

May 15, 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 financial year ended March 31, 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

Jyothy Labs Limited

CIN: L24240MH1992PLC128651

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Jyothy labs

CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2024

**FY24: DOUBLE DIGIT REVENUE GROWTH WITH FOCUS ON
EXECUTION TO BUILD SCALE**

Mumbai, May 15, 2024: Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended March 31, 2024. The Company delivered sales of Rs 660 crores for Q4FY24, increase of 7% against the same period last year.

The Company continues to deliver healthy performance with double digit revenue growth for the year and on a 2 & 3 year CAGR basis. Our Ebtida margin for the year stood at 17.4%. Our Net Profit for the year grew by 54% over FY23.

During the year, we have focussed on enhancing our distribution reach thereby surpassing our direct reach at 1.2 million retail outlets, focussed on new launches, increasing engagement with consumers thereby strengthening our core business.

FINANCIAL HIGHLIGHTS (Q4FY2024 results over same period last year)

- Net Sales at Rs. 660 Crores, up by 7%
- EBITDA margin at 16.4% from 14.8% at Rs. 108.4 Crores, up by 18.8%
- Net Profit at Rs 78.2 Crores, up by 31.9%

FINANCIAL HIGHLIGHTS (Yearly FY2024 results as against FY2023)

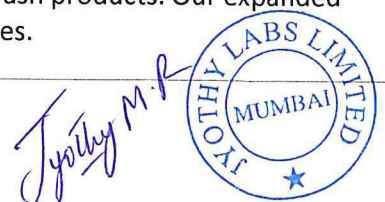
- Net Sales at Rs. 2,757 Crores, up by 10.9%
- EBITDA margin at 17.4% from 12.7% at Rs. 479.8 Crores
- Net Profit at Rs. 369.3 Crores, up by 54%
- Cash balance as at March 31, 2024 of Rs 618 Crore.

The Board of Directors have recommended a dividend of Rs. 3.5 per equity share of Rs 1 each for the year ended March 31, 2024.

SEGMENT PERFORMANCE:

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

Fabric Care sales increased by 10% for Q4FY24 over same period last year and 12.6% for the full year. We continue to witness healthy growth in our Fabric care portfolio by maintaining a sharp focus on delivering value in main wash detergents and expanding into new territories for post-wash products. Our expanded distribution is aiding in faster growth and expansion across product categories.



DISHWASHING - Dish Wash Bar, Liquid, and Scrubbers.

Dishwashing sales increased by 6% for Q4FY24 and 8.3% for the full year. We continue to enhance the brand equity by driving LUP's, enhanced digital awareness, ground activations to solidify our position as the preferred choice among consumers and capture a larger share of the market.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

Personal Care Sales increased by 18% for Q4FY24 over same period last year and 21.1% for the full year. Our Neem based Margo Soap with its natural benefits proposition has delivered a robust performance. We are strengthening the brand equity of Margo to venture into new formats and categories.

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

Household Insecticides sales are down by 9.8% for Q4FY24 and flat for the year. The decline is due to seasonality impacting the demand. Our efforts have been towards strengthening our liquid portfolio by focusing on continued brand investment in multimedia campaigns featuring Superstar Kareena Kapoor in key markets emphasizing the unique automatic feature of the Maxo machine and driving towards long term success.

Commenting on the financial performance of Q4FY2024 and FY23-24, Ms. M R Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said "We have delivered a healthy performance for the quarter and for the year with expanding profitability. Our last 4 years have been a consistent double digit revenue growth with a focus on relentless execution and drive towards higher business scale.

We continue to focus on innovation, invest in our brands, expand distribution with aid of technology and be future ready. With the rise of disposable incomes, we believe there exists an immense future potential in the categories in which we are present. We would always strive to offer the best value to our consumers and 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:

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