Emami LIMITED

4th August, 2026

The Manager – Listing
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, Block – G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
Scrip Code: EMAMILTD

The Manager – Listing
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 531162

<u>Sub: Press Release and Investor Presentation</u>

Dear Sir/ Madam,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press Release and Investor Presentation on the Unaudited Financial Results (Standalone & Consolidated) of the Company, for the quarter ended 30th June, 2026.

The same is also available on the Company's website at www.emamiltd.in.

This is for your information and record.

Thanking you,

Yours faithfully,
For Emami Limited

Ravi Varma
Digitally signed by Ravi Varma
Date: 2026.08.04 14:01:53 +05'30'

Ravi Varma
Company Secretary & Compliance Officer
Membership No: F9531

(Encl: As above)

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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."

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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Q1FY27 Performance Update

4th August 2026

Q1FY27 Performance Overview

Domestic Business (Reported-Value)
+20%
(Vol. Growth: 16%)

Domestic Business (Like to Like Value)*
+12%
(Vol. Growth: 8%)*

International Business (INR)
-12%

Consol. Revenue from Operations (Reported)
+15%

Consol. Revenues (Like to Like)*
+9%

Input Costs

34.2% COGS

65.8% Gross Margins

EBIDTA

6% EBIDTA Growth

21.8% EBIDTA Margins

PBT

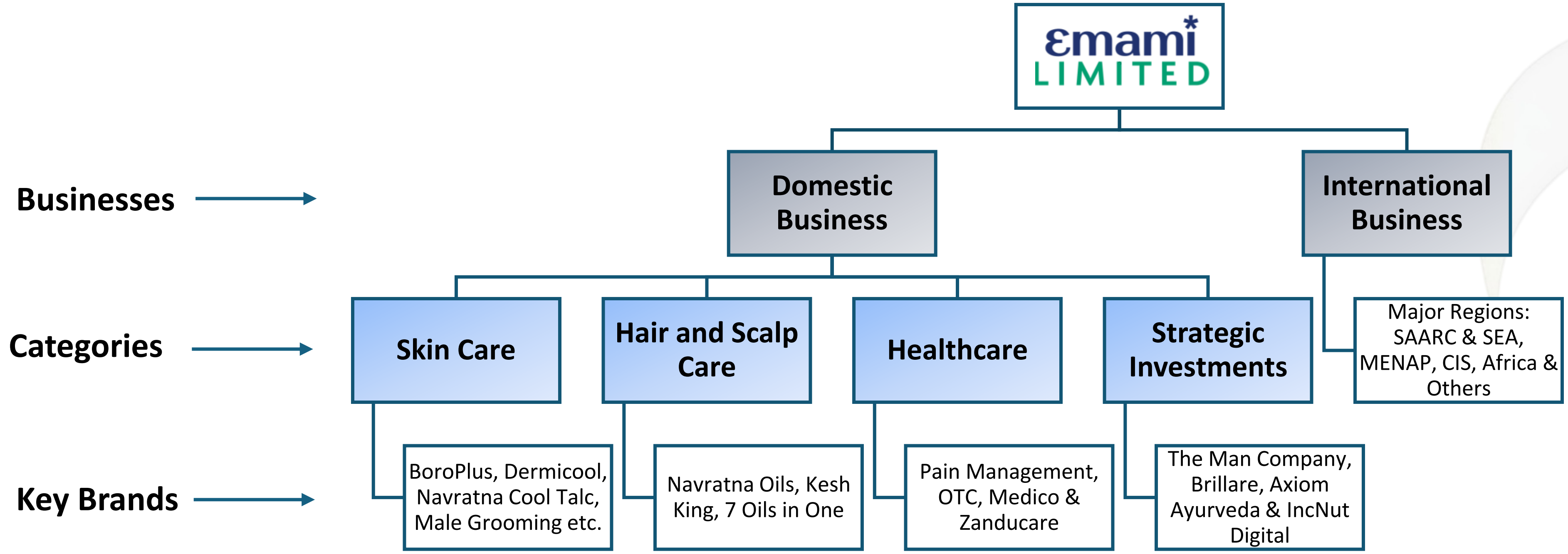
4% PBT Growth

18.7% PBT Margins

Note: Financials of Axiom Ayurveda and IncNut Digital have been consolidated in the Q1FY27 results, with Axiom considered for the full quarter and IncNut w.e.f. 1st June 2026, in line with their respective dates of acquisition.
Like to like growth considering previous year revenues in the same period of Axiom Ayurveda and IncNut Digital

Enhancing Disclosure Framework: Transition to Category-Led Reporting

Evolving disclosure framework from brand-wise reporting to category-wise reporting → Reflects scale, portfolio diversification, and category-led growth strategy → Provides a more holistic view of performance across key consumption segments → Represents stable view of underlying demand trends → Reporting framework aligns with Industry practice



Q1FY27 Business Performance

	Domestic Business				
	Hair and Scalp Care	**Skin Care**	**Health Care**	**Strategic Investments**	**International Business**
Net Sales	₹ 271 cr	₹ 246 cr	₹ 232 cr	₹ 160 cr	₹ 122 cr
Contribution %	**30%** *(to Domestic %)*	**27%** *(to Domestic %)*	**26%** *(to Domestic %)*	**18%** *(to Domestic %)*	**12%** *(to Consol %)*
Y-o-Y Growth	11%	3%	2%	61%*	-12%
Key Brands				THE MAN COMPANY, BRILLARE, Axiom, IncNut DIGITAL	

*Like to like growth considering previous year revenues in the same period of Axiom Ayurveda and IncNut Digital

Hair and Scalp Care

Navratna Cool Oils

- Delivered double digit growth
- Strategic focus on LUP's and ₹10 SKU, helped improve penetration
- Launched new campaign featuring Kapil Sharma, Aakash Gupta and Tridha Choudhury
- Digital-First Media Engine: Delivered 421 Mn+ impressions
  - Amplified the GARMI campaign (28 Mn+ impressions),
  - 70+ influencer-led content assets generating 4 Mn+ views
  - 6.6 Mn+ engagements through the Navratna Laughter Relief comedy property on JioHotstar.

Kesh King

- Grew in mid-single digits
- High-decibel media support with strong emphasis on digital and OTT platforms
- Regional influencer programs executed across MH, WB, AP/Telangana, Bihar and Jharkhand

7 Oils in One

- Recorded remarkable growth momentum, driven by strong consumer demand
- Introduced 350ml SKU in MT.
- Accelerated consumer engagement through influencer collaborations, reels, user-generated content

+11%

Y-o-Y Sales Growth in Q1FY27

30%

Contribution to Domestic Business

Skin Care

Talc & Prickly Heat Powder

- Mid-single digit growth despite uneven summer conditions
- **Navratna Cool Talc**
  - New TVC featuring Varun Dhawan and David Dhawan reinforced the “Cooling + Fragrance” proposition; Separate TVC launched to sharpen rural relevance.
  - YouTube cohort-led communication delivered 2.4 Mn reach
  - 100+ influencer activations generated 2.1 Mn views
- **Dermicool**
  - New TVC featured relatable cohorts facing prickly heat in slice-of-life situations.
  - YouTube campaign generated 4 Mn reach
  - Dermicool HER influencer campaign delivered 3 Mn views across 50+ creatives.
  - Scaled trials of Soaps and Shower Gels with 8.7 lakh samples in GT, MT and Qcomm

Smart and Handsome

- Posted low single digit growth
- Sunscreen and masks showed encouraging traction in e-com and MT, with improving MoM velocities.

BoroPlus

- Sales grew in low single digits
- Strong growth in Lotions and Aloe Vera Gel

+3%

Y-o-Y Sales Growth in Q1FY27

27%

Contribution to Domestic Business

Health Care

Zandu Healthcare Range

- Near double digit growth led by OTC range
- Strong growth in Zandu Nityam, Mugdha Rasa, Zandu Ayurvedic Cough Syrup and Zandu Honey etc.
- Strengthened prescription franchise under Medico range through deeper doctor engagement
- Zanducare accelerating portfolio pivot towards high-growth preventive healthcare categories (gut health, diabetes care);
- Drove consumer engagement digital campaigns, influencer collabs, sampling programs, mela activations, bus branding, retail visibility initiatives and rural outreach campaigns etc.

Pain Management Range

- Performance impacted by delayed monsoons, particularly across western regions
- Fast Relief maintained steady traction with focused outlet coverage across metros.
- Strong consumer engagement executed through consumer offers, Home to Home campaign, chemist visibility drives, sampling in religious gatherings, focus drives, participation in marathons etc.
- Zandu Roll On extensive outreach executed across IPL screenings, concerts, colleges and corporate parks - influencer campaigns generated 5.7 mn views

+2%

Y-o-Y Sales Growth in Q1FY27

26%

Contribution to Domestic Business

Strategic Investments

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The Man Company
- Expanded consumer acquisition via Qcom sampling, gifting activations and retail footprint expansion
- Launched Lightening Lip Balm, Moisturizing Lip Balm and Beard Oil

Brillare Science
- Rosemary franchise generating 35% repeat purchase rates
- Built a high-volume influencer-led content flywheel, generating ~1,400 posts p.m. with strong engagement rates

Axiom Ayurveda
- Became a subsidiary w.e.f. 1st Apr'26
- Executed a Pilgrimage Circuit OOH strategy across pilgrimage routes
- Introduced category-first Shikara Branding on Dal Lake, Kashmir

IncNut Digital
- Consolidated from Jun'26
- Strengthened D2C conversion through multi-benefit and regimen-led communication
- Built marketplace and Qcom capabilities through dedicated leadership hiring

+3.6x
Reported Sales Growth in Q1FY27

+61%
Like to Like Sales Growth in Q1FY27

18%
Contribution to Domestic Business

THE MAN COMPANY

BRILLARE

Axiom

IncNut DIGITAL

International Business

- Ongoing West Asia conflict, supply-chain bottlenecks and inflationary pressures impacted sales
- MENAP remained relatively resilient despite conflict
- Implemented calibrated price increases to mitigate inflationary and freight cost pressures
- Rationalized trade spends and exercised strict cost discipline
- Focused on range selling and distribution productivity, strengthening throughput
- Continued investment in innovation and premiumization, with launches including Creme 21 face-care extensions, Navratna Tonic, Smart & Handsome beard care in GCC and skincare extensions in Bangladesh

-12%

Y-o-Y Sales Growth in Q1FY27

12%

Contribution to Consol. Business

Launches in Q1FY27

Creme 21 Xtra Clear Range

Creme 21 Xtra New Face Wash Range

Creme 21 Xtra Bright NPD's

Navratna Hair Tonic & Navratna Plus Hairfall Control Cooling Oil

Smart and Handsome Beard & Face Oil and Facewash

Key Consumer Connect Initiatives - ATL

Launched Navratna Special Champi campaign with Kapil Sharma starring Aakash Gupta and Tridha Choudhury, enhancing youth relevance and driving trials through modern, relatable and humor-led communication.

Launched New TVC featuring Varun Dhawan and David Dhawan reinforcing the “Cooling + Fragrance” proposition.

New TVC focused on Rural Audience for Navratna Cool Talc Re.1 sachet

Rosemary Marketing Campaign for Brillare

The Man Company Vitamin C Facewash Influencer Campaign

Celeb approved marketing campaign for Vedix

Launched Influencer Campaign for Navratna generating 4 Mn+ Views across 70+ assets

Influencer Campaign for 7 Oils in One

Released 2 Bhojpuri songs for Navratna Extra Thanda generating 4.1 mn views on YouTube

Key Consumer Connect Initiatives - BTL

Participation in Fairs and Festivals

Champi demos at Reliance Outlets

Farmer Contact Programme with Branded Zone

Bus and Auto hood branding

Women's day activity

Train Branding

MT Visibility

Sampling

Shikara Branding on Dal Lake

Q1FY27 Consolidated Financials

₹ in crore

Particulars	Q1FY27	%	Q1FY26	%	Growth over PY	FY26	%
Net Sales	**1,030.1**	**99.1%**	**893.1**	**98.8%**	**15.3%**	**3,745.3**	**99.1%**
Other Operating Income	9.1	0.9%	11.0	1.2%	-17.1%	34.2	0.9%
Revenue from Operations	**1,039.2**	**100.0%**	**904.1**	**100.0%**	**14.9%**	**3,779.5**	**100.0%**
Materials Cost	355.2	34.2%	276.5	30.6%	28.5%	1,138.0	30.1%
A&P	203.4	19.6%	179.8	19.9%	13.2%	739.2	19.6%
Staff Cost	135.7	13.1%	119.5	13.2%	13.6%	479.1	12.7%
Admin and other expenses	118.7	11.4%	114.2	12.6%	3.9%	459.5	12.2%
EBIDTA	**226.2**	**21.8%**	**214.2**	**23.7%**	**5.6%**	**963.6**	**25.5%**
Other Income	18.5	1.8%	21.6	2.4%	-14.3%	85.1	2.3%
Interest	5.6	0.5%	2.4	0.3%	130.3%	11.1	0.3%
Amortisation of acquired TM's/ brands	18.8	1.8%	22.8	2.5%	-17.6%	88.5	2.3%
Depreciation/Amortisation of other assets	24.0	2.3%	21.7	2.4%	10.4%	88.9	2.4%
PBT before share of Profit /Loss of associate	**196.3**	**18.9%**	**188.9**	**20.9%**	**3.9%**	**860.3**	**22.8%**
Share of Profit /(loss) of associate	(1.6)	-0.2%	(2.1)	-0.2%	-23.9%	(4.1)	-0.1%
Exceptional Items	-	0.0%	-	0.0%		(10.1)	-0.3%
PBT	**194.7**	**18.7%**	**186.8**	**20.7%**	**4.3%**	**846.1**	**22.4%**
Tax Expense	55.8	5.4%	22.5	2.5%	147.7%	70.8	1.9%
Profit After Tax	**138.9**	**13.4%**	**164.2**	**18.2%**	**-15.4%**	**775.3**	**20.5%**
Non controlling interest	1.6	0.2%	(0.0)	0.0%		(0.0)	0.0%
Profit for the Period	**137.3**	**13.2%**	**164.2**	**18.2%**	**-16.4%**	**775.3**	**20.5%**

Awards & Accolades

Received the **Golden Peacock National Quality Award 2026**, by the Institute of Directors (IOD), India recognizing outstanding commitment to quality management and business excellence

Pacharia Unit conferred with the **Greentech Energy Management Excellence Gold Award 2026** in the Industrial Energy Management category recognizing excellence in energy efficiency, sustainability and environmental stewardship.

Navratna Oil honored with the "**Best Branded Content on OTT**" award at the **MAA Awards 2026** by **Adgully** for "Navratna Laughter Relief," branded comedy series on Jio Hotstar

Masat Unit received the **Gold Award** by the **Quality Circle Forum of India,** Vadodara Chapter, for a Kaizen-driven productivity enhancement initiatives

Recognised at **the FIPSA 2026 Responsible Packaging Awards** by the Federation of Indian Packaging Standards and the National Institute of Design, for excellence in sustainable packaging innovation and consumer-centric design for 7 Oils in One Hair Mask (International Business) and Bio Compostable Polybags (Commercial Sustainability)

Pacharia Unit received the **Platinum Award by the CII Centre of Excellence** for Competitiveness at the 12th National Kaizen Competition 2026


Navratna
AYURVEDIC OIL
2 minute Special Champi
for Relief from
HEADACHE
TIREDNESS
TENSION
CHAMPI
SPECIALIST
NEW
Navratna
AYURVEDIC OIL
COOL
WITH 9 ACTIVE
HERBAL INGREDIENTS
Relieves • Relaxes • Rejuvenates

Thank you