

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q4FY15 (Consolidated)

Net Sales jump 11.3% at Rs. 396.12 crore

Net Profit up by 26.1% at Rs 27.06 crore

Editor Synopsis

Q4FY15 v/s Q4FY14

- Net Sales at Rs. 396.12 crore, up 11.3%
- Net Profit at Rs. 27.06 crore, up 26.1%
- EBIDTA margin at 13.2% v/s 8.4%
- EPS at Rs. 1.49 v/s Rs. 1.19

FY15 v/s FY14

- Net Sales at Rs. 1505.29 crore, up 14.2%
- Net Profit at Rs. 121.12 crore, up 48.7%
- EBIDTA margin at 12.7% v/s 11.9%
- EPS at Rs. 6.69 v/s Rs. 4.77

Mumbai, May 25, 2015: Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG major, today announced its Q4FY15 results for the period ended March 31st, 2015. The Net Sales for the quarter stood at Rs. 396.12 crore as against Rs. 355.94 crore; reporting a rise of 11.3%. Net Profit for the same period was recorded at Rs. 27.06 crore up 26.1%, as against Rs 21.45 crore in Q4FY14.

The EBIDTA margin for the quarter was at 13.2% as against 8.4% reported in Q4FY14 and EPS rose to Rs. 1.49 as against Rs. 1.19 in the same period of last fiscal.

For the full year ended, Net Sales stood at Rs. 1505.29 crore as against Rs. 1318.39 crore in FY14; reporting a jump of 14.2%. Net profit for year rose to Rs. 121.12 crore, up 48.7% as against Rs. 81.43 crore.

EBIDTA margin for the year was recorded at 12.7% as against 11.9% in FY14 while EPS stood at Rs. 6.69 as against Rs. 4.77 in FY14.

The Board of Directors has recommended a dividend of Rs. 4/- per equity share of Re.1/- each for the year ended March 31, 2015.



Segmental Performance

- **Soaps and Detergent: Includes Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**
 - Revenues for the quarter ended March 31st 2015 stood at Rs. 262.10 crore, up 11.2% compared to Rs. 235.63 crore in Q4FY14. Segment Results for the same period stood at Rs. 42.16 crore over Rs. 30.13 crore reporting a rise of 39.9%
 - Revenues for FY15 stood at Rs. 1117.94 crore, up 15.3% compared to Rs. 969.75 crore in FY14. Segment Results for the same period were recorded at Rs. 147.71 crore as against Rs. 148.73 crore reporting a fall of 1.0 %
- **Home Care: Includes mosquito repellent Maxo and Exo scrubber**
 - Revenues for the quarter ended 31st March 2015 stood at Rs. 119.79 crore up 11.8% as against Rs. 107.13 crore. Segment Results for the same period were recorded at Rs. -0.76 crore, up 55.8% over Rs. -1.73 crore in FY14
 - Revenues for FY15 stood at Rs. 332.30 crore, up 10.9% as against Rs. 299.71 crore in FY14. Segment Results for the same period stood at Rs. 8.22 crore over Rs. 7.68 crore reporting a rise of 7.1%.

Brand launches during the year

- Henko – Launched a new detergent brand -- Henko LINTelligent catering to the premium segment. New ad campaign has actress Madhuri Dixit as its brand ambassador.
- Pril liquid has been added with a new variant Kraft gel
- Antibacterial range of Margo Face Wash in Neem and Saffron variants
- Exo - Anti-bacterial campaign with actress Shilpa Shetty as brand ambassador

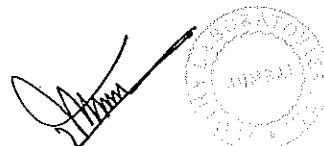
Commenting on the results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd. said, “FY 15 has been an exciting year for us. Our numbers for the year have been very satisfactory backed by significant brand launches and improvement in market share across categories. Our brand portfolio saw a considerable boost with the launch of first of its kind Henko LINTelligent. Contributory factors like planned marketing and advertising spends have also helped augment our power brands portfolio.

The softening of crude oil prices has led to an increase in operating margins and helped tame inflationary pressures.

JLL's overall performance has been above industry average and we hope to sustain the momentum for FY16.” he further added.

• Awards and Recognition:

- Henko LINTelligent was voted ‘Product of the Year 2015’* in the detergent category. These awards are organized by; ‘Product of the Year’ a prestigious global award that honours the best innovations in fast moving consumer goods and durables.



The image shows a handwritten signature in black ink over a circular stamp. The stamp contains the text 'Jyothy Laboratories Ltd.' around the perimeter and 'M.P. Ramachandran' in the center. The signature appears to be 'M.P. Ramachandran'.

- Henko LINTelligent has bagged many other laurels namely The Indian Marketing Awards 2014 organized by Exchange4Media and the Asia Star Packaging Award 2014 for excellence in packaging. The brand was also ranked No. 8 in the Economic Times Most Trusted Brands under the fabric care category for the first time ever.

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'.

For more information, please contact:

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