



February 12, 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 and nine months ended December 31, 2025, titled “**HONASA CONSUMER LTD. POSTS HIGHEST-EVER QUARTERLY REVENUE IN Q3 FY26; PROFIT DOUBLES YoY**”.

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

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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. POSTS HIGHEST-EVER QUARTERLY REVENUE IN Q3 FY26; PROFIT DOUBLES YoY

Gurugram, February 12, 2026: Honasa Consumer Ltd., India's leading beauty and personal care House of Brands, announced its financial results for the quarter ended December 31, 2025.

"Q3 FY26 marked a step-up quarter for Honasa as we delivered our highest-ever quarterly revenue of INR 630 Cr, with profits nearly doubling year-on-year. Our focus categories continued to anchor performance, reaffirming the strength of our category-first growth playbook. We remain committed to building scale through disciplined execution and long-term value creation.

Our flagship and largest brand, Mamaearth, is back to double-digit growth, driven by product superiority and sharper investments. Aspirational Gen Z-led communication, market-beating formulations, and focused investment choices translated into stronger traction and market share gains across key categories. The Derma Co., a leading science-backed skincare brand in India, continued to scale with a healthy double-digit EBITDA profile and increasing consumer pull, while our younger brands grew over 25%, backed by rising adoption in focus segments.

As we move ahead, we remain focused on strengthening our margin profile, improving capital efficiency, and building a structurally stronger business that can compound growth sustainably over the long term."

Varun Alagh, Chairman, CEO & Co-founder, Honasa Consumer Ltd.

Commenting on the same, **Ghazal Alagh, CIO & Co-founder, Honasa Consumer Limited**, *"This quarter has been truly encouraging for us. Innovation and re-innovation remain at the heart of how we build our brands at Honasa. We constantly challenge ourselves to raise the bar on formulation and efficacy. Products like Mamaearth Rice Face Wash and BBlunt Intense Moisture Shampoo performing strongly against leading national and international benchmarks reaffirm our belief that consumers reward genuine product superiority. As we move ahead, our focus remains clear- strengthen fundamentals, invest in better science and sharper execution, and continue building Honasa as a House of Purposeful Brands anchored in sustainable, long-term growth."*

Key Highlights:

- Q3 revenue from operations on a like-for-like (LFL) basis stood at **INR 630 Cr, up 21.7% YoY**, marking the **highest-ever quarterly revenue** for the company
- The company reported PAT of **INR 55 Cr** (before exceptional items), with **profits doubling YoY**
- **UVG in Q3 stood at 30.2%**, reflecting steady consumer demand across the core business.
- **Focus categories** delivered growth over **25%**, driven by strong category demand and execution
- **Mamaearth returned to double-digit growth** during the quarter, supported by **product superiority** and **sharpened investment**, resulting in market share gains and traction in focus categories
- **Younger brands** continued to build scale, recording over **25%** growth



- **The Derma Co.** sustained strong momentum, maintaining a **double-digit EBITDA profile** while scaling efficiently
- Offline execution continued to improve with a focus on the **top 100 towns**. Direct outlet coverage crossed **1 lakh outlets**, while total distribution expanded over **25% YoY to 2.7 lakh outlets**.
- Continued investment in product re-innovation, with **Mamaearth Rice Face Wash** and **BBlunt Intense Moisture Shampoo** performing strongly against leading national and international competition.

About Honasa Consumer Ltd.:

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 Press Queries:

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