

January 25, 2023

To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051

Scrip Code: JYOTHYLAB

**BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 023

Scrip Code: 532926

Dear Sir,

# Sub: Outcome of the Board Meeting held on January 25, 2023

Further to our letter dated January 17, 2023, on the captioned subject, we wish to inform you that the Board of Directors of the Company at its meeting held today at 10:45 a.m. and concluded at 1:10 p.m., approved the Un-audited Financial Results on Standalone and Consolidated basis for the quarter and nine months ended December 31, 2022 with Limited Review by the Statutory Auditors of the Company.

Accordingly, in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Un-audited Financial Results on Standalone and Consolidated basis for the quarter and nine months ended December 31, 2022 accompanied with the Limited Review Report by the Statutory Auditors of the Company.

Also attached is the Press Release by the Company in respect of its performance during the quarter ended December 31, 2022.

Kindly take the above on your record and disseminate the same for the information of investors.

Thanking you, Yours faithfully,

For Jyothy Labs Etmited

Shreyas Trivedi Head – Legal & Company Secretary

Encl.: as above



Jyothy Labs Limited (Formerly known as Jyothy Laboratories Limited) CIN: L24240MH1992PLC128651 'Ujala House', Ramkrishna Mandir Road, Kondivita, Andheri (East), Mumbai 400 059. Tel: +91 022-6689 2800 | Fax: +91 022-6689 2805 info@jyothy.com | www.jyothylabs.com

# BSR&Co.LLP

**Chartered Accountants** 

14th Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaon (East), Mumbai - 400 063, India

Telephone: +91 22 6267 1000 Fax: +91 22 6257 1010

Limited Review Report on unaudited standalone financial results of Jyothy Labs Limited for the quarter ended 31 December 2022 and year to date results for the period from 1 April 2022 to 31 December 2022 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

To the Board of Directors of Jyothy Labs Limited

- We have reviewed the accompanying Statement of unaudited standalone financial results of Jyothy Labs Limited (hereinafter referred to as "the Company") for the quarter ended 31 December 2022 and year to date results for the period from 1 April 2022 to 31 December 2022 ("the Statement").
- 2. This Statement, which is the responsibility of the Company's management and approved by its Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations"). Our responsibility is to issue a report on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP** *Chartered Accountants* Firm's Registration No.:101248W/W-100022

Sreeja Mařar *Partner* Membership No.: 111410 UDIN:23111410BGYASY6781

Mumbai 25 January 2023

B S R & Co (a partnership timt with Registration No. BAB1223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB:81811 with effect from October 14, 2013.

14th Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaan (East), Muntual - 400000

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# BSR&Co.LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaon (East), Mumbai - 400 063, India

Telephone: +91 22 6267 1000 Fax: +91 22 6257 1010

Limited Review Report on unaudited consolidated financial results of Jyothy Labs Limited for the quarter ended 31 December 2022 and year to date results for the period from 1 April 2022 to 31 December 2022 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

To the Board of Directors of Jyothy Labs Limited

- 1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Jyothy Labs Limited (hereinafter referred to as "the Parent"), and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter ended 31 December 2022 and year to date results for the period from 1 April 2022 to 31 December 2022 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
- 2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

- 4. The Statement includes the results of the following entities:
- a. Jyothy Fabricare Services Limited
- b. Jyothy Kallol Bangladesh Limited
- c. JFSL-JLL (JV)
- 5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

SRM

B S R & Co. (a partnership firm with Registration No. 8A6 (223) converted into B 3 R & Co. LtP (a United Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

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# BSR&Co.LLP

# Limited Review Report (Continued)

### Jyothy Labs Limited

6. The Statement includes the interim financial information/ financial results of two subsidiaries which have not been reviewed, whose interim financial information/ financial results reflect total revenues (before consolidation adjustments) of Rs. 385 lacs and Rs. 1,032 lacs, total net loss after tax (before consolidation adjustments) of Rs. 25 lacs and Rs. 68 lacs and total comprehensive loss (before consolidation adjustments) of Rs. 68 lacs and Rs. 162 lacs, for the quarter ended 31 December 2022 and for the period from 1 April 2022 to 31 December 2022 respectively, as considered in the Statement. According to the information and explanations given to us by the Parent's management, these interim financial information/ financial results are not material to the Group.

Our conclusion is not modified in respect of this matter.

For BSR&Co.LLP

Chartered Accountants Firm's Registration No.:101248W/W-100022

Sreeja Marar *Partner* Membership No.: 111410 UDIN:23111410BGYASZ2946

Mumbai 25 January 2023

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#### JYOTHY LABS LIMITED (CIN : L24240MH1992PLC128651) STATEMENT OF STANDALONE/CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022

Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.

|  |               |              | Stan       | lalone                       |            |            | Consolidated  |            |            |                   | (Rs in lace      |                       |
|--|---------------|--------------|------------|------------------------------|------------|------------|---------------|------------|------------|-------------------|------------------|-----------------------|
|  | Quarter ended |              |            | Nine months ended Year ended |            | d          | Quarter ended |            |            | Nane months ended |                  |                       |
| Particulars  | 31.12.2022    | 30.09.2022   | 31.12.2021 | 31.12.2022                   | 31.12.2021 | 31.03.2022 | 31.12.2022    | 30.09.2022 | 31.12.2021 | 31.L 2.2022       | 31 12 2021       | Year end<br>31.03.202 |
|  | Unaudited     | Unaudited    | Unaudited  | Unaudited                    | Unaudited  | Audited    | Unaudited     | Unaudited  |            |                   |                  |                       |
| Revenue from operations  | 59,858        | 64,643       | 52,865     | 1,83,082                     | 1,62,890   | 2,16,627   | 61,267        | 65,920     | 53,903     | 1,86,907          | 1,64,978         |                       |
| Other income   | 561           | 553          | 425        | 2,508                        | 1,432      | 1,896      | 1,526         | 534        | 363        | 3,383             | 1,04,978         | 2,19,649              |
| Total Income   | 60,419        | 65,196       | 53,290     | 1,85,590                     | 1,64,322   | 2,18,523   | 62,793        | 66,454     | 54,266     | 1,90,290          | 1,294            | 1,867                 |
| Expenses   |               |              |            |                              |            |            |               |            | 01,200     | 1, 20,290         | 1,00,272         | 2,21,516              |
| (a) Cost of materials consumed   | 27,764        | 38,531       | 26,641     | 1,00,513                     | 81,004     | 1,09,229   | 27,963        | 38,712     | 26,918     | 1,01,032          |                  |                       |
| <ul><li>(b) Purchases of stock in trade</li><li>(c) Changes in inventories of finished goods, stock in</li></ul> | 3,209         | 4,321        | 5,158      | 11,504                       | 15,570     | 19,016     | 3,209         | 4,322      | 5,159      | L 1,507           | 81,540<br>15,575 | 1,09,600<br>19,029    |
| trade and work-in-progress   | 3,696         | (3,837)      | (630)      | (2,551)                      | (837)      | (309)      | 3,691         | (3,818)    | (620)      | (2,539)           | (832)            | (220                  |
| (d) Employee benefits expense  | 6,169         | 6,506        | 5,860      | 18,659                       | 17,835     | 23,535     | 6,640         | 6,966      | 6,190      | 1 9,999           |                  | (332                  |
| (e) Finance cost   | 95            | 119          | 180        | 340                          | 528        | 669        | 321           | 346        | 300        | 997               | 18,723           | 24,745                |
| (f) Advertisement and sales promotion expense  | 4,136         | 4,100        | 3,804      | 12,670                       | 12,121     | 15,991     | 4,183         | 4,153      | 3,837      |                   | 896              | 1,181                 |
| (g) Depreciation and amortisation expenses   | 1,059         | 1,121        | 2,098      | 3,313                        | 6,214      | 7,852      | 1,216         | 1,302      | 1,445      | 1 2,840           | 12,197           | 16,107                |
| (h) Other expenses   | 6,442         | 7,007        | 5,980      | 19,847                       | 17,935     | 24,219     | 7,145         | 7,543      | 6,303      | 3,822<br>2 1,607  | 4,275            | 5,817                 |
| Total expenses   | 52,570        | 57,868       | 49,091     | 1,64,295                     | 1,50,370   | 2,00,202   | 54,368        | 59,526     | 49,532     | 1,69,265          | 18,677           | 25,677                |
| Profit before tax and exceptional item   | 7,849         | 7,328        | 4,199      | 21,295                       | 13,952     | 18,321     | 8,425         | 6,928      | 49,332     | 2 1,025           | 1,51,051         | 2,01,824              |
| Exceptional item (Note 2)  |               | (703)        |            | (703)                        | -          | -          |               | (703)      | 4,734      | (703)             | 15,221           | 19,692                |
| Profit before tax  | 7,849         | 8,031        | 4,199      | 21,998                       | 13,952     | 18,321     | 8,425         | 7,631      | 4,734      |                   |                  |                       |
| Tax expenses   | 1,682         | 1,093        | 659        | 3,673                        | 2,191      | 2,708      | 1,686         | 1,096      | 932        | 2 1,728           | 15,221           | 19,692                |
| Current tax  | 1,377         | 1,398        | 725        | 3,846                        | 2,410      | 3,207      | 1,381         | 1,090      |            | 3,681             | 3,002            | 3,779                 |
| Deferred tax charge / (credit)   | 305           | (305)        | (66)       | (173)                        | (219)      | (499)      | 305           | (305)      | 730<br>202 | 3,854             | 2,419            | 3,215                 |
| Net Profit for the period  | 6,167         | 6,938        | 3,540      | 18,325                       | 11,761     | 15,613     | 6,739         | 6,535      | 3,802      | (173)             | 583              | 564                   |
| Other Comprehensive Income   |               |              |            |                              |            |            | 0,107         | 0,555      | 3,802      | 1.8,047           | 12,219           | 15,913                |
| a) Items that will not be reclassified to profit or loss<br>b) Tax (expense)/benefit on items that will not be   | 12            | 12           | (46)       | 36                           | (139)      | (19)       | 12            | 12         | (46)       | 36                | (139)            | (38)                  |
| eclassified to profit or loss  | (4)           | (4)          | 17         | (12)                         | 49         | 7          | (4)           | (4)        | 16         | (12)              | 48               | 7                     |
| c) Items that will be reclassified to profit or loss   | -             | -            | -          | -                            | -          | -          | (43)          | (7)        | 1          | (94)              | 1                | 27                    |
| Other Comprehensive Income/(loss) for the period   | 8             | 8            | (29)       | 24                           | (90)       | (12)       | (35)          | 1          | (29)       | (70)              | (90)             | (4)                   |
| fotal Comprehensive Income for the period  | 6,175         | 6,946        | 3,511      | 18,349                       | 11,671     | 15,601     | 6,704         | 6,536      | 3,773      | 17,977            | 12,129           | 15,909                |
| rofit/(loss) attributable to :   |               |              |            |                              |            |            |               |            |            |                   | 14,14)           | 13,909                |
| Owners of Jyothy Labs Limited  |               |              |            |                              |            |            | 6,739         | 6,464      | 3,843      | 18,048            | 12,400           | 16,198                |
| Jon-Controlling Interest   |               |              |            |                              |            |            | -             | 71         | (41)       | (1)               | (181)            | (285)                 |
| Other Comprehensive Income attributable to:  |               |              |            |                              |            |            |               |            |            |                   | (101)            | (205)                 |
| Owners of Jyothy Labs Limited  |               |              |            |                              |            |            | (25)          | 3          | (29)       | (47)              | (90)             | (9)                   |
| Ion-Controlling Interest   |               |              |            |                              |            | Second and | (10)          | (2)        | -          | (47)              | (90)             | (8)<br>4              |
| otal Comprehensive Income attributable to:   |               |              |            |                              |            |            |               |            |            | (25)              |                  | 4                     |
| wners of Jyothy Labs Limited   |               |              |            |                              |            |            | 6,714         | 6,467      | 3,814      | 18,001            | 12,310           | 16,190                |
| on-Controlling Interest  |               |              |            |                              |            |            | (10)          | 69         | (41)       | (24)              | (181)            | (281)                 |
| aid up equity share capital (Face value of Re 1/- each)  | 3,672         | 3,672        | 3,672      | 3,672                        | 3,672      | 3,672      | 3,672         | 3,672      | 3,672      | 3,672             | 3,672            |                       |
| ther equity  |               | ļ            |            |                              |            | 90,618     |               |            | -1         | 5,012             | 5,072            | 3,672                 |
| arnings Per Share of face value Re 1/- each  |               |              |            |                              |            |            |               |            |            |                   |                  | 1,40,684              |
| Basic earnings per share (Rs)  | 1.68          | 1.89         | 0.96       | 4.99                         | 3.20       | 4.25       | 1.84          | 1.76       | 1.05       | 4.91              | 3.38             |                       |
| Diluted earnings per share (Rs)  | 1.68          | 1.89         | 0.96       | 4.99                         | 3.20       | 4.25       | 1.84          | 1,76       | 1.05       | 4.91              | 3.38             | 4.41                  |
|  | Not           | Not          | Not        | Not                          | Not        |            | Not           | Not        | Not        | Not               | 3.38<br>Not      | 4.41                  |
|  | Annualised .  | Annualised . | Annualised | Annualised                   | Annualised | Annualised | Annualised    | Annualised | Annualised |                   | Annualised .     | Appualized            |

Notes :

1. The above unaudited financial results of the Company for the quarter and nine months ended December 31, 2022 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 25, 2023.

2. During the quarter ended September 30, 2022, the Company has received a one-time settlement for extinguishing indemnity pertaining to an erstwhile business transaction of Rs 1,642 lacs provided earlier which has been written back and an amount of Rs 939 lacs has been provided towards litigation settlement under VAT amnesty scheme.

3. For more details on results, visit investor center section of the Company's website at <u>www.jyothylabs.com</u> and financial result under corporate section of Stock Exchange's Website at <u>www.nseindia.com</u> and <u>www.bseindia.com</u> and <u>www.bseindia.com</u> and <u>www.seindia.com</u> and <u>www.seindia.com</u> and <u>www.seindia.com</u> and <u>www.seindia.com</u> and <u>section</u> of section of sectio

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For and on behalf of the Board of Directors Type M. M. H. Jyothy M.R. Jyothy M.R. Jyothy Managing Director DIN : 00571828

Place: Mumbai Date: January 25, 2023

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| REPORTING (                                 | OF SEGMENT W | ISE REVENUE, F              | RESULTS, ASSET | <b>FS AND LIABIL</b> | ITIES   |            |  |  |  |
|---|--------------|-----------------------------|----------------|----------------------|---|------------|--|--|--|
|   |              |                             |                |                      |   | (Rs in lac |  |  |  |
|   | Consolidated |                             |                |                      |   |            |  |  |  |
| Particulars                                 | 31.12.2022   | Quarter ended<br>30.09.2022 | 24.40.000      | Nine mon             |   | Year ended |  |  |  |
| a ar occurre y                              |              |                             | 31.12.2021     | 31.12.2022           | 31.12.202   | 31.03.2022 |  |  |  |
| Segment Revenue :                           | Unaudited    | Unaudited                   | Unaudited      | Unaudited            | Unauditect  | Audited    |  |  |  |
| A. Fabric Care                              | 26.240       |                             |                |                      |   |            |  |  |  |
| B. Dishwashing                              | 26,349       | 28,616                      | 20,908         | 80,077               | 60,4445   | 81,70      |  |  |  |
| C. Household Insecticides                   | 22,133       | 22,791                      | 20,113         | 65,856               | 60,798  | 79,780     |  |  |  |
| D. Personal Care                            | 4,340        | 4,348                       | 5,144          | 13,171               | 18,594  | 26,52      |  |  |  |
| NUM 10 DEE DEPARTMENT SPECIFIC              | 5,913        | 7,327                       | 5,297          | 20,184               | 18,714  | 23,380     |  |  |  |
| E. Laundry service<br>F. Others             | 1,309        | 1,146                       | 926            | 3,527                | 1,845   | 2,702      |  |  |  |
|   | 1,223        | 1,692                       | 1,515          | 4,092                | 4,5 82  | 5,555      |  |  |  |
| Net Sales                                   | 61,267       | 65,920                      | 53,903         | 1,86,907             | 1,64,978  | 2,19,649   |  |  |  |
| Segment Results:                            |              |                             |                |                      | in the second | 2,17,047   |  |  |  |
| Profit / (Loss) before tax and finance cost |              |                             |                | 1                    |   |            |  |  |  |
| A. Fabric Care                              | 4,852        | 4,333                       | 3,187          | 12,269               | 9,838   | 12.250     |  |  |  |
| B. Dishwashing                              | 3,383        | 3,521                       | 2,355          | 9,657                | 6,949   | 12,359     |  |  |  |
| C. Household Insecticides                   | (690)        | (792)                       | (403)          | (1,929)              | (824)   | 9,285      |  |  |  |
| D. Personal Care                            | 904          | 738                         | 734            | 1,890                | 2,964   | (791       |  |  |  |
| E. Laundry service                          | (155)        | (163)                       | (115)          | (481)                |   | 3,559      |  |  |  |
| F. Others                                   | 1            | 12                          | (115)          | (481)                | (716)   | (870)      |  |  |  |
| Fotal                                       | 8,295        | 7,649                       | 5,669          |                      | (470)   | (324)      |  |  |  |
| Less: (i) Finance cost                      | (321)        | (346)                       |                | 21,484               | 17,741  | 23,218     |  |  |  |
| (ii) Other unallocable expenditure          | (760)        | (585)                       | (300)          | (997)                | (896)   | (1,181)    |  |  |  |
| (iii) Exceptional Item (Note 2)             | (700)        | · /                         | (715)          | (1,919)              | (2,113)   | (3,143)    |  |  |  |
| Add: Unallocable Income                     | 1,211        | 703<br>210                  | -              | 703                  | -   | -          |  |  |  |
| Profit Before Tax                           | 8,425        | 7,631                       | 80             | 2,457                | 489   | 798        |  |  |  |
| egment Assets :                             | 0,423        | /,031                       | 4,734          | 21,728               | 15,221  | 19,692     |  |  |  |
| A. Fabric Care                              | 33,797       | 26.651                      |                |                      |   |            |  |  |  |
| B. Dishwashing                              | 24,460       | 36,651                      | 31,547         | 33,797               | 31,547  | 30,855     |  |  |  |
| C. Household Insecticides                   |              | 26,443                      | 24,771         | 24,460               | 24,771  | 25,232     |  |  |  |
| D. Personal Care                            | 12,705       | 14,557                      | 13,876         | 12,705               | 13,876  | 13,108     |  |  |  |
| E. Laundry service                          | 7,255        | 7,974                       | 7,425          | 7,255                | 7,425   | 7,664      |  |  |  |
| F. Others                                   | 11,072       | 15,017                      | 11,373         | 11,072               | 11,373  | 10,900     |  |  |  |
| G. Unallocated assets                       | 1,897        | 2,164                       | 2,171          | 1,897                | 2,171   | 2,144      |  |  |  |
| Total                                       | 1,11,258     | 1,07,483                    | 97,655         | 1,11,258             | 97,655  | 1,12,375   |  |  |  |
|   | 2,02,444     | 2,10,289                    | 1,88,818       | 2,02,444             | 1,88,818  | 2,02,278   |  |  |  |
| egment Liabilities :                        |              |                             |                | 1000                 |   | -,,-,-,-   |  |  |  |
| A. Fabric Care                              | 15,634       | 19,691                      | 13,141         | 15,634               | 13,141  | 16,373     |  |  |  |
| 3. Dishwashing                              | 13,726       | 17,037                      | 13,299         | 13,726               | 13,299  | 15,803     |  |  |  |
| . Household Insecticides                    | 2,942        | 4,166                       | 5,498          | 2,942                | 5,498   | 6,811      |  |  |  |
| D. Personal Care                            | 4,125        | 4,944                       | 3,614          | 4,125                | 3,614   | 4,423      |  |  |  |
| E. Laundry service                          | 1,452        | 1,523                       | 1.056          | 1,452                | 1,056   |            |  |  |  |
| 7. Others                                   | 553          | 624                         | 630            | 553                  | 630   | 1,174      |  |  |  |
| . Unallocated liabilities                   | 14,926       | 15,623                      | 15,069         | 14,926               | 15,069  | 950        |  |  |  |
| Total                                       | 53,358       | 63,608                      | 52,307         | 53,358               | 52,307  | <u> </u>   |  |  |  |

#### Notes:

i. Fabric Care includes fabric whitener, fabric enhancer, detergent powder, detergent liquid and bar soap. Dishwashing includes dish wash bar, liquid, dish wash scrubber, dishwash steel scrubber and dishwash powder. Household Insecticides includes mosquito repellent coil, liquid and insect repellents sticks. PersonalCare includes body soap, face wash, toothpaste, deodorants, talcum powder, after shave, hand wash, hand sanitizer and moisturiser. Laundry includes drycleaning and laundry. Others includes incense sticks, toilet cleaner, floor cleaner and vegetable cleaner.

Based on the "management approach" as defined in Ind AS 108 - 'Operating Segments', the Chief Operating Decision Maker evaluates the Company's performance and allocate resources based on an analysis of various performance indicators by business segments and segment information is presented accordingly.

iii. Goodwill identifiable to operating segments are included in segment assets, however, where goodwill relates to multiple operating segments and it is not practicable to allocate between segments, it is included in unallocated assets.

iv. Finance cost is not allocated to any operating segments as the Company reviews the treasury and finance cost at the group level. Accordingly, borrowings are also considered in unallocated liabilities.

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For and on behalf of the Board of Directors

Place: Mumbai Date: January 25, 2023

M-Ĩ w M.R. Jyothy Managing Director

DIN : 00571828



# **RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2022**

# FOCUSSED EXECUTION DRIVES HIGHER GROWTH MOMENTUM

**Mumbai, January 25, 2023:** Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended December 31, 2022. The Company delivered sales of Rs 613 crores, increase of 13.7% growth against the same period last year.

The Company continues to deliver consistent double digit revenue growth for the quarter as well as on a 2 year CAGR basis. The business has been resilient inspite of high commodity inflation impacting the consumption across categories.

We have been focussed only on execution to drive higher operating revenues and manage margins in the inflationary environment. Our strategy is to build scale and gain market share backed by our enhanced distribution including reaching out to newer geographies, increase brand visibility and product innovation initiatives.

Our overall growth across all channels and markets have been encouraging and affirmative.

FINANCIAL HIGHLIGHTS (Q3FY2023 results over same period last year)

- Net Sales at Rs. 613 Crores, increased by 13.7%
- EBITDA margin at Rs. 84.4 Crores (13.8% of Net sales), increased by 37.9%
- Net Profit at Rs 67.4 Crores, increased by 77.2%

#### **SEGMENT PERFORMANCE:**

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

Fabric Care sales increased by 26% for Q3FY23 over same period last year. The segment has seen improvement in sales across all brands. Our expanded distribution has helped reaching out to consumers having affordability of our detergent powder segment.

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

Dishwashing sales increased by 10% for Q3FY23 over same period last year. Our distribution focus across channels has helped to reach out to new consumers and delivered consistent double digit growth. Further, Lower Unit Packs ('LUP') continue to gain acceptance and are selling strong in the rural markets thereby thrusting growth in revenues.

Jyothy M.R

## **PERSONAL CARE - Body Soap and Toothpaste**

Personal Care Sales increased by 11.6% for Q3FY23 over same period last year. Our Neem bas ed Margo Soap register a good growth as consumers prefer the soap for its authenticity and heritage of 100 years which has strengthened the brand equity over the years.

# HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Liquid Vaporizer and Incense Sticks

Household Insecticides sales decreased by 15.6% for Q3FY23 over same period last year. The decline is primarily due to degrowth in the category owing to seasonal and industry issues. Our growth outlook is positive. On a 3 year CAGR basis, the portfolio is up by 0.7%.

**Commenting on the financial performance of Q3FY2023, Ms. M R Jyothy, Managing Director, Jyothy Labs Limited said** "We continue to drive execution led growth to build scale. This will deliver value for all the stakeholders. Consistent market share gains builds a stronger operating environment which further drives future growth opportunities.

We have been witnessing a good traction for all our product categories and are determined to achieve consistent growth momentum for future."

#### About Jyothy Labs Limited:

Jyothy Labs Limited (JLL), one of the leading Indian FMCG Companies was founded in 1983 with a single brand 'Ujala' which has evolved into a multi brand, BSE & NSE listed Company involved in the manufacturing and marketing of products in fabric care, dishwash, mosquito repellent and personal care.

The Company has leading brands like Ujala, Maxo, Exo, Henko, Pril, Margo, Mr. White, MoreLight, Neem, and Maya that are well-known and established brands in their respective categories.

## For more information, please contact:

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Jyothy M.P