



November 12, 2025

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, 2025, titled "***Honasa Consumer Ltd. reports over 22% revenue growth in Q2 FY26 with a strong EBITDA of INR 48 Cr with Mamaearth back in green***".

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
Company Secretary and Compliance Officer

Encl.: As above

Honasa Consumer Limited

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

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| CIN: L74999DL2016PLC306016 |



Honasa Consumer Ltd. reports over 22% revenue growth in Q2 FY26 with a strong EBITDA of INR 48 Cr with Mamaearth back in green

Gurugram, November 12, 2025: Honasa Consumer Ltd., India's leading beauty and personal care House of Brands, announced its financial results for the quarter ended September 30, 2025.

"Q2 marked another quarter of steady growth for Honasa, with revenue up 22.5% YoY and EBITDA holding stable at INR 48 Cr, reflecting the strength and consistency of our growth playbook. Our focus categories continued to contribute over 75% of total revenues and reaffirming the success of our category-first strategy, while deeper distribution and brand building enhanced consumer engagement across India.

This quarter brought strong category wins, with Mamaearth back in green, strengthening its leadership in face cleansers with a 123 bps share gain (NielsenIQ). The Derma Co. was recognized by Euromonitor (CY'24) as India's No. 1 sunscreen brand, crossing INR 750 Cr ARR milestone. Innovation continued to be a key growth driver, as The Derma Co. enhanced its Vitamin C Serum for deeper penetration and Aqualogica introduced India's first in-vivo tested Anti-Pollution Sunscreen.

As we look ahead, we're expanding into new and fast-growing segments. With Luminéve, our first prestige skincare brand launched exclusively on Nykaa, we've entered the premium skincare space with a focus on night skincare and deep repair powered by global ingredient science. We've also invested in Fang, a prestige oral care brand focused on teeth whitening and everyday oral wellness, as we work towards shaping the future of oral beauty in India. Beyond business, we continue to create long-term impact through the Mamaearth Plant Goodness Initiative. We've planted over one million trees so far and are committed to reaching two million by 2030. Our focus remains on scaling Honasa as a House of Purposeful Brands, built on innovation and intent, shaping the future of beauty and personal care in India." said **Varun Alagh, Chairman, CEO & Co-founder, Honasa Consumer Ltd.**

Key Highlights:

- Q2 revenue from operations on a like-for-like (LFL) basis stood at **INR 566 Cr, up 22.5% YoY** and gross profit at **71.9%**, underlining healthy top-line growth with improving margins
- Reflecting sustained improvement in operating performance, the company reported PAT of **INR 39 Cr** in Q2 with stable EBITDA at **INR 48 Cr (8.4%)**
- **UVG in Q2 remains strong at 16.7%** showcasing the resilience and volume led growth of the core business
- **Mamaearth's growth is back in green.** NielsenIQ data shows continued share gains for **Mamaearth face cleansers (+123 bps)**, while shampoos held steady; the **Rice Facewash entered the INR 100 Cr ARR club** after Ubtan and Vitamin C, reinforcing category depth.
- **Younger brands grew over 20% YoY in Q2**, maintaining momentum across focus categories.



- General Trade distribution deepened with a **35%+ YoY** increase in direct outlets billed (H1 FY26), further expanding Honasa's offline footprint across India.
- Innovation continues to build strength in focus categories; focus on **premiumisation** with collaborations-driven innovations like **BBlunt x Tarini** and **Dermasoft Baby Range**, and prestige relaunches across **Dr. Sheth's serums**.

About Honasa Consumer Ltd.:

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