Emami reports resilient 15% topline growth

- *Consolidated revenues grew by 15% to ₹1,039 crore;*
    - *Domestic Business grew 20%, with like-to-like domestic growth of 12% and volume growth of 8%*
    - *International Business declined 12% due to West Asia disruptions*

- *EBITDA grew 6% to ₹226 crore despite higher input costs*

- *Strategic investments undertaken to strengthen future growth portfolio:*
    - ✓ *Increased stake in Axiom Ayurveda (AloFrut), making it a wholly owned subsidiary of the Company;*
    - ✓ *Acquired majority stake in IncNut, strengthening presence in the personalised beauty and personal care (BPC) segment through Vedix and SkinKraft.*

Kolkata, Tuesday, 4th August 2026:

The Board of Directors of Emami Limited met on Tuesday, 4th August 2026 to consider the unaudited financial results of the Company for the first quarter ended 30th June 2026.

The quarter unfolded against a mixed summer backdrop, with intense heat in South and West India but milder conditions in the North and East. The operating environment also remained challenging, marked by elevated crude prices, inflationary pressures and disruptions stemming from the West Asia conflict, which led to higher input costs across the sector. Despite these external headwinds, the Company delivered a strong quarter, reflecting the resilience of its diversified portfolio, sharper execution and the increasing scale of its new-age growth engines.

On a consolidated basis, Revenue from Operations grew by 15% to ₹1,039 crore during Q1FY27. Domestic Business grew by 20%, while on a like-to-like basis, growth stood at a healthy 12%, with volume growth of 8% after considering the previous year numbers of Axiom Ayurveda and IncNut Digital.

Hair & Scalp Care emerged as one of the strongest-performing categories, delivering 11% growth during the quarter. Skin Care grew by 3% and Health Care grew by 2% during the quarter. The Strategic Investments portfolio continued to be the standout performer. On a like-to-like basis, this portfolio grew by an impressive 61% and now contributes approximately 18% of domestic business, highlighting the increasing relevance of Emami's new-age growth engines.

The Company's channel transformation journey continued to gather pace. Organised channels grew by 19% on a like-to-like basis and now contribute 32% of domestic business. Modern Trade and E-commerce maintained strong momentum, while Quick Commerce now contributes 35% of E-commerce sales, underscoring the strength of Emami's omnichannel strategy and its ability to serve consumers across rapidly evolving purchase occasions.

The International Business declined by 12% during the quarter, primarily due to disruptions arising from the West Asia conflict, which constrained the Company's ability to execute orders. Despite these near-term headwinds, the underlying strength of the international franchise remains intact. The Company has used this period to strengthen market fundamentals, improve pricing architecture and enhance operational agility, and remains confident of progressively regaining momentum as market conditions stabilise.

On profitability, the quarter witnessed one of the sharpest inflationary environments seen by the sector in recent years. Input costs increased driven by higher crude oil prices and inflation across packaging materials and several other key inputs. As a result, Gross Margins contracted by 360 basis points to 65.8%. Despite this, EBITDA grew by 6% to ₹226 crore and Profit Before Tax grew by 4% to ₹195 crore, supported by disciplined cost management and operational efficiencies.

Looking ahead, the Company remains optimistic about its growth prospects. Q2FY27 is expected to benefit from healthy demand trends across the portfolio and continued momentum in the strategic investment businesses. While commodity inflation and geopolitical developments remain key monitorables, Emami's diversified portfolio, strengthened distribution capabilities, robust innovation pipeline and disciplined cost-management initiatives position the Company well to deliver sustained and profitable growth through the remainder of FY27.

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

"We delivered another quarter of strong performance despite a challenging operating environment marked by geopolitical disruptions, elevated inflationary pressures and an uneven summer season across markets. Our Domestic Business grew 20%, driving overall revenue growth of 15%, reflecting the strength of our brands and execution capabilities. We are particularly encouraged by the growing contribution of our Strategic Investments portfolio, which now accounts for nearly 18% of our domestic business, reinforcing our strategy of building multiple growth engines alongside our trusted core brands. As we invest for the future, digital and AI are increasingly becoming core enablers of our growth strategy. By embedding these capabilities across our value chain, we are strengthening execution, improving agility and building a future-ready organisation that is well positioned to deliver sustained, profitable growth."

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

"The quarter tested the resilience of our operating model as elevated input costs continued to exert pressure on margins. Despite this, our focus on disciplined execution, cost optimisation and operational agility enabled us to deliver EBITDA growth of 6% to ₹226 crore and PBT growth of 4% to ₹195 crore. We also continued to make steady progress on our channel transformation agenda, with organised channels growing 19% and contributing 32% of our domestic business. As input cost pressures begin to ease and our innovation pipeline gains momentum, we remain well positioned to strengthen profitability while sustaining growth across our businesses."

Emami LIMITED

Emami GROUP

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.emamiltd.in

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