HONASA

August 13, 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 ended June 30, 2026, titled "**HONASA CONSUMER DELIVERS HIGHEST-EVER QUARTERLY REVENUE AND PROFIT IN Q1FY27; REVENUE GROWS ~32% YOY, EBITDA MORE THAN DOUBLES TO 110 CR**".

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: 2026.08.13 15:24:58 +05'30'

Gaurav Pandit
Company Secretary and Compliance Officer

Encl.: As above

HONASA

HONASA CONSUMER DELIVERS HIGHEST-EVER QUARTERLY REVENUE AND PROFIT IN Q1FY27; REVENUE GROWS ~32% YOY, EBITDA MORE THAN DOUBLES TO 110 CR

Gurugram, August 13, 2026: Honasa Consumer Ltd., India's leading beauty and personal care House of Brands, announced its financial results for the quarter ended June 30, 2026.

"We entered FY27 with a clear focus on building on the momentum we created in the second half of FY26, and Q1 has reinforced that the strategy is working. We delivered our highest-ever quarterly revenue and profit, with revenue growing ~32% and EBITDA more than doubling to INR 110 Cr. What stands out for us is that this growth is coming from both our core and younger brands. Our Focus Categories grew 35%+, and we are seeing stronger demand across General Trade, Modern Trade and eCommerce. This is the playbook we set out to build, and it is now translating into performance

At the brand level, Mamaearth has accelerated to high-teens growth, led by its Focus Categories, while hero products such as Rice Dewy Bright Face Wash and Rosemary Anti-Hair Fall Shampoo are strongest growth drivers. The Derma Co. crossed INR 1,000 Cr in NSV ARR and entered the teens EBITDA club, making Honasa the only FMCG company in India to build two INR 1,000 Cr brands in the last ten years.

Our Younger Brands continue to grow at 40%+. BTM Ventures has crossed INR 150 Cr ARR and is scaling beyond its South India stronghold into newer geographies and channels. For me, these are important signals that we are not reliant on any one brand or category; we are building a House of Brands where multiple brands have the potential to scale in their own right using our capabilities and repeatable playbooks.

The next phase of this journey is about taking this strength into new categories. With FIKN, we enter fragrance with India's first elixir brand, tapping into a large, underpenetrated category in India with potential to build a differentiated proposition. The focus is to build a future-ready House of Brands by staying close to the core, sharpening our category playbooks, and staying disciplined on capital allocation and talent density. At the heart of it, we want to keep building brands that solve real consumer needs and earn lasting consumer trust.", **said Varun Alagh, Chairman and CEO & Co-founder, Honasa Consumer Limited.**

Key Highlights:

- **Q1FY27** witnessed **highest-ever revenue of INR 785 Cr,** growing **31.8% YoY,** while EBITDA grew **~2X YoY to INR 110 C**r, with a healthy 1**4.1% margin**
- **Highest-ever profit** recorded at **INR 90 Cr,** with **PAT margin at 11.5%,** highlighting continued improvement in profitability as the business scales
- **Focus Categories grew 35%+,** driven by strength across key channels
- **Mamaearth accelerated to high-teens growth**, led by its Focus Categories**. Rice Dewy Bright became our #1 face cleanser,** and **Rosemary** became the **second INR 100 Cr+ ARR hair ingredient** after Onion

- The Derma Co. posted **INR 1,000 Cr NSV ARR** and entered the **Teens EBITDA Club**, with Face Cleansers crossing **INR 200 Cr ARR,** making Honasa **the only FMCG company in India to build two INR 1,000 Cr brands in the last 10 years**
- **Younger Brands grew at 40%+,** with continued traction across **Gen Z innovation, premium serums, men's skincare, hair colour and sunscreen**
- **BTM Ventures crossed INR 150 Cr ARR and has grown 2X+ since acquisition**, while expanding beyond its South India stronghold into Maharashtra, newer channels and categories
- **Offline scaled,** with General Trade and Modern Trade both growing by 40%+, outlet coverage crossing ~**3 lakh FMCG retail outlets**
- **Entered the fragrance category with FIKN, India's first elixir brand**, tapping into a large and underpenetrated category

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:
Kaustubh.s@honasa.in