



PRESS RELEASE

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Financial Results for Q1 FY24

Margin expansion continues with record high Adj. EBITDA margin of 9.8%

Eureka Forbes Limited, one of India's largest health and hygiene companies, today announced its financial results for the quarter ended June 30, 2023.

Highlights of the quarter period ended June 30, 2023 (on a standalone basis) -

- Revenue from operations stood at Rs. 505.3 Cr (-3.8% YoY). This represented a sequential improvement in the trajectory of the business.
- Adj. EBITDA stood at Rs. 49.6 Cr (+15.5% YoY). Adj. EBITDA margin improved 164bps YoY and 49bps QoQ to 9.8%. Adjusted EBITDA is pre-ESOP charges.
- Adj. PBT stood at Rs. 34.8 Cr (+42.6% YoY). Profit After Tax stood at Rs 22.1 Cr (+23.8% YoY). Adjusted PBT is pre-ESOP charges.
- During the quarter, the Company's net debt stood at Rs 32 Cr, reduction of 85% YoY.

As part of its transformation, during the quarter, the Company rolled out an attractive and inclusive ESOP program for its employees and issued 1.49 Cr ESOP grants. Under the program, one of the largest of its kind in the consumer industry, every single manager of the Company has been given stock options for driving a performance-oriented culture.

Commenting on the Q1FY24 performance, Mr. Pratik Pota, MD, and CEO, Eureka Forbes Limited said, "We made encouraging progress against our key strategic priorities in Q1 FY24.

Our recent efforts in growing the category and driving volumes are beginning to bear fruit with overall volume growth in Electric Water Purifiers and Vacuum Cleaners during the quarter.

Execution of specific transformation initiatives helped improve our Adj. EBITDA margin to 9.8%, up by 164 bps YoY. This combined with an 85% YoY reduction in our net debt has fundamentally improved the financial health of the business.

We also rolled out an industry-first, company-wide ESOP program that grants stock options to every single manager in the company; we believe this will drive collaboration and shared ownership towards the transformation.

Looking ahead, we see the key transformation levers beginning to fall in place and are confident of driving sustained and profitable growth in the quarters ahead."

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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