

August 12, 2025

To,

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 023
BSE Code: 532926

National Stock Exchange of India Limited

Exchange Plaza, Bandra – Kurla Complex,
Bandra (E), Mumbai – 400 051
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 ended June 30, 2025.

Kindly take the above on your record and disseminate the same for the information of investors.

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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PRESS RELEASE

RESULTS FOR THE QUARTER ENDED JUNE 30, 2025

Jyothy Labs delivers resilient Q1 performance with volume growth and margin stability amid challenging market conditions

Mumbai, August 12, 2025: *Jyothy Labs Limited*, one of India's leading fast-moving consumer goods (FMCG) companies, today announced its unaudited financial results for the quarter ended June 30, 2025.

The Company reported revenue of ₹ 751 crore, reflecting a 1.4% year-on-year growth in value and 3.6% growth in volume. The operating EBITDA margin stood at 16.5%, demonstrating disciplined cost management despite external headwinds.

Urban markets remained soft, weighing on general trade performance. Nevertheless, modern trade channels including e-commerce and quick commerce continued their double-digit growth, aided by evolving consumer preferences and Jyothy Labs' focused execution. Meanwhile, rising input costs—driven by global geopolitical disruptions—and elevated competitive intensity impacted overall value growth.

FINANCIAL HIGHLIGHTS – Q1 FY2026 (YoY)

- Net Revenue: ₹ 751 crore, up by 1.4% (Volume Growth: 3.6%)
- Operating EBITDA margin 16.5% (₹ 124.2 crore) versus 18% (₹ 133.6 crore) in previous year
- Profit After Tax: ₹ 96.8 crore versus ₹ 101.8 crore in previous year

SEGMENT PERFORMANCE:

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

The Fabric Care portfolio delivered a steady performance with 3.3% growth, led by the rising preference for liquid detergents across consumer segments. The Company's multi-brand strategy—spanning Henko, Ujala, Henkomatic, Mr. White, and Morelight—enabled it to cater effectively to varying consumer needs and price points. Notably, Ujala Young & Fresh, the newly introduced fabric conditioner, has shown early signs of consumer acceptance. This momentum was bolstered by a targeted marketing campaign featuring actress Keerthy Suresh, which helped strengthen brand visibility in priority markets.

Jyothy M.R.

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

In the Dishwash segment, value growth was muted due to intensified price-based competition and higher grammage offers. However, volume trends remained positive, with Pril liquid delivering double-digit growth and Exo Bars recording a healthy uptick. The brand continued to benefit from focused engagement across digital and mass media channels, supported by a consistent promotional cadence.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

The Personal Care segment revenue increased by 0.7%, but indicators point to a gradual turnaround. Consumer response to 'Jovia'—the Company's latest offering in beauty soaps—has been encouraging, while 'Margo-Neem Natural' continues to attract repeat purchase. With greater emphasis on brand strengthening and retail visibility, this segment is poised for improved traction in the months ahead.

HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Liquid Vaporizer, Racquet and Aerosol.

The Household Insecticides segment faced headwinds, declined by 9.7% due to a slowdown in coil sales, although the Liquid Vaporizer sub-category remained stable. Vaporizers now account for half the HI portfolio, signaling a clear shift in consumer preferences. While short-term pressure remains, we continue to invest in building relevance and profitability in this segment. The recent rollout of Maxo Aerosols and Anti-mosquito Racquets has elicited promising consumer interest and supports the long-term strategy of rebalancing the portfolio toward newer formats and improved profitability.

Commenting on the financial performance of Q1FY26, Ms. M. R. Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said:

In a quarter marked by evolving consumer behavior and rising competitive intensity, Jyothy Labs demonstrated resilience, volume-led growth, and margin protection. Our recent product launches, especially in fabric care, are scaling well, supported by focused marketing and distribution efforts. While Q1 reflects the realities of a cautious consumption environment, improving macro indicators—such as an above-normal monsoon and policy tailwinds—position us favorably for stronger momentum from Q3 onwards. As channels evolve and costs stabilize, we remain committed to driving profitable growth through innovation, agility, and execution excellence.

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, Jovia and Maya, each with a strong presence in its respective category and recognized for quality and consumer trust.

For more information, please contact:

-Jyothy Labs Limited; E-mail: pawan.agarwal@jyothy.com

