



April 09, 2026

Listing Department
National Stock Exchange of India Limited
Symbol: HONASA

Listing Department
BSE Limited
Scrip Code: 544014

Sub.: Quarterly Update – Q4 FY2025-26

Dear Sir/Madam,

Please find enclosed an update on the operating performance during the quarter ended March 31, 2026.

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

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

| CIN: L74999DL2016PLC306016 |



Quarterly Update: Q4 FY26

This update provides an overall summary of the operating performance for the quarter ended March 31, 2026. A detailed Information Update will follow upon Board approval of the Q4 FY26 financial results.

We expect Honasa Consumer Limited to deliver a strong performance in Q4 FY26. Our business is **expected to deliver growth¹ in late twenties** during Q4 FY26, driven by strong growth across focus categories.

On a **reported basis** (adjusting for the change in revenue recognition policy by the Flipkart group), we expect the company to **deliver growth in the early twenties in Q4 FY26**.

Our largest brand, **Mamaearth**, continued its growth momentum and is **expected to deliver teens growth** during the quarter. The brand continues to garner consumer love, as evidenced by improving brand strength metrics. Our **younger brands²** continue their growth trajectory and are **expected to deliver growth in the mid-twenties**.

Our **offline channel** remained a key growth driver, with **General Trade and Modern Trade** expected to **continue strong growth momentum**, supported by improving distribution coverage.

This also marks the **first full quarter of our acquisition, BTM Ventures Private Limited** (parent of Reginald Men and Molecular Company), which is **expected to deliver a strong performance**.

We expect the business to **sustain its overall operating profit margin profile** in Q4 FY26, led by leverage in marketing spends and fixed overheads.

We remain cognizant of the evolving geopolitical environment and will continue to undertake proactive measures to mitigate any potential impact on operations and cost structure.

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, and revenue includes the consolidation of BTM Ventures Private Limited

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



About Honasa Consumer Limited

Honasa Consumer Limited is India's largest digital-first beauty and personal care company, with a diverse portfolio of eight 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 March 31, 2026, is provisional and subject to audit 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 Q4 FY26.*