

November 7, 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 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 half year ended September 30, 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: 2023.11.07
13:03:41 +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.

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CONSOLIDATED RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2023

FOCUSSED EXECUTION DRIVING HIGHER GROWTH

NET SALES UP BY 11.1%, EBITDA MARGIN AT 18.5% AND PAT UP BY 59.1%

Mumbai, November 7th, 2023: Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended September 30, 2023. The Company delivered sales of Rs 732 crores, increase of 11.1% growth against the same period last year.

The Company continues to strengthen its core business with focussed execution which has resulted in double digit growth for the quarter and as well as on a 2 & 3 year CAGR basis. We are committed to build higher scale of operations with superior margin profile and healthy cash position.

We have leveraged on our expanded distribution platform which has helped us to mitigate the slowing consumption environment by focusing on sales of our existing product portfolio in newer geographies. The results of our new introduction of Margo Neem Naturals having three variants has been encouraging.

We have seen market share growth across our portfolio which is an outcome of our sustained efforts towards increase in brand investments, research & development efforts, technology led distribution and an overall agile business operation.

FINANCIAL HIGHLIGHTS

Q2FY2024 results over same period last year

- Net Sales at Rs. 732 Crores, up by 11.1%
- EBITDA margin at 18.5% (Rs 135.4 Crore) versus 12.2% (Rs 80.4 Crores), up by 68.3%
- Net Profit after Tax at Rs 104 Crores from Rs 65.4 Crores up by 59.1%

H1FY2024 results over same period last year

- Net Sales at Rs. 1419 Crores, up by 13%
- EBITDA margin at 17.8% from 11.2% at Rs. 252.8 Crores, up by 80.2%
- Net Profit after Tax at Rs. 200.2 Crores, up by 77.1%
- Cash balance as at September 30, 2023 of Rs 440 Crore

SEGMENT PERFORMANCE:

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

Fabric Care sales increased by 10.6% for Q2FY24 over same period last year. The segment has seen improvement in sales across all brands. We have focused on value offering in detergents as well as on premium portfolio of Liquid detergents.

Jyothy M.R.



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

Dishwashing sales increased by 10% for Q2FY24. The growth is backed by our two brands portfolio of Exo and Pril. In both the brands, LUP's have been onboarding new consumers. Further, we are focusing on consumers seeking larger packs in the dishwash liquid category. Hence, overall strengthening the brand equity and gaining market share.

PERSONAL CARE - Body Soap and Toothpaste.

Personal Care Sales increased by 22.3% for Q2FY24 over the same period last year. Our century old Neem based Margo portfolio of Soaps continues to be consumer preference for its authenticity. We are emphasising on building the brand into a larger portfolio with the launch of Margo Neem Naturals having three new variants.

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

Household Insecticides sales increased by 3.4% for Q2FY24. We have witnessed consistent recovery after a challenging last year. We are focusing on innovation to drive brand affinity. Our Liquid Vaporiser portfolio has registered a positive growth with continued focus on distribution and consumer engagement activities.

Commenting on the financial performance of Q2FY2024, Ms. M R Jyothy, Managing Director, Jyothy Labs Limited said "The demand across our product portfolio has been stable. The inflationary environment has been a constant pressure on the consumption of FMCG products, however given our business potential, we continue to expand our distribution footprint across India and further strengthen our brands which has resulted in consistent business growth.

We are dedicated to delivering great value to all our consumers who have entrusted faith in us. With our continued and sustained focused efforts, we are confident to deliver committed results with every passing quarter and higher growth for all our 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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A handwritten signature in blue ink that reads "Jyothy M.R." with a horizontal line underneath.