November 4, 2026

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 Sir / Madam,

Sub: Copy of Presentation

With reference to the captioned subject, please find attached herewith a copy of the presentation on the Company's performance for the quarter and half-year ended September 30, 2026.

Further, the aforesaid information is also available on the website of the Company at www.jyothylabs.com.

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 PARAG TRIVEDI
Digitally signed by SHREYAS PARAG TRIVEDI
Date: 2026.11.04 13:41:26 +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 400059.
Tel: +91 022-6689 2800 | Fax: +91 022-6689 2805
info@jyothy.com | www.jyothylabs.com


Jyothy labs



STEADY at the Core.
STRONG in Direction.
Q2 FY27

November 4, 2026

Jyothy labs



Content Flow

01. Overview

02. Market Scenario

03. Result Highlights

04. Brand Performance & Initiatives

05. Way forward

OVERVIEW

- Founded in 1983 by a first-generation entrepreneur, our ‘Chairman Emeritus’ Mr. M. P. Ramachandran.
- Jyothy Labs is primarily in **Home Care** and **Personal Care segments** which constitute 50% of the Indian FMCG industry.

UJALA | EXO | MAXO | Henko | Margo

Key Product Categories

Fabric Care | **Home Care *** | **Personal Care ***



* *Pril & Fa upto 31st May 2026.*

₹ 2,944 crores Revenue in FY 25-26

4 Mn Outlets – Pan India availability

1.4 Mn Outlets Direct Reach

23 Manufacturing Plants

10,000+ Channel Partners

#1



Ujala Supreme

In Fabric Whitener category since its launch 4 decades ago

#2



Exo Dishwash Bar

Dishwash category, in value terms

#2



Maxo Mosquito Repellent Coil

Mosquito repellent coil, by volume

MARKET SCENARIO

- Demand remained resilient, supported by healthy rural consumption and gradual improvement in urban markets.
- Quick Commerce, E-commerce, and Modern Trade continued to gain salience.
- Premiumisation, innovation and category upgrading continued to shape consumer purchase decisions across FMCG categories.
- Commodity inflation continued to remain elevated across crude-linked and packaging inputs, creating significant pressure on margins.
- Brand strength, distribution reach, and execution excellence continue to be key competitive differentiators in an evolving market environment.

RESULT HIGHLIGHTS – Q2FY27 SNAPSHOT

- **Revenue at ₹ 760 Crores increased by 3.3%**

  Excluding Pril & Fa value growth 12.4%, volume growth 8.1%

- **Gross Margin at 34.8% vs. 48.1% in the same period last year, due to abnormal inflation in raw materials and packaging cost.**

- **A&P Spend at ₹ 56.5 Crores (7.4% of Revenue from Operation) vs ₹ 61.5 Crores (8.4% of Revenue from operation) in the same period last year**

- **Operating EBITDA at 2.5% (₹ 19.2 Crores) vs 16.1% (₹ 118.3 Crores) in the same period last year**

- **PAT at ₹ 10.6 Crores as against ₹ 87.8 Crores, in the same period last year**

RESULT HIGHLIGHTS – H1FY27 SNAPSHOT

- **Revenue at ₹ 1,533 Crores increased by 3.1%**

  Excluding Pril & Fa value growth 10.2%, volume growth 6.2%

- **Gross Margin at 36.7% vs. 48% in the same period last year.**
- **A&P Spend at ₹ 107.2 Crores (7% of Revenue from Operation) vs ₹ 120.3 Crores (8.1% of Revenue from operation) in the same period last year**
- **Operating EBITDA at 5.5% (₹ 83.9 Crores) vs 16.3% (₹ 242.4 Crores) in the same period last year**
- **PAT at ₹ 58.2 Crores as against ₹ 184.6 Crores, in the same period last year**
- **Cash Balance of Rs. 846 Crores as on 30th September 2026**

PERFORMANCE ACROSS CATEGORIES







Growth (%)

Metric	Fabric Care #	Home Care (with Pril)*	Home Care (without Pril)	Personal Care*
Q2 FY27	10.4%	-7.1%	15.3%	11.2%
H1 FY27	12.3%	-8.1%	8.8%	5.4%
Q2 FY27 (3Y CAGR)	5.5%	-3.3%	3.3%	0.5%
Q2 FY27 (4Y CAGR)	6.9%	-0.5%	4.7%	5.6%

 # Including Laundry business
** Includes Pril & Fa sales upto 31 May, 2026*

SNAPSHOT OF COMPANY'S PERFORMANCE

₹ in crores

	SEP QUARTER ENDED			HALF YEAR ENDED		
PARTICULAR/GROWTH	CY	PY	% CHANGE	CY	PY	% CHANGE
REVENUE FROM OPERATION	760	736	3.3%	1,533	1,487	3.1%
OPERATING EBITDA	19.2	118.3	-83.8%	83.9	242.4	-65.4%
PAT	10.6	87.8	-87.9%	58.2	184.6	-68.4%

Revenue (excluding Pril & FA) recorded value growth of **12.4% in Q2FY27** and **10.2% in H1FY27**.

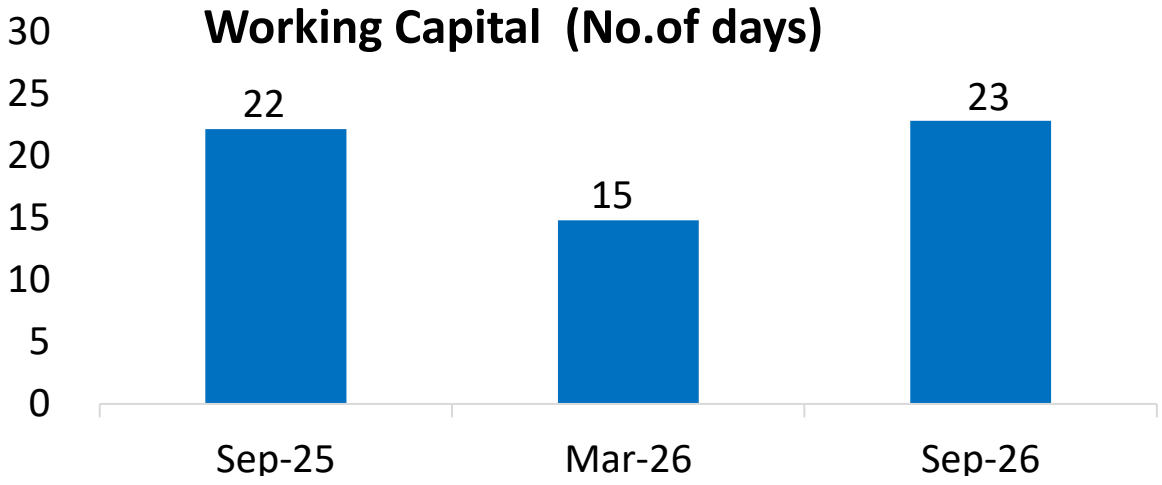
Financial Parameters

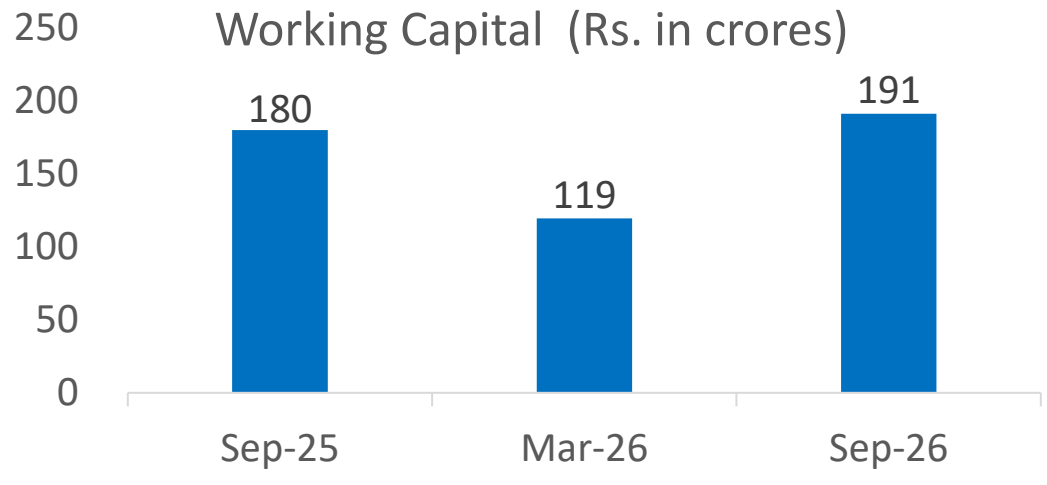
	SEP QUARTER ENDED		HALF YEAR ENDED	
PARTICULAR/GROWTH	CY	PY	CY	PY
GROSS MARGIN	34.8%	48.1%	36.7%	48.0%
OPERATING EBITDA MARGIN	2.5%	16.1%	5.5%	16.3%
PAT MARGIN	1.4%	11.9%	3.8%	12.4%
A&P TO SALES RATIO	7.4%	8.4%	7.0%	8.1%

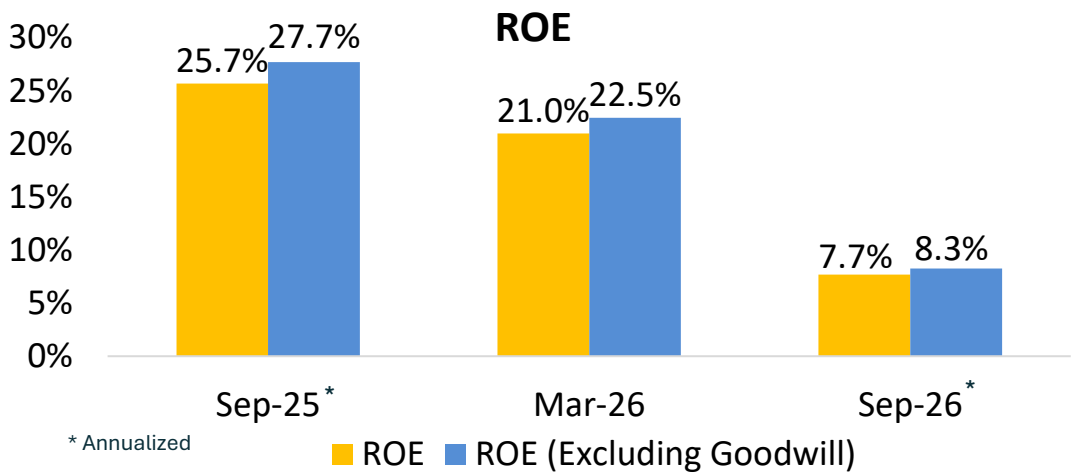
EBITDA MOVEMENT

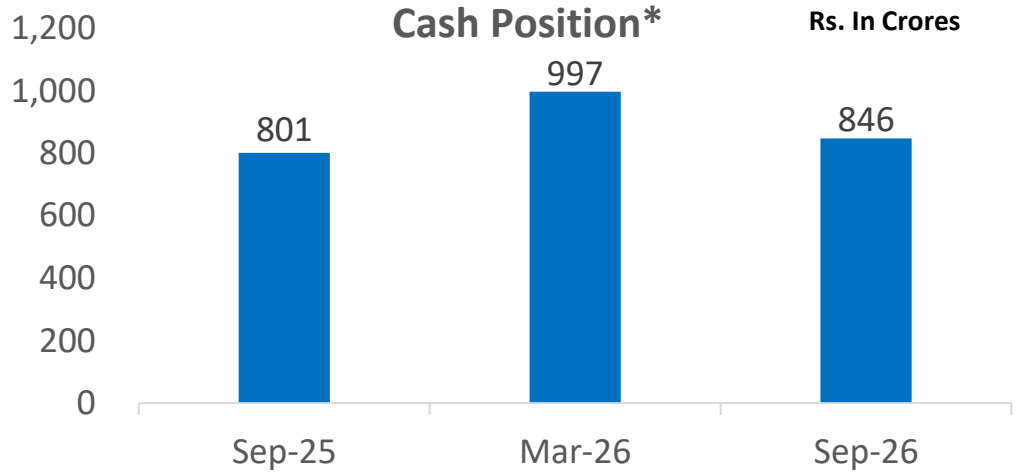
PARTICULARS	Q2	H1
EBITDA % - FY26	**16.1%**	**16.3%**
GROSS MARGIN	-13.3%	-11.3%
EMPLOYEE COST	-0.3%	-0.1%
ADVERTISEMENT & SALES PROMOTION	0.9%	1.1%
OTHER EXPENDITURE	-0.9%	-0.5%
EBITDA % - FY27	**2.5%**	**5.5%**

FINANCIAL HIGHLIGHTS









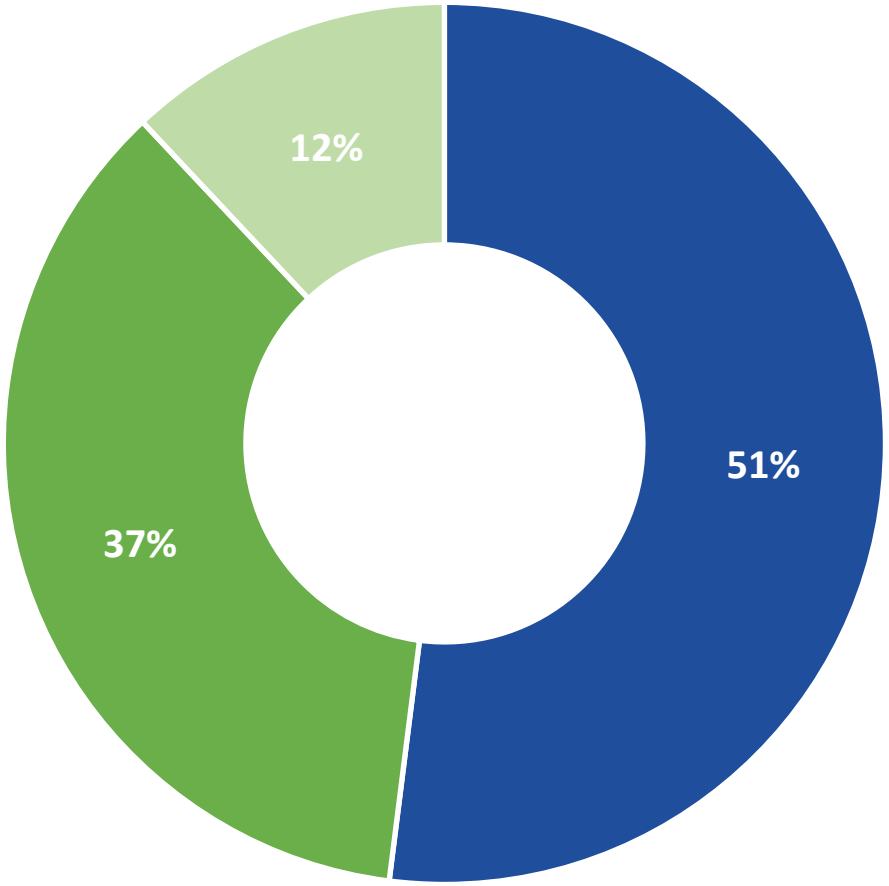
*includes fixed deposits and Mutual fund investments



Q2 FY 2027

BRAND PERFORMANCE & INITIATIVES

Jyothy labs



Q2 FY 2027

Category-Wise Business Share

- Fabric Care 51%
- Home Care 37%
- Personal Care 12%

FY27 Approach

Defend where we lead. Build where we grow.



Fabric Care

Extend post-wash leadership through innovation that sets the benchmark on fabric finish. In detergents, participate across all price tiers - defending core markets while building scale in others.



Home Care

Consolidate the dishwash portfolio around superior value across formats and price points. In insecticides, convert our innovation-led strength into wider format participation.



Personal Care

Strengthen our lead brands on their heritage and natural credentials. Extend them into adjacent spaces to participate in a growing BPC market.

Fabric Care



Lead in post-wash. Expand in detergents.

POST WASH

Ujala Supreme and Ujala Crisp & Shine sustained salience in key markets through digital-first media. Young & Fresh strengthened its presence across South and other key markets through distribution expansion and continued brand investment.

DETERGENTS

Ujala Detergent strengthened its portfolio with the launch of Ujala Pookal Fresh, a new floral variant. Henko strengthened value communication, leveraging the opportunity in liquid detergents. Mr. White expanded its portfolio with the launch of Floral Bloom variant, while Morelight focused on liquid expansion and targeted on-ground activations.

Home Care



Established brands. Growing formats.

DISHWASH - EXO

Exo sustained high-intensity multimedia investment, with targeted television and digital campaigns. The launch of a new campaign for Exo Round, featuring Keerthy Suresh in the South and Yami Gautam in the Rest of India, reinforced the brand's focus on the round format and the new variants.

HOUSEHOLD INSECTICIDES - MAXO

Maxo expanded into the Agarbatti format with a government-approved formulation offering knockdown action in two minutes. The brand also strengthened aerosol visibility through targeted in-store activations.

Personal Care



Heritage, made a daily habit.

MARGO

Continued its national communication with Raashii Khanna under “Roz Ki Achhi Aadat”, reinforcing the importance of consistent, everyday skincare. The campaign was amplified through an integrated radio and influencer-led approach, combining online and offline engagement to connect with younger consumers while strengthening the brand's core neem proposition.

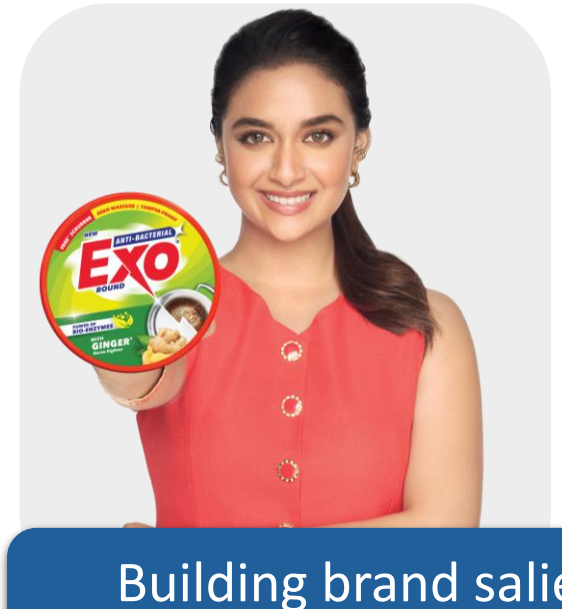
Margo Gentle Launch

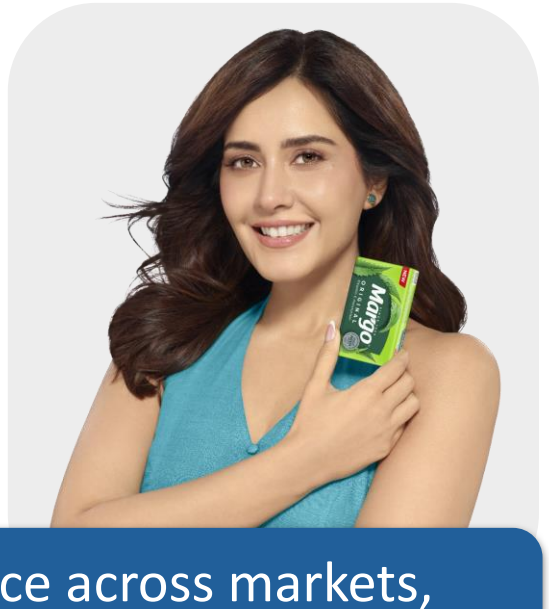


Restaging a heritage proposition for winter skincare.

- A seasonal opportunity: Reintroduced Margo's earlier Glycerine soap offering as Margo Gentle, restaged in two variants to address the needs of consumers with dry and sensitive skin, particularly during winter.
- Enhanced product proposition: Launched in two variants - Argan Oil and Moringa Oil - combining 100% naturally sourced oils with 99% pure Glycerine and clinically proven to deliver 30% more moisturization.
- Market entry: Launched in West Bengal, extending Margo beyond its core neem proposition into moisturizing skincare.



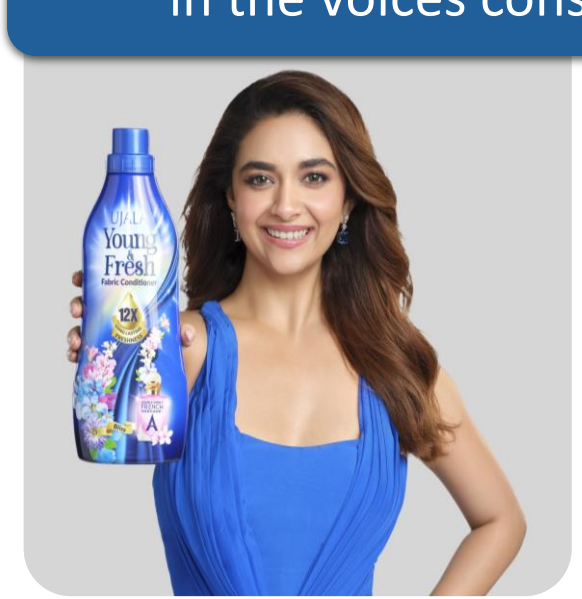


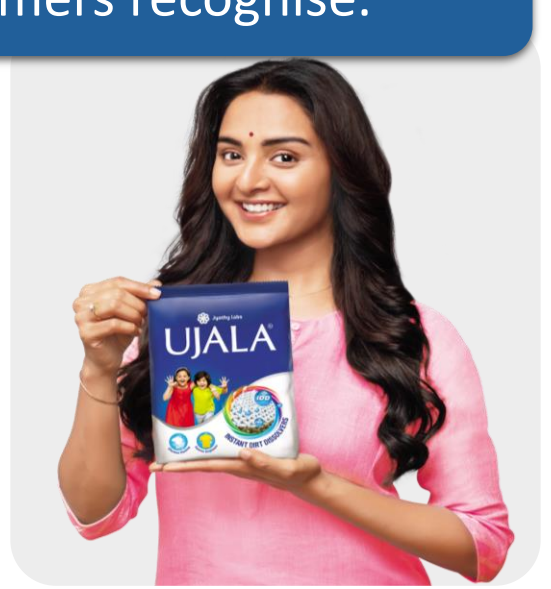




Building brand salience across markets,
in the voices consumers recognise.







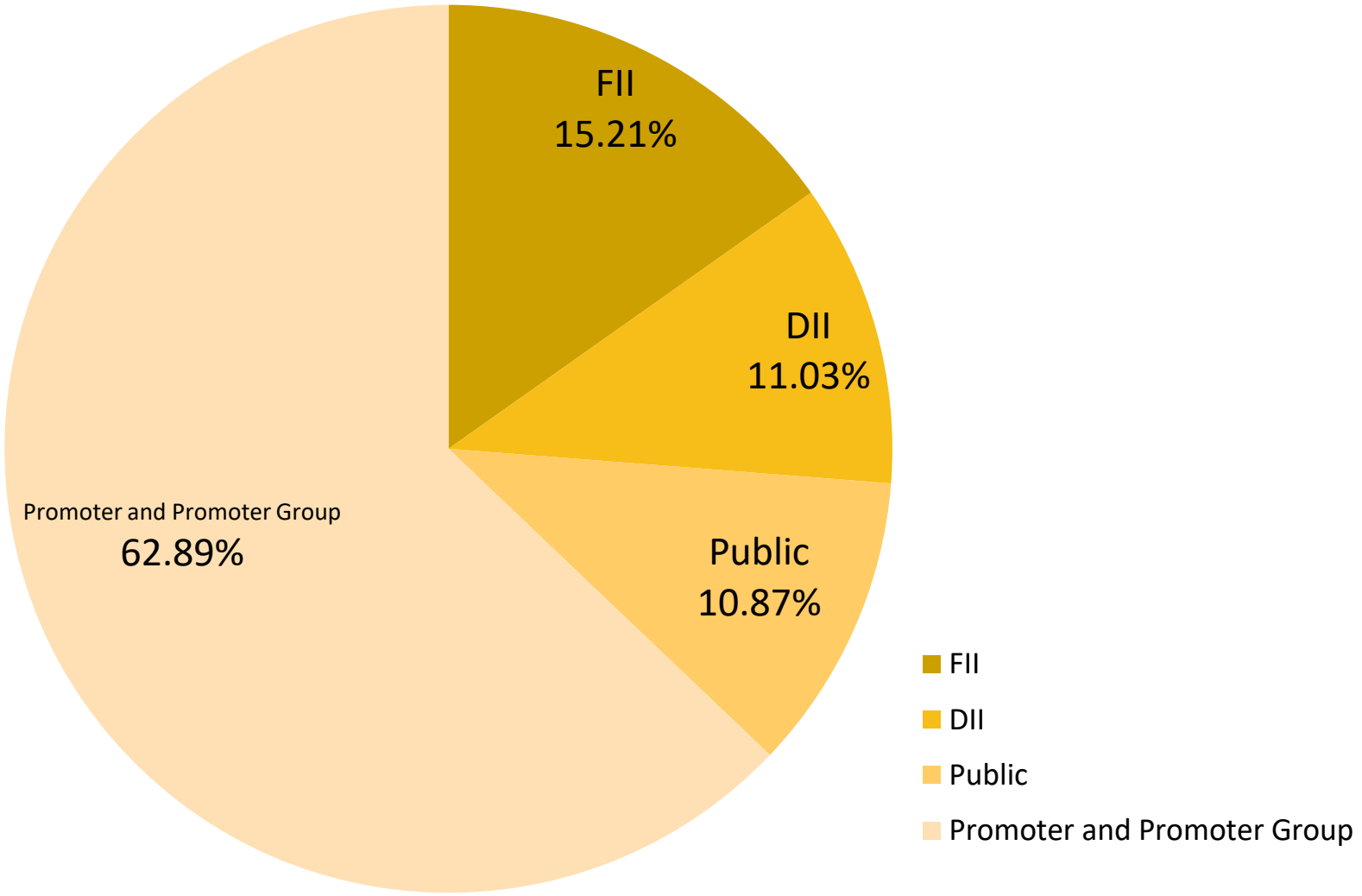


WAY FORWARD

- Drive profitable volume-led growth through innovation, premiumisation and deeper market penetration duly supported with selective price increases.
- Scale recent launches such as Maxo Incense Sticks and Exo dishwash liquid and further strengthen the innovation pipeline across portfolio.
- Continue calibrated pricing, procurement excellence and value engineering to manage input cost volatility.
- Sustain focused brand investments to strengthen consumer franchise, market shares, and deliver long-term profitable growth.
- Maintain disciplined execution while progressively improving profitability through scale, mix improvement, and operating leverage.

SHAREHOLDING PATTERN

As on 30th September 2026



DISCLAIMER

Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

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THANK YOU

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