

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY16 (Consolidated)

Net Sales up 8% at Rs 384.79 crore

Net Profit up 47.4% at Rs 38.99 crore

Editor Synopsis

Q3FY16 v/s Q3FY15

- Net Sales at Rs 384.79 crore v/s Rs 356.37 crore, up 8%
- Net Profit at Rs 38.99 crore v/s Rs 26.46 crore, up 47.4%
- EBIDTA margin at 13.9% v/s 13.5%
- EPS at Rs 2.15 v/s Rs 1.46

9MFY16 v/s 9MFY15

- Net Sales at Rs 1,199.52 crore v/s Rs 1,109.18 crore, up 8.1%
- Net Profit at Rs 122.34 crore v/s Rs 94.06 crore, up 30.1%
- EBIDTA margin at 14.8% v/s 12.6%
- EPS at Rs 6.75 v/s Rs 5.20

Mumbai, January 28, 2016: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs 384.79 crore for the quarter ended December 31st, 2015 as against Rs 356.37 crore for the corresponding quarter last year, a rise of 8%. During the same period, the company reported a Net Profit of Rs 38.99 crore, as against Rs 26.46 crore; up by 47.4%.

The EBIDTA margin for the quarter was at 13.9% as against 13.5% reported in Q3FY15. The company reported EPS of Rs 2.15 as against Rs 1.46 in the corresponding quarter last year.

For the nine months period, JLL reported Net Sales of Rs 1,199.52 crore compared to Rs 1,109.18 crore during the corresponding period last year, a rise of 8.1%. Net Profit for 9MFY16 stood at Rs 122.34 crore compared to Rs 94.06 crore; up 30.1%.

The EBIDTA margin for the nine months period ended December 31st, 2015 was at 14.8% as against 12.6% reported in 9MFY15. The company reported EPS of Rs 6.75 as against Rs 5.20 of previous year.



Segmental Performance (Q3FY16 v/s Q3FY15) (Consolidated)

- **Revenues of Soaps and Detergent business**, which includes brands like **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek** stood at Rs 287.25 crore in Q3FY16 compared to Rs. 276.81 crore in Q3FY15, up 3.8%.
- **Home Care**, which includes **mosquito repellent Maxo, Incense sticks and Exo scrubber**, witnessed revenues to the tune of Rs 81.94 crore in Q3FY16 as against Rs 65.50 crore during the same period last year, up 25.1%.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "Q3FY16 has been a good quarter for us. With increased investment in our brands and differentiated product offering we are well poised to strengthen our position in the market.

The next year is expected to see a host of brand activities from the house of Ujala. We will also continue to invest in our power brands to improve consumer mindshare and capitalize on our new offerings.

We are very confident that in the coming quarters, a gradual pick up in the consumer demand along with an overall improvement in the country's economy will further aid in improving performance of the company." Mr. M P Ramachandran added.

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:

Neetu Kashiramka Vice President- Finance, Jyothy Laboratories Ltd Tel: +91-22- 6689 2800 E-mail: neetu@jyothy.com	Tanmay Ekkaldevi Snehal Vaidya Adfactors PR M: +91 8080 561484 +91 98201 67242 E-mail: tanmay.ekkaldevi@adfactorspr.com snehal.vaidya@adfactorspr.com
--	--



A handwritten signature in black ink, appearing to be "Tanmay Ekkaldevi".