



May 21, 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 audited standalone and consolidated financial results for the quarter and financial year ended March 31, 2026, titled "**HONASA CONSUMER DELIVERS 28% YoY GROWTH IN Q4 FY26; EBITDA AND PAT DOUBLES, MARKING THIRD CONSECUTIVE QUARTER OF 20%+ GROWTH**".

Kindly take the same on record. This disclosure will also be hosted on the Company's website viz. www.honasa.in.

Thanking you,

Your 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 - 110075

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

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| CIN: L74999DL2016PLC306016 |



HONASA CONSUMER DELIVERS 28% YoY GROWTH IN Q4 FY26; EBITDA AND PAT DOUBLES, MARKING THIRD CONSECUTIVE QUARTER OF 20%+ GROWTH

The Board announces maiden final dividend of INR 3 per Equity Share

Gurugram, May 21, 2026: Honasa Consumer Ltd., India's leading beauty and personal care House of Brands, announced its financial results for the quarter and year ended March 31, 2026.

"FY26 was a year of strengthening the core and building a more resilient growth engine for the future. Over the last few quarters, we stayed sharply focused on the six pillars that defined our strategy for the year - improving execution across our Focus Categories, strengthening Product Superiority, scaling Hero Products, sharpening our content engine, rebuilding momentum in Offline Distribution, and unlocking Innovation Engines.

These efforts, combined with the right category playbooks, stronger execution discipline, and focused leadership hiring across key functions, started reflecting meaningfully in our performance trajectory. We delivered three consecutive quarters of 20%+ growth, with Q4 FY26 becoming our highest-ever quarter in both revenue and EBITDA. This year we also announced our first-ever dividend, reflecting the confidence we have in the long-term strength and direction of the business.

The momentum is now visible across brands and channels. Mamaearth continued to gain market share across key categories, according to NielsenIQ. Our Hero SKUs grew 2x+ faster than the brand, led by products like Ubtan Face Wash and Onion Shampoo, as well as newer launches such as Rice Face Wash and Rosemary Anti-Hair Fall Shampoo, which continue to scale meaningfully. Our younger brands also maintained strong momentum, growing 40%+ during the year. In its first quarter of consolidation, Reginald Men crossed an ARR of INR 100 Cr+, doubling its revenue YoY.

At the same time, our investments across AI-led content systems, R&D, product innovation, and distribution infrastructure are beginning to reflect in stronger execution quality across the organization.

Going forward, we remain focused on building a future-ready House of Brands through sharper category playbooks, disciplined capital allocation, stronger talent density, and sustained profitable growth," said **Varun Alagh, Chairman and CEO & Co-founder, Honasa Consumer Limited.**

Key Highlights:

- **Q4FY26** witnessed **highest-ever quarterly revenue of INR 682 Cr, growing 28% YoY**, along with **highest-ever EBITDA of INR 77 Cr**
- **Highest ever PAT for Q4FY26** stood at **INR 69 Cr**, more than **doubling YoY, INR 200 crore annually in FY26**



- **The Board approves its maiden final dividend**, recommending a payout of INR 3 per equity share, amounting to 51.2% of FY26 standalone PAT (Subject to shareholder approval at AGM)
- **Mamaearth delivered teen growth** in Q4FY26, further strengthened its **Offline Distribution ecosystem**, with **~1.2 lakh outlets** billed directly through distributors during FY26.
- **Younger Brands** grew **40%+ YoY in FY26**, maintaining strong momentum across online and offline channels.
- **The Derma Co.** continues to deliver strong growth across channels; **maintaining double-digit EBITDA profile**
- **Focus Categories** grew **35%+**, with all key channels growing
- In its first quarter of consolidation, **Reginald Men hit an ARR of INR 100cr+** doubling its revenue YoY

For Press Queries:

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