November 06, 2026

Listing Department
National Stock Exchange of India Limited
Symbol: HONASA

Listing Department
BSE Limited
Scrip Code: 544014

Sub.: Press Release

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release on the unaudited standalone and consolidated financial results for the quarter and half year ended September 30, 2026, titled "**HONASA CONSUMER CLOCKS ~36% REVENUE GROWTH IN Q2FY27, ITS HIGHEST SINCE LISTING; EBITDA NEARLY DOUBLES TO INR 93 CRORE**".

Kindly take the same on record. This disclosure 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: 2026.11.06 13:21:47 +05'30'

Gaurav Pandit
Company Secretary and Compliance Officer

Encl.: As above

HONASA CONSUMER CLOCKS ~36% REVENUE GROWTH IN Q2FY27, ITS HIGHEST SINCE LISTING; EBITDA NEARLY DOUBLES TO INR 93 CRORE

Gurugram, November 06, 2026: Honasa Consumer Ltd., India's leading beauty and personal care House of Brands, announced its financial results for the quarter ended September 30, 2026.

"We have always believed that the opportunity for Honasa in India's beauty and personal care market is much larger than what we have tapped into so far. There is still a lot we want to build, and Q2FY27 is a strong reflection of this ambition. We delivered our highest growth since listing, with revenue growing ~36% YoY and EBITDA nearly doubling to INR 93 Cr. What makes this growth particularly encouraging is the strength of the business behind it. Our Focus Categories grew over 40% and now contribute more than 80% of our business, with strong momentum across General Trade, Modern Trade and eCommerce. This reflects the strength of our category playbooks and our ability to reach consumers across an increasingly diverse retail landscape.

At the brand level, each business is writing its own growth story. Mamaearth has sustained its high-teens growth, The Derma Co. continues to grow profitably. Our Younger Brands grew over 45% YoY, reflecting highlighting the potential of our emerging portfolio. This is what makes our House of Brands approach exciting. Each brand has a distinct consumer, proposition and opportunity, and we want to give each the focus, capabilities and independence to become a meaningful player in its category. There is still so much potential ahead, and we are excited to build on this momentum by creating a future-ready House of Brands that can shape the next phase of India's beauty and personal care industry.", said **Varun Alagh, Chairman and CEO & Co-founder, Honasa Consumer Limited**

Commenting on the same, **Ghazal Alagh, CIO & Co-founder, Honasa Consumer Limited,** added, *"Innovation remains central to this ambition. While we continue to strengthen the core of our flagship brands, we are also creating room for our younger brands to experiment with new formats and consumer propositions. From Mamaearth's Kulhad Chai Tinted Lip Balm, in collaboration with Chaayos, to Dr. Sheth's Collagen & Vitamin C Overnight Moisture Wrapping Mask, our innovations reflect our effort to stay culturally relevant and anticipate evolving consumer preferences, without compromising on product superiority. As we enter the next phase of growth, we will continue to push the boundaries of innovation, deepen our presence in core categories and make our products accessible to more consumers across channels."*

Key Highlights:

- **Q2FY27 recorded the highest growth since listing,** with revenue growing **~36% YoY** to **INR 731 Cr;** EBITDA nearly **doubled to INR 93 Cr**, indicating improving profitability
- **Focus Categories grew 40%+**, driven by strength across key channels
- **Mamaearth** continued on its **high-teens growth trajectory** with **mid-teens EBITDA,** reinforcing the strength of our flagship brand in driving profitable growth

- **The Derma Co.** continued its strong profitable growth trajectory, driven by consumer love with over **65,000 outlet reach.**
- **Younger Brands grew 45%+,** with each brand building on its own growth drivers and finding new opportunities within its category
- **Offline momentum continued,** with sharper execution in General Trade expanding reach to **~3.2 lakh outlets**, while Modern Trade recorded **40%+ YoY growth in offtake**
- **Staying ahead of the curve through innovation**, with new products and formats being introduced across the portfolio
- Focus on developing superior products through effective formulations, with **Mamaearth, The Derma Co. and Aqualogica** demonstrating strong product performance in **independent blind tests and clinical studies.**

About Honasa Consumer Ltd.:

Honasa Consumer Limited is India's largest digital-first beauty and personal care company, with a diverse portfolio of seven 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 Press Queries:
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