

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q4FY16 (Consolidated)

Net Sales up 12.39% at Rs 445.21 crore

Net Profit up 31.58% at Rs 35.61 crore

Editor Synopsis

Q4FY15 v/s Q4FY16

- Net Sales at Rs. 445.21 crore v/s Rs. 396.12 crore, up 12.39%
- Net Profit at Rs. 35.61 crore v/s Rs. 27.06 crore, up 31.58%
- Operating EBIDTA margin at 13.5% v/s 13.2%
- EPS at Rs. 1.97 v/s Rs. 1.49

FY15 v/s FY16

- Net Sales at Rs. 1,644.73 crore v/s Rs 1,505.29 crore, up 9.26%
- Net Profit at Rs. 157.95 crore v/s Rs 121.12 crore, up 30.41%
- Operating EBIDTA margin at 14.4% v/s 12.7%
- EPS at Rs 8.72 v/s Rs 6.69

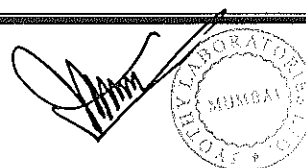
Mumbai, May 23, 2016: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs. 445.21 crore for the quarter ended March 31st, 2016 up 12.39% as against Rs. 396.12 crore for the corresponding quarter last year. During the same period, the Net Profit stood at Rs. 35.61 crore, as against Rs. 27.06 crore; up 31.58%.

The EBIDTA margin for the quarter was at 13.5% as against 13.2% reported in Q4FY15. The company reported EPS of Rs. 1.97 as against Rs. 1.49 in the corresponding quarter last year.

For full year ended March 31st, 2016, JLL reported Net Sales of Rs. 1,644.73 crore compared to Rs. 1,505.29 crore in FY15, reporting a rise of 9.26%. Net Profit for the same period stood at Rs. 157.95 crore compared to Rs. 121.12 crore; up 30.41%.

The EBIDTA margin for full year ended March 31st, 2016 was at 14.4% as against 12.7% reported in FY15. EPS for the period was recorded at Rs. 8.72 as against Rs. 6.69 of previous year.

The Board of Directors recommended final dividend of Re 1 per share of Re 1 each for the financial year ended March 31, 2016. Together with an interim dividend of Rs. 4 per share paid on March 20, 2016, the total dividend for the financial year ended March 31, 2016 aggregates to Rs. 5 per share of Re 1 each.



The image shows a handwritten signature in black ink over a circular stamp. The stamp contains the text 'JYOTHY LABORATORIES LIMITED' around the top edge and 'MUMBAI' in the center. There is also a small star-like symbol at the bottom of the stamp.

Segmental Performance

- **Soaps and Detergent: Includes Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**
 - Revenues for the quarter ended March 31st 2016 stood at Rs. 288.62 crore, up 10.12% compared to Rs. 262.10 crore in Q4FY15. Segment Results for the same period stood at Rs. 52.61 crore over Rs. 42.16 crore reporting a rise of 24.79%.
 - Revenues for FY16 stood at Rs. 1,199.87 crore, up 7.33% compared to Rs. 1,117.94 crore in FY15. Segment Results for the same period were recorded at Rs. 194.11 crore as against Rs. 147.71 crore up 31.41%.
- **Home Care: Includes mosquito repellent Maxo and Exo scrubber**
 - Revenues for the quarter ended 31st March 2016 stood at Rs. 142.23 crore up 18.73% as against Rs. 119.79 crore. Segment Results for the same period were recorded at Rs. 9.62 crore, as against Rs. -0.77 crore in FY15.
 - Revenues for FY16 stood at Rs. 387.42 crore, up 16.59% as against Rs. 332.30 crore in FY15. Segment Results for the same period stood at Rs. 21.86 crore over Rs. 8.22 crore reporting a rise of 165.94%

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "FY16 has been a good year for us. Our numbers for the year show a marked improvement with a significant gain in market share for power brands across categories.

The pilot test for Maxo Magic Card is now complete and we are set to launch it PAN India in the coming quarters. In addition the next year should also see a host of brand activities from the house of Jyothy.

We are confident that our investments in marketing and advertising combined with on ground activations will help us gain a significant market share in FY17."

ABOUT JYOTHY LABORATORIES:

Jyothy Laboratories Ltd, a fast moving consumer goods Company was founded in 1983 by Mr. M P Ramachandran. Over the years the company has evolved from a single product proprietary firm into a multi brand, BSE & NSE listed company involved in the manufacturing and marketing of products in fabric care, mosquito repellent, surface cleaning, personal care and incense sticks.

The company boasts of 10 brands in its kitty including **Ujala, Maxo, Exo, Henko, Pril, Margo, Neem, Fa, Mr. White** and **Chek** that are well-known and established brands in their respective categories.

The company is also engaged into service sector in organized laundry to provide "World class laundry at affordable price at your doorstep" through its subsidiary 'Jyothy Fabricare Services Limited'.

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