



PRESS RELEASE

Mumbai, 29th May 2023

Financial Results for Q4 FY23 & FY23

Q4 FY23 EBITDA up 35.6% YoY; PBT grows by 120.9% YoY

Eureka Forbes Limited, one of India's largest health and hygiene companies, today announced its financial results for the quarter & full year ended March 31st, 2023.

Highlights of the quarter period ended March 31, 2023 (on a standalone basis)-

- Revenue from operations stood at Rs. 508.1 Cr (-8.0% YoY).
- EBITDA stood at Rs. 47.4 Cr (+35.6% YoY). EBITDA margin improved by 300bps to 9.3%
- PBT before exceptional items stood at Rs. 35.0 Cr (+120.9% YoY). Reported PBT was Rs 25.8 Cr, up 63.3% YoY.
- Profit After Tax stood at Rs 16.3 Cr (+98.0% YoY)
- During the quarter, Eureka Forbes launched new campaign '[Nal se kapda hatega toh Sar se kapda hatega](#)' targeted at non-users of the category.

Highlights of the full year period ended March 31, 2023 (on a standalone basis)-

- Revenue from operations stood at Rs. 2,080.4 Cr, (+2.2% YoY)
- EBITDA stood at Rs. 131.7 Cr (+20.0% YoY). EBITDA margin improved by 94bps to 6.3%
- PBT before exceptional items stood at Rs. 67.0 Cr (+19.5% YoY). Reported PBT stood at Rs. 26.9 Cr (-41.0%)
- Profit After Tax stood at Rs 17.1 Cr (-35.0%)

Commenting on the Q4FY23 performance, Mr. Pratik Pota, MD, and CEO, Eureka Forbes Limited said, "Faced with an ongoing soft demand environment, we continued to move ahead on our strategic priorities in Q4 FY23 and on improving the financial health of the business. We launched a new advertising campaign in Q4 targeted at non-users of the category, and we also introduced several key innovations in the market.

Execution of specific transformation initiatives helped improve our EBITDA margin to 9.3%, up by 300bps YoY and by 61bps sequentially. This combined with a 72% YoY reduction in our net debt will allow us the headroom to invest for growth. Looking ahead to the future, we are confident of driving sustained performance on the back of differentiated innovations, an elevated customer experience & a more efficient business model."

About Eureka Forbes:

Eureka Forbes Limited is India's leading health and hygiene brand. With over four decades of existence, it is today a multi-product and an omni-channel organization. Eureka Forbes' product portfolio encompasses water purification, vacuum cleaning & air purification. It has direct, retail, e-commerce and institutional sales channels, an inventive business partner network and one of the most expansive service networks across India.

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