

February 9, 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 nine months ended December 31, 2025.

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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CALM under challenge.
CLEAR in vision.
Q3 FY26

February 09, 2026





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.

Our Power Brands



Key Product Categories



Fabric Care



Dish Wash



Household
Insecticides



Personal Care



Rs 2,844 crores Revenue in FY 24-25



3.6 Mn Outlets – Pan India availability



1.3 Mn Outlets Direct Reach



23 Manufacturing Plants



9,900+ 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

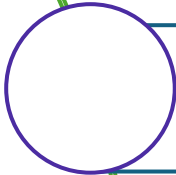
MARKET SCENARIO

- Rural demand remains resilient, supported by a gradual recovery in urban consumption.
- Volume growth is gaining momentum, driven by improving urban demand while rural consumption continues to stay strong.
- General Trade started gaining momentum; Quick commerce is scaling up rapidly and emerging as a significant FMCG sales channel.
- Gross Margins under pressure due to lowering of prices, higher consumer offers, and inflationary price trend in select commodities

RESULT HIGHLIGHTS – Q3FY26 SNAPSHOT



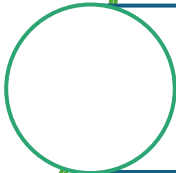
Revenue at Rs 740 Crores increased by 5.1%, volume grew by 7.2% (CAGR by value - 2 Yr 4.5%, 3 Yr 6.5%, 4 Yr 8.8%).



Gross Margin at 46.5% vs. 49.8% in the same period last year



A&P Spend at Rs. 56.8 Crores (7.7% of Revenue from Operation) vs Rs 63.7 Crores (9% of Revenue from operation) in the same period last year

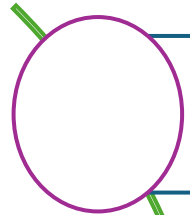


Operating EBITDA at 15% (Rs 110.7 Crores) vs 16.5% (Rs 115.8 Crores) in the same period last year

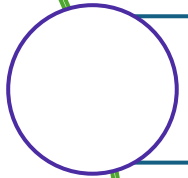


PAT at Rs 81.1 Crores as against Rs 87.4 Crores, in the same period last year

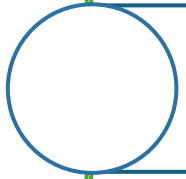
RESULT HIGHLIGHTS – YTD FY26 SNAPSHOT



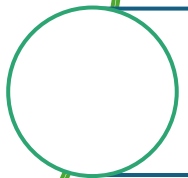
Revenue at Rs 2,227 Crores increased by 2.2%, volume grew by 4.5%



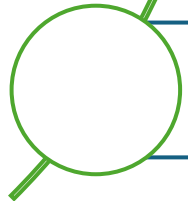
Gross Margin at 47.5% from 50.4% in the same period last year



A&P Spend at Rs. 177.1 Crores (8% of Net Sales) versus Rs 186.3 Crores (8.6% of Net Sales) in the same period last year



Operating EBITDA at 15.9% (Rs 353.1 Crores) versus 17.8% (Rs 387.7 Crores) in the same period last year



PAT at Rs 265.7 Crores as against Rs 294.2 Crores, in the same period last year

PERFORMANCE ACROSS CATEGORIES



	Growth (%)			
Q3 FY26	9.2%	-1.3%	10.9%	12.6%
YTD FY26	6.2%	-1.7%	1.8%	-3.5%
Q3 FY26 (2Y CAGR)	9.2%	1.1%	3.4%	-8.0%
Q3 FY26 (3Y CAGR)	10.2%	2.9%	9.3%	-3.7%
Q3 FY26 (4Y CAGR)	14.0%	4.7%	9.9%	-6.8%

SNAPSHOT OF COMPANY'S PERFORMANCE

Rs in crores

	QUARTER ENDED			NINE MONTHS ENDED		
PARTICULAR/GROWTH	CY	PY	% CHANGE	CY	PY	% CHANGE
REVENUE FROM OPERATION	740	704	5.1%	2,227	2,178	2.2%
OPERATING EBITDA	110.7	115.8	-4.4%	353.1	387.7	-8.9%
PAT	81.1	87.4	-7.2%	265.7	294.2	-9.7%

Financial Parameters

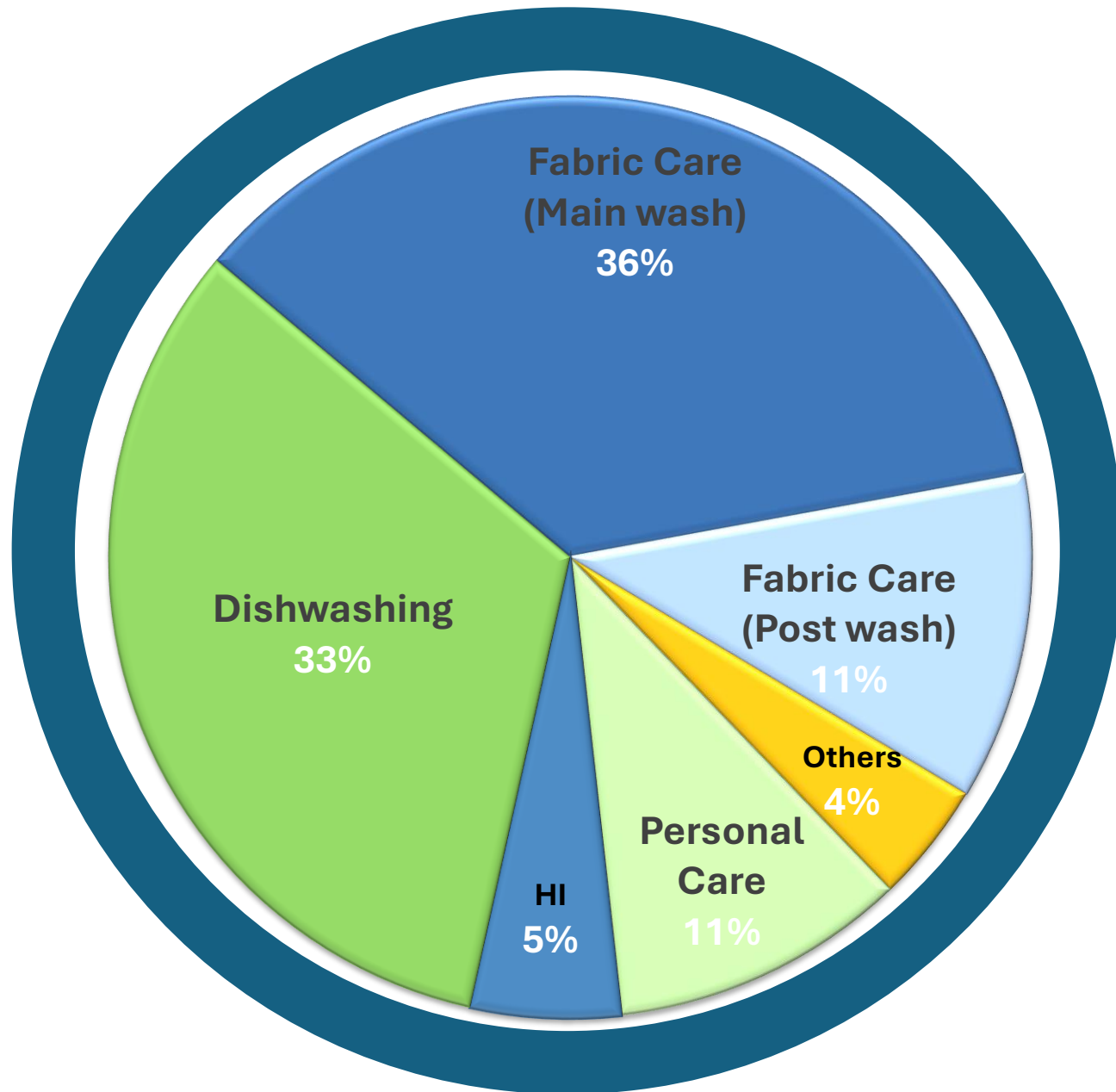
	QUARTER ENDED		NINE MONTHS ENDED	
PARTICULAR/GROWTH	CY	PY	CY	PY
GROSS MARGIN	46.5%	49.8%	47.5%	50.4%
OPERATING EBITDA MARGIN	15.0%	16.5%	15.9%	17.8%
PAT MARGIN	11.0%	12.4%	11.9%	13.5%
A&P TO REVENUE FROM OPERATION	7.7%	9.0%	8.0%	8.6%

EBITDA MOVEMENT

PARTICULARS	Q3	YTD
EBITDA % - PREVIOUS PERIOD	16.5%	17.8%
GROSS MARGIN	-3.3%	-2.8%
EMPLOYEE COST	0.0%	-0.2%
ADVERTISEMENT & SALES PROMOTION	1.4%	0.6%
OTHER EXPENDITURE	0.4%	0.5%
EBITDA % - CURRENT PERIOD	15.0%	15.9%



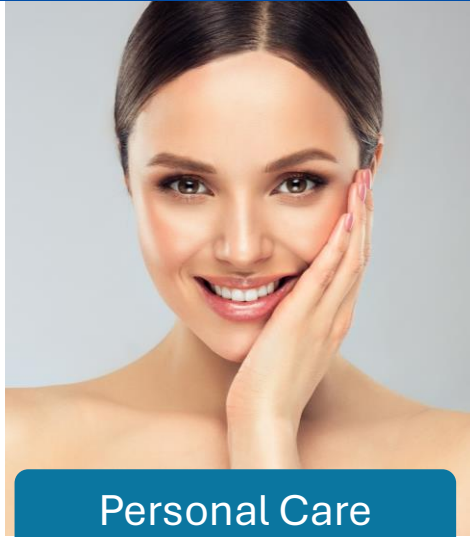
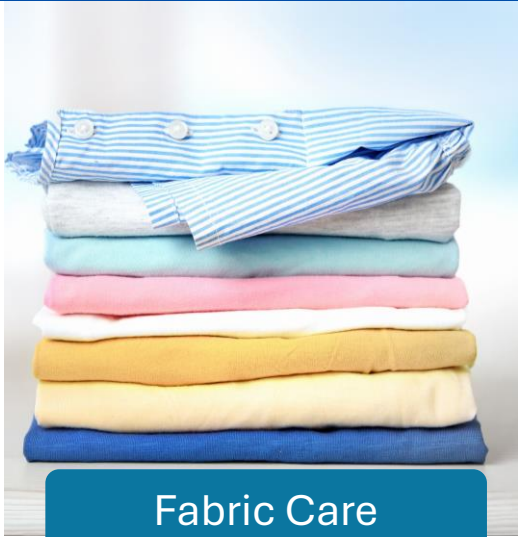
BRAND PERFORMANCE & INITIATIVES



Q3 FY 2026

Category Wise Business Share

CATEGORY APPROACH FOR FY26



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 sustained strong momentum through integrated TV, digital and cinema activations, driving high visibility and recall across key markets. **Launch of Ujala Crisp & Shine Intense** strengthened premiumization, supported by ATL and in-store visibility. *Ujala Young & Fresh* delivered incremental reach through high-impact entertainment integrations and multiplex advertising, while *Ujala Supreme* continued to reinforce brand warmth and recall through sustained multimedia presence.

Detergents

Ujala Detergent sustained strong ATL support in priority markets, driving continued market share gains across powder and liquid formats supported by refreshed SKUs and stronger distribution. Morelight and Mr. White liquids continued to build scale on value-led propositions and improved promotions. Sampling and trial initiatives expanded consumer reach, while the launch of **Dr. Wool** strengthened the portfolio with a specialist offering in North and East markets.



Exo

Prioritized focused media investments in key markets to strengthen the Anti-Bacterial proposition, supported by high-impact on-ground activations to drive engagement and conversion.

Maintained marketplace competitiveness amid heightened competitive intensity through calibrated MRP reductions to ensure price parity on key packs.

Pril

Sustained strong visibility and leadership in Modern Trade and e-commerce, with growth driven by the core 750 ml pack and larger refill pouches (1.5L+).

Continued GT expansion through trial pouch packs to strengthen retail penetration.

Personal Care : Margo Original Neem



Margo National TV campaign featuring
Raashii khanna

Sustained the national multimedia campaign featuring Raashii Khanna, reinforcing the “Ek Achhi Aadat” campaign thought and brand salience. Implemented MRP revisions across SKUs in line with the new GST rates.

Strengthened e-commerce focus through channel-exclusive packs and increased online promotion of Margo Neem Naturals variants. Built awareness and trials for the newly launched Jovia soap through consumer activations and outdoor visibility.

Household Insecticides

TV and Digital Campaign



Sustained multimedia campaign featuring Kareena Kapoor across key markets, highlighting Maxo's automatic feature and universal machine compatibility, supported by targeted digital to strengthen recall. To mark 25 years of Maxo, high-impact influencer and on-ground initiatives were executed, including the “Ghar ka Asli Genius Kaun” campaign and the Maxo ‘Chess Genius’ integrated on-ground and radio activation, reinforcing the brand’s legacy of smart protection.

Maxo Aerosol and Racquet



Maxo Aerosols continued to gain further strengthening the portfolio.



The confidence of Celebrities on Jyothy Brands!

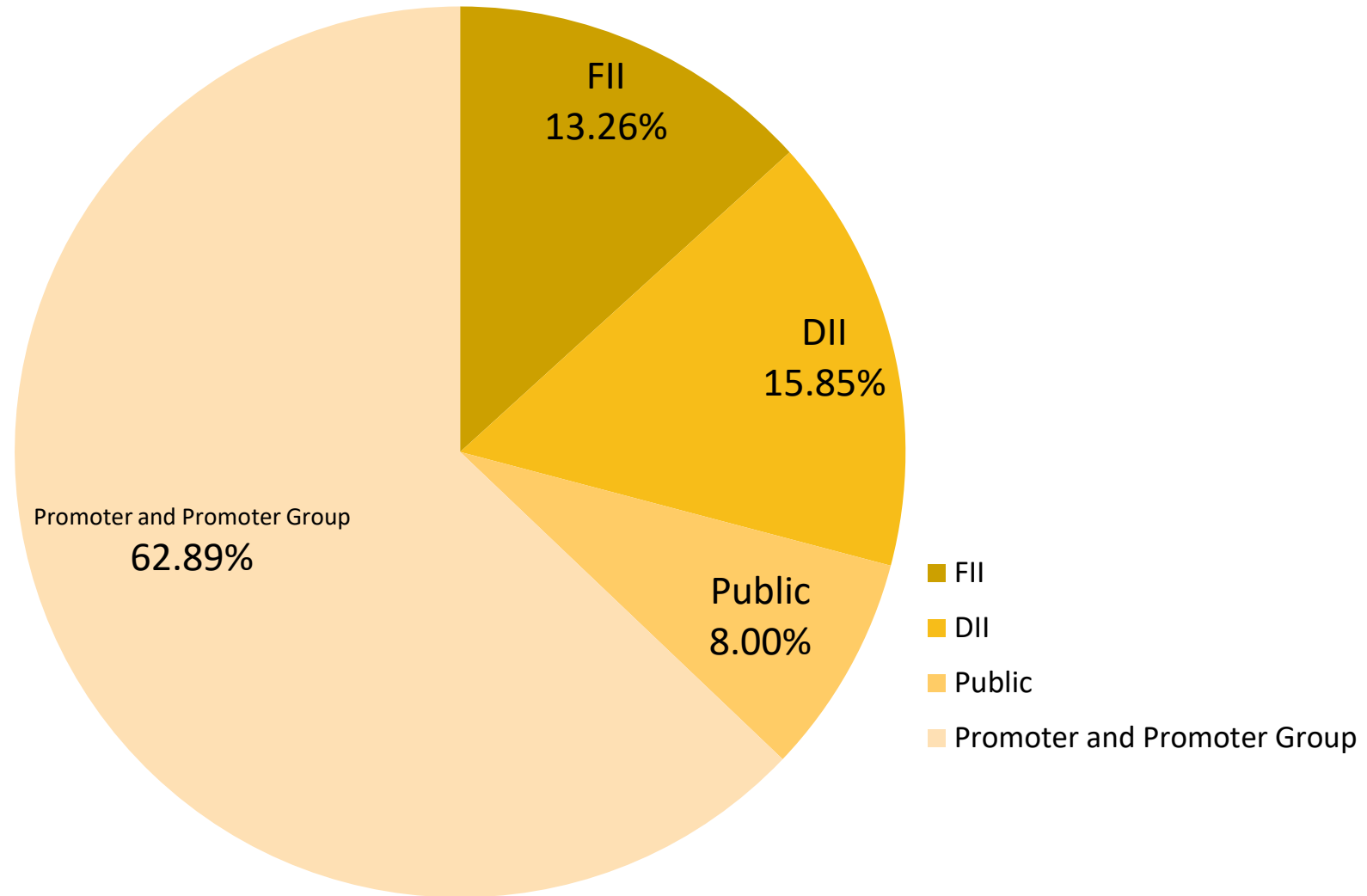


WAY FORWARD

- Drive volume-led growth and work towards hitting the double-digit growth trajectory in the near term.
- Increase focus on premium product sales, scale up newly launched products to mitigate margin pressures.
- Sustain brand investments and innovation as key enablers and long-term drivers of growth.

SHAREHOLDING PATTERN

As on 31 December 2025



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THANK YOU

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