

November 12, 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,

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**Sub: Press Release**

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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, 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

**Branch Office:**

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- 42-43, Shiv shakti Industrial Estate, Off Andheri Kurla Road, Marol, Andheri (East), Mumbai- 400059.

**Jyothy Labs Limited**

CIN: L24240MH1992PLC128651

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## CONSOLIDATED RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2024

### **HEALTHY OPERATIONAL EFFICIENCY DESPITE QUARTERLY CHALLENGES: FOCUS ON STRATEGIC GROWTH INITIATIVES**

**Mumbai, November 12, 2024:** Jyothy Labs Limited, one of India's prominent fast-moving consumer goods (FMCG) companies, announced its financial results for the quarter ending September 30, 2024. The company reported consolidated sales of Rs. 734 crores, an increase of 0.2% in revenue and 3% in volume over the same period last year, underscoring its resilient market position amid muted consumer demand and seasonal fluctuations.

The EBITDA margin for the quarter is 18.9%, an increase of 2.3% compared to same period last year. With this, for the half-year, revenue reached Rs. 1476 crores, an increase of 4% and 7% in volume, with a Gross Margin of 50.7%. The Operating EBITDA margin for the half-year is 18.4%, an increase of 7.6% from last year. At a half-yearly level, the company has achieved 7% volume growth against muted demand.

Advertising and promotional spending was 8.3% for the quarter, an increase of 6.4% over same period last year. Despite softer consumer demand and seasonal impacts, the company to remain focused on ensuring strong brand visibility.

#### **FINANCIAL HIGHLIGHTS**

##### **Q2 FY2025 results over same period last year**

- Net Sales at Rs. 734 Crores, up by 0.2%
- EBITDA margin at 18.9% (Rs 138.5 Crore) versus 18.5% (Rs 135.4 Crores), up by 2.3%
- Net Profit at Rs 105 Crores from Rs 104 Crores up by 1%

##### **H1 FY2025 results over same period last year**

- Net Sales at Rs. 1476 Crores, up by 4%
- EBITDA margin at 18.4% from 17.8% at Rs. 271.9 Crores, up by 7.6%
- Net Profit after Tax at Rs. 206.7 Crores, up by 3.2%
- Cash balance as of September 30, 2024 of Rs 658.6 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 0.1% compared to last year. The company has focused on deepening consumer engagement through a range of programmes, promotions, and channel-specific SKUs. Jyothy Labs also expanded its liquid detergent line to include the Mr. White brand, 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 1.3% compared to last year, with sustained brand investments and promotions of low-unit packs (LUPs). Jyothy Labs has intensified its efforts in brand promotion, focusing on high-demand LUPs, which offer greater accessibility to consumers across various demographics.

### **PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.**

Net revenue for the quarter decreased by 4.5% compared to last year. In the personal care segment, Jyothy Labs is concentrating on increasing the visibility and appeal of Margo Neem Naturals, with dedicated campaigns aimed at boosting brand visibility and consumer engagement.

### **HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Liquid Vaporizer.**

Net revenue for the quarter increased by 0.3% compared to last year. Expansion of the liquid vaporizer category remains a focal point, with strategic investments in consumer engagement initiatives designed to strengthen brand loyalty and drive category growth.

**Commenting on the financial performance of Q2FY25, Ms. M R Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said** “Our EBITDA of 18.9% for the quarter indicates better operational efficiency. At the half-year mark, our 7% volume growth indicates that our strategic approach and initiatives can keep up the growth momentum. The growth in the market share of our brands highlights the consumer trust they have built. Going forward, our strategy includes deepening our distribution network in rural markets and expanding our direct retail presence. 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.”

**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:**

-Jyothy Labs Limited

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