

July 25, 2024

To,

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400023
BSE Code: 532926

National Stock Exchange of India Limited
Exchange Plaza, Bandra – Kurla Complex,
Bandra (E), Mumbai - 400051
Scrip Code: JYOTHYLAB

Dear Sirs,

Sub: Press Release

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find attached herewith Press Release by the Company in respect of its performance during the quarter ended June 30, 2024.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

For Jyothy Labs Limited

Shreyas Trivedi
Head – Legal & Company Secretary

Encl.: As above

Branch Office:

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- 42-43, Shiv shakti Industrial Estate, Off Andheri Kurla Road, Marol, Andheri (East), Mumbai- 400059.

Jyothy Labs Limited

CIN: L24240MH1992PLC128651

‘Ujala House’, Ramkrishna Mandir Road,
Kondivita, Andheri (East), Mumbai 400059.

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CONSOLIDATED RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

CONSISTENT GROWTH MOMENTUM - HEALTHY OPERATIONAL PERFORMANCE

Mumbai, July 25, 2024: Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended June 30, 2024. The Company delivered sales of Rs 742 crores, increase of 8% growth against the same period last year.

The year has started on a positive note with revenues growing by 8% in value terms and 10.8% in volume. Our EBITDA margin for the quarter stood at 18% versus 17.1% at same period last year, thereby an increase of 13.7%. Our Net Profit also grew by 5.7% over the same period last year.

We have consistently delivered higher revenue growth for the last few years versus industry. This is coupled with increasing operating margins and healthy cash position empowering our future growth.

Going forward, normal monsoon and acceleration in rural demand will be key for positive demand environment.

With rise in competitive intensity, volume growth will be key driver to be supported by higher ATL and BTL spends. Further, disposable income of discerning and aspirational consumers are increasing, hence, specific segments of Home and Personal Care witness adoption of newer categories.

We continue to focus on introduction of relevant innovations and expanding our sales and distribution network. In addition, we are leveraging on modern trade and ecommerce channel which is poised for higher growth.

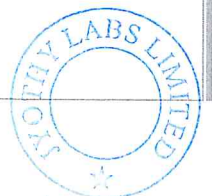
FINANCIAL HIGHLIGHTS (Q1FY2025 results over the same period last year)

- Net Sales at Rs. 742 Crores, up by 8%
- EBITDA margin at 18% (Rs 133.5 Crore) versus 17.1 (Rs 117.4 Crores), up by 13.7%
- Net Profit at Rs 101.7 Crores from Rs 96.3 Crores up by 5.7%

SEGMENT PERFORMANCE:

FABRIC CARE - Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder and Liquid Detergent.

Fabric Care sales increased by 8.8% for Q1FY25 over the same period last year. While Post wash brands – Ujala Supreme and Ujala Crisp and Shine have delivered consistent growth, Main wash detergent brands – Henko, Ujala Instant Dirt Dissolver, Mr. White and Morelight have shown accelerated growth across channels.



Inspite of intense competition, our expanded distribution, ground level activities and product differentiation have helped in driving higher growth across our Fabric Care portfolio.

DISHWASHING - Dish Wash Bar, Liquid, Gel, Powder and Scrubbers.

Dishwashing sales increased by 7.1% for Q1FY25 over the same period last year. For both the brands, Exo and Pril, we have invested aggressively across outdoor media and out of home, apart from conventional medium. This has boosted our growth and our brands are a preferred choice among consumers in the Utensils Cleaning Category.

HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Liquid Vaporizer and Incense Sticks.

Household Insecticides sales increased by 2% for Q1FY25. The category has been impacted by extreme summer in North and East of India. We are focused on growing saliency of the Liquid vaporizer with campaign featuring Superstar Kareena Kapoor showcasing the automatic feature of the machine which is unique in the category.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

Personal Care Sales increased by 10.9% for Q1FY25 over the same period last year. Our Neem based Margo portfolio of Soaps continues to be consumer preference for its authenticity. We continue to allocate investments across multiple channels on Margo aimed at promoting and strengthening Margo's positioning as "Ek Achhi Aadat" (A good habit).

Commenting on the financial performance of Q1FY2025, Ms. M R Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said "Our operating performance has been encouraging. We are focused on deepening our consumer connect to reach out effectively to the last mile of our country, with our wide and differentiated product portfolio.

In addition to direct distribution expansion and manufacturing capacity augmentation, we continue to boost our A&P spends to enhance brand visibility. At Jyothy Labs, we have been delivering better than industry growth and aim to deliver consistent growth for our shareholders with expanding profitability metrics."

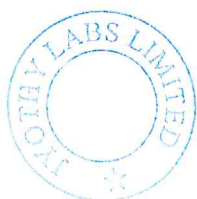
About Jyothy Labs Limited:

Jyothy Labs Limited (JLL), one of the leading Indian FMCG Companies was founded in 1983 with a single brand 'Ujala' which has evolved into a multi brand, BSE & NSE listed Company involved in the manufacturing and marketing of products in fabric care, dishwashing, household insecticide and personal care.

The Company has leading brands like Ujala, Exo, Henko, Pril, Margo, Maxo , Mr. White, MoreLight, Neem, and Maya that are well-known and established brands in their respective categories.

For more information, please contact:

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E-mail: sanjay.agarwal@jyothy.com



A handwritten signature in blue ink that reads "Jyothy M.R." The signature is written in a cursive style.