



'UJALA HOUSE', Ramakrishna Mandir Road, Kondivita, Andheri (East), Mumbai - 400 059.
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UJALA

Date: January 30, 2018

BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 023 Scrip Code: 532926	National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400 051 Scrip Code : JYOTHYLAB
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Sub: Intimation of Schedule of Analyst Meet/ Institutional Investor Meet under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of the Company will participate in the following Analyst Meet:

Date	Name of the Fund/ Company/ Conference	Type of Meeting	Type of Meeting/Location
31/01/2018	HDFC MF	One-on-one Meeting	Mumbai

A copy of the presentation to be shared with investors in the said conferences is enclosed.

Further, the aforesaid information is also available on the website of the Company at www.jyothylaboratories.com

This is for your information and records.

Thanking You.

Yours faithfully,
 For Jyothy Laboratories Limited

Shreyas Trivedi

Shreyas Trivedi
 Head – Legal & Company Secretary



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➤ *Brand Performance & Initiatives*

➤ *Way Forward*



Market Scenario

- *Urban Consumer Demand spiked by GST rate correction (w.e.f. 15th Nov)*
 - *Price benefit passed on to consumer by JLL*
- *Rural demand looks better*
- *Trade Channel members mostly adjusted to GST regime.*
- *CSD demand back to normal*



Results

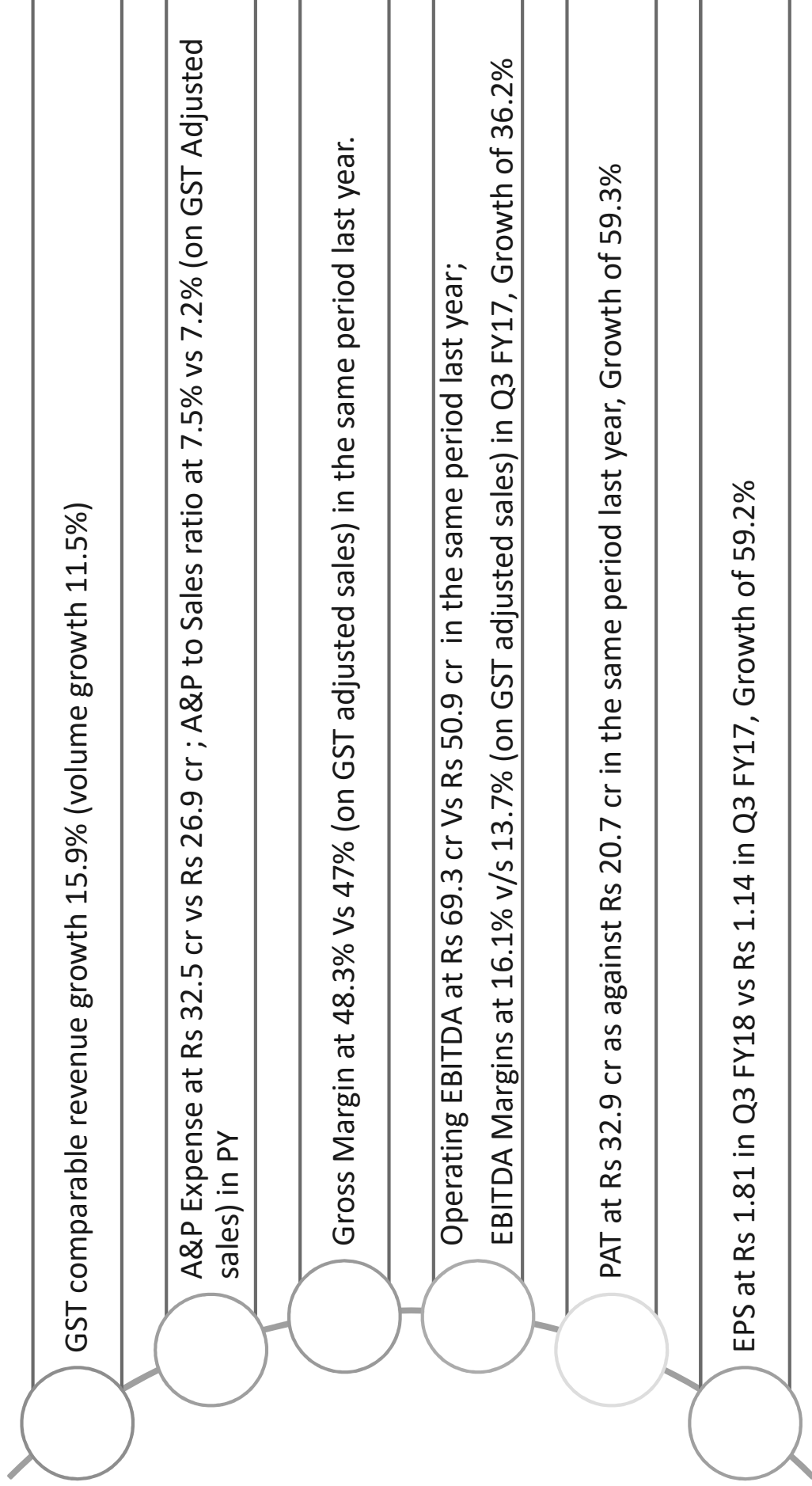


Back ground to Q3FY18 performance

- Q3FY17 - JLL had outperformed market in “Demonetisation quarter”
- 3.1 % value growth in Q3FY17 – 3.6% volume growth in Q3FY17



Q3 FY18 Snapshot



Consolidated GST Comparable Revenue Snapshot

All values in INR Crore

Quarter Ended

Category	Q3FY18	Reported Q3FY17	GST Comparable Q3FY17	Reported Growth %	GST Comparable Growth %
Revenue	431.2	398.3	372.0	8.3%	15.9%

Nine months Ended

Category	YTDFY18	YTDFY17	GST Comparable Q2FY17	Reported Growth %	GST Comparable Growth %
Revenue	1247.0	1283.1	1215.3	-2.8%	2.6%



Q3FY18 Snapshot

Category Wise Consolidated Revenue

All values in INR Crore

Category	Q3FY18	Quarted Ended		
		Reported Q3FY17	GST Comparable Q3FY17	GST Comparable Growth %
Fabric Care	188.4	172.9	159.8	17.9%
Dishwashing	141.0	125.4	118.6	18.9%
Household Insecticides	37.5	45.3	41.7	-10.0%
Personal Care	44.5	34.0	32.3	37.9%
Other Products	8.4	10.0	9.2	-8.1%
Total	419.9	387.6	361.4	16.2%
Less: Inter Segment Revenue	-	-0.5	-0.5	
Total	419.9	387.1	360.9	16.3%
Laundry Services	11.3	11.1	11.1	2.1%
Grand Total	431.2	398.3	372.0	15.9%



Q3FY18 Snapshot

Brand Wise Revenue

All values in INR Crore

Brand	Quarted Ended			GST Comparable Growth %
	Q3FY18	Reported Q3FY17	GST Comparable Q3FY17	
Ujala	106.2	98.3	90.5	17.3%
Exo	106.9	94.8	89.8	19.1%
Maxo	37.5	45.3	41.7	-10.0%
Henko	48.7	43.6	39.6	23.0%
Margo	38.0	27.9	26.5	43.4%
Pril	34.8	30.6	28.8	21.0%
Total Power Brand	372.2	340.5	316.8	17.5%
Others	47.7	46.7	44.1	8.2%
Total	419.9	387.2	360.9	16.3%
Laundry Services	11.3	11.1	11.1	2.1%
Grand Total	431.2	398.3	372.0	15.9%



Q3 FY18 Snapshot

Company's Consolidated Performance

Financials

All values in INR Crore except EPS

Particular/Growth	Quarter Ended			YTD	
	FY 18	FY 17	% Change	FY 18	FY 17
Revenue from Operation *	431.2	372.0	15.9%	1,247.0	1,215.3
Operating EBITDA	69.3	50.9	36.2%	182.3	196.0
PAT	32.9	20.7	59.3%	102.9	96.7
EPS (INR)	1.81	1.14	59.2%	5.66	5.33

* Previous year sales is GST comparable sales to show comparable numbers

Ratios

Particular/Growth	Quarter Ended			YTD	
	Q3FY18	Q3FY17 #	% Change	FY 18	FY 17 #
Gross Margin	48.3%	47.0%	47.0%	48.9%	48.8%
Operating EBITDA Margin	16.1%	13.7%	13.7%	14.6%	16.1%
PAT Margin	7.6%	5.6%	5.6%	8.3%	8.0%
A&P to Sales Ratio	7.5%	7.2%	7.2%	8.9%	7.4%

Previous year percentage are based on GST adjusted sales to show comparable numbers



Q3 FY18 Snapshot

Company's Consolidated Performance

EBITDA Movement

Particulars	Q3	YTD
EBITDA % - Previous period	13.7%	16.1%
Gross Margin	1.2%	0.1%
Employee Cost	0.2%	-0.6%
Advertisement & Sales Promotion	-0.3%	-1.4%
Other Expenditure	1.3%	0.4%
EBITDA % - Current period	16.1%	14.6%

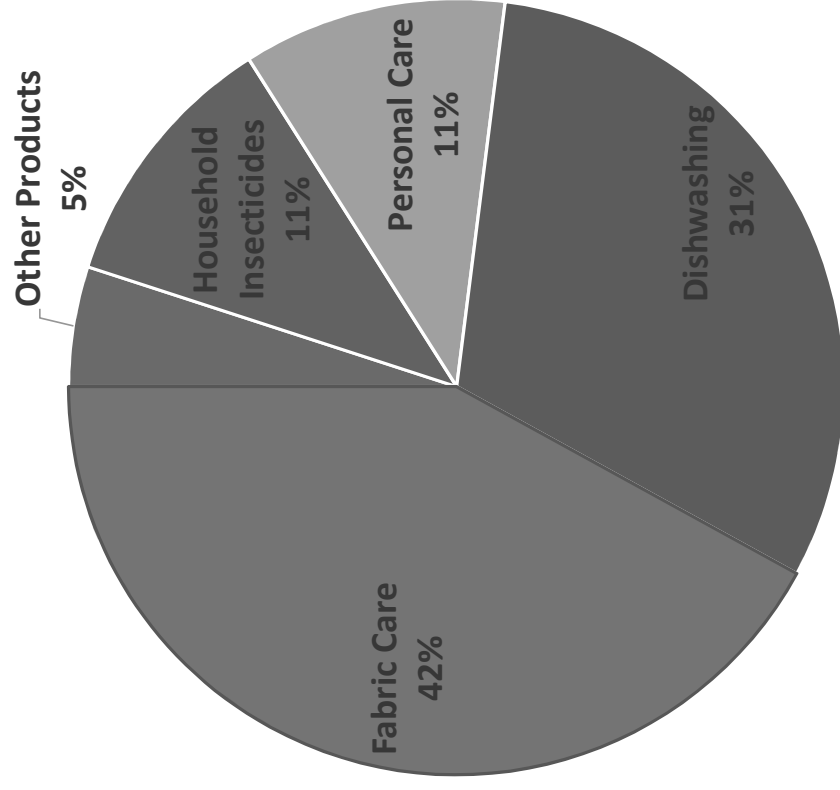
Previous year percentage are based on GST adjusted sales to show comparable numbers



Brand Performance & Initiatives



Category wise Business Share



Fabric Care

42% of Total Business

	Quarter Ended		
Category	Q3FY18	GST Comparable Q3FY17	GST Comparable Growth %
Fabric Care	188.4	159.8	17.9%

- **Henko franchise** grows at a strong **23%**
- **Ujala IDD** Grows **28%** on back of new campaign
- **Ujala C&S** grows at **22.1%**
- **Ujala Supreme** grows at **9.7%**





- **HSCP @ 26.9%↑**



New campaign in
Jan '18



New campaign in
Jan '18



Dishwashing

31% of Total Business

Category	Quarter Ended		
	Q3FY18	GST Comparable Q3FY17	GST Growth %
Dishwashing	141.0	118.6	18.9%

- Exo Franchise grew at 19.1% in OND quarter
- Pril Franchise grew at 21% in OND Quarter

Growths mentioned above are GST comparable figures



Dishwash

Refurbished Mixes



Exo Bar - Kid
licking



Exo scrubber -
Stomach ache



Pril liquid

- Exo Dishwash Bar: New campaign from Oct FY 18
- Exo Dishwash Bar grew at 20% QOQ in OND and 17.7% in JAS quarter
- Exo Bactoscrub: New campaign from Nov FY 18
- Exo Bactoscrub grew at 23.2% QOQ in OND and 20.6% in JAS quarter
- Pril liquid campaign: New campaign in Q3FY18
- Pril Dishwash liquid grew at 24.5% QOQ in OND and 9.9% in JAS quarter



Personal Care

11% of Total Business

All values in INR Crore

Quartered Ended			
Category	Q3FY18	Comparable Q3FY17	Comparable Growth %
Personal Care	44.5	32.3	37.9%
Margo	38.0	26.5	43.4%



Margo restage successful – Backed by strong support



Visibility drives



Retail engagement drives

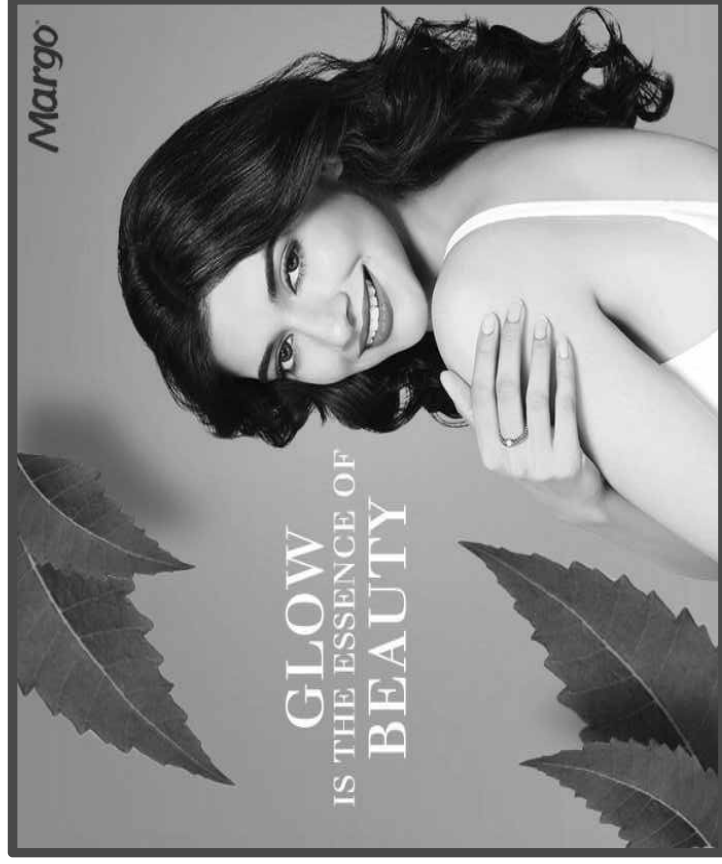


Innovative POP



Margo – Growth Journey

Jyothy LABORATORIES LIMITED



➤ Leveraging on naturals wave

➤ 56% growth in non-traditional markets

➤ Nearly 60% increase in household penetration



Household Insecticides

11% of Total Business

All values in INR Crore

Category	Quarter Ended			Comparable Growth %
	Q3 FY 18	GST Comparable Q3FY 17		
Household Insecticides	37.5	41.7		-10%
Maxo LV	20.6	15.5		33.5%
Maxo Coil	16.5	24.4		-32.1%

Coil Impacted by

- Disruption in wholesale segment especially in North and East
- Early onset of winter

Household Insecticides



Household Insecticides

Building Brand Maxo

- Aggressive Drive on Maxo Genius To Build Household Penetration
 - Hind continuous quarter of over 100% growth in combination machines
 - Genius accounting for nearly 10% of LV sales in DQ (vs 2% LY)
- Continued Media support on Maxo Genius



GST Effect: JLL consumer offers & price reductions (Mid Nov 2017)



PRICE REDUCTIONS IMPLEMENTED ACROSS SKUs

(300g)
Current MRP ₹24/-
New MRP ₹22/-



EXO Bar

(750ml)
Current MRP ₹165/-
New MRP ₹155/-



Pril Liquid

(500g)
Current MRP ₹58/-
New MRP ₹54/-



Henko Stain Champion

(1kg)
Current MRP ₹82/-
New MRP ₹75/-



Ujala Detergent

(1kg)
Current MRP ₹55/-
New MRP ₹52/-



More Light Detergent

(250g)
Current MRP ₹27/-
New MRP ₹25/-



EXO Round

(2 ltr)
Current MRP ₹395/-
New MRP ₹370/-



Pril Liquid

(225ml)
Current MRP ₹55/-
New MRP ₹51/-



Pril Liquid

(2kg)
Current MRP ₹435/-
New MRP ₹400/-



Henko Matic Top Load

(7kg)
Current MRP ₹450/-
New MRP ₹425/-



Mr. White Detergent

(500g)
Current MRP ₹47/-
New MRP ₹45/-



EXO Round

(500g)
Current MRP ₹51/-
New MRP ₹48/-



Pril Bar

(425ml)
Current MRP ₹99/-
New MRP ₹96/-



Pril Liquid

(2kg)
Current MRP ₹480/-
New MRP ₹450/-



Henko Matic Front Load

(4kg)
Current MRP ₹358/-
New MRP ₹330/-



Ujala Detergent



JLL CONSUMER OFFERS ACROSS BRANDS



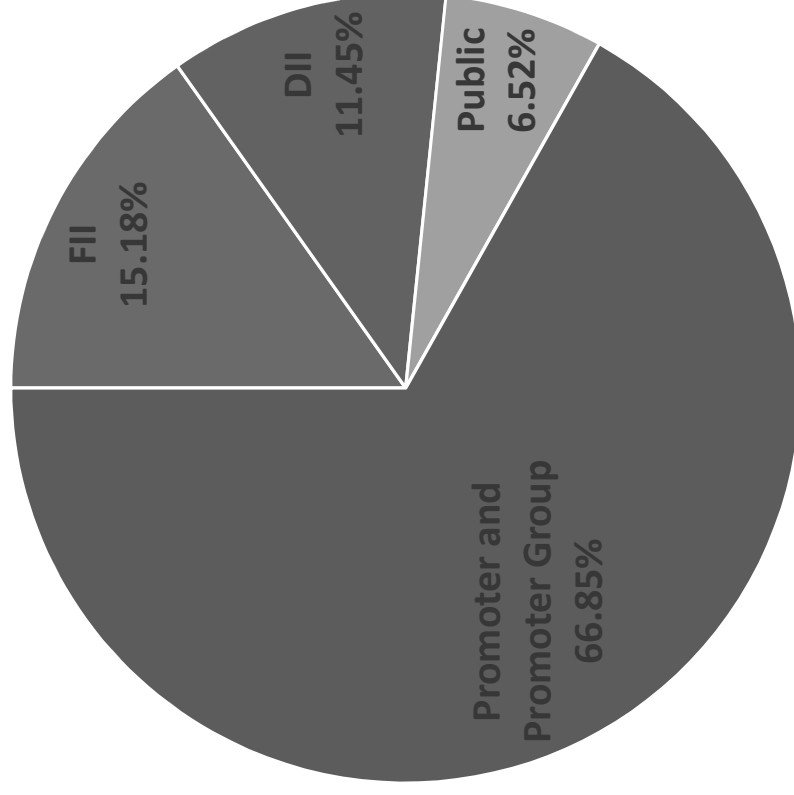
Way Forward

- *Brand building & innovation agenda fully on track*
- *IT enabled Go To Market strategy in place*
- *Demand scenario looks positive*



Shareholding Pattern

as on 31st Dec 2017



For more information

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Thank you

