Emami delivers robust Q2FY27 performance with 36% revenue growth; Domestic Business surges 49%

- *Consolidated revenues grew 36% to ₹1,088 crore; like-to-like growth of 24%*
- *Domestic Business grew 49% with volume growth of 43%;*
  - ✓ *Like-to-like domestic growth of 32% with volume growth of 26%*
- *Strategic Investments portfolio grew 73% on a like-to-like basis*
  - ✓ *Contributed ~26% of domestic business in Q2FY27*
- *EBITDA grew 25% to ₹222 crore and PBT grew 29% to ₹194 crore*
- *Completed share buyback of ₹281.24 crore*
- *Board approves first interim dividend of ₹5 per share*

Kolkata, 5th November, 2026 : The Board of Directors of Emami Limited met on Thursday, 5th November 2026 to consider the unaudited financial results of the Company for the second quarter and half year ended 30th September 2026.

Building on the momentum of Q1, the Company delivered another quarter of broad-based double-digit growth, driven by the strong performance of both its core brands and Strategic Investments. The results reflect the Company's continued progress in building a more diversified and future-ready consumer products portfolio. The operating environment was not an easy one, marked by renewed geopolitical tensions in West Asia, floods in Nepal, persistent inflationary pressure across a range of commodities, and deficient rainfall in several parts of the country. Even so, demand conditions remained steady, and the Company's diversified portfolio, sharper execution and the rapid scale-up of its new-age growth engines enabled it to deliver a strong set of numbers.

On a consolidated basis, Revenue from Operations grew by 36% to ₹1,088 crore during Q2FY27. Domestic Business grew by 49%, driven by volume growth of 43%. On a like-to-like basis, after considering the previous period's numbers of Axiom Ayurveda and IncNut Digital, consolidated revenues grew by 24% and Domestic Business grew by 32%, with volume growth of 26%.

Skin Care grew by 31%, led by the BoroPlus and Talc portfolios. Hair & Scalp Care grew by 30%, with strong growth in Navratna Cool Oils and 7 Oils in One. Health Care grew by 11%, led by the Pain Management range. The Strategic Investments portfolio grew by 73% on a like-to-like basis and now contributes 26% of domestic business, reinforcing its role as an important growth engine and broadening the Company's presence across emerging consumer segments and categories.

The quarter also witnessed a series of launches aimed at expanding the Company's consumer reach and strengthening its relevance across emerging needs and consumption occasions. The Company entered the baby care category with the “FromMaa” range under the BoroPlus brand, and introduced the Kesh King Scalp First range in modern trade and e-commerce. The Strategic Investments portfolio also launched several innovative, new-age products during the quarter.

The Company’s channel transformation continued at pace, reflecting its increasing alignment with evolving shopping behaviours and rapidly expanding digital and organised retail ecosystems. Organised channels contributed 37% of domestic business and Quick Commerce accounted for ~15% of total digital sales.

Despite significant external disruptions across certain international markets, the underlying International Business remained resilient during Q2FY27. While reported revenues declined by 2%, the business grew 6% excluding Nepal and Iraq, supported by healthy momentum across key markets. The Company has implemented multiple mitigation measures across logistics, pricing and cost management to navigate the prevailing supply-chain challenges. With secondary sales trends improving and supply conditions gradually stabilizing, the Company expects the International Business growth trajectory to strengthen progressively in the coming quarters.

On profitability, input costs remained elevated through the quarter; however, EBITDA grew by 25% to ₹222 crore and Profit Before Tax grew by 29% to ₹194 crore. Profit After Tax stood at ₹144 crore, lower by 3%, largely due to the normalisation of the effective tax rate following the phase-out of fiscal benefits. For the first half of FY27, revenues stood at ₹2,127 crore, up 25%. EBITDA was ₹449 crore, up 14%, and Profit Before Tax was ₹388 crore, up 15%.

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

"We delivered another quarter of strong growth, with revenues increasing 36% and Domestic Business growing 49%. The strong performance of our core brands, coupled with the rapid scale-up of our Strategic Investments portfolio, which now contributes approximately 26% of domestic business, reinforces our strategy of building multiple growth engines for the future and expanding our presence across evolving consumer segments. As we continue to invest behind innovation, AI-enabled capabilities and new-age consumer brands, we are creating a more diversified, agile and future-ready business. While inflationary and geopolitical headwinds persist, our robust portfolio, execution strength and productivity-led approach give us confidence of navigating these challenges effectively”.

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

"Despite elevated input costs, we delivered EBITDA growth of 25% to ₹222 crore through disciplined execution, calibrated pricing actions and sustained productivity improvements. Our continued focus on efficiencies across procurement, manufacturing, supply chain and revenue management is helping support healthy margins while enabling investments for future growth. Transformation initiatives such as Project SETU and SalesCode.AI are enhancing planning, execution and decision-making across the sales ecosystem, strengthening our operational agility and scalability. Reflecting our confidence in the business and commitment to shareholder value, we successfully completed a share buyback of over ₹281 crore and declared an interim dividend of ₹5 per share."

About Emami Ltd

Emami Limited (NSE: EMAMILTD, BSE: 531162), founded in 1974, is the flagship company of the Emami Group and one of India's leading FMCG companies in the personal care and healthcare space. With a portfolio of over 1000 products, Emami's iconic brands include Navratna, BoroPlus, Zandu, Kesh King, Dermicool, Smart & Handsome, Mentho Plus, 7 Oils in One, Creme 21 among others.

The Company has consistently strengthened and diversified its portfolio through strategic acquisitions and investments across high-growth consumer segments. In addition to acquisitions such as Zandu, Kesh King, Creme 21 and Dermicool, Emami has strategically invested in a new generation of consumer brands, including The Man Company, Brillare, Alofrut and IncNut, which have since become subsidiaries of the Company. Other strategic investments include The Furball Story and TruNative, reflecting Emami's focus on identifying and nurturing emerging consumer businesses.

Emami's products reach over 5.4 million retail outlets in India through a network of 4000+ distributors, while its international presence spans 70+ countries. Known for its strong consumer connect, innovative marketing and distinctive brand-building capabilities, Emami continues to leverage its deep consumer insights, brand-building expertise and strategic investment approach to create enduring brands and new avenues for growth in India and international markets.

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