

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q4FY17 (Consolidated)

Net Sales up 3.7% at Rs 465.6 crore

Net Profit up 895.7% at Rs 107.4 crore

Editor Synopsis

Q4FY17 v/s Q4FY16

- Net Sales at Rs. 465.6 crore v/s Rs. 448.7 crore, up 3.7%
- Net Profit at Rs. 107.4 crore v/s Rs. 10.8 crore, up 895.7%
- Operating EBIDTA margin at 13.1% v/s 13.4%
- EPS at Rs. 5.91 v/s Rs. 0.60

FY17 v/s FY16

- Net Sales at Rs. 1,747.4 crore v/s Rs. 1,657.7 crore, up 5.4%
- Net Profit at Rs. 204.2 crore v/s Rs. 73.8 crore, up 176.6%
- Operating EBIDTA margin at 14.7% v/s 14.4%
- EPS at Rs. 11.24 v/s Rs. 4.08

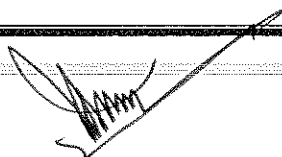
Mumbai, May 18, 2017: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs. 465.6 crore for the quarter ended March 31st, 2017 up 3.7% as against Rs. 448.7 crore for the corresponding quarter last year. During the same period, the Net Profit stood at Rs. 107.4 crore, as against Rs. 10.8 crore; up 895.7%.

The Operating EBIDTA margin for the quarter was at 13.1% as against 13.4% reported in Q4FY16. The company reported EPS of Rs. 5.91 as against Rs. 0.60 in the corresponding quarter last year.

For full year ended March 31st, 2017, JLL reported Net Sales of Rs. 1,747.4 crore compared to Rs. 1,657.7 crore in FY16, reporting a rise of 5.4%. Net Profit for the same period stood at Rs. 204.2 crore compared to Rs. 73.8 crore; up 176.6%.

The Operating EBIDTA margin for full year ended March 31st, 2017 was at 14.7% as against 14.4% reported in FY16. EPS for the period was recorded at Rs. 11.24 as against Rs. 4.08 of previous year.

The Board of Directors recommended final dividend of 600% (Rs. 6 per equity share of Rs. 1 each) for the financial year ended March 31, 2017.



Consolidated Segmental Performance

- **Fabric Care: Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder**
 - Revenues for the quarter ended March 31st 2017 stood at Rs. 181.9 crore, up 8.4% compared to Rs. 167.8 crore in Q4FY16. Segment Results for the same period stood at Rs. 41.5 crore over Rs. 37.6 crore reporting a rise of 10.5%.
 - Revenues for FY17 stood at Rs. 737.9 crore, up 8.0% compared to Rs. 682.9 crore in FY16. Segment Results for the same period were recorded at Rs. 154.3 crore as against Rs. 129.5 crore, up 19.1%.

- **Dishwashing: Includes Dish Wash Scrubber and Scrubber Steel, Dish Wash Bar, Liquid and Powder**
 - Revenues for the quarter ended 31st March 2017 stood at Rs. 120.9 crore up 4.2% as against Rs. 116.1 crore. Segment Results for the same period were recorded at Rs. 13.2 crore, as against Rs. 17.2 crore in FY16.
 - Revenues for FY16 stood at Rs. 510.3 crore, up 7.0% as against Rs. 476.7 crore in FY16. Segment Results for the same period stood at Rs. 64.7 crore over Rs. 55.4 crore reporting a rise of 16.8%.

- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid and Card**
 - Revenues for the quarter ended 31st March 2017 stood at Rs. 111.1 crore as against Rs. 118.8 crore. Segment Results for the same period were recorded at Rs. 1.9 crore, as against Rs. 6.2 crore in FY16.
 - Revenues for FY16 stood at Rs. 261.2 crore as against Rs. 278.2 crore in FY16. Segment Results for the same period stood at Rs. 4.0 crore over Rs. 10.1 crore.

- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
 - Revenues for the quarter ended 31st March 2017 stood at Rs. 33.2 crore up 22.5% as against Rs. 27.1 crore. Segment Results for the same period were recorded at Rs. 6.6 crore, as against Rs. 4.5 crore in FY16.
 - Revenues for FY16 stood at Rs. 159.6 crore, up 8.0% as against Rs. 147.7 crore in FY16. Segment Results for the same period stood at Rs. 30.3 crore over Rs. 27.3 crore reporting a rise of 10.7%.



A handwritten signature in black ink, appearing to be 'M.M.M.', written over a diagonal line.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "The business has been reeling under a tough macro environment, led by sluggish rural demand and high raw material cost. Even in such a challenging environment, the company has delivered 9% growth in non-household insecticide business. We have recently re-launched Margo and have seen encouraging response from the market, thanks to the popularity in natural products in the recent times. We plan to take our successful Ujala Crisp and Shine to newer markets this fiscal.

With Indian Meteorological Department (IMD) predicting above normal monsoon this season, we are confident that our household insecticides segment will perform better in the coming quarters. Besides, we welcome the introduction of Goods & Service Tax (GST) and are quite confident on its long term benefits.

Overall, a gradual pickup in consumer demand along with our focus on R&D will help us achieve good growth and significant market share."

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 power brands like Ujala, Maxo, Exo, Henko, Pril, and Margo 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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