Ravel

RAVELCARE LIMITED

CIN: L20236MH2018PLC317628
GSTIN: 27AAJCR2733B1ZM

November 13, 2026

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Scrip code: 544629

Dear Sir/Ma'am,

Sub: Press Release

With reference to the captioned subject, we enclose herewith the Press Release with respect to Unaudited Financial Results of the Company for the half year ended September 30, 2026.

Kindly take the same on your record.

Thanking you,

Yours Faithfully,

For Ravelcare Limited

BHATT ALPESH RAJESH
Digitally signed by BHATT ALPESH RAJESH
Date: 2026.11.13 19:27:30 +05'30'

Alpesh Rajesh Bhatt
Company Secretary and Compliance Officer

Enc. a/a

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investors@ravelcare.com

PRESS RELEASE

Mumbai, 13 November 2026

Ravelcare nearly doubles profit after tax in H1 FY27

Profit after tax up 96.6% to ₹3.84 crore, from ₹1.95 crore in H2 FY26. Revenue up 20.7%, the Company's highest half-yearly revenue and profit after tax. Personalised skincare range to launch by December 2026.

Ravelcare Limited ("Ravelcare" or "the Company"), the personal care company behind the Ravel brand, today announced its unaudited financial results for the half year ended 30 September 2026 (H1 FY27).

Compared with our last results (H2 FY26)

- Revenue from operations of ₹15.15 crore, up 20.7% from ₹12.56 crore.
- Profit after tax of ₹3.84 crore, up 96.6% from ₹1.95 crore.
- Profit before tax of ₹5.17 crore, up 89.4% from ₹2.73 crore.
- EBITDA of ₹4.48 crore, up 64.3% from ₹2.73 crore. EBITDA margin of 29.6%, against 21.7%.

₹ lakh	H1 FY27	H2 FY26	Change	H1 FY26	Change
Revenue from operations	**1,515.1**	1,255.7	+20.7%	1,439.8	+5.2%
Gross margin	**79.9%**	78.0%	+190 bps	76.4%	+350 bps
EBITDA	**448.0**	272.8	+64.3%	433.3	+3.4%
Profit before tax	**517.4**	273.2	+89.4%	434.1	+19.2%
Profit after tax	**383.7**	195.1	+96.6%	320.3	+19.8%

Balance sheet

Cash, deposits and investments stood at ₹26.6 crore at 30 September 2026. The Company has no debt. Net worth was ₹41.2 crore.

Progress in H1 FY27

- A new PRO category was launched to cater to marketplaces, quick commerce and distribution channels.
- The PRO range went live on Amazon, Flipkart, Nykaa, Blinkit, Myntra and others, and is being sold through multiple warehouses there.
- The entire website and the consultation module were revamped. Conversion rate improved and average order value increased by 9%.
- Returns dropped by around 60% compared with H2 FY26.
- Repeat of around 35% on the Company's platform was maintained.

Outlook

Ravelcare plans to launch a personalised skincare range by December 2026. The range consists of targeted, personalised treatments and will be available on all marketplaces and e-commerce channels, with more products to follow. More than 90% of the

Company's business currently comes from its own website. In the long term, repeat purchases usually happen on marketplaces and quick commerce, and that is where the customers are.

The category is moving towards faster delivery cycles. These are consumables, and customers expect immediate or one-day delivery. The PRO range is built to cater to distribution channels and will be scaled from here. Unlocking distribution through skincare and the PRO range is expected to add significant scale, further improve repeat and open a path to offline retail in future.

The Company plans to launch in international markets soon, and continues to work on lowering operating costs, shortening delivery timelines and reducing returns further.

FROM THE MANAGING DIRECTOR

"This was a strong half for Ravelcare. Profit after tax nearly doubled compared with our last results, to ₹3.84 crore, on revenue that grew 20.7% to ₹15.15 crore. Despite the ongoing war, our gross margin was not affected. It improved to 79.9%.

What encourages me most is what we built alongside these numbers. The PRO range is live on the major marketplaces and quick commerce platforms. Our revamped website and consultation module raised average order value by 9%, returns fell by around 60%, and repeat of around 35% on our platform shows that customers who try Ravel come back. Skincare builds on all of this. It gives our existing customers a second category to buy from us, brings new customers to Ravel, and is expected to add significantly to our scale.

We believe the larger opportunity is still ahead of us. More than 90% of our business comes from our own website today, while the category is moving to marketplaces, quick commerce and one-day delivery. Our personalised skincare range launches by December on all marketplaces and e-commerce channels, the PRO range opens up distribution, and international markets are next.

We thank our shareholders for their trust, and we welcome those joining us as we build Ravel into a larger personal care company."

Ayush Mahesh Varma
Managing Director, Ravelcare Limited

About Ravelcare Limited

Ravelcare Limited sells personal care products, including haircare and skincare, under the Ravel brand through its own website, e-commerce marketplaces and quick commerce platforms. Its PRO range is built for marketplaces, quick commerce and distribution channels. Its products are made by third-party manufacturers.

For further information:
Ayush Varma, Managing Director
Ravelcare Limited (BSE: 544629)
Email: investors@ravelcare.com | www.ravelcare.com

Disclaimer: Figures for the half year ended 30 September 2026 are unaudited and should be read with the financial results filed with the stock exchange. Operating metrics are management estimates. Statements in this release about future plans, including product launches and new markets, are forward-looking and involve risks and uncertainties. Actual outcomes may differ materially. The Company does not undertake to update these statements.