

Emami Limited reports strong Q3FY26 performance with double-digit growth

Q3FY26 HIGHLIGHTS

- ❖ **Consolidated Net Sales** at ₹ 1,147 crore grew by 11%
- ❖ **Revenue from Operations** at ₹ 1,152 crore grew by 10%
 - Domestic Business grew by 11% with 9% volume growth
 - International Business grew by 9%
- ❖ **Gross Margins** at 70.6% improved by 30 bps
- ❖ **EBIDTA** at ₹ 384 crore grew by 13%; EBIDTA Margins at 33.4% expanded by 110 bps
- ❖ **PBT before Exceptional Items** at ₹ 355 crore grew by 18%
- ❖ **Profit after Tax** at ₹319 crore grew by 15%
- ❖ **Interim Dividend:** The Board of Directors declared a second interim dividend of 600%, amounting to ₹6 per share for FY26.

Kolkata, Wednesday, 4th February 2026: The Board of Directors of Emami Limited met on Wednesday, 4th February 2026 to consider the unaudited financial results of the company for the third quarter and nine months ended FY26.

The third quarter marked a period of strong and broad-based performance, aligned with the Company's strategic priorities and expectations. The quarter witnessed a sequential improvement following the GST 2.0-related disruptions that impacted the early part of the period. A favourable winter season supported stronger offtake across the winter portfolio and health supplements. Rural demand continued to be resilient, aided by stable agricultural incomes and supportive government initiatives, while urban demand showed gradual improvement, supported by easing inflation and stable employment conditions.

On a consolidated basis, net sales recorded double-digit growth of 11%, with revenues reaching ₹1,152 crore, representing a year-on-year growth of 10% during the quarter. The domestic business delivered growth of 11%, driven by robust volume growth of 9%. All major brands registered healthy performance during the quarter.

The Company's strategy of purposeful innovation and premiumization continued to gain momentum. During the quarter, several new products were launched to address evolving consumer needs. These included Kesh King Gold Advanced Hair Growth Serum and BoroPlus Deeply Moisturising Lip Balm. Under the Zanducare portfolio, Zandu Apple Cider Vinegar Effervescent Tablets and Zandu Good Gut Constipation Relief Tablets were introduced, catering to increasing consumer focus on wellness. Additionally, three new variants each of BoroPlus Lotions and BoroPlus Soft were launched, expanding consumer choice within the franchise. The Man Company introduced Vitamin C and Anti Acne Facewash, Moisturizing Gel Cream, Anti Dandruff Shampoo, and a range of fragrances, further strengthening its presence in the premium male grooming segment. Brillare's newly launched Rosemary Oil Shots also witnessed strong market traction.

The omnichannel strategy continued to deliver strong results, with healthy growth across general trade, modern trade, and e-commerce channels. Organized channels contributed approximately 32% of year-to-date revenues, reflecting an increase of 280 basis points over the previous year.

International Business recorded sales growth of 9%, led by steady performance in the SAARC and CIS regions. Recent line extensions in international markets were strategically introduced to enable brand expansion into adjacent categories. The Smart and Handsome brand launched a range of beard oils and face washes in key international markets, while Navratna expanded its offerings with hair tonics.

From a financial standpoint, gross margins expanded to 70.6%, an improvement of 30 basis points, reflecting effective cost discipline, judicious pricing actions, and stability in input costs. EBITDA for the quarter stood at ₹384 crore, registering growth of 13%, while EBITDA margins improved to 33.4%, an expansion of 110 basis points. PBT before exceptionals grew by 18%, and Profit after Tax for the quarter stood at ₹319 crore, reflecting growth of 15%.

The Board of Directors also declared a second interim dividend of 600%, amounting to ₹6 per share for FY26. With this, the total dividend declared for the nine months ended FY26 stands at ₹10 per share, underscoring the Company's confidence in its performance and its continued commitment to rewarding shareholders.

Mr Harsha V Agarwal, Vice Chairman and Managing Director, Emami Limited said:

"Q3FY26 delivered strong, broad-based performance, with sales growth of 11% driven by healthy volume expansion of 9%. Our strategic priorities around purposeful innovation, premiumization, and portfolio expansion continue to translate into tangible outcomes. EBITDA grew by 13%, with margins expanding 110 basis points to 33.4%, reflecting operational excellence and disciplined cost management. We remain focused on strengthening our core brands while selectively investing in new-age growth opportunities to build future scale."

Mr Mohan Goenka, Vice Chairman and Whole-Time Director, Emami Limited said:

“Despite short-term disruptions related to the GST 2.0 transition early in the quarter, our business delivered robust sales growth, reflecting the resilience of our brands and operating model. Growth was broad-based across all distribution channels, with quick commerce continuing to scale rapidly, doubling sales and now contributing 20% of our e-commerce business. The expansion of organized channels has strengthened our domestic revenue mix, with organized trade accounting for nearly 32% of domestic sales, up 280 bps in 9MFY26. Our international business grew 9% despite mixed global conditions. We remain focused on disciplined execution, capital efficiency, and delivering sustainable, profitable growth for our shareholders and stakeholders.”

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 550 diverse products, Emami’s portfolio includes trusted power brands like Navratna, BoroPlus, Fair & Handsome, Zandu Balm, Mentho Plus and Kesh King. After a successful takeover of Zandu Pharmaceuticals Works Ltd in 2008, in 2015, the Company acquired the business of ‘Kesh King’ and forayed into the Ayurvedic hair & scalp care segment. Emami, following the acquisition of Creme 21, a German brand with strong roots and brand recall in 2019, went on to acquire ‘Dermicool’, one of the leading Prickly Heat and Cool Talc brands of India in 2022. Emami products are available in over 5.4 million retail outlets across India through its network of 3400+ distributors and its global footprint spans over 70 countries including SAARC, MENAP, SEA, Africa, Eastern Europe and the CIS countries.

Emami is well known for its aggressive marketing powered by celebrity endorsements like Amitabh Bachchan, Shah Rukh Khan, Salman Khan, Hrithik Roshan, Ayushmann Khurrana, Madhuri Dixit, Juhi Chawla, Katrina Kaif, Kareena Kapoor Khan, Bipasha Basu, Malaika Arora Khan, Nushratt Bharuccha, Yami Gautam, Kangana Ranaut, Shilpa Shetty, Sonakshi Sinha, Juhi Chawla, Sonu Sood, Vidyut Jammwal, Kartik Aaryan, Varun Dhawan, Tiger Shroff, Surya, Jr. NTR, Sachin Tendulkar, Sourav Ganguly, Shikhar Dhawan, Sania Mirza, Saina Nehwal and many others over the years.

Emami Ltd is the flagship Company of the diversified Emami Group. Please visit www.emamiltld.in for further information.

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