

July 25, 2023

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 Sir,

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, 2023.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

For Jyothy Labs Limited



Shreyas Trivedi
Head – Legal & Company Secretary



Encl.: As above

Jyothy Labs Limited

CIN: L24240MH1992PLC128651

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CONSOLIDATED RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

BUILDING SCALE WITH EXPANDING PROFITABILITY METRICS

Mumbai, July 25, 2023: Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended June 30, 2023. The Company delivered sales of Rs 687 crores, increase of 15.1% growth against the same period last year.

We have observed relatively stable demand across our product portfolio. With moderating input costs, our EBITDA margin for the quarter stood at 17.1% versus 10% at same period last year, thereby an increase of 96.3%. Our Net Profit also grew by 101.7% over the same period last year.

We have delivered a consistent double digit revenue growth for the last few years and rise in our brands market share. This is coupled with healthy cash position empowering our future growth.

With rising disposable income of discerning and aspirational consumers, our efforts are towards increasing engagement with consumers, expanding our sales and distribution network, focus on relevant innovations thereby strengthening our core business.

FINANCIAL HIGHLIGHTS (Q1FY2024 results over same period last year)

- Net Sales at Rs. 687 Crores, up by 15.1%
- EBITDA margin at 17.1% (Rs 117.4 Crore) versus 10% (Rs 60 Crores), up by 96.3%
- Net Profit at Rs 96.3 Crores from Rs 47.7 Crores up by 101.7%

SEGMENT PERFORMANCE:

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

Fabric Care sales increased by 18.1% for Q1FY24 over same period last year. The segment has seen improvement in sales across all brands. Our expanded distribution has helped us to accelerate sales of detergent powder brands on a Pan India Basis.

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

Dishwashing sales increased by 10.6% for Q1FY24. The growth is backed by our two brands portfolio wherein both Exo and Pril has been able to establish itself as the clear brand of choice among consumers. Further, we are leveraging on the rural growth in the bars category and focused on consumers seeking larger packs in dishwash liquid category.

Jyothy M.R.

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

Household Insecticides sales increased by 10.1% for Q1FY24. The category has been impacted with seasonal variations and illegal incense sticks impacting the demand. We are focused on growing saliency of the Liquid vaporizer and promoting coils as a safer option for illegal incense sticks.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

Personal Care Sales increased by 21.1% for Q1FY24 over same period last year. Our Neem based Margo portfolio of Soaps continues to be consumer preference for its authenticity. Our recent introduction of Margo Neem Naturals in three variants of Rose, Lemon and Jasmine has seen good initial response.

Commenting on the financial performance of Q1FY2024, Ms. M R Jyothy, Managing Director, Jyothy Labs Limited said "Our operating performance has been encouraging. We are focused on providing best consumer experience through our brands in their day-to-day life. At the core of our operations, sustainability initiatives have been at forefront to drive our long term growth and profitability.

At Jyothy Labs, we aim for our business model to deliver consistent revenue growth with focus on strengthening distribution, relevant innovations, increase in marketing investment and optimize cost structures.

We have consistently delivered double digit revenue growth for the last few years and expanding our profitability metrics. We strive to build scale with relentless execution and grow our brands market share."

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:

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Jyothy M.R.

