

August 12, 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 ended June 30, 2026.

Further, the aforesaid information is also available on the website of the Company at www.jyothy labs.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 Trivedi

Head – Legal & Company Secretary

Encl.: as above

Jyothy Labs Limited

CIN: L24240MH1992PLC128651

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Jyothy Labs



STEADY at the Core.
STRONG in Direction.
Q1 FY27

August 12, 2026





Content Flow



01. Overview



03. Result Highlights



05. Brand Performance & Initiatives



02. Market Scenario



04. Segment Reporting Structure



06. 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.



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

- Mixed demand trends with rural resilience and subdued urban consumption; affordability and value remain central to consumer behaviour.
- Crude-linked input inflation and packaging cost volatility continued to pressure gross margins.
- Competitive intensity stayed elevated through grammage, price-offs, promotions, and value packs.
- Modern Trade, e-commerce, and quick commerce continued to gain salience and remain key growth channels.
- Brand strength and distribution reach remain critical growth differentiators

RESULT HIGHLIGHTS – Q1FY27 SNAPSHOT



Revenue at ₹ 773 Crores increased by 3%

Excluding Pril & Fa value growth 8.1%, volume growth 5.3%

Gross Margin at 38.5% vs. 48% in the same period last year, due to abnormal inflation in raw materials and packaging cost.

A&P Spend at ₹ 50.6 Crores (6.5% of Revenue from Operation) vs ₹ 58.9 Crores (7.8% of Revenue from operation) in the same period last year

Operating EBITDA at 8.4% (₹ 64.7 Crores) vs 16.5% (₹ 124.2 Crores) in the same period last year

PAT at ₹ 47.6 Crores as against ₹ 96.8 Crores, in the same period last year

PERFORMANCE ACROSS CATEGORIES



Growth (%)

Metric	Fabric Care #	Home Care (with Pril)*	Home Care (without Pril)	Personal Care*
Q1 FY27	14.1%	-9.0%	2.4%	0.4%
Q1 FY27 (3Y CAGR)	8.8%	-1.4%	2.2%	3.9%
Q1 FY27 (4Y CAGR)	11.2%	1.3%	3.9%	8.0%

Including Laundry business

* Includes Pril & Fa sales upto 31 May, 2026

SNAPSHOT OF COMPANY'S PERFORMANCE

₹ in crores

PARTICULAR/GROWTH	JUNE QUARTER ENDED		
	CY	PY	% CHANGE
REVENUE FROM OPERATION	773	751	3.0%
OPERATING EBITDA	64.7	124.2	-47.9%
PAT	47.6	96.8	-50.8%

Revenue (Excluding Pril & Fa) Value growth is 8.1%

Financial Parameters

PARTICULAR/GROWTH	JUNE QUARTER ENDED	
	CY	PY
GROSS MARGIN	38.5%	48.0%
OPERATING EBITDA MARGIN	8.4%	16.5%
PAT MARGIN	6.2%	12.9%
A&P % TO REVENUE	6.5%	7.8%

EBITDA MOVEMENT

PARTICULARS	%
EBITDA % - Q1FY26	16.5%
GROSS MARGIN	-9.5%
EMPLOYEE COST	0.1%
ADVERTISEMENT & SALES PROMOTION	1.3%
OTHER EXPENDITURE	-0.1%
EBITDA % - Q1FY27	8.4%

Segment Reporting Structure

OLD STRUCTURE · 5 SEGMENTS

Fabric Care

- **Main Wash:** Detergent Powder, Detergent Liquid, Bar Soap
- **Post Wash:** Fabric Whitener, Fabric Enhancer, Fabric Conditioner

Dishwashing

- Dishwash Bar, Powder, Dishwash Liquid, Scrubbers

Household Insecticides

- Mosquito Repellent Coil, Liquid Vaporizer, Racquet, Aerosol

Other Products

- Incense Sticks, Sambrani Dhoop, Floor Cleaner, Toilet Cleaner, Laundry Service & Others

Personal Care

- Body Soap, Toothpaste, Hand wash, After Shave*, Deodorants*, Talcum powder*

NEW STRUCTURE · 3 SEGMENTS

FABRIC CARE

- **Main Wash:** Detergent Powder, Detergent Liquid, Bar Soap
- **Post Wash:** Fabric Whitener, Fabric Enhancer, Fabric Conditioner
- Laundry Service

HOME CARE

- Dishwash Bar, Powder, Dishwash Liquid, Scrubbers
- Mosquito Repellent Coil, Liquid Vaporizer, Racquet, Aerosol
- Incense Sticks, Sambrani Dhoop, Floor Cleaner, Toilet Cleaner & Others

PERSONAL CARE

- Body Soap, Toothpaste, Hand wash

* Pril & Fa upto 31st May 2026.

Segment-wise Comparison — Revenue & Result

NEW STRUCTURE

Category	Revenue						Result					
	Q1 FY27	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY 25-26	Q1 FY27	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY 25-26
Fabric Care	399	349	350	367	342	1,409	38	67	73	67	58	264
Home Care	280	308	304	295	308	1,215	8	46	39	36	28	150
Personal Care	94	94	82	77	68	321	13	11	2	7	5	25
Total	773	751	736	740	717	2,944	59	125	114	109	91	440

OLD STRUCTURE

Category	Revenue						Result					
		Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY 25-26		Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY 25-26
Fabric Care		333	335	351	327	1,346		68	74	68	60	268
Dishwashing		248	244	241	225	959		50	42	35	23	151
Personal Care		94	82	77	68	321		11	2	7	5	25
HI		45	41	39	71	196		-5	-4	-0.3	4	-5
Others		31	33	31	27	122		1	0	0.2	-1	-0.2
Total		751	736	740	717	2,944		125	114	109	91	440

Segment-wise Comparison — Assets & Liabilities

NEW STRUCTURE

Segment	Assets					Liabilities					₹ in crores
	Q1 FY27	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	
Fabric Care	514	444	512	496	452	268	257	306	273	297	
Home Care	483	424	435	416	444	200	224	249	222	250	
Personal Care	102	96	100	92	95	51	60	72	58	60	
Unallocated	1,114	1,118	1,075	1,122	1,261	59	61	57	54	57	
Total	2,213	2,082	2,122	2,126	2,252	578	602	684	607	664	

OLD STRUCTURE

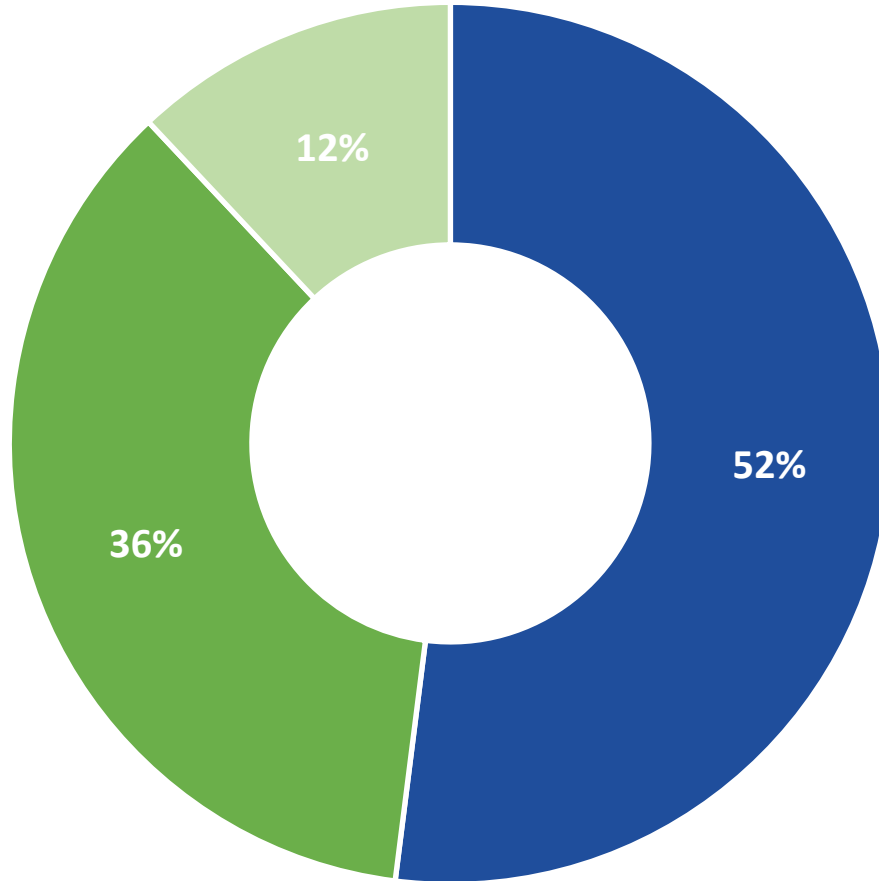
Segment	Assets					Liabilities					
		Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26		Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	
Fabric Care		412	458	443	423		249	293	259	285	
Dishwashing		300	325	298	310		179	205	180	189	
HI		106	112	118	112		32	35	35	49	
Personal Care		96	100	92	95		60	72	58	60	
Others		50	52	53	51		21	22	21	24	
Unallocated		1,118	1,075	1,122	1,261		61	57	54	57	
Total		2,082	2,122	2,126	2,252		602	684	607	664	



Q1 FY 2027

BRAND PERFORMANCE & INITIATIVES





Q1 FY 2027

Category-Wise Business Share

- Fabric Care 52%
- Home Care 36%
- 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.



Lead in post-wash. Widen in detergents.

POST WASH

Ujala Supreme held salience through sustained digital-first media. Crisp & Shine 'Intense' continued its distribution ramp-up with in-store visibility support. Young & Fresh converted a strengthened South and West footprint into entry across North markets.

DETERGENTS

Ujala Detergent, the largest brand by volume in Kerala, refreshed its packaging and gained share in powder and liquid alike. Henko holds the premium end across both formats, with sampling driving liquid trials. Mr. White built value perception through promotions and a new variant, while Morelight scaled its liquid on ₹99/1L and closed the entry gap with a ₹10 pouch.

Post-wash is where we intend to continue setting benchmark. Detergents is where we widen participation.



Established brands. Growing formats.

DISHWASH - EXO

Exo launched the category's first bio-enzymatic dishwash liquid, fronted by Yami Gautam for Rest of India and Keerthy Suresh for South. Prime-time weight and a deliberate skew to digital and OTT secured cut-through in a cluttered quarter, while round and bar formats widened availability through focused distribution drives.

HOUSEHOLD INSECTICIDES - MAXO

Maxo built its digital presence across both liquid vaporiser and aerosol, taking the instant-kill claim onto YouTube, OTT and Meta in key markets.

Exo in bars and Maxo in coils give both brands the strength to enter and consolidate the faster growing formats.

Maxo Agarbatti Launch



Maxo enters the fastest-growing format in household insecticides.

- A first-of-its-kind stick built on Transfluthrin - the molecule consumers already trust for protection against Mosquitoes - with a CIB&RC - approved formula and knockdown from two minutes.
- Carries Maxo's number-two position in coils into the adjacent burning format.
- Launched nationally on a Kareena Kapoor Khan campaign — “Dumdaar Asardaar”.

Entering a growing format from a position of strength in coils.



Heritage, made a daily habit.

MARGO

Margo relaunched national communication with Raashii Khanna under “Roz Ki Achhi Aadat”, built on the thought “Skin Ka No Vacation” - a case for consistent, everyday skincare rather than occasional care.

EQUITY AND ROLLOUT

The goodness of 1000 neem leaves carries through unchanged, now bridging a refreshed pack transition. The creative and the media plan are both built for a younger consumer, without loosening the heritage claim running across television and digital, influencer-led content and on-ground activation.

A trusted brand recruiting a younger consumer - without repositioning away from what it is known for.



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

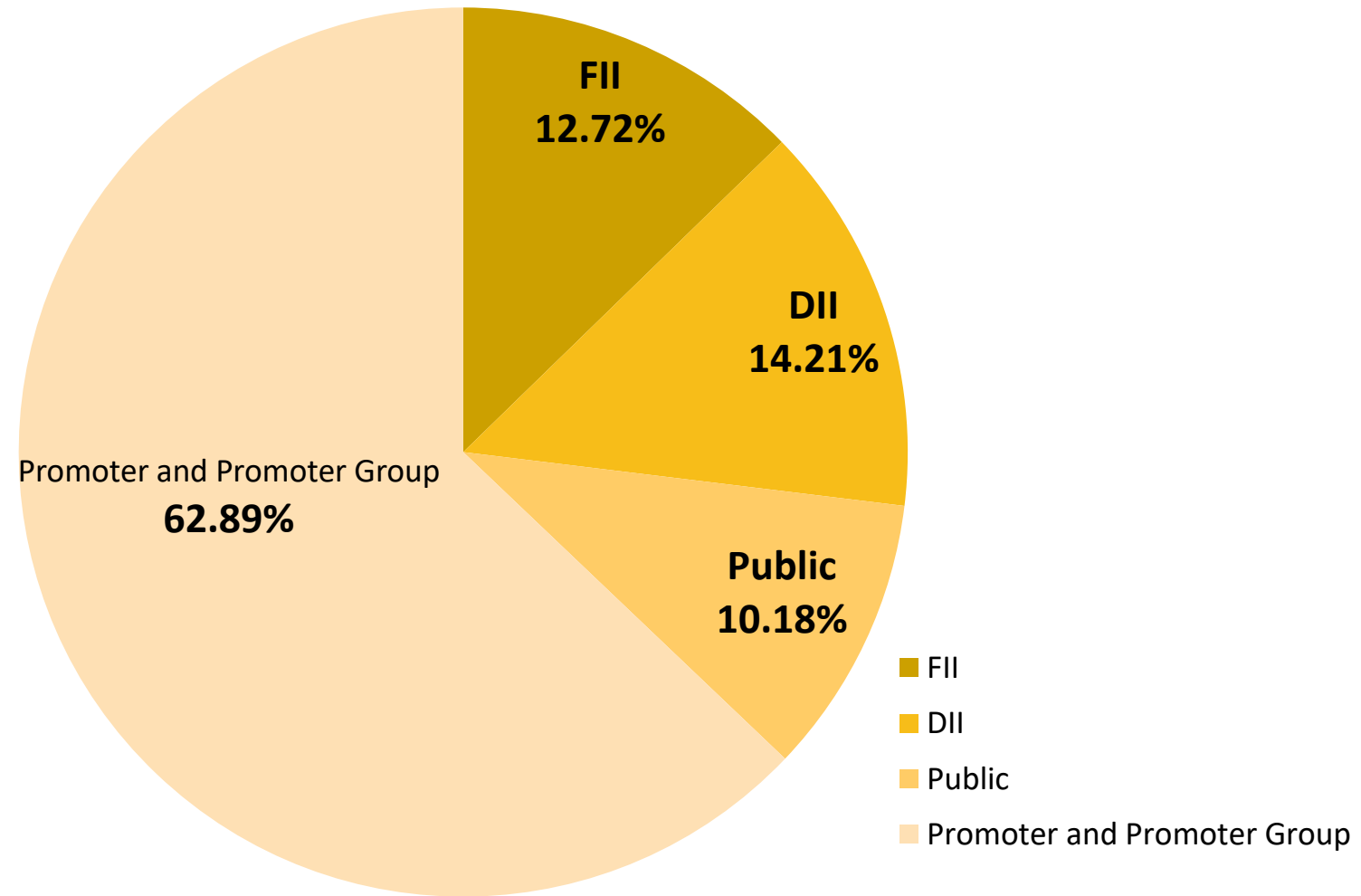


WAY FORWARD

- Drive volume-led growth while protecting competitiveness across categories.
- Margin recovery to be progressive largely depending upon inflation and geopolitical risks.
- Scale recent NPDs, including Exo Dishwash Liquid and Maxo Incense Sticks, to strengthen future growth platforms.
- Continue to strengthen salience in Modern Trade, e-commerce and quick commerce with sharper pack-price and channel execution.
- Maintain strong focus on operational excellence, supply-chain efficiency, and improved GT productivity.

SHAREHOLDING PATTERN

As on 30th June 2026



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THANK YOU

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