

Emami Reports Q4FY26 Results; Core Domestic Portfolio Remains Resilient Amid External Headwinds

- *Non-summer domestic portfolio delivered healthy growth of 11%, demonstrating resilience amid a disrupted summer season*
- *Organised channels continued to gain salience, contributing approximately 32% to domestic business; Quick Commerce and GT Marts witnessed rapid growth*
- *International business revenues declined by 5% in Q4FY26 due to geopolitical disruptions in the West Asia region*
- *Consolidated revenues and EBITDA declined by 4% and 15%, respectively*
- *Strategic investments undertaken in Q1FY27 to strengthen future growth portfolio:*
 - ✓ *Increased stake in Axiom Ayurveda (AloFrut), making it a subsidiary of the Company; Acquisition of the remaining stake to be completed by June 2026.*
 - ✓ *Acquiring majority stake in IncNut, strengthening presence in the personalised beauty and personal care (BPC) segment through Vedix and SkinKraft.*

Kolkata, Thursday, 21st May 2026:

The Board of Directors of Emami Limited met on Thursday, 21 May 2026 to consider the audited financial results of the Company for the fourth quarter and year ended FY26.

The quarter was impacted by unfavourable seasonal conditions affecting the summer portfolio, along with geopolitical disruptions in West Asia. Despite these temporary external headwinds, the Company's underlying business fundamentals remained resilient and well-positioned for long-term growth. Emami believes these challenges represent a passing phase rather than a structural concern and expects business momentum to improve progressively in the coming quarters.

On a consolidated basis, Revenue from Operations declined by 4% to ₹925 crore during Q4FY26. Excluding the summer portfolio, the domestic business delivered strong growth of 11%, led by healthy performance across key brands and categories, demonstrating the strength of the underlying business and reaffirming that the impact on overall performance was primarily due to temporary seasonal disruptions during the quarter.

The Company's omnichannel strategy continued to deliver encouraging results, with trade pipelines remaining healthy throughout the quarter. Organised channels further increased their salience to approximately 32% of the domestic business, reinforcing the strength of Emami's distribution network and market reach.

The International Business declined by 5% during the quarter, primarily on account of the West Asia conflict which impacted shipping routes through the Strait of Hormuz, disrupted supply chains and increased freight costs. The Company remains committed to its international markets and expects a gradual normalization as the geopolitical situation stabilises.

Despite input cost pressures during the quarter, the Company improved its Gross Margins to 68.4%, an expansion of 250 basis points, reflecting disciplined cost management, calibrated pricing actions and operational efficiencies. EBITDA for the quarter stood at ₹187 crore, while the Company continued to invest behind its brands and growth initiatives, with advertising and promotional spends increasing by 12%. Profit after Tax for the quarter stood at ₹143 crore.

For FY26, revenues stood at ₹3780 crore. Gross Margins expanded by 130 basis points to 69.9%. EBITDA stood at ₹964 crore and PAT at ₹775 crore. During the year, the business navigated multiple external disruptions including seasonal volatility, GST 2.0 implementation and geopolitical headwinds, while continuing to strengthen its core brands and competitive positioning.

With a strong long-term vision, the Company continues to invest in its existing brands to fuel sustainable growth while simultaneously making strategic investments in emerging new-age FMCG segments. The Company remains agile and well-equipped to navigate uncontrollable external challenges that may arise from time to time, while staying firmly focused on long-term value creation.

In a significant strategic development, the Company increased its stake in Axiom Ayurveda, making it a subsidiary of the Company with effect from 1 April 2026. The acquisition marks Emami's entry into the fast-growing healthy beverage segment through Axiom's flagship brand, AloFrut, which caters to evolving consumer preferences for wellness-oriented and refreshing beverages.

Further strengthening its new-age consumer portfolio, the Company is acquiring a majority stake in IncNut, which owns digital-first brands such as Vedix and SkinKraft. The investment provides the Company a strategic foothold in the rapidly growing personalised beauty and personal care segment across India and global markets.

During FY26, the Board of Directors declared interim dividends aggregating to ₹10 per share, amounting to a total payout of ₹436.5 crore and representing 51% of adjusted profits. This reflects the Company's confidence in the resilience of the business and its continued commitment to shareholder value creation. The Company's balance sheet remains debt-free and well-positioned to support its future growth priorities.

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

"Q4FY26 was impacted by temporary external headwinds, including unfavourable seasonal conditions affecting the summer portfolio and geopolitical disruptions in West Asia, which weighed on overall business performance during the quarter. Despite these challenges, the resilience of our core domestic business remained evident, with the non-summer portfolio delivering healthy 11% growth. Our international business also maintained strong momentum through most of the quarter before geopolitical developments in West Asia impacted operations in March.

While these factors affected near-term performance, we believe they represent a passing phase rather than a structural concern, and we expect business momentum to improve from next quarter itself.

We remain firmly focused on long-term growth through continued investments behind its core brands and strategic expansion into high-growth new-age FMCG segments. In the current financial year, we are strengthening our future growth portfolio through investments in Axiom Ayurveda and IncNut Digital, aligned with evolving consumer preferences and emerging market opportunities."

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

“The quarter tested the resilience of our operating model, and the business responded with disciplined execution. Despite a muted demand environment, we delivered a gross margin expansion of 250 basis points through strong cost management and operational efficiencies, while increasing investments behind our brands by 12% to support future growth.

We are encouraged by the early trends in Q1FY27, particularly across the summer portfolio, supported by expanded distribution, focused media investments and stronger trade activation. We remain confident in the strength of our brands and our ability to deliver sustained profitable growth.”

About Emami Ltd

Emami Ltd (NSE: EMAMILTD, BSE: 531162), founded in 1974, is one of India’s leading FMCG companies engaged in the manufacturing and marketing of personal care and healthcare products. With a portfolio of over 550 products, Emami’s trusted brands include Navratna, BoroPlus, Smart And Handsome, Zandu Balm, Mentho Plus, Kesh King, Dermicool, 7 Oils in One, Creme 21 and The Man Company among others.

Over the years, Emami has strengthened its portfolio through strategic acquisitions and investments. Following the acquisition of Zandu Pharmaceutical Works Ltd. in 2008, the Company acquired the iconic Ayurvedic hair and scalp care brand Kesh King in 2015. In 2019, Emami acquired Creme 21, a German skincare brand with strong legacy and consumer recall, followed by the acquisition of Dermicool, one of India’s leading prickly heat and cool talc brands, in 2022. The Company has also expanded its presence in emerging FMCG segments through strategic investments in The Man Company, Brillare and Axiom Ayurveda, which are now subsidiaries.

Emami’s products are available across more than 5.4 million retail outlets in India through a robust network of over 3,400 distributors. Internationally, the Company has a presence in over 70 countries across SAARC, MENAP, SEA, Africa, Eastern Europe and CIS regions.

Known for its strong consumer connect and impactful marketing, Emami has partnered with several leading celebrities and sports personalities over the years, including Amitabh Bachchan, Shah Rukh Khan, Salman Khan, Hrithik Roshan, Madhuri Dixit, Sachin Tendulkar, Sourav Ganguly, Sania Mirza and Saina Nehwal, among many others.

Emami Ltd. is the flagship company of the Emami Group. For more information, please visit www.emamiltid.in

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