

January 31, 2025

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, 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

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Jyothy Labs Limited

CIN: L24240MH1992PLC128651

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CONSOLIDATED RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2024

Healthy 8% Volume growth in Q3 despite headwinds

Mumbai, January 31, 2025: Jyothy Labs Limited, one of India's prominent fast-moving consumer goods (FMCG) companies, announced its financial results for the quarter ending December 31, 2024. The company reported consolidated revenue of Rs. 704 crores, an increase of 4% in value and 8% in volume over the same period last year, underscoring its resilient market position amid muted consumer demand and seasonal fluctuations in Household insecticide segment. The EBITDA margin for the quarter is 16.4% versus 17.5% in the same period last year.

For the nine-month period ended revenue reached Rs. 2,180 crores representing 4% and 7.2% value growth and volume growth respectively and the Gross Margin at 50.4% yielding an improvement of 150 bps over the same period last year. The Operating EBITDA margin for the nine-month ended is 17.8%, an improvement of 10 bps over same period last year.

Advertising and promotional spending was 9.0% of revenues for the quarter. Despite soft consumer demand and seasonality impact, the company continues to stay focused on ensuring strong brand visibility.

FINANCIAL HIGHLIGHTS

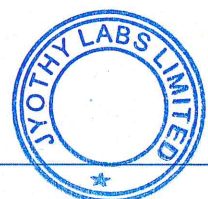
Q3 FY2025 results over same period last year

- Net Sales at Rs. 704 crores, up by 4%
- EBITDA margin at 16.4% (Rs 115.8 crore) versus 17.5% (Rs 118.6 crores)
- Profit after tax at Rs 87.4 crores versus Rs 90.9 Crores

YTD FY2025 results over same period last year

- Net Sales at Rs. 2180 crores, up by 4%
- EBITDA margin at 17.8% (Rs 387.7 crores) versus 17.7% (Rs 371.4 crores)
- Profit after tax at Rs. 294.1 crores versus Rs 291.2 crores

Jyothy M-R



SEGMENT PERFORMANCE:

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

Net revenue for the quarter increased by 9.3% compared to same period last year. The company maintained its focus on deepening consumer engagement through a range of programmes, promotions, and channel-specific SKUs. It also expanded its liquid detergent line to include the 'Mr. White' & Morelight brands, reinforcing its commitment to innovation and offering products at varied price points to meet diverse consumer needs.

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

Net revenue for the quarter increased by 3.6% compared to the same period last year, with sustained brand investments and promotions. The Company has continued its momentum of investment in this category resulting in strengthening its market share.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

Net revenue for the quarter decreased by 3.7% compared to same period last year. The Company continues its focus on the segment by increasing the visibility and appeal of Margo Neem Naturals, with dedicated campaigns aimed at boosting brand visibility and consumer engagement.

To tap growth opportunities in the mass toilet soap category, the Company has just launched *JOVIA* beauty soap crafted with the goodness of vitamin E and natural ingredients. Jovia comes in two variants – “Lemon & Aloe vera” for soft and refreshed skin; and “Sandal & turmeric” for clear and glowing skin.

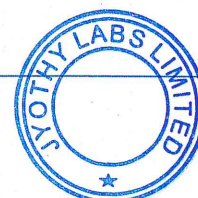
HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Liquid Vaporizer.

Net revenue for the quarter decreased by 24.8% compared to same period last year. Expansion of the liquid vaporizer category continues to remain a focal point, with strategic investments in consumer engagement initiatives designed to strengthen brand loyalty and drive category growth.

With the launch of *Maxo Anti-Mosquito Racquet*, which has a long battery life, there is one more addition to its Household Insecticide portfolio.

Commenting on the financial performance of Q3FY25, Ms. M R Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said “4% value growth and 8% volume growth in the quarter is a testimony of our resilience amid not so favorable demand environment. At the nine-month mark in the current financial year, 7.2% volume growth indicates that our strategic approach and initiatives can keep up the growth momentum even when the external environment is not so conducive. On the back of our sourcing and other operational efficiencies, we were able to deliver an EBITDA margin of 16.4% in the quarter. We continue to work towards strengthening our brands, deepening our distribution network and expanding our direct retail presence while extracting more volume from the existing channel(s). Volume growth will be a key metric for us as we focus on both rural and urban segments through targeted innovation and a strengthened distribution network.”

Jyothy M. R.



About Jyothy Labs Limited: Founded in 1983, Jyothy Labs Limited (JLL) has grown from a single-brand company with its flagship brand Ujala to a multi-brand FMCG listed on both BSE and NSE. Today, Jyothy Labs is a household name across India, producing and marketing a diverse range of products in Fabric Care, Dishwashing, Household Insecticides, and Personal Care Segments. The company's portfolio includes popular brands such as Ujala, Exo, Henko, Pril, Margo, Maxo, Mr. White, Morelight, Neem and Maya, each with a strong presence in its respective category and recognized for quality and consumer trust.

For more information, please contact:

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Jyothy M.R.

