Jyothy LABORATORIES LIMITED

CIN - L24240MH1992PLC128651

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

❑ Tel : 6689 2800 ❑ Fax : 6689 2805 ❑ e-mail : info@jyothy.com ❑ www.jyothylaboratories.com

UJALA

November 5, 2014 (No. of Pages 1+5+2=8)

To,

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East),
Mumbai - 400051

By Hand- Delivery
By email: cmlist@nse.co.in
Scrip Code: JYOTHYLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 023.

By Hand- Delivery
By email at corp.relations@bseindia.com
Scrip Code: 532926

Dear Sirs,

Sub: Outcome of the Board Meeting held on November 5, 2014

With reference to the captioned subject, we wish to inform you that the Board of Directors of the Company at its meeting held today approved the Un-Audited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2014.

A copy of the said results and Limited Review Report thereon are attached herewith.

We also attach herewith Press Release by the Company in respect of its performance during the quarter and half year ended September 30, 2014

Kindly take the above on your record.

Thanking you,

Yours faithfully,
For Jyothy Laboratories Limited

M. L. Bansal
Company Secretary

JYOTHY LABORATORIES LTD. MUMBAI

Encl: As above.

S R B C & CO LLP
Chartered Accountants

14th Floor, The Ruby
29 Senapati Bapat Marg
Dadar (West)
Mumbai-400 028, India
Tel : +91 22 6192 0000
Fax : +91 22 6192 1000

Limited Review Report

Review Report to
The Board of Directors
Jyothy Laboratories Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of Jyothy Laboratories Limited ('the Company') and consolidated financial results of the Company and its subsidiaries (together, 'the group') for the quarter ended September 30, 2014 (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

3. We did not review revenues and assets of Rs. 471 lacs for the quarter ended September 30, 2014 and Rs. 3,466 lacs as at September 30, 2014 respectively, included in the accompanying unaudited consolidated financial results relating to five subsidiaries whose financial information are based on the management accounts provided to us. Our conclusion on the unaudited quarterly financial results, in so far as it relates to such subsidiaries is based solely on these accounts.

4. Without qualifying our report, we draw attention to Note 7 of the Statement. The Company has opted to publish consolidated unaudited financial results for the financial year 2014-15 from June 30, 2014. Accordingly, the corresponding figures for the six months ended and quarter ended September 30, 2013 are based on management accounts and have not been reviewed by us.

5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting", specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014) and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S R B C & CO LLP
ICAI Firm registration number: 324982E
Chartered Accountants

per Vikram Mehta
Partner
Membership No.: 105938

Place: Mumbai
Date: November 05, 2014

JYOTHY LABORATORIES LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014

Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400 059. CIN : L24240MH1992PLC128651

Amount (Rs in lacs)

PART - I

Particulars	Standalone						Consolidated					
	Quarter Ended			Six months ended		Year Ended	Quarter Ended			Six Months ended		Year Ended
	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Income from operations												
(a) Net Sales	35,478.36	35,488.76	30,855.47	70,967.12	62,820.47	1,25,510.57	36,766.98	38,513.57	31,653.08	75,280.55	64,910.94	1,31,839.37
(b) Other Operating Income	43.51	34.21	17.24	76.68	113.54	507.37	21.44	34.22	16.40	55.66	112.00	547.26
Total Income	35,521.87	35,522.97	30,872.71	71,043.80	62,934.01	1,26,017.94	36,788.42	38,547.79	31,669.48	75,336.21	65,022.94	1,32,386.63
Expenditure												
(a) Cost of raw material and components consumed	10,878.77	12,001.59	7,080.59	22,880.36	15,971.47	36,560.92	10,871.89	12,336.12	7,395.06	23,208.01	16,557.51	37,852.46
(b) Purchase of traded goods	8,536.28	7,587.54	8,764.79	16,123.82	16,126.90	30,549.63	7,812.45	8,575.52	8,598.50	16,387.97	15,819.23	31,759.26
(c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	(194.03)	(887.24)	404.08	(1,081.27)	961.88	549.83	495.73	(792.64)	225.80	(296.91)	760.41	(174.02)
(d) Employee cost	3,161.22	3,301.53	2,856.27	6,462.75	5,905.28	11,865.73	3,731.77	3,854.48	3,287.73	7,586.25	6,812.73	13,815.46
(e) Employee stock option expenses (Refer Note 6)	602.70	-	-	602.70	-	-	602.70	-	-	602.70	-	-
(f) Advertisement and Sales Promotion expense	4,401.88	3,746.10	2,960.17	8,147.98	6,828.02	13,535.83	4,630.56	4,210.82	3,104.30	8,841.38	7,110.02	14,420.56
(g) Depreciation, amortisation and impairment	1,803.55	1,738.20	1,544.81	3,541.75	3,063.06	6,160.41	872.58	811.24	605.42	1,683.82	1,176.79	2,432.24
(h) Other expenditure	4,642.35	4,317.69	4,540.71	8,952.54	8,012.82	16,247.40	5,301.37	5,164.43	5,225.28	10,465.80	9,343.58	18,991.47
Total expenditure	33,832.72	31,805.41	28,151.42	65,630.63	56,869.43	1,15,469.75	34,319.05	34,159.97	28,442.09	68,479.02	57,580.27	1,19,097.43
Profit from Operations before Other Income, Finance cost and Tax	1,689.15	3,717.56	2,721.29	5,413.17	6,064.58	10,548.19	2,469.37	4,387.82	3,227.39	6,857.19	7,442.67	13,289.20
Other Income	1,908.50	1,751.26	1,314.60	3,653.30	2,600.68	5,623.42	394.51	196.66	110.69	591.17	254.45	817.59
Profit before Finance cost and Tax	3,597.65	5,468.82	4,035.89	9,066.47	8,665.26	16,171.61	2,863.88	4,584.48	3,338.08	7,448.36	7,697.12	14,106.79
Finance Cost	296.39	292.77	1,793.28	589.16	3,459.23	5,311.34	347.89	336.61	1,847.02	684.50	3,567.63	5,526.66
Profit before prior period items, exceptional items and tax	3,301.26	5,176.05	2,242.61	8,477.31	5,206.03	10,860.27	2,515.99	4,247.87	1,491.06	6,763.86	4,129.49	8,580.13
Prior period item (Refer Note 2)	-	-	-	-	-	-	-	-	14.90	-	86.04	165.02
Exceptional item (Refer Note 3)	-	-	136.71	-	230.07	230.07	-	-	136.71	-	230.07	230.07
Profit from ordinary activities before tax	3,301.26	5,176.05	2,105.90	8,477.31	4,975.96	10,630.20	2,515.99	4,247.87	1,339.45	6,763.86	3,813.38	8,185.04
Tax expense	-	-	-	-	-	-	0.62	6.04	9.09	6.66	20.14	44.23
Short provision for tax of earlier year	-	-	18.79	-	18.79	18.79	-	-	18.79	-	18.79	19.47
Profit from ordinary activities before minority Interest	3,301.26	5,176.05	2,087.11	8,477.31	4,957.17	10,611.41	2,515.37	4,241.83	1,311.57	6,757.20	3,774.45	8,121.34
Minority Interest (share in loss)							(1.43)	4.62	12.49	3.19	18.34	21.85
Net Profit for the year / period	3,301.26	5,176.05	2,087.11	8,477.31	4,957.17	10,611.41	2,513.94	4,246.45	1,324.06	6,760.39	3,792.79	8,143.19

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S R B C & CO LLP
MUMBAI

JYOTHY LABORATORIES LTD. MUMBAI

Particulars	Standalone						Consolidated					
	Quarter Ended			Six months ended		Year Ended	Quarter Ended			Six Months ended		Year Ended
	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Paid up equity share capital (Face value of Re 1 each)	1,810.23	1,810.23	1,660.23	1,810.23	1,660.23	1,810.23	1,810.23	1,810.23	1,660.23	1,810.23	1,660.23	1,810.23
Paid-up Debt Capital				51,500.00	51,060.00	51,500.00				53,215.86	44,214.75	52,591.94
Reserves excluding Revaluation Reserves as per the balance sheet of previous accounting year						65,261.73						56,714.44
Debenture Redemption Reserve (included above)						1,250.00						1,250.00
Basic earnings per share (Rs)	1.82	2.86	1.26	4.68	2.99	6.21	1.39	2.35	0.80	3.73	2.28	4.77
Diluted earnings per share (Rs)	1.82	2.86	1.26	4.68	2.99	6.21	1.39	2.35	0.80	3.73	2.28	4.77
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised		Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	
Debt Equity Ratio				0.53	0.66	0.58				0.66	0.65	0.68
Debt Service Coverage Ratio				21.40	3.39	4.20				9.60	2.33	2.74
Interest Service Coverage Ratio				21.40	1.70	4.20				13.34	2.49	2.99
PART - II Information for the quarter ended September 30, 2014												
A - Particulars of Shareholding												
Public Shareholding												
-Number of shares	6,01,42,095	6,01,42,095	6,02,79,378	6,01,42,095	6,02,79,378	6,01,42,095	6,01,42,095	6,01,42,095	6,02,79,378	6,01,42,095	6,02,79,378	6,01,42,095
-Percentage of share holding	33.22%	33.22%	36.31%	33.22%	36.31%	33.22%	33.22%	33.22%	36.31%	33.22%	36.31%	33.22%
Promoter and Promoter group Shareholding												
a) Pledged/ Encumbered												
- Number of Shares	5,05,00,000	5,05,00,000	-	5,05,00,000	-	5,05,00,000	5,05,00,000	5,05,00,000	-	5,05,00,000	-	5,05,00,000
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	41.78%	41.78%	-	41.78%	-	41.78%	41.78%	41.78%	-	41.78%	-	41.78%
- Percentage of Shares (as a % of the total share capital of the Company.)	27.90%	27.90%	-	27.90%	-	27.90%	27.90%	27.90%	-	27.90%	-	27.90%
b) Non-encumbered												
- Number of Shares	7,03,81,401	7,03,81,401	10,57,44,118	7,03,81,401	10,57,44,118	7,03,81,401	7,03,81,401	7,03,81,401	10,57,44,118	7,03,81,401	10,57,44,118	7,03,81,401
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	58.22%	58.22%	100.00%	58.22%	100.00%	58.22%	58.22%	58.22%	100.00%	58.22%	100.00%	58.22%
- Percentage of Shares (as a % of the total share capital of the Company)	38.88%	38.88%	63.69%	38.88%	63.69%	38.88%	38.88%	38.88%	63.69%	38.88%	63.69%	38.88%

B - Investor Complaints for the Quarter Ended September 30, 2014	
Particulars	Nos.
Pending at the beginning of the quarter	NIL
Received during the quarter	98
Disposed off during the quarter	98
Remaining unresolved at the end of the quarter	NIL

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S R B C & CO LLP
MUMBAI

JYOTHY LABORATORIES LTD. MUMBAI

JYOTHY LABORATORIES LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014

Amount (Rs in lacs)

Notes :

1. The statutory auditors have carried out a limited review of the financial results of the Company. The same were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on November 5, 2014.
2. Prior period item in consolidated financial results relates to sales promotion expenses incurred relating to previous years.
3. Exceptional item relates to additional payment towards retrenchment of employees on closure of the Bhubaneshwar and Chennai manufacturing unit.
4. During the quarter, the Company has invested in 75,00,000 2% Optionally Convertible Non-Cumulative Preference Share ('OCNPS') of Rs.10 each in Jyothy Fabricare Services Limited at a premium of Rs. 190 per share.
5. Subsequent to the quarter, a scheme of arrangement has been entered by Jyothy Consumer Products Marketing Limited ('JCPML') and their shareholders with Associated Consumer Products Private Limited ('AICPPL') under section 395 of the Companies Act,1956. Pursuant to the scheme, JCPML has become a 100% subsidiary of AICPPL (wholly owned subsidiary of the Company).
6. During the current quarter, the Company has granted 3,218,797 options under the employee stock option scheme for its 12 senior management personnel, including the CEO. The intrinsic value of the stock options as on the date of the grant i.e August 16, 2014 is Rs 6,042 lacs which will vest to the said employees over a period of 3 years, if the performance conditions as included in the agreement with these employees are met. Board of Directors believe that the performance conditions are likely to be met and accordingly a proportionate charge of Rs 603 lacs has been recognised in the current quarter based on the vesting period of these options.
7. The Company has opted to publish consolidated unaudited financial results for the financial year 2014-15 for the first time. Accordingly, the corresponding figures for the quarter ended and six months ended September 30, 2013 are based on management accounts and have not been reviewed by the auditors.
8. Statement of Assets and Liabilities :-

Particulars	Standalone		Consolidated	
	As at September 30, 2014	As at March 31, 2014	As at September 30, 2014	As at March 31, 2014
	Unaudited	Audited	Unaudited	Audited
EQUITY AND LIABILITIES				
Shareholders' funds				
Share capital	1,810.23	1,810.23	1,810.23	1,810.23
Employee Stock Options Outstanding	602.70	-	602.70	-
Reserves and surplus	94,402.41	86,235.71	78,024.46	71,627.71
Minority interest	-	-	154.51	157.70
Sub-total Shareholders' funds	**96,815.34**	**88,045.94**	**80,591.90**	**73,595.64**
Non-current liabilities				
Long-term borrowings	51,500.00	51,590.00	53,020.99	52,681.94
Deferred tax liabilities (Net)	-	-	114.74	114.74
Other Long term liabilities	14,841.38	14,720.09	14,841.38	14,720.09
Long-term provisions	1,095.17	952.42	1,210.42	1,054.78
Sub-total Non-current liabilities	**67,436.55**	**67,262.51**	**69,187.53**	**68,571.55**
Current liabilities				
Short-term borrowings	-	-	120.00	-
Trade payables	10,347.10	11,070.04	10,896.35	11,942.74
Other current liabilities	4,039.66	3,555.60	3,772.79	3,880.75
Short-term provisions	2,552.93	6,747.50	3,157.28	7,359.99
Sub-total Current liabilities	**16,939.69**	**21,373.14**	**17,946.42**	**23,183.48**
TOTAL EQUITY AND LIABILITIES	1,81,191.58	1,76,681.59	1,67,725.85	1,65,350.67

JYOTHY LABORATORIES LTD. MUMBAI

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SRBC & CO LLP
MUMBAI

JYOTHY LABORATORIES LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014

Amount (Rs in lacs)

Particulars	Standalone		Consolidated	
	As at September 30, 2014	As at March 31, 2014	As at September 30, 2014	As at March 31, 2014
	Unaudited	Audited	Unaudited	Audited
ASSETS				
Non-current assets				
Fixed assets				
(i) Tangible assets	25,884.41	26,593.25	29,248.48	30,330.57
(ii) Intangible assets	34,074.69	36,401.03	78,972.16	79,078.15
(iii) Capital work-in-progress	440.09	348.37	724.38	423.94
Non-current investments	24,380.51	9,391.88	149.89	149.89
Long-term loans and advances	56,631.36	65,528.67	15,417.68	12,908.54
Other non-current assets	575.96	53.04	678.02	78.98
Sub-total Non-current assets	**1,41,987.02**	**1,38,316.24**	**1,25,190.61**	**1,22,970.07**
Current assets				
Current investments	4,211.88	5,945.46	4,211.88	5,945.46
Inventories	18,219.36	16,119.20	18,632.95	17,380.03
Trade receivables	7,417.04	5,563.04	8,403.84	6,682.96
Cash and cash equivalents	4,067.14	5,557.84	5,670.25	6,983.68
Short-term loans and advances	4,767.31	4,821.08	5,057.63	4,900.21
Other current assets	521.83	358.73	558.69	488.26
Sub-total Current assets	**39,204.56**	**38,365.35**	**42,535.24**	**42,380.60**
TOTAL ASSETS	1,81,191.58	1,76,681.59	1,67,725.85	1,65,350.67

9. Ratios have been computed as follows :-
   Interest Service Coverage Ratio = Earnings before Finance cost, Depreciation and Tax / Interest on debt
   Debt Service Coverage Ratio = Earnings before Finance Cost, Depreciation and Tax / (Interest on debt + Principal repayment)
   Debt comprises long-term borrowings and current maturity of long-term borrowings.
10. Previous period / year's figures have been regrouped/rearranged wherever necessary.

SIGNED FOR IDENTIFICATION BY
S R B C & CO LLP
MUMBAI

For and on behalf of the board

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
November 5, 2014

JYOTHY LABORATORIES LIMITED

REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Amount (Rs in lacs)

Particulars	Standalone						Consolidated					
	Quarter Ended			Six Months ended		Year Ended	Quarter Ended			Six Months ended		Year Ended
	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014	30.09.2014	30.06.2014	30.09.2013	30.09.2014	30.09.2013	31.03.2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Segment Revenue :												
A. Soaps and Detergent	27,225.25	29,224.57	23,045.11	56,449.83	48,499.07	95,323.65	27,452.90	30,451.66	22,892.19	57,904.56	48,658.01	96,116.63
B. Home care	7,989.10	5,946.43	7,731.15	13,935.53	13,595.78	29,131.97	7,969.68	6,730.07	7,756.21	14,699.75	13,620.85	30,829.74
C. Laundry Services	-	-	-	-	-	-	1,078.19	1,016.54	919.21	2,094.73	1,895.02	3,847.72
D. Others	425.36	603.97	439.04	1,029.32	1,223.54	2,264.94	427.56	601.51	445.30	1,029.07	1,234.98	2,255.27
Total	35,639.71	35,774.97	31,215.30	71,414.68	63,318.39	1,26,720.56	36,928.33	38,799.78	32,012.91	75,728.11	65,408.86	1,33,049.36
Less: Inter Segment Revenue	(161.35)	(286.21)	(359.83)	(447.56)	(497.92)	(1,209.99)	(161.35)	(286.21)	(359.83)	(447.56)	(497.92)	(1,209.99)
Net Sales	35,478.36	35,488.76	30,855.47	70,967.12	62,820.47	1,25,510.57	36,766.98	38,513.57	31,653.08	75,280.55	64,910.94	1,31,839.37
Segment Results:												
Profit / (Loss) before tax and finance cost												
A. Soaps and Detergent	2,047.86	4,198.12	3,210.65	6,245.98	7,112.97	12,693.18	2,774.41	4,789.35	3,570.86	7,563.76	8,179.71	14,872.73
B. Home care	547.04	416.43	208.29	963.47	565.78	833.76	453.91	371.15	218.02	825.05	596.05	767.66
C. Laundry Services	-	-	-	-	-	-	(272.68)	(317.08)	(291.43)	(589.77)	(526.33)	(1,136.83)
D. Others	(4.92)	(45.82)	6.69	(50.74)	(265.82)	(283.13)	57.19	15.21	66.45	72.40	(167.99)	(43.65)
Total	2,589.98	4,568.73	3,425.63	7,158.71	7,412.93	13,243.81	3,012.82	4,858.63	3,563.91	7,871.45	8,081.45	14,459.91
Less: (i) Finance cost	(296.39)	(292.77)	(1,793.28)	(589.16)	(3,459.23)	(5,311.34)	(347.89)	(336.61)	(1,847.02)	(684.50)	(3,567.63)	(5,526.66)
(ii) Other unallocable expenditure	(904.21)	(843.36)	(689.72)	(1,747.57)	(1,323.48)	(2,662.89)	(542.79)	(486.54)	(336.49)	(1,029.33)	(621.09)	(1,224.14)
Add: Unallocable Income	1,911.88	1,743.45	1,299.98	3,655.33	2,575.81	5,590.69	393.85	212.39	110.67	606.25	236.77	871.02
Prior period item	-	-	-	-	-	-	-	-	(14.90)	-	(86.04)	(165.02)
Exceptional item	-	-	(136.71)	-	(230.07)	(230.07)	-	-	(136.71)	-	(230.07)	(230.07)
Profit Before Tax	3,301.26	5,176.05	2,105.90	8,477.31	4,975.96	10,630.20	2,515.99	4,247.87	1,339.45	6,763.86	3,813.38	8,185.04
Capital Employed :												
(Segment Assets - Segment Liabilities)												
A. Soaps and Detergent	51,560.45	51,601.50	59,101.96	51,560.45	59,101.96	50,528.06	29,931.03	28,490.95	34,650.89	29,931.03	34,650.89	27,687.90
B. Home care	9,175.50	9,799.10	7,903.54	9,175.50	7,903.54	7,335.31	9,375.93	9,752.37	7,943.45	9,375.93	7,943.45	7,640.12
C. Laundry Services	-	-	-	-	-	-	12,992.88	12,556.11	9,555.30	12,992.88	9,555.30	12,957.49
D. Others	2,245.94	2,284.14	3,015.91	2,245.94	3,015.91	2,346.62	413.71	422.91	965.32	413.71	965.32	395.84
E. Unallocated assets/(liabilities) (net)	33,833.45	29,226.64	7,338.05	33,833.45	7,338.05	27,835.96	27,878.35	26,283.47	15,023.29	27,878.35	15,023.29	24,914.29
Total	96,815.34	92,911.38	77,359.46	96,815.34	77,359.46	88,045.95	80,591.90	77,505.81	68,138.25	80,591.90	68,138.25	73,595.64

Note : Soaps and detergents includes fabric whitener, fabric detergent, dishwash bar and soaps including ayurvedic soaps. Home care products includes incense sticks, scrubber, dhoop and mosquito repellents. Laundry services includes dryeleaning and laundry. Others includes Body care.

SIGNED FOR IDENTIFICATION BY

S R B C & CO LLP
MUMBAI

For and on behalf of the board

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
November 5, 2014

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q2FY15 (Consolidated)

Net Sales up 16.2% at Rs 367.67 crore

Net Profit up 89.9% at Rs 25.14 crore

Editor Synopsis

Q2FY15v/s Q2FY14

- Net Sales at Rs 367.67 crore v/s Rs 316.53 crore, up 16.2%
- Net Profit at Rs 25.14 crore v/s Rs 13.24 crore, up 89.9%
- Operating EBIDTA margin at 10.7% v/s 12.1%
- EPS at Rs 1.39 v/s Rs 0.80

H1FY15 v/s H1FY14

- Net Sales at Rs 752.81 crore v/s Rs 649.11 crore, up 16.0%
- Net Profit at Rs 67.60 crore v/s Rs 37.93 crore, up 78.2%
- Operating EBIDTA margin at 12.1% v/s 13.3%
- EPS at Rs 3.73 v/s Rs 2.28

Mumbai, November 5th, 2014: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs 367.67 crore for the quarter ended September 30th, 2014 as against Rs 316.53 crore for the corresponding period last year; a rise of 16.2%. During the same period, the company reported a Net Profit of Rs 25.14 crore, as against Rs 13.24 crore; up by 89.9%.

The Operating EBIDTA margin for the quarter was at 10.7% as against 12.1% reported in Q2FY14. The company reported EPS of Rs 1.39 as against Rs 0.80 in the corresponding quarter last year.

For the six months period, JLL reported Net Sales of Rs 752.81 crore compared to Rs 649.11 crore in H1FY14; a rise of 16.0%. Net Profit for H1FY15 stood at Rs 67.60 crore compared to Rs 37.93 crore; up 78.2% compared to the corresponding period of FY14.

The EBIDTA margin for the six months period ended September 30th, 2014 was at 12.1% as against 13.3% reported in H1FY14. The company reported EPS of Rs 3.73 as against Rs 2.28 in H1FY14.

Segmental Performance(Q2FY15 v/s Q2FY14) (Consolidated)

- Revenues of Soaps and Detergent business, which includes brands like Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek stood at Rs 274.53 crore in Q2 FY15 compared to Rs. 228.92 crore in Q2 FY14 up by 19.9%

- Home Care, which includes mosquito repellant Maxo, Incense sticks and Exo scrubber, witnessed revenues to the tune of Rs 79.70 crore in Q2 FY15 as against Rs 77.56 crore during the same period last year, up 2.8%.

Key brand initiatives

- Henko detergent in premium segment successfully gaining momento
- Pril liquid has been added with a new variant Kraft gel
- Margo Face Wash Launched on an All India Level

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, *"We have witnessed a strong traction across the new Henko launches. Our on-ground tie ups and better placement of the products is expected to capture the target markets. We foresee a further uptick in demand on account of word-of-mouth and an increased awareness of the product."*

"The company continues to invest in its power brands and is confident to gain consumer's mindshare with differentiated positioning and value products", Mr. 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 repellant, 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:

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