



July 09, 2026

Listing Department
National Stock Exchange of India Limited
Symbol: HONASA

Listing Department
BSE Limited
Scrip Code: 544014

Sub.: Quarterly Update – Q1 FY2026-27

Dear Sir/Madam,

Please find enclosed an update on the operating performance during the quarter ended June 30, 2026 (Q1 FY27).

The aforesaid update will also be hosted on the Company's website viz. www.honasa.in.

Thanking you

Yours truly,
For **Honasa Consumer Limited**

Gaurav Pandit
Company Secretary and Compliance Officer

Encl.: As above

Honasa Consumer Limited

Registered Office: Unit No - 404, 4th Floor, City Centre, Plot No 05, Sector-12, Dwarka, New Delhi – 110 075

Corporate Office: 10th & 11th Floor, Capital Cyberscape, Sector 59, Gurugram – 122 102

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| CIN: L74999DL2016PLC306016 |



Quarterly Update: Q1 FY27

This note sets out a brief overview of operating performance for the quarter ended June 30, 2026 (Q1 FY27). A detailed Information Update will be shared after the Board approves the Q1 FY27 financial results.

Opening FY27 on a solid footing, we expect Honasa Consumer Limited (along with its subsidiaries) to deliver a strong performance in Q1 FY27. Our business is expected to **deliver strong YoY growth¹ around thirties during the quarter**, led by continuous growth momentum across our focus categories.

On a **reported basis** (adjusting for the change in revenue recognition policy by the Flipkart group), we expect the company to **deliver YoY growth in mid-twenties in Q1 FY27**.

Our largest brand, **Mamaearth**, accelerated its growth momentum and is **expected to deliver high-teens growth YoY** during the quarter powered by increasing consumer affection, along with strengthening offline distribution. Our **younger brands²** continued their strong growth momentum and are **expected to deliver growth in early forties**.

Our **Offline channel** continued to be a key growth driver, with **General Trade and Modern Trade** expected to **sustain strong growth momentum**, aided by improving direct distribution reach in General Trade and strong in-store execution across both channels. Our **Online channel** is also expected to deliver **healthy growth** over the period.

On the margin front, we expect the business to sustain its momentum delivering a **double-digit operating margin profile** in Q1 FY27, aided by operating leverage from scale.

¹ Revenue is adjusted for changes in settlement by the Flipkart group, resulting in an impact/change in revenue recognition for marketplace sellers like Honasa. Revenue includes the consolidation of BTM Ventures Private Ltd

² Younger brands include The Derma Co., Aqualogica, BBlunt, Dr. Sheth's, Staze, Lumineve and Reginald Men



About Honasa Consumer Limited

Honasa Consumer Limited is India's largest digital-first beauty and personal care company, with a diverse portfolio of brands. Uniquely positioned to capture growth trends shaping the BPC market, the company leverages data-driven innovation and a strong omnichannel distribution network. Driven by purpose, Honasa Consumer Limited is committed to creating a sustainable, consumer-focused future.

For further information please contact: investorrelations@mamaearth.in

Disclaimer:

- 1) This update for the quarter ended June 30, 2026, is provisional and subject to limited review by the statutory auditors of the Company. This update is being issued as a voluntary disclosure and does not constitute financial results or earnings guidance.*
- 2) The statements and financials disclosed above may differ from the reported financials to reflect the underlying business performance. Certain statements in this communication may be forward-looking in nature within the meaning of applicable laws and regulations. Actual results may differ materially from those expressed or implied.*
- 3) All growth figures are presented on a YoY percentage basis for Q1 FY27.*