands are achieving leadership position
- ▶ Innovating portfolio to offer wider range to discerning customers in different cultures
- ▶ Tapping available potentials in emerging markets as well those markets where in the business has resurrected after Covid-19 impact.
- ▶ Gradually scaling up the local manufacturing (65% currently) to respond to local demand quickly
- ▶ Federal structure; empower management teams in specific geographies for fast decision making



A photograph of a business meeting. In the foreground, a person's hands are visible, one holding a pen over a document with a line graph. In the center, another person holds a tablet displaying a dashboard with various charts and graphs. To the right, a laptop keyboard is partially visible. The entire image has a light green tint and a semi-transparent white horizontal bar at the bottom.

Key Financials

FY24 Performance

FY24
Revenues
₹ **3,578** cr

FY24
Gross Profit
₹ **2,418** cr

FY24
A&P Spends
₹ **652** cr

FY24
EBIDTA
₹ **950** cr

FY24
PAT
₹ **724** cr

Revenue
Growth
+5%

Gross Profit
Growth
+10%

A&P Spends
Growth
+16%

EBIDTA
Growth
+10%

PAT
Growth
+13%

Margins

Gross Margins
+290 bps

A&P Spends
+170 bps

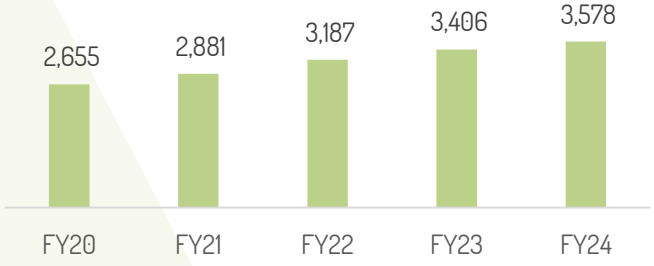
EBIDTA Margins
+120 bps

PAT Margins
+140 bps

5 year performance

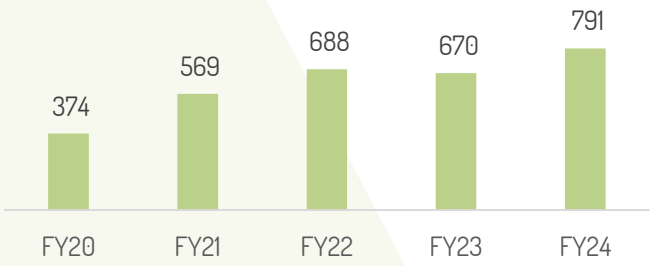
Revenues
(Rs. in crore)

5 year CAGR : 6%



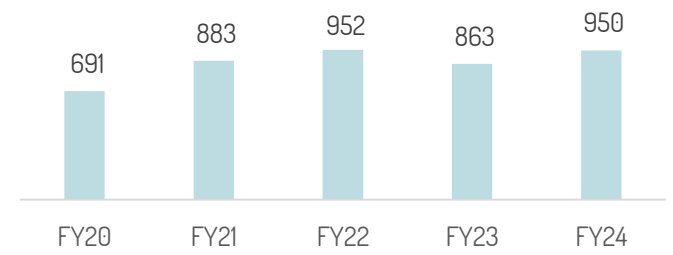
Profit Before Taxes
(Rs. in crore)

5 year CAGR : 14%



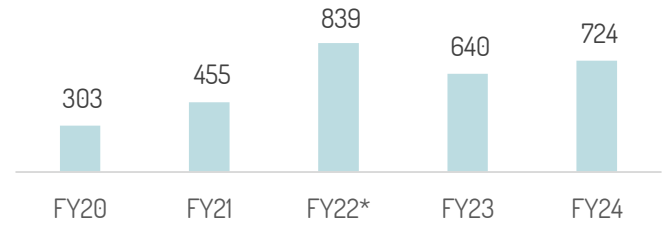
EBIDTA
(Rs. in crore)

5 year CAGR : 6%



Reported PAT
(Rs. in crore)

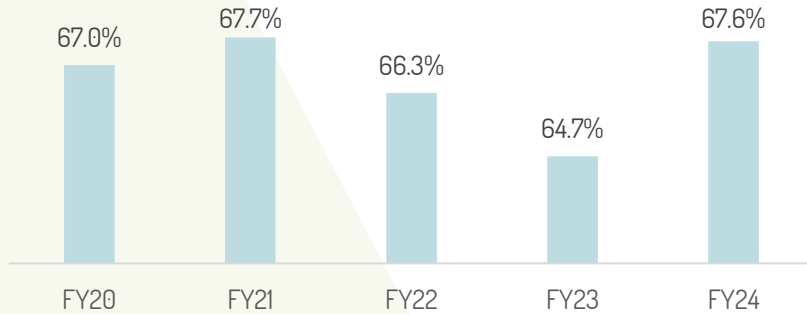
5 year CAGR : 19%



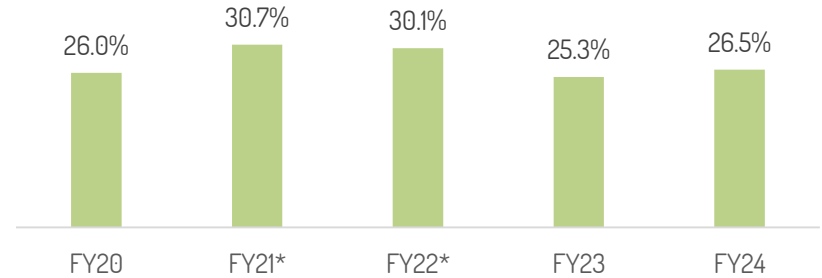
*MAT Credit entitlement of previous years amounting to Rs. 230 cr considered in FY22

Margin Profile

Gross Margins [%]



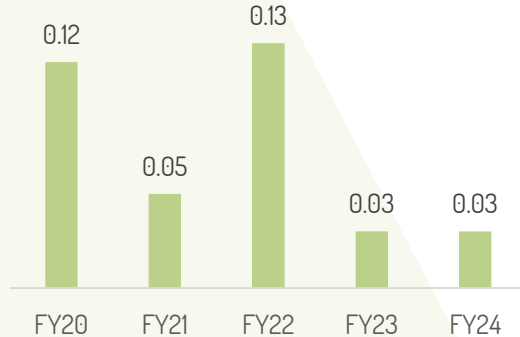
EBIDTA Margins [%]



*Higher margins on account of higher salience of COVID contextual products, lower A&P and admin costs

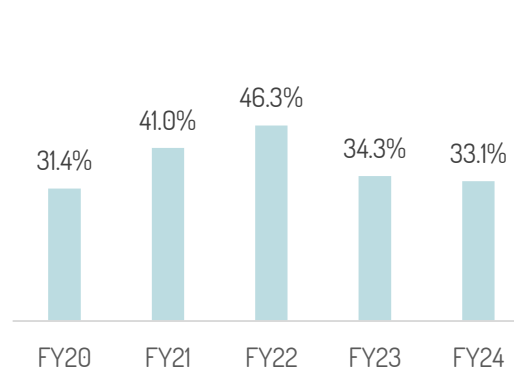
Key Ratios

Debt Equity Ratio



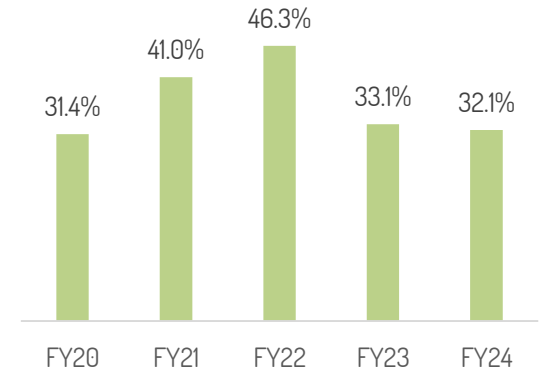
ROE

On Adjusted PAT (%)



ROCE

On Adjusted PAT (%)

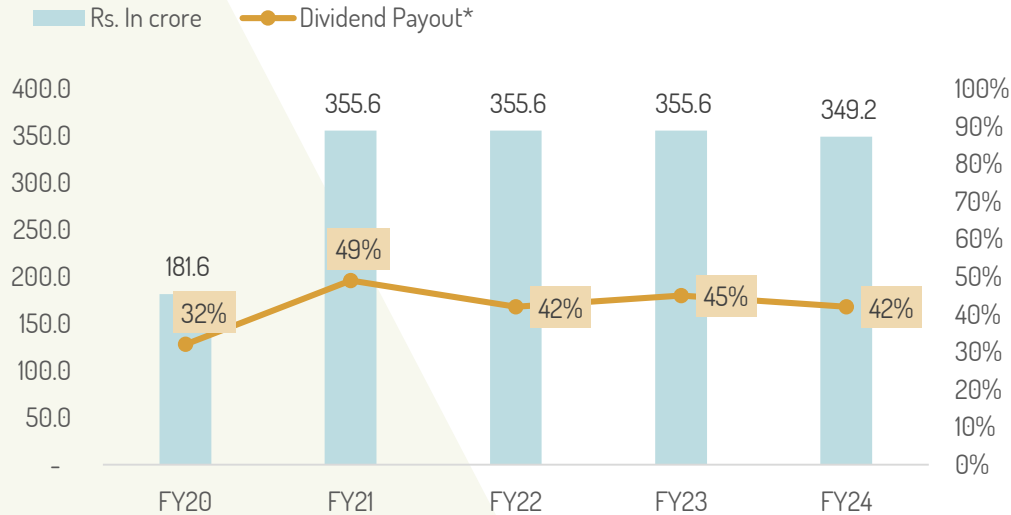


Notes:

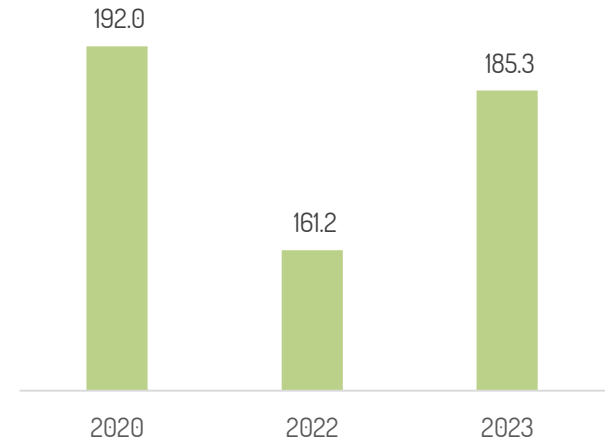
Adjusted PAT= Reported PAT + Amortisation of all Intangible Assets + Exceptional items - MAT credit entitlement of the earlier years
MAT credit of the earlier years amounting to Rs. 230.33 cr was not considered in FY2021-22 in computation of the Net Worth/ Capital Employed

Rewarding Shareholders

Dividends paid



Share Buyback (Rs. in crore)



*On Adjusted PAT

Q1FY25 Performance

Revenues
₹ **906** cr

Gross Profit
₹ **613** cr

A&P Spends
₹ **184** cr

EBIDTA
₹ **216** cr

PAT
₹ **153** cr

Revenue
Growth
+10%

Gross Profit
Growth
+14%

A&P Spends
Growth
+21%

EBIDTA
Growth
+14%

PAT
Growth
+11%

Margins

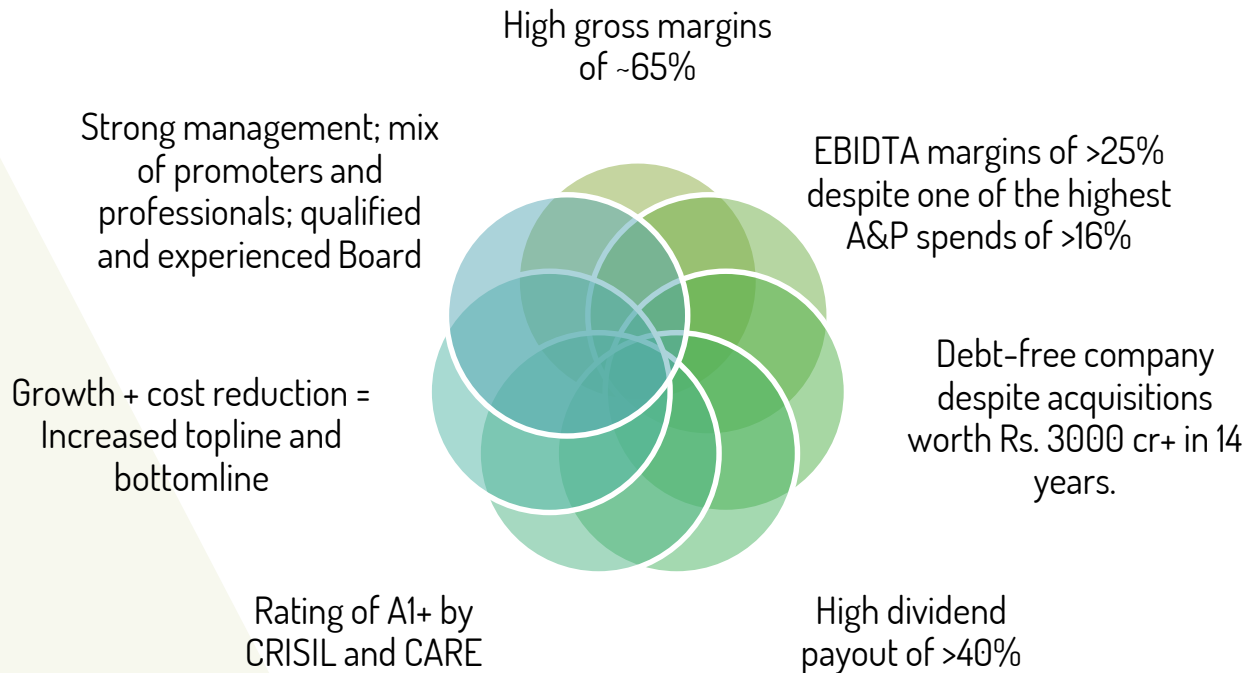
Gross Margins
+230 bps

A&P Spends
+190 bps

EBIDTA Margins
+90 bps

PAT Margins
+10 bps

Key Investment Rationale



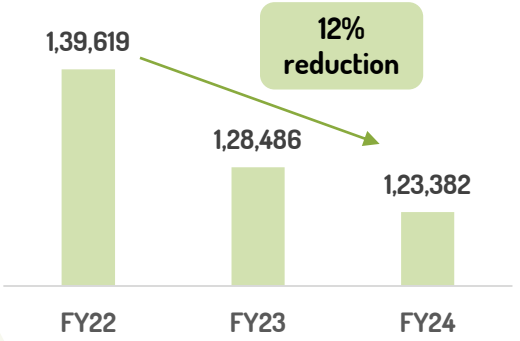
A pair of hands is shown holding a small, vibrant green seedling with several leaves. The background is a soft, out-of-focus green, suggesting an outdoor setting. The hands are positioned in the lower half of the frame, with the seedling held gently between them. The overall image conveys a sense of care, growth, and environmental stewardship.

ESG initiatives & Awards

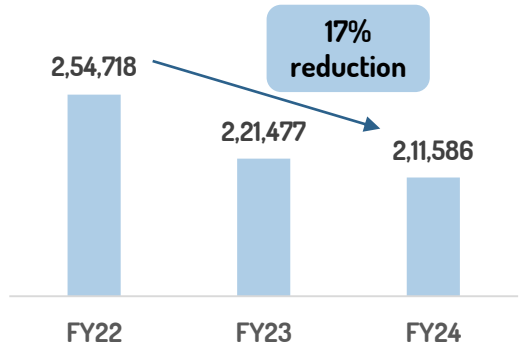
Key Sustainability Initiatives



Energy Consumption (GJ)



Water Consumption (KL)



Renewable Energy (FY24)



19%
of total energy consumption

Plastic Recycled (FY24)



10,485 MT

Inputs directly sourced from MSME/ small producers (FY24)



34%

Social Initiatives: Farmer engagement, training & Rare Herb Cultivation programs



19

Rare herbs cultivated



1,200+

farmers



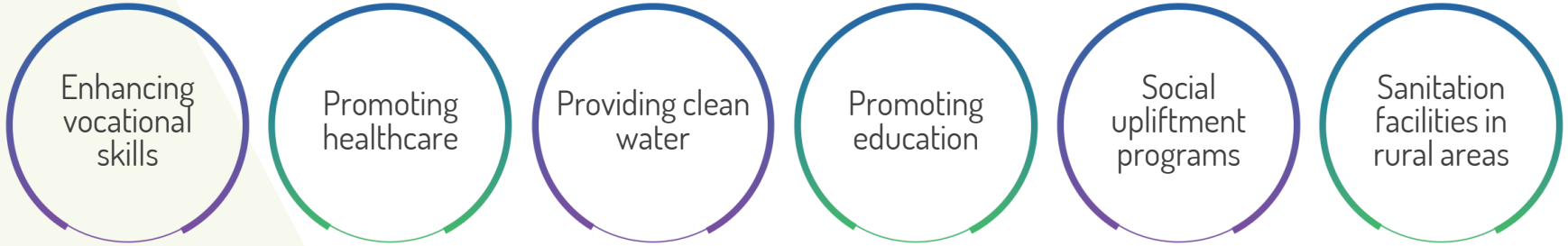
300+

Acre cultivation area



CSR Initiatives

Key Focus areas



₹46 cr

CSR spends in last 5 years

5.7 lac

Community lives touched in FY24



Strengthening our Governance

Experienced eminent Independent Directors with diverse backgrounds

Non Executive Chairman

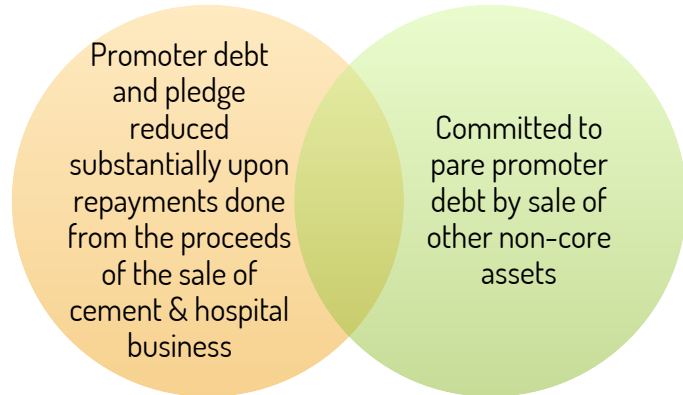
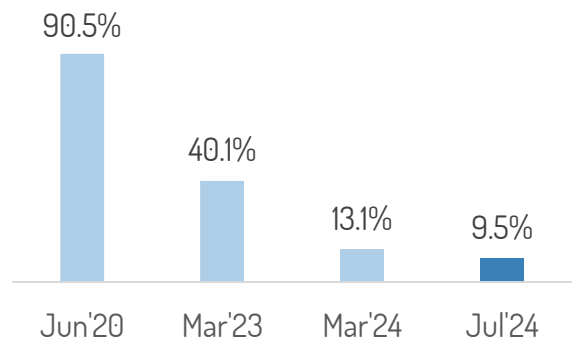
3 women Directors - Among the highest in industry.

96% attendance in Board Meetings

A defined compliance matrix for each business location

Digitalization of controls & enhanced automation

Reduction of Promoter pledge



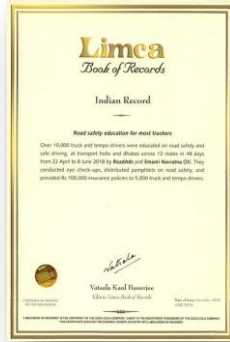
Major Awards & Accolades



Featured in **Forbes India's Super 50 List** (2017)



Featured in **Fortune Next 500** ranking securing 1st position for FMCG sectoral leadership (2024)



Featured in **Limca Book of Records**, for Navratna's "Saarthi 2.0" campaign (2019)



Company of the year- FMCG by CNBC-Awaaz (2020)



Iconic Brands of India - BoroPlus by Economic Times (2022 & 2023)



ET Bengal Corporate Awards by Economic Times (2022 & 2018)



Golden Peacock Innovation Management Award (2016), **Golden Peacock Innovative Product/Service Award** (2019) & **Golden Peacock Business Excellence Award** (2022)



Zandu Balm (35th), **BoroPlus** (75th) & **Navratna** (96th) ranked among the **"Top 100 Most Trusted Brands"** by ET Brand Equity, (2020)



Greentech Environment Award for Environment protection (2023, 2022 & 2021)



"Star of the year" (2020 & 2019) by **Think CSR** by Tefla's

Thank you

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