



May 4, 2026

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 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 financial year ended March 31, 2026.

Further, the aforesaid information is also available on the website of the Company at [www.jyothylabs.com](http://www.jyothylabs.com).

Kindly take the same on your record and display the same on the Stock Exchange website.

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**



**CALM** under challenge.  
**CLEAR** in vision.  
**Q4 FY26**

May 04, 2026



## Content Flow

- 01. Overview
- 02. Key Highlights
- 03. Market Scenario
- 04. Result Highlights
- 05. Brand Performance & Initiatives
- 06. ESG Overview
- 07. 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.

## Our Power Brands



## Key Product Categories



Fabric Care



Dish Wash



Household  
Insecticides



Personal Care



Rs 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 – In Fabric  
Whitener since  
its launch 4  
decades ago



# 2 - Dishwash  
(bar and liquid)  
category, by  
value terms



#2 - Mosquito  
repellent coil,  
by volume

# KEY HIGHLIGHTS OF THE YEAR

- Delivered 6% volume growth despite a muted demand environment
  - Growth strengthened in H2 with improving consumption trends
- Fabric Care remained the growth engine, with strong performance across portfolio
  - Liquid detergents scaled ~2X
- Household Insecticides progressing towards profitability
  - Improved mix led by Liquid Vaporizers and new formats
- Modern Trade, E-commerce & Quick Commerce grew 26%
  - Continued shift towards organised, high-growth channels
- Distribution expanded
  - Direct reach increased by ~100K outlets to 1.4+ million outlets
- Focused innovation driving future growth
  - Key launches: Dr. Wool liquid detergent, Exo variants in bar and liquid, refreshed Margo pack

**Revenue**  
**Rs 2,944 crores**

**EBITDA Rs 450**  
**crores**

**PAT Rs 333**  
**crores**

**Cash balance\***  
**Rs 997 crores**

**Operating**  
**Working**  
**Capital 15 days**

# MARKET SCENARIO

- Consumption remained steady, with stable demand and sustained volume growth across categories.
- Urban recovery showed early signs though persistently high crude prices and retail inflation pose a risk to the overall demand momentum.
- Input cost pressures building up led by inflation in crude-linked derivatives and packaging inputs.
- Margins remained under pressure as full pass-through of steep cost increases was difficult
- Organised channels gained share with Modern Trade, E-commerce, and Quick Commerce continuing to expand.
- Competitive intensity stayed high with price-offs, higher grammage driving consumer choice.

# RESULT HIGHLIGHTS – Q4FY26 SNAPSHOT

Revenue at Rs 717 Crores increased by 7.7%, **volume grew by 10.8%** (CAGR by value - 2 Yr 4.3%, 3 Yr 5.2%, 4 Yr 7.5%).

Gross Margin at 45.2% vs. 49.2% in the same period last year

A&P Spend at Rs. 50.3 Crores (7% of Revenue from Operation) vs Rs 53.4 Crores (8% of Revenue from operation) in the same period last year

Operating EBITDA at 13.5% (Rs 96.8 Crores) vs 16.8% (Rs 112.1 Crores) in the same period last year

PAT at Rs 67.5 Crores as against Rs 77.0 Crores, in the same period last year

# RESULT HIGHLIGHTS – FY26 SNAPSHOT



**Revenue at Rs 2,944 Crores increased by 3.5%, volume grew by 6%**

**Gross Margin at 47.0% from 50.2% in the same period last year**

**A&P Spend at Rs. 227.5 Crores (7.7% of Net Sales) versus Rs 239.7 Crores (8.4% of Net Sales) in the same period last year**

**Operating EBITDA at 15.3% (Rs 449.9 Crores) versus 17.6% (Rs 499.8 Crores) in the same period last year**

**PAT at Rs 333.2 Crores as against Rs 371.2 Crores, in the same period last year**

# PERFORMANCE ACROSS CATEGORIES



	<b>Growth (%)</b>			
Q4 FY26	14.4%	0.1%	20.1%	3.0%
FY26	8.1%	-1.3%	5.2%	-1.3%
Q4 FY26 (2Y CAGR)	8.0%	1.6%	4.7%	-1.0%
Q4 FY26 (3Y CAGR)	8.7%	3.0%	8.9%	-4.0%
Q4 FY26 (4Y CAGR)	11.5%	4.4%	9.7%	-2.8%

# SNAPSHOT OF COMPANY'S PERFORMANCE

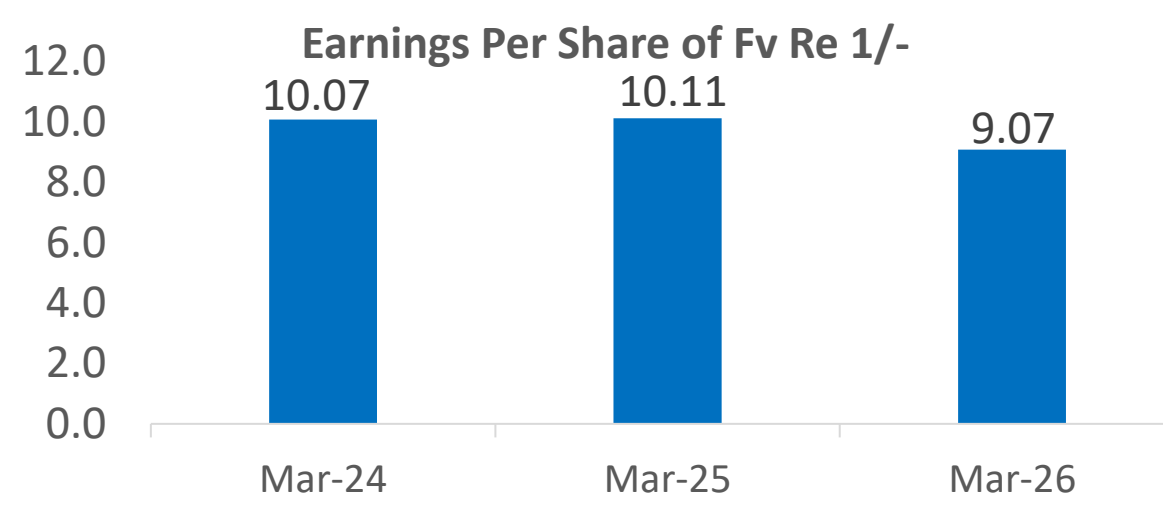
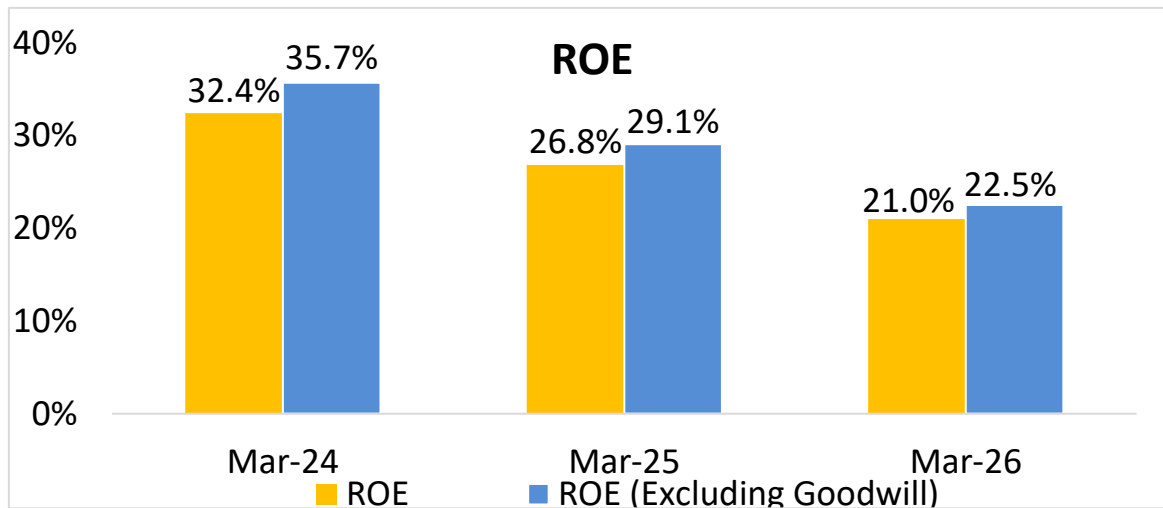
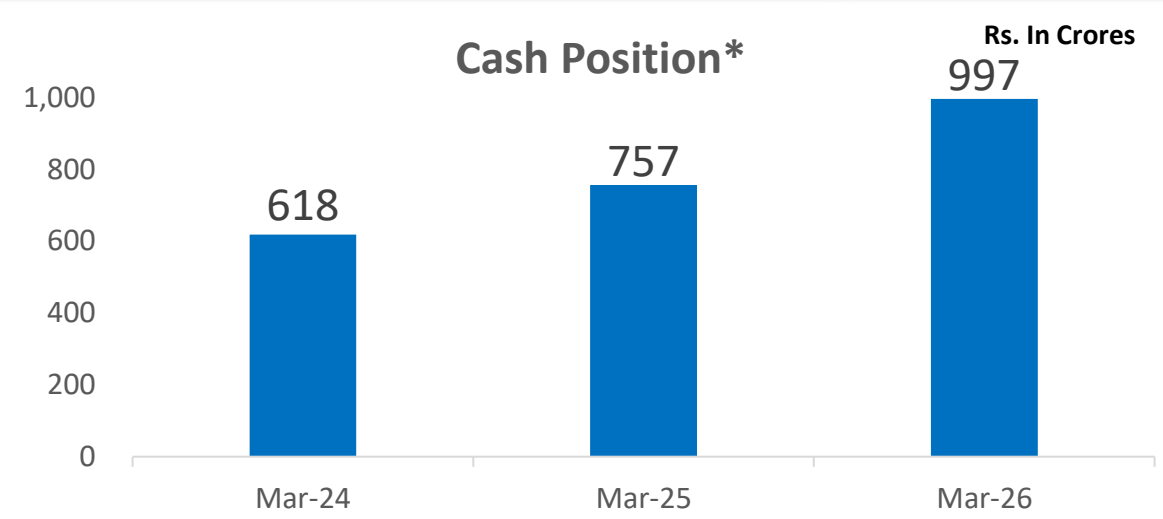
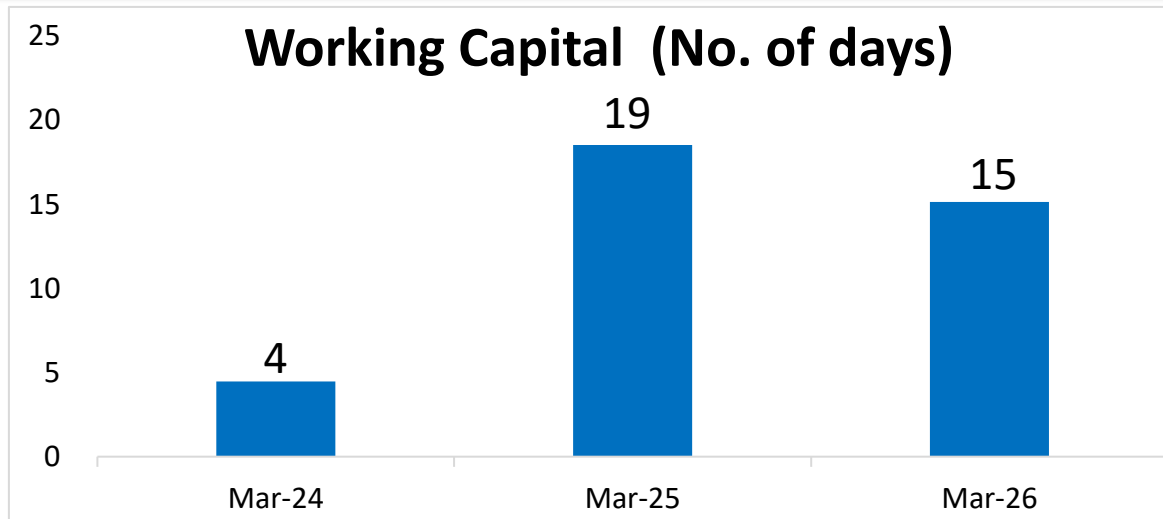
Rs in crores

PARTICULAR/GROWTH	QUARTER ENDED			YEAR ENDED		
	CY	PY	% CHANGE	CY	PY	% CHANGE
REVENUE FROM OPERATION	717	666	7.7%	2,944	2,844	3.5%
OPERATING EBITDA	96.8	112.1	-13.7%	449.9	499.8	-10.0%
PAT	67.5	77.0	-12.3%	333.2	371.2	-10.2%

## Financial Parameters

PARTICULAR/GROWTH	QUARTER ENDED		YEAR ENDED	
	CY	PY	CY	PY
GROSS MARGIN	45.2%	49.2%	47.0%	50.2%
OPERATING EBITDA MARGIN	13.5%	16.8%	15.3%	17.6%
PAT MARGIN	9.4%	11.6%	11.3%	13.1%
A&P TO REVENUE RATIO	7.0%	8.0%	7.7%	8.4%

# FINANCIAL HIGHLIGHTS



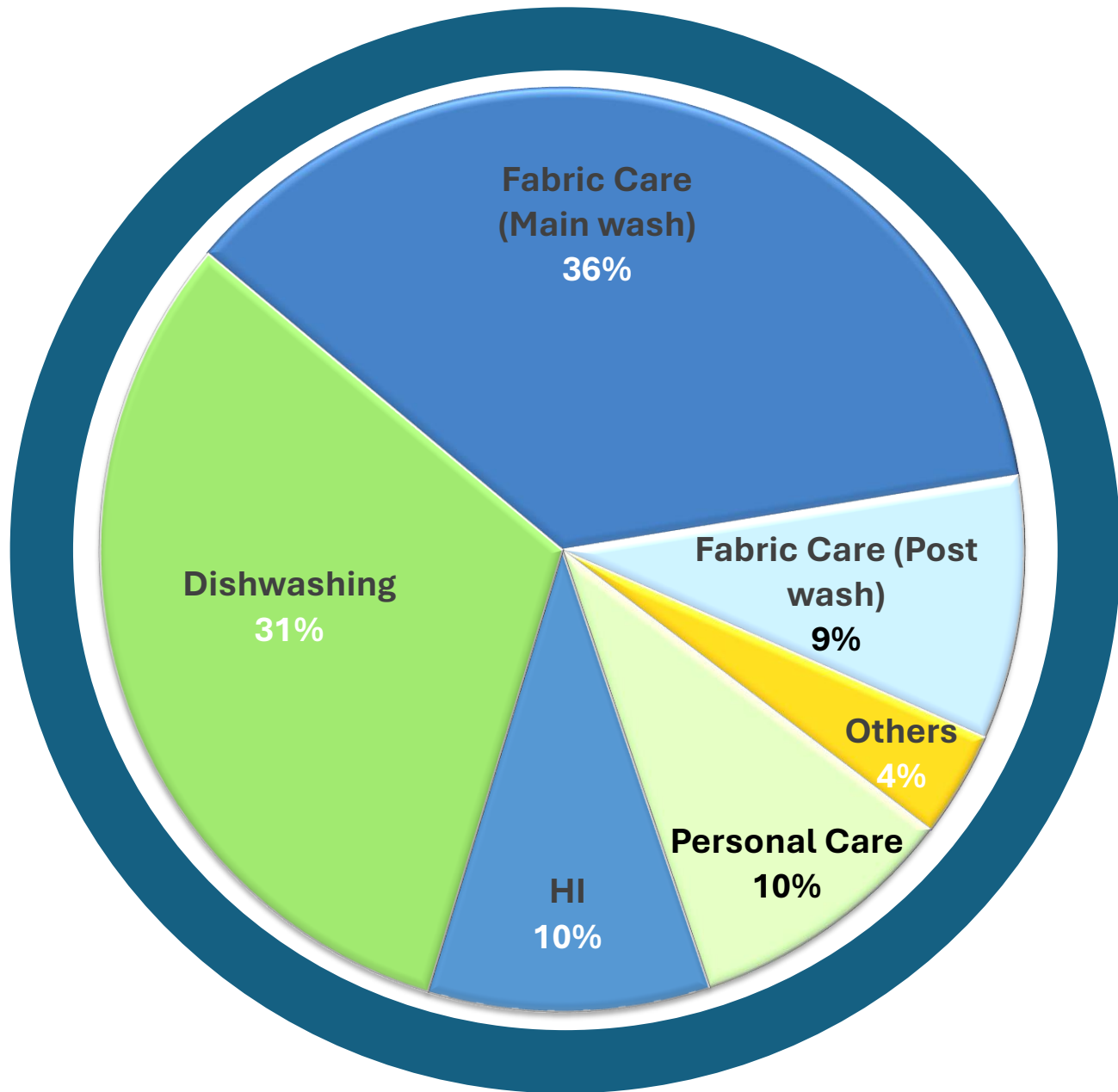
\*includes fixed deposits and Mutual fund investments

# EBITDA MOVEMENT

PARTICULARS	Q4	Financial Year
<b>EBITDA % - PREVIOUS PERIOD</b>	<b>16.8%</b>	<b>17.6%</b>
GROSS MARGIN	-4.0%	-3.3%
EMPLOYEE COST	-0.1%	-0.1%
ADVERTISEMENT & SALES PROMOTION	1.0%	0.7%
OTHER EXPENDITURE	-0.2%	0.4%
<b>EBITDA % - CURRENT PERIOD</b>	<b>13.5%</b>	<b>15.3%</b>



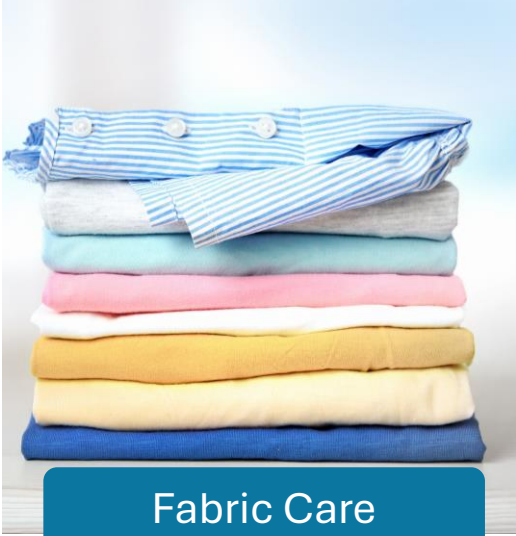
## BRAND PERFORMANCE & INITIATIVES



Q4 FY 2026

## Category Wise Business Share

# CATEGORY APPROACH FOR FY26



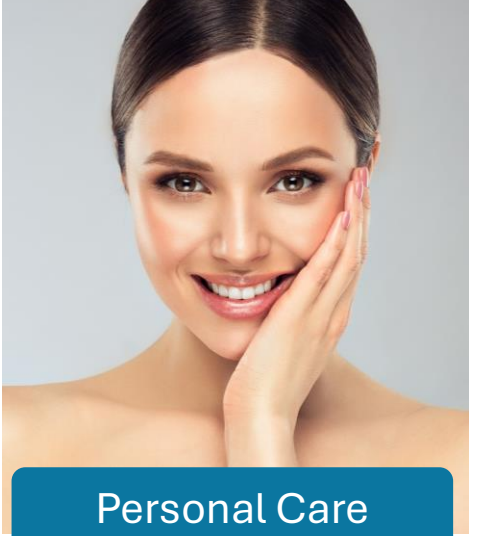
Fabric Care



Dish Washing



Household Insecticide



Personal Care

## FY26 Approach

Lead innovation in post-wash while sustaining value in detergents. Expand our detergent portfolio across price tiers to deliver superior performance and strengthen category presence.

Drive innovation and expand our dishwash portfolio to strengthen brand equity, deliver superior value, and grow market share across formats and price points..

Build on our innovation-led strength to expand into consumer-relevant formats, enhance category presence, and ensure sustainable, value-driven growth in Household Insecticides.

Leverage Margo's 100+ year neem heritage to expand into new personal care formats. Drive innovation and distribution expansion to build a strong presence in the category.



## Post Wash

Ujala franchise continued to build scale through focused distribution expansion and sustained visibility across key markets. New Ujala Crisp & Shine Intense saw continued distribution ramp-up and in-store visibility driving premiumization. Ujala Young & Fresh expanded incremental reach through targeted entertainment integrations and multiplex presence, while Ujala Supreme maintained brand saliency through sustained digital media support.

## Detergents

Ujala Detergent improved shelf visibility through refreshed contemporary packaging, contributing to continued share gains in Powder and Liquid formats. Mr. White strengthened value perception through consumer promotions, with new variant gaining traction across key markets; the liquid portfolio was expanded across channels. Morelight enhanced in-store presence through pan-India sampling and trade visibility initiatives, with the liquid variant scaling on the back of ₹99/1L pricing driving adoption.

# Dishwash



## Exo

Exo strengthened its antibacterial platform with the launch of India's first bio-enzyme dishwash across rounds, bars and liquid formats, supported by benefit-led variants addressing germ removal, grease and malodor. Focused media investments supported trial and value perception, while calibrated pricing actions ensured competitiveness in a high-intensity environment.

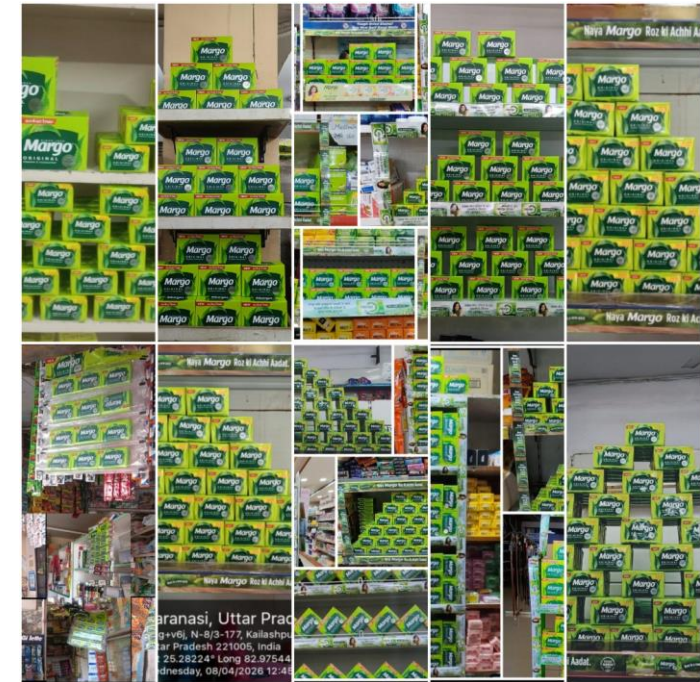
## Pril

Pril sustained leadership in Modern Trade and e-commerce, driven by the core SKUs for the channel. General Trade expansion continued through trial pouch packs, strengthening retail penetration and distribution, supported by consistent in-market execution across key geographies.

# PERSONAL CARE



Launched Margo Original — a modernised pack design with a refreshed visual identity, anchored on the brand’s “Since 1920” heritage and Vitamin E moisturiser credentials.



New pack designed to enhance shelf visibility, appeal to younger consumers, and create a clear runway for future variant extensions under the Margo masterbrand.

# Household Insecticides

## TV and Digital Campaign



Maxo strengthened its innovation-led positioning with the launch of Maxo Genius Combi, a fully automatic repellent with 5-minute knockdown enabled by Intellichip. The portfolio was further expanded with Maxo Genius LV Lavender Royale and multi-refill packs, driving presence in Modern Trade and e-commerce.

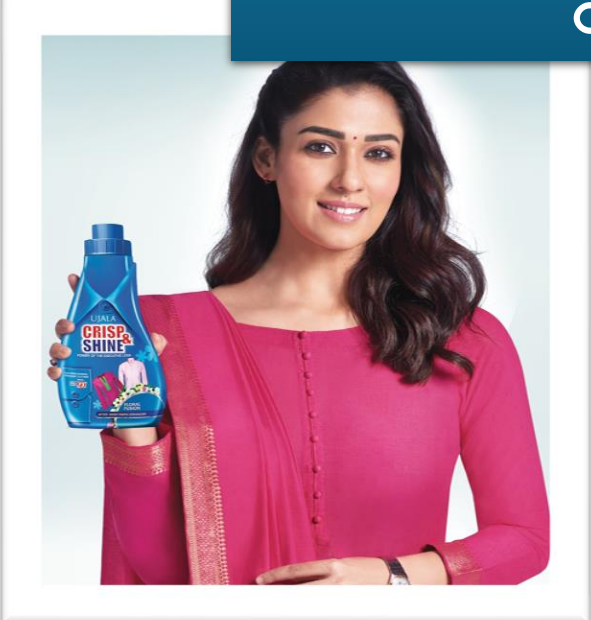
## Maxo Aerosol and Racquet



Strengthened Maxo Aerosol presence across e-commerce and quick commerce to reach consumers. In-store activations deployed to reinforce USPs of FIK and CIK variants across key markets.



The confidence of Celebrities  
on Jyothy Brands!



# ESG Overview: Moving Forward, Leaving No Footprint

## Water Stewardship

- Implementation of Zero Liquid Discharge facility at 12 plants situated at 10 locations.

## Energy Consumption

- Four out of 17 locations are installed with Solar Plants with total installed capacity of 1,226 KW
- Automation initiatives at various plant locations

## Waste Management

- Promoting usage of recycled materials in our packaging
- Maintained 100% Extended Producer Responsibility (EPR) compliance



## Renewable Energy

- Consistent use of solar energy across four locations

## Carbon Sink

- Maintaining 47.25 acres of green belt

## Social & Governance

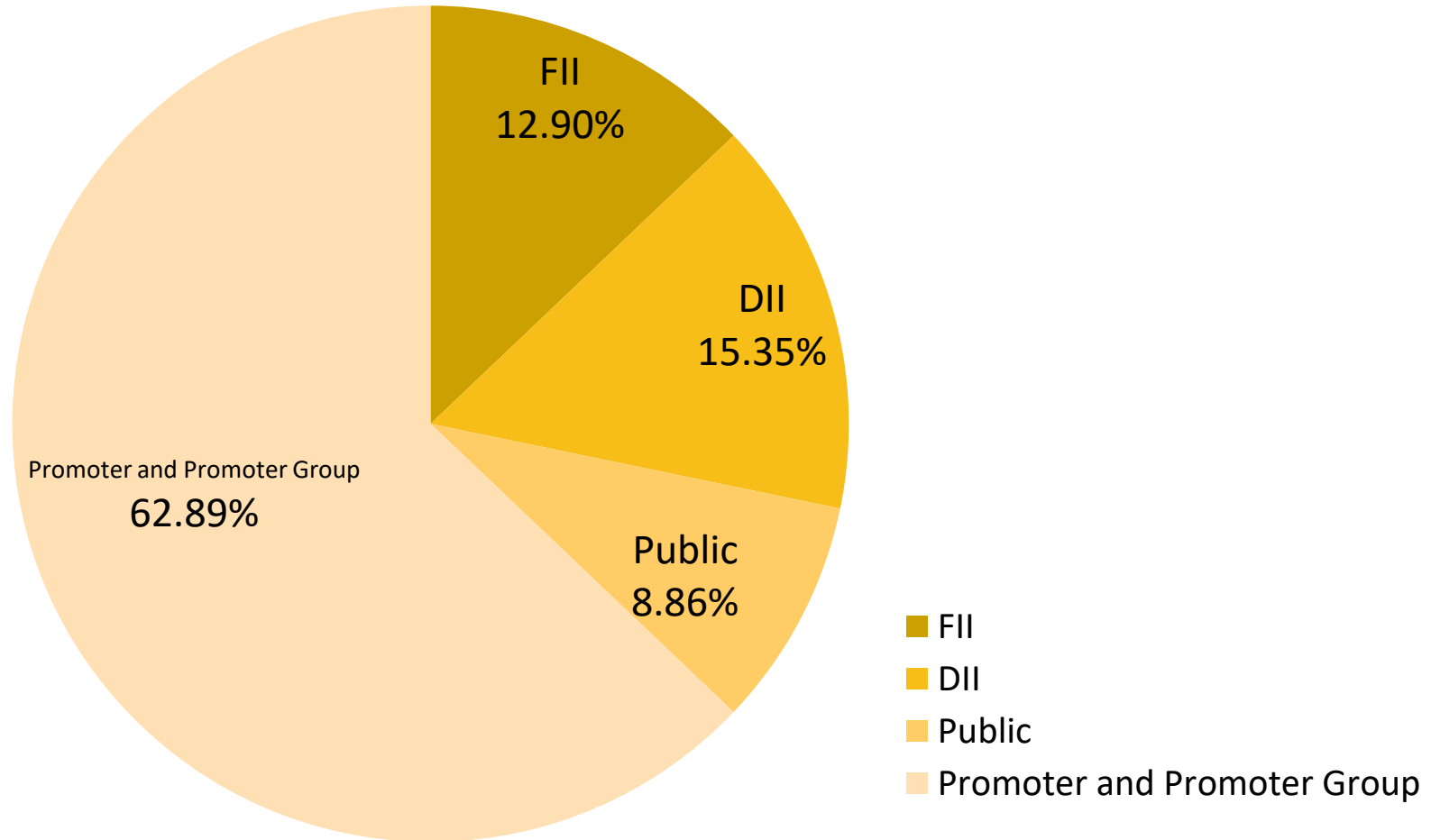
- Jyothy Labs has been recognized among the Top 50 India's Best Workplace™ in Manufacturing 2026.
- Board and Committee Meeting attendance at 100%
- ESG Risk embedded in Risk Management Policy
- **50%+** Independent Directors on the Board

## WAY FORWARD

- Growth to be prioritised over margins, with continued focus on driving volumes in a volatile environment.
- Margins likely to remain subdued in the near term, given limited ability to pass on full input cost inflation.
- Selective price increases underway, with gradual pass-through aligned to demand elasticity.
- Organised channels to remain key growth drivers, with rising salience in overall sales mix.
- Execution discipline and cost control remain critical to navigate volatility and sustain profitable growth.

# SHAREHOLDING PATTERN

As on 31 March 2026



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# THANK YOU

**Contact for any queries**

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