

For immediate release

# *Jyothy* LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY18 (Consolidated)

Net Sales at Rs. 431.2 crore, up by 15.9% on GST comparable revenue

Net profit at Rs. 32.9 crore, up by 59.3%

## Editor Synopsis

### Q3FY18 v/s Q3FY17

- Net Revenue at Rs. 431.2 crore v/s Rs. 372 crore (GST comparable), up by 15.9%
- Operating EBIDTA margin at 16.1% v/s 13.7% (On GST Adjusted sales)
- Net Profit at Rs. 32.9 crore v/s Rs. 20.7 crore, up 59.3%
- Basic EPS at Rs. 1.81 v/s Rs. 1.14

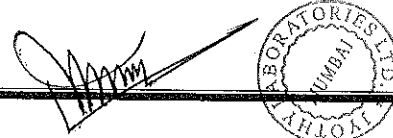
### 9MFY18 v/s 9MFY17

- Net Revenue at Rs. 1247 crore v/s Rs. 1215.3 crore (GST comparable), up by 2.6%
- Operating EBIDTA margin at 14.6% v/s 16.1% (On GST Adjusted sales)
- Net Profit at Rs. 102.9 crore v/s Rs. 96.7 crore, up 6.4%
- Basic EPS at Rs. 5.66 v/s Rs. 5.33

**Mumbai, January 17, 2018:** Jyothy Laboratories Ltd (JLL), the Indian FMCG company, today reported a Net Revenue of Rs. 431.2 crore for the quarter ended December 31, 2017 up 15.9% as against GST comparable Net Revenue of Rs. 372 crore for the corresponding quarter last year. During the same period, the Net Profit stood at Rs. 32.9 crore as against Rs. 20.7 crore; up 59.3%.

The Operating EBIDTA margin for the quarter stood at 16.1% as against 13.7% (On GST Adjusted sales) in Q3FY17. The company reported Basic EPS of Rs. 1.81 as against Rs. 1.14 in the corresponding quarter of last year.

For the nine months period ended December 31, 2017, JLL reported Net Revenue of Rs. 1247 crore as against GST comparable Net Revenue of Rs. 1215.3 crore during the corresponding period last year, up 2.6%. Net Profit for the period stood at Rs. 102.9 crore compared to Rs. 96.7 crore for the corresponding period of previous fiscal; up 6.4%.



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The Operating EBITDA margin for the nine months ended December 31, 2017 was at 14.6% as against 16.1% (On GST Adjusted sales) in 9MFY17. The company reported EPS of Rs. 5.66 for the period as against Rs. 5.33 in the corresponding period last year.

#### **Consolidated Segmental Performance (Q3FY18 v/s Q3FY17)**

- **Fabric Care: Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder**
  - Net Revenue for the quarter stood at Rs. 188.4 crore as against GST comparable Net Revenue of Rs. 159.8 crore in Q3FY17, growth of 17.9%. Segment Results for the same period stood at Rs. 41.6 crore over Rs. 31.2 crore reporting a rise of 33.3%.
  
- **Dishwashing: Includes Dish Wash Scrubber and Scrubber Steel, Dish Wash Bar, Liquid and Powder**
  - Revenues for the quarter stood at Rs. 141 crore as against GST comparable Net Revenue of Rs.118.6 crore, growth of 18.9%. Segment Results for the same period were recorded at Rs. 22.2 crore, as against Rs. 12.4 crore in Q3FY17 posting a growth of 78.4%.
  
- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid and Card**
  - Revenues for the quarter stood at Rs. 37.5 crore as against GST comparable Net Revenue Rs. 41.7 crore, decreased by 10%. Segment Results for the same period were recorded at Rs. -1.1 crore, as against Rs. 0.45 crore in Q3FY17.
  
- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
  - Revenues for the quarter stood at Rs. 44.5 crore up 37.9% as against GST comparable Net Revenue Rs. 32.3 crore. Segment Results for the same period were recorded at Rs. 9.4 crore, as against Rs. 4.7 crore in Q3FY17, an increase of 100%.

*Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "Our overall performance during the quarter was in line with our expectation. The company passed on the benefits of revision in GST rates to its consumers and is hopeful of improvement in consumption scenario. We are confident of uptick in demand, both from urban and rural markets in the coming quarters. We will continue to invest on our brands and focus on increasing market share across categories without compromising margins."*



**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, Chek and Mr. White** 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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