

January 31, 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 and nine months ended December 31, 2023.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

**For Jyothy Labs Limited**

SHREYAS  
PARAG TRIVEDI

Digitally signed by  
SHREYAS PARAG TRIVEDI  
Date: 2024.01.31 13:02:54  
+05'30'

**Shreyas Trivedi**  
**Head – Legal & Company Secretary**

Encl.: As above

**Jyothy Labs Limited**

CIN: L24240MH1992PLC128651

'Ujala House', Ramkrishna Mandir Road,  
Kondivita, Andheri (East), Mumbai 400 059.

Tel: +91 022-6689 2800 | Fax: +91 022-6689 2805

info@jyothy.com | www.jyothy.com



## CONSOLIDATED RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2023

### **SUSTAINED GROWTH MOMENTUM**

**NET SALES UP BY 10.6%, EBITDA MARGIN AT 17.5% AND PAT UP BY 34.9%**

**Mumbai, January 31<sup>st</sup>, 2024:** Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended December 31, 2023. The Company delivered sales of Rs 678 crores, increase of 10.6% against the same period last year.

Our results have shown resilience amidst the current macro environment. The growth story of the Company further strengthens with regular investment in our growth initiatives towards strategic brand building, direct distribution and manufacturing capacity augmentation. This further aided by focused execution has resulted in double digit revenue growth for the quarter and as well as on a 2 & 3 year CAGR basis.

Our product portfolio strength of having offerings for all the channels helps us in capturing growth through premiumisation and Lower Unit Packs ('LUP's). We are committed to build a higher scale of operations with superior margin profile and healthy cash position.

Overall, demand environment has been mixed. Due to high inflation, consumers spends have been reduced thereby driving significant competitive intensity resulting in more focus towards volume growth. The demand recovery at rural India has yet to pick up the momentum.

The input prices have normalised and have helped in sustaining the margins with higher level of A&P spend to grow market share across our portfolio. We continuously invest behind our digital and ESG initiatives for sustained and responsible growth.

#### **FINANCIAL HIGHLIGHTS (Q3FY2024 results over same period last year)**

- Net Sales at Rs. 678 Crores, up by 10.6%
- EBITDA margin at 17.5% (Rs 118.6 Crores) versus 13.8% (Rs 84.4 Crores), up by 40.6%
- Net Profit at Rs 90.9 Crores from Rs 67.4 Crores, up by 34.9%

#### **FINANCIAL HIGHLIGHTS (Nine months ended Dec'23 over same period last year)**

- Net Sales at Rs. 2097 Crores, up by 12.2%
- EBITDA margin at 17.7% (Rs 371.4 Crores) versus 12.0% (Rs 224.6 Crores), up by 65.4%
- Net Profit at Rs. 291.2 Crores from Rs 180.5 Core, up by 61.3%

*Jyothy M.R*



## **SEGMENT PERFORMANCE:**

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

Fabric Care sales increased by 11.9% for Q3FY24 over the same period last year. The segment has seen healthy growth across post wash and main wash brands. Our focus on the fast-growing liquid detergents category has witnessed good results.

Our mid-price detergent powder segment has witnessed good demand. Further, our targeted consumer activations along with enhanced digital brand awareness is helping us build a strong fabric care portfolio.

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

Dishwashing sales increased by 6.7% for Q3FY24. In spite of market challenges, the growth is driven by initiatives undertaken towards strengthening brands and making it future ready. The focus continues on driving LUP's enabling wider consumer recruitment. In addition, OFO's and E-commerce are supporting the offtakes of premium SKU's.

### **PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.**

Personal Care Sales increased by 22.3% for Q3FY24 over same period last year. Our Neem based Margo portfolio of Soaps along with new variants of Rose, Lemon and Jasmine has seen good acceptance with the consumers. We continue to focus on brand investment across mediums along with focus on distribution.

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

Household Insecticides sales increased by 5.4% for Q3FY24. The category has been facing headwinds, we have been focussing on Liquid format and driving our brand communication highlighting the automatic feature of the machine which is unique in the category.

**Commenting on the financial performance of Q3FY2024, Ms. M R Jyothy, Managing Director, Jyothy Labs Limited said** "The performance for the quarter has been encouraging with double digit revenue growth and expanding profitability metrics. Our results in the last few years have demonstrated consistent growth backed by our investment towards strategic brand building, enhancing direct distribution and manufacturing capacity augmentation.

Consumer demand has been mixed with rural growth yet to pick up momentum. We strive towards volume led growth, strengthen our brands market share and achieve higher scale of business operations for sustainable long term value creation for all stakeholders".

### **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, dishwash, household insecticide and personal care. The Company has leading brands like Ujala, Maxo, Exo, Henko, Pril, Margo, Mr. White, T-Shine, Neem, Maya and MoreLight that are well-known and established brands in their respective categories.

### **For more information, please contact:**

Sanjay Agarwal  
CFO-Jyothy Labs Limited  
M: +91 9167012328  
E-mail: sanjay.agarwal@jyothy.com

