

May 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 and financial year ended March 31, 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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CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2025

Healthy 6.4% Volume growth and 17.5% EBITDA margin in FY 2025 despite a challenging operating environment

Mumbai, May 12, 2025: *Jyothy Labs Limited*, one of India's leading fast-moving consumer goods (FMCG) companies, today announced its financial results for the quarter and year ended March 31, 2025. The Company reported consolidated revenue of ₹667 crore for Q4 FY 2025, reflecting a 1.1% increase in value and 4% growth in volume compared to the same period last year. The EBITDA margin for the quarter stood at 16.8%, up from 16.4% in Q4 FY 2024.

For the full year ended March 31, 2025, revenue from operations reached ₹2,847 crore, representing a 3.3% increase in value and 6.4% growth in volume. Gross margin improved by 100 basis points to 50.1% compared to the previous year. The operating EBITDA margin for FY 2025 was 17.5%, an improvement of 10 basis points year-on-year.

Despite a soft consumer demand environment and seasonal challenges, the Company remained focused on enhancing brand visibility and building long-term growth levers. While rural demand showed relative improvement in Q4, it was not sufficient to offset the continued weakness in urban consumption. The Company continues to strengthen its distribution network, with products now available at approximately 3.6 million retail outlets across India. Modern trade, including e-commerce and quick commerce channels, maintained strong growth momentum during the quarter. However, general trade remained subdued in Q4.

The company maintained its debt-free status and held a healthy cash¹ balance of Rs 757 crores as on March 31, 2025.

FINANCIAL HIGHLIGHTS:

Q4 FY2025 results over the same period last year

- Net Sales at Rs. 667 crores, up by 1.1%
- EBITDA margin at 16.8% (Rs 112 crore) versus 16.4% (Rs 108.4 crores)
- Profit after tax at Rs 76.3 crores versus Rs 78.2 Crores



Jyothy M.R.

¹ Includes fixed deposits and investment in mutual funds

FY2025 results over last year i.e. FY2024

- Net Sales at Rs. 2847 crores, up by 3.3%
- EBITDA margin at 17.5% (Rs 499.6 crores) versus 17.4% (Rs 479.8 crores)
- Profit after tax at Rs. 370.4 crores versus Rs 369.3 crores

The Board of Directors has recommended a final dividend of Rs 3.5 per equity share of Re 1 each for the financial year ended March 31, 2025.

SEGMENT PERFORMANCE:

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

Net revenue from the Fabric Care segment grew by 2.1% in Q4 FY 2025 compared to the same period last year, and by 5% for the full year. To further strengthen its post-wash portfolio, the Company launched *Ujala – Young & Fresh*, a new-age fabric conditioner designed to offer next-generation fabric care solutions. Fabric Care category which includes detergent powders, liquid detergents, and detergent soaps—performed well, registering growth both during the quarter and for the full year.

Liquid detergents continued their robust growth trajectory, nearly tripling in sales during both Q4 and the full financial year. The Company's Fabric Care portfolio, comprising prominent brands such as *Henko*, *Henkomatic*, *Ujala*, *Mr. White*, *Morelight* etc, is strategically positioned across a range of price points to cater to diverse consumer preferences and usage needs.

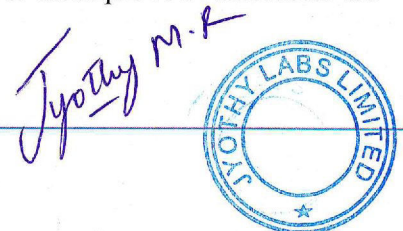
DISHWASHING - Dish Wash Bar, Liquid, Gel, Powder and Scrubbers.

Net revenue from the Dishwash segment increased by 3.1% in Q4 FY 2025 compared to the same period last year, and by 3.7% for the full year. Both key brands—*Exo Bar* and *Pril Liquid*—delivered double digit volume growth during the quarter as well as the financial year. *Exo Dishwash Bar* continued to hold its ground in a highly competitive market. This performance was supported by consistent ATL and digital campaigns featuring brand ambassador Shilpa Shetty.

Pril sustained its strong presence in Modern Trade, Quick Commerce, and E-Commerce platforms, driven by increased adoption of large refill packs and targeted channel strategies.

PERSONAL CARE - Body Soap, Hand Wash and Toothpaste.

Net revenue from the Personal Care segment declined by 8.8% in Q4 FY 2025 compared to the same period last year and by 0.9% for the full year. The decline in the quarter was largely attributable to the higher base. Despite the overall softness in the category, the recently launched *Jovia* beauty soap has been well-received in the market and is showing encouraging early traction. The Company has undertaken several initiatives aimed at revitalizing the *Margo* portfolio—particularly the *Margo Neem-Natural* and *Margo Original Neem* variants—through focused brand communication and retail visibility efforts. Positive consumer response and ongoing efforts point to an improved outlook for the Personal Care segment in FY 2026 over FY 2025.



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

Net revenue from the Household Insecticides segment declined by 4.8% in Q4 FY 2025 compared to the same period last year, and by 6.5% for the full year. The decline was primarily driven by the Coil sub-category, while the Liquid Vaporizer sub-category continued to register healthy growth during both the quarter and the full year. The Company's sustained efforts to stem losses in the Coil subcategory have begun to show early signs of improvement. We remain cautiously optimistic about a turnaround in this sub-category in the later half of FY 2026, supported by initiatives focused on cost efficiency and margin enhancement across this segment. Liquid Vaporizers now contribute 50% to the Household Insecticides portfolio, reflecting the category's growing relevance in consumer preference. During the quarter, the Company launched *Maxo Aerosols*—covering both Flying Insect Killer (FIK) and Crawling Insect Killer (CIK) formats—as well as *Maxo Anti-Mosquito Racquets*. The initial market response to these launches has been encouraging.

Commenting on the financial performance of Q4FY25 and FY 25, Ms. M R Jyothy, Chairperson and Managing Director, Jyothy Labs Limited said:

“Q4 delivered an impressive volume growth of 4% and a modest revenue growth of 1.1%, amidst a continued subdued demand environment. Our disciplined focus on cost management and calibrated pricing actions enabled us to improve the EBITDA margin to 16.8% during the quarter, compared to 16.4% in the same period last year.

We concluded FY 2025 on a positive note with a 6.4% growth in volumes as well as delivering growth in both revenues and profits over the previous year. While competitive intensity remains elevated across the FMCG sector—particularly in daily essentials such as detergents, soaps, and dishwashing products—our ability to adapt to an evolving channel landscape, our wide product portfolio, and our agile and responsive operations position us well to navigate this environment.

We remain confident in the long-term growth prospects of our business, despite the near-term challenges posed by macroeconomic factors. We continue to invest in and strengthen our brand portfolio across segments, with a clear focus on the future. Our commitment to offering a diverse range of products—across categories, channels, segments, price points, and pack sizes—will be instrumental in delivering on our growth aspirations in the years ahead. Our debt-free position and robust cash reserves provide the financial flexibility to invest in long-term brand-building and strategic initiatives”

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.*

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