



October 06, 2026

Listing Department
National Stock Exchange of India Limited
Symbol: HONASA

Listing Department
BSE Limited
Scrip Code: 544014

Sub.: Quarterly Update – Q2 FY2026-27

Dear Sir/Madam,

Please find enclosed an update on the operating performance during the quarter ended September 30, 2026 (Q2 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**

Digitally signed by
Gaurav Pandit
Date: 2026.10.06
08:54:42 +05'30'

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 - 110075

Corporate Office: 10th & 11th Floor, Capital Cyberscape, Sector-59, Gurugram, Haryana - 122102

Email: info@mamaearth.in; Phone: 011 - 44123544 | Website: www.honasa.in

| CIN: L74999DL2016PLC306016 |



Quarterly Update: Q2 FY27

This update provides an overall summary of the operating performance for the quarter ended September 30, 2026 (Q2 FY27). A detailed Information Update will follow upon Board approval of the Q2 FY27 financial results.

Q2 FY27 is expected to be another robust quarter for Honasa Consumer Limited (along with its subsidiaries), building on the momentum established in Q1 FY27. We expect NSV¹ **YoY growth² in early-thirties** during the quarter, underpinned by broad-based traction in our focus categories, across brands.

Our largest brand, **Mamaearth**, has sustained its growth momentum over the last few quarters and is **expected to deliver high-teens YoY growth² (NSV¹)** during the quarter, supported by rising brand affinity and a widening offline footprint. Our **younger brands³** continue to scale on strong traction and are expected to **accelerate their YoY growth² (NSV¹) to around mid-forties**.

Offline continues to lead our growth, with **General Trade and Modern Trade** both **expected to post strong growth**, backed by deeper direct distribution in General Trade and sharper execution at the point of sale. **Online is expected to see continued growth momentum** during the quarter.

On profitability, we continue to deliver on our goal of **EBITDA margin improvement**, and we expect the business to deliver **early double-digit operating margin profile in Q2 FY27 as well with strong YoY gains** in the quarter.

1. "NSV" refers to net sales value after returns, taxes, discounts & cancellation.

2. Growth is presented on a like-for-like basis, as base period revenue (Q2 FY26) is also adjusted for the change in settlement by the Flipkart group, which impacts revenue recognition for marketplace sellers like Honasa. Reported and like-for-like growth are therefore aligned.

3. 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:

- *This update for the quarter ended September 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.*
- *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.*
- *All growth figures are presented on a YoY percentage basis for Q2 FY27.*