May 23, 2026

To,
The Manager,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051

Symbol: IEML **ISIN:** INE0RRU01016

Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Press Release

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company for Financial year 2025-26 results.

Kindly take the same on your record.

Thanking you,

For **Indian Emulsifiers Limited**

YASH TIKEKAR Digitally signed by YASH TIKEKAR Date: 2026.05.23 15:28:36 +05'30'

Yash Tikekar
Managing Director
DIN: 02206485

Indian Emulsifiers Limited
PERFORMANCE | SUSTAINABILITY | INNOVATION | CHEMISTRY

Indian Emulsifiers Ltd Reports Steady Growth in FY26; Revenue by 57.93%, PAT Grows by 21.83%, YoY

Mumbai, 23rd May 2026

Indian Emulsifiers Limited, a fast growing manufacturer of high performance specialty chemicals, announced its audited financial results for the full year FY26.

Key Financial Highlights:

Financial Performance (FY26 vs FY25)

Particulars (Rs. Cr)	FY26	FY25	YoY Change
Total Revenue	159.87	101.23	↑ 57.93%
EBITDA	26.15	21.05	↑ 24.22%
PAT	16.20	13.30	↑ 21.83%

Managing Director of Indian Emulsifiers Limited, commented on the company's performance:

"FY26 has been a year of meaningful progress amid one of the more challenging global operating environments in recent memory.

We grew our full year revenue by 57.93% year-on-year to Rs. 159.87 Crore, while delivering a PAT of Rs. 16.20 Crore, an increase of 21.83% over FY25, adding Rs. 2.90 Crore in absolute profit. Our EBITDA grew 24.22% to Rs. 26.15 Crore.

This performance reflects the underlying strength of our business and the commitment of our teams in navigating a volatile external environment.

On a year on year basis, both gross profit and PAT have grown meaningfully in absolute terms. At the same time, we acknowledge that percentage margins have seen some moderation a natural and expected outcome as we pursue aggressive volume growth, penetrating new markets, expanding our geographic footprint, and deepening volume share with existing customers.

As our procurement volumes scale, we expect to benefit from improved pricing leverage with suppliers, which will progressively stabilize and enhance our margin profile in the coming year or years.

From a cash flow perspective, our operating profit before working capital changes grew 19.12% year on year, from Rs. 21.77 Crore in FY25 to Rs. 25.94 Crore in FY26 a strong indicator of the underlying earnings quality of the business.

Working capital deployment increased to Rs. 50.73 Crore from Rs. 36.31 Crore in the prior year, a growth of approximately 39.70% proportionate to, and in relative terms meaningfully lower than, our 57.93% revenue growth.

A company scaling at this pace cannot be expected to fund incremental working capital requirements entirely from internal cash generation. The absorption of additional working capital is a direct function of business growth larger order books, a broader customer base, and expanded procurement. This is standard practice for growth stage specialty chemical manufacturers, and we continue to manage working capital with discipline and a clear focus on improving efficiency as scale compounds.

Debtor days increased from approximately 110 days in FY25 to approximately 131 days in FY26. This reflects a deliberate and prudent extension of credit terms as we engage with larger customers and expand into new markets where competitive credit cycles are market driven. Our credit decisions are governed by disciplined risk assessment frameworks. It is also important to note that receivable balances as at 31st March reflect only the preceding few months of activity Q4 typically carries elevated balances as order pipelines, production cycles, and execution lead times peak reflecting the expected growth of the upcoming financial year overlap.

Inventory levels have been evaluated using two complementary methods, each offering a distinct lens on operational efficiency. On an operational basis measuring closing inventory against daily revenue run rate inventory days increased from approximately 131 days in FY25 to approximately 146 days in FY26, reflecting the strategic inventory build-up during February and March 2026 in response to escalating Middle East supply disruption risks, price volatility concerns, and expected shortages of key raw materials.

On a traditional procurement basis measuring closing inventory against daily raw material consumption inventory days remained broadly stable at approximately 179 days in FY25 versus 178 days in FY26, reflecting that our overall inventory management relative to cost throughput has remained consistent.

Since late April and into May 2026, supply conditions have normalized to a new pricing baseline. Raw material cost increases have been passed through to customers, and the inventory build-up is being regularized. Going forward, we expect inventory days to improve as volumes across our product basket grow and our teams continue to sharpen production turnaround and supply chain lead times.

Creditor days improved significantly from approximately 23 days in FY25 to approximately 60 days in FY26 on a revenue basis, and from approximately 32 days to approximately 73 days on a traditional procurement basis.

This reflects the growing leverage the Company is building with its supplier base as procurement volumes scale a direct and positive consequence of our growth trajectory.

As a result, our Cash Conversion Cycle remained essentially stable: approximately 218 days in FY26 versus 219 days in FY25 on a revenue basis and improved from approximately 258 days to 236 days on a traditional basis.

The table below presents both metrics for transparency:

Metric	FY26	FY25	FY26	FY25
	Operational (Revenue based)		**Traditional (Material based)**	
Debtor Days	**131**	110	**131**	110
Inventory Days	**146**	131	**178**	179
Creditor Days	**60**	23	**73**	32
Cash Conversion Cycle	**218**	219	**236**	258

Long term debt increased to Rs. 25.95 Crore in FY26 from Rs. 6.74 Crore in FY25. This increase is purposeful and growth oriented, corresponding directly to investment in a new land for a new Quality Control and R&D facility, expansion of infrastructure for upcoming food grade emulsifiers on an adjoining plot along with certain additional equipment's.

This is excluding the ongoing construction of our new greenfield manufacturing unit at Plot C-3, Lote Parshuram MIDC funded through equity and expected to become operational by the end of FY27 and set to meaningfully enhance our production capacity, product capabilities, and customer service levels.

On related party transactions, we wish to provide context that underscores the commercial and operational rationale behind these arrangements.

Our transactions with YST Life Sciences Private Limited are bilateral in nature certain finished products of YST Life Sciences serve as raw material inputs for select formulated products of Indian Emulsifiers, and vice versa. These are genuine arm's length supply arrangements driven by product and technical complementarity.

Separately, Indian Emulsifiers Limited has historically supplied select specialty chemical products to Chemical Brothers Enterprises Private Limited, which markets these to export and domestic customers under product approvals and registrations held in Chemical Brothers' name.

These approvals represent significant niche market access both export and domestic that Indian Emulsifiers benefits from at market prices.

Chemical Brothers and YST Life Sciences are established businesses that pre-date Indian Emulsifiers, and it is Indian Emulsifiers that derives commercial access and market reach through these relationships.

All related party transactions are conducted at arm's length, at prevailing market prices, and are reviewed and approved through appropriate governance processes.

FY26 was a year that tested businesses across the board from cascading effects of evolving U.S. tariff structures and protectionist trade policies to crude oil price volatility, persistent geopolitical tensions in the Middle East, and disruptions to key global shipping routes. Many of our customers who export to the United States faced headwinds, and we absorbed the resulting demand variability through agile planning and close customer engagement. Despite these conditions, we navigated the year with resilience through careful cost management, disciplined procurement, and sustained operational focus.

We are pleased to have delivered growth and maintained broadly stable profitability in such an environment.

As we enter FY27, with new capacity expected to come online end of the year, our subsidiaries gaining traction, and the macro environment stabilizing, we are confident and optimistic about the year ahead."

About Indian Emulsifiers Limited:

Founded in 2020, Indian Emulsifiers Ltd is a leading manufacturer of specialty chemicals including Esters, Esterquats, Polyamides, Polymerized surfactants, Sulphates, Amphoterics, Phosphate esters, Imidazolines, Wax emulsions, Specialty emulsifiers and Formulated products. With a diverse portfolio of over 125 products and exports across 9 countries, the company serves multiple industries including Food, Personal care, Textiles, Mining, Industrial and Institutional Cleaners, Metal Working, Oil & Gas Industry and Lubricants.

The company operates a state-of-the-art facility in MIDC Lote Parshuram, Maharashtra with 12,000 MTPA capacity and in-house R&D and technical innovation capabilities. It is certified under ISO 9001, Responsible Sourcing, Kosher and Halal standards, reflecting its strong commitment to quality and sustainability.

Disclaimer:

For Further Information Please Contact:

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