

Year: 2011-12

Turnover: Rs. 1454cr
Net Profit: Rs. 259cr

One of the fastest homegrown FMCG Company in India with a 23% CAGR in topline for past 5 years

Power Brands- Boroplus Antiseptic cream, Navratna Oil, Zandu Balm, Fair and Handsome are market leaders in India in their respective categories

Brand Ambassadors- Amitabh Bachchan, Shah Rukh Khan, Madhuri Dixit, Kareena Kapoor, Bipasha Basu, Sachin Tendulkar, MS Dhoni, Pt Birju Maharaj, Virendra Sehwal, Chiranjeevi, Surya, Jr. NTR, Govinda among others

Covers more than 30 lac retail outlets across India through 2500 distributors

Forbes Asia, ranked Mr. R.S. Agarwal and Mr. R.S. Goenka – the two founding fathers of Emami Group as 76th Richest Persons in India

Listed among the Fortune 500 India's largest corporations by profitability

Among Asia's 'Best Under A Billion' 2011 companies by Forbes Magazine

Rated (by CARE) PR1+ (highest rating) for short-term borrowings, signifying highest safety; upgraded to AA+ for long-term borrowings

Won the National Award in Technology Innovation under the category of Emerging Packaging Technologies

Emami Q2FY13 Turnover and PAT grows by 17.9% and 16.9%

HIGHLIGHTS (CONSOLIDATED)

- ❖ **17.9% growth in Net Sales at Rs. 361cr** during the second quarter. Growth in the first half is 16.1% with net sales at Rs. 699 cr
- ❖ **Domestic sales at Rs. 299 cr grew by 21.8%.** Growth in the first half is 22% with sales at Rs. 598 cr
- ❖ **EBITDA at Rs. 64cr grew by 14.4%** during the quarter. EBITDA at Rs. 110 cr grew by 14.2% in the first half of the year
- ❖ **PAT at Rs. 59 cr grew by 16.9%** during the quarter. PAT at Rs. 106 cr grew by 14.8% in the first half of the year

Kolkata, November 7, 2012 : The Board of Directors of Emami Limited met on Wednesday, November 7, 2012 to consider unaudited financial results of the company for the quarter and half year ended September 30, 2012.

While turnover at Rs. 361 crores in the second quarter grew by 17.9%, EBITDA at Rs. 64 crores grew by 14.4%, PBT at Rs. 68 crores and PAT at Rs. 59 crores grew by 21.4% and 16.9% respectively over the corresponding quarter in previous year.

For the first half of the year, turnover at Rs. 699 crores grew by 16.1%; EBITDA at Rs. 110 crores grew by 14.2%, PBT at Rs. 118 crores and PAT at Rs. 106 crores grew by 19.4% and 14.8% respectively.

Domestic business continued its robust growth in the second quarter. It grew by 21.8% with revenues at Rs. 299 cr. All Power Brands viz. Boroplus, Navranta, Zandu and Fair & Handsome grew aggressively. Healthcare Division comprising of the OTC, ethical and generic products also performed credibly in the quarter, registering strong growth.

International business at Rs. 46 crores has grown by 2.8% in the quarter. Growth in the International business was muted because of discontinuance of low margin products and also for reduction in inventory at distributors / retailers level.

Mr Mohan Goenka - Director added :

“Emami registered yet another quarter with substantial growth from its power brands like Boroplus, Fair & Handsome, Navratna and Zandu. We sustained our sales momentum, at a time when input costs and inflationary pressures were high. Our Gross margins improved despite steep inflation on some of our key ingredients due to judicial price hikes and effective cost control measures. Continued growth in urban demand and rapid expansion in rural areas have helped the Company to maintain high double-digit top-line growth. Consumer sentiment has been good and demand for our products continue to be robust”

Year: 2011-12

Turnover: Rs. 1454cr
Net Profit: Rs. 259cr

One of the fastest homegrown FMCG Company in India with a 23% CAGR in topline for past 5 years

Power Brands- Boroplus Antiseptic cream, Navratna Oil, Zandu Balm, Fair and Handsome are market leaders in India in their respective categories

Brand Ambassadors- Amitabh Bachchan, Shah Rukh Khan, Madhuri Dixit, Kareena Kapoor, Bipasha Basu, Sachin Tendulkar, MS Dhoni, Pt Birju Maharaj, Virendra Sehwag, Chiranjeevi, Surya, Jr. NTR, Govinda among others

Covers more than 30 lac retail outlets across India through 2500 distributors

Forbes Asia, ranked Mr. R.S. Agarwal and Mr. R.S. Goenka – the two founding fathers of Emami Group as 76th Richest Persons in India

Listed among the Fortune 500 India's largest corporations by profitability

Among Asia's 'Best Under A Billion' 2011 companies by Forbes Magazine

Rated (by CARE) PR1+ (highest rating) for short-term borrowings, signifying highest safety; upgraded to AA+ for long-term borrowings

Won the National Award in Technology Innovation under the category of Emerging Packaging Technologies

Manufacturing units at Bangladesh & Egypt:

Manufacturing units are being established at Bangladesh and Egypt to cater to growing demand in Bangladesh, Egypt and other African markets .

MARKETING :

- Relunched pain relieving ointment 'Fast Relief' with improved Super Fast Cheetah formula with 5 sports celebrities : Gautam Gambhir, Saina Nehwal, Mery Kom, Sushil Kumar & Vijendra Singh
- New 'Suraksha Chakra' TVC campaign for Zandu Balm rolled out

Further, thrust has been put on increasing rural distribution and penetration under project "Swadesh".

CELEBRITY ENDORSEMENTS :

Celebrities like **Amitabh Bachchan, Shah Rukh Khan, Kareena Kapur, Madhuri Dixit, Sunny Deol, M.S. Dhoni, Virendra Sehwag, Saurav Ganguly, Chiranjeevi, Mahesh Babu, Rajpal Yadav** etc. and **Mumbai Indians** comprising **Sachin Tendulkar, Harbhajan Singh and Zaheer Khan**, have endorsed Emami products from time to time. **Megastar Junior NTR and Malaika Arora Khan have also been inducted as Brand Ambassadors.**

STRONG R & D :Strong R & D spearheaded by Padamshree Vaidya Suresh Chaturvedi and eminent Ayurvedacharyas and experts from India and abroad strives to deliver innovative and effective products.