

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q1FY18 (Consolidated)

Net Sales at Rs. 385.0 crore

Net Profit at Rs. 24.3 crore

Editor Synopsis

Q1FY18 v/s Q1FY17

- Net Sales at Rs. 385.0 crore v/s Rs. 452.6 crore
- Net Profit at Rs. 24.3 crore v/s Rs. 44.9 crore
- Operating EBIDTA margin at 11% v/s 17.9%
- EPS at Rs. 1.34 v/s Rs. 2.48

Mumbai, August 4, 2017: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs. 385.0 crore for the quarter ended June 30th, 2017 as against Rs. 452.6 crore for the corresponding quarter last year. Decline in revenue is mainly due to destocking in channel. During the same period, the Net Profit stood at Rs. 24.3 crore as against Rs. 44.9 crore.

The operating EBIDTA margin for the quarter was recorded at 11% as against 17.9% reported in Q1FY17. The company reported EPS of Rs. 1.34 as against Rs. 2.48 in the corresponding quarter of last year.

Consolidated Segmental Performance

- **Fabric Care:** Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder
 - Revenues for the quarter ended June 30th 2017 stood at Rs. 175.8 crore, a fall of 15.0% compared to Rs. 206.7 crore in Q1FY17. Segment Results for the same period stood at Rs. 34.7 crore over Rs. 47.3 crore, reporting a drop of 26.7%.
- **Dishwashing:** Includes Dish Wash Bar, Liquid and Powder, Dish Wash Scrubber and Scrubber Steel
 - Revenues for the quarter ended June 30th 2017 stood at Rs. 115 crore, down by 14.2% as against Rs. 134.1 crore. Segment Results for the same period declined by 63.5% at Rs. 7.9 crore as against Rs. 21.6 crore in Q1FY17.



- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid and Card**
 - Revenues for the quarter ended June 30th 2017 stood at Rs. 30.1 crore as against Rs. 37.3 crore. Segment Results for the same period recorded a loss of Rs. 5.5 crore, as against Rs. 0.90 crore in Q1FY17.

- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
 - Revenues for the quarter ended June 30th 2017 stood at Rs. 45.4 crore as against Rs. 55.8 crore, a drop of 18.8%,. Segment Results for the same period were recorded at Rs. 3.5 crore, as against Rs. 10.8 crore in Q1FY17.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "During the quarter, the company started working closely with all its stakeholders for a smooth transition to a landmark tax reform for our country, Goods and Service Tax (GST). While there continues to be some short term challenges in the shift to new tax regime, we are confident that the company is well positioned to reap benefits in the quarters to come."

"With good monsoons and increase in rural expenditure, we firmly believe that company will achieve good growth and increase market share across categories during FY18."

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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