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

May 25, 2015

(No. of Pages 1+6+3=10)

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 May 25, 2015**

With reference to captioned subject, we wish to inform you that the Board of Directors of the Company at its meeting held today approved/ recommended inter-alia the following:

a) Approved the Audited Standalone and Consolidated Financial Results for the financial year and the quarter ended March 31, 2015. A copy of the said results is attached herewith.
b) Recommended Final Dividend of Rs.4.00 (Rupees Four Only) per equity share of Re.1/- each for the financial year ended March 31, 2015. The payment of dividend is subject to approval of shareholders at the ensuing Annual General Meeting.

We also attach herewith Press Release by the Company in respect of its performance during the year and quarter ended 31st March, 2015

Kindly take the above on your record.

Thanking you,

Yours faithfully,
**For Jyothy Laboratories Limited**

**M. L. Bansal**
**Company Secretary**

Encl: As above.

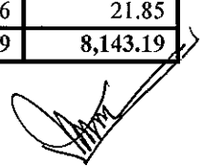
**JYOTHY LABORATORIES LIMITED**

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015**

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

**PART - I** **Amount (Rs in lacs)**

| Particulars | Standalone | | | | | Consolidated | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Quarter ended | | | Year ended | | Quarter ended | | | Year ended | |
| | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 |
| | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited |
| **Income from operations** | | | | | | | | | | |
| (a) Net Sales | 37,853.25 | 34,006.44 | 32,991.38 | 142,826.82 | 125,510.57 | 39,611.99 | 35,636.93 | 35,593.79 | 150,529.47 | 131,839.37 |
| (b) Other Operating Income | 454.44 | 424.01 | 349.97 | 955.13 | 507.36 | 483.75 | 414.62 | 393.37 | 954.03 | 547.26 |
| **Total Income** | **38,307.69** | **34,430.45** | **33,341.35** | **143,781.95** | **126,017.93** | **40,095.74** | **36,051.55** | **35,987.16** | **151,483.50** | **132,386.63** |
| **Expenditure** | | | | | | | | | | |
| (a) Cost of raw material and components consumed | 9,647.11 | 13,108.20 | 11,807.52 | 45,635.68 | 36,560.92 | 9,840.66 | 13,727.67 | 12,173.93 | 46,776.34 | 37,852.46 |
| (b) Purchase of traded goods | 8,501.50 | 7,164.65 | 6,356.69 | 31,789.97 | 30,549.63 | 8,438.15 | 6,659.54 | 7,860.81 | 31,485.66 | 31,759.26 |
| (c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods | 2,242.88 | (2,523.17) | 711.84 | (1,361.56) | 549.83 | 2,302.77 | (2,521.81) | 183.71 | (515.95) | (174.02) |
| (d) Employee cost | 3,123.33 | 3,124.96 | 3,082.44 | 12,711.04 | 11,865.73 | 3,744.16 | 3,695.73 | 3,572.27 | 15,026.14 | 13,815.46 |
| (e) Employee stock option expenses | 1,088.68 | 1,179.75 | - | 2,871.13 | - | 1,088.68 | 1,179.75 | - | 2,871.13 | - |
| (f) Advertisement and Sales Promotion expense | 4,714.03 | 4,209.70 | 3,960.01 | 17,071.71 | 13,535.83 | 4,846.53 | 4,408.67 | 4,425.73 | 18,096.58 | 14,420.56 |
| (g) Depreciation, amortisation and impairment | 1,766.17 | 1,729.15 | 1,540.71 | 7,037.07 | 6,160.41 | 809.18 | 761.57 | 621.01 | 3,254.57 | 2,432.24 |
| (h) Other expenditure | 4,944.73 | 4,611.88 | 4,081.84 | 18,509.15 | 16,247.40 | 5,704.92 | 5,271.80 | 4,796.26 | 21,442.52 | 18,991.47 |
| **Total expenditure** | **36,028.43** | **32,605.12** | **31,541.05** | **134,264.19** | **115,469.75** | **36,775.05** | **33,182.92** | **33,633.72** | **138,436.99** | **119,097.43** |
| **Profit from Operations before Other Income, Finance cost and Tax** | **2,279.26** | **1,825.33** | **1,800.30** | **9,517.76** | **10,548.18** | **3,320.69** | **2,868.63** | **2,353.44** | **13,046.51** | **13,289.20** |
| Other Income | 1,472.92 | 1,459.76 | 1,521.74 | 6,585.98 | 5,623.43 | 254.28 | 146.66 | 287.46 | 992.11 | 817.59 |
| **Profit before Finance cost and Tax** | **3,752.18** | **3,285.09** | **3,322.04** | **16,103.74** | **16,171.61** | **3,574.97** | **3,015.29** | **2,640.90** | **14,038.62** | **14,106.79** |
| Finance Cost | 298.56 | 315.26 | 405.34 | 1,202.98 | 5,311.34 | 319.26 | 373.00 | 457.07 | 1,376.76 | 5,526.66 |
| **Profit before prior period items, exceptional items and tax** | **3,453.62** | **2,969.83** | **2,916.70** | **14,900.76** | **10,860.27** | **3,255.71** | **2,642.29** | **2,183.83** | **12,661.86** | **8,580.13** |
| Prior period item ( Refer Note 2) | - | - | - | - | - | - | - | 21.36 | - | 165.02 |
| Exceptional item ( Refer Note 3) | 209.18 | - | - | 209.18 | 230.07 | 209.18 | - | - | 209.18 | 230.07 |
| **Profit from ordinary activities before tax** | **3,244.44** | **2,969.83** | **2,916.70** | **14,691.58** | **10,630.20** | **3,046.53** | **2,642.29** | **2,162.47** | **12,452.68** | **8,185.04** |
| Current tax and defferrd tax expense | - | - | - | - | - | (65.22) | 0.36 | 13.33 | (58.20) | 44.23 |
| Short provisions/MAT credit reversal of earlier years | 412.63 | - | - | 412.63 | 18.79 | 412.45 | - | 0.68 | 412.45 | 19.47 |
| **Profit from ordinary activities before minority Interest** | **2,831.81** | **2,969.83** | **2,916.70** | **14,278.95** | **10,611.41** | **2,699.30** | **2,641.93** | **2,148.46** | **12,098.43** | **8,121.34** |
| Minority Interest (share in loss) | | | | | | 6.95 | 3.82 | (3.03) | 13.96 | 21.85 |
| **Net Profit for the year / period** | **2,831.81** | **2,969.83** | **2,916.70** | **14,278.95** | **10,611.41** | **2,706.25** | **2,645.75** | **2,145.43** | **12,112.39** | **8,143.19** |



**JYOTHY LABORATORIES LIMITED**

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015**

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

| Particulars | Standalone | | | | | Consolidated | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Quarter ended | | | Year ended | | Quarter ended | | | Year ended | |
| | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 |
| | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited |
| Paid up equity share capital (Face value of Re 1 each) | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 |
| Paid-up Debt Capital | | | | 51,500.00 | 51,500.00 | | | | 56,577.44 | 52,999.55 |
| Reserves excluding Revaluation Reserves as per the balance sheet | | | | 94,360.15 | 86,235.72 | | | | 76,155.67 | 71,627.71 |
| Debenture Redemption Reserve (included above) | | | | 11,995.02 | 6,622.51 | | | | 11,995.02 | 6,622.51 |
| Basic earnings per share (Rs) | 1.56 | 1.64 | 1.71 | 7.89 | 6.21 | 1.49 | 1.46 | 1.19 | 6.69 | 4.77 |
| Diluted earnings per share (Rs) | 1.55 | 1.63 | 1.71 | 7.83 | 6.21 | 1.48 | 1.46 | 1.19 | 6.65 | 4.77 |
| | Not Annualised | Not Annualised | Not Annualised | | | Not Annualised | Not Annualised | Not Annualised | | |
| Debt Equity Ratio | | | | 0.54 | 0.58 | | | | 0.73 | 0.72 |
| Debt Service Coverage Ratio | | | | 19.24 | 4.20 | | | | 9.61 | 2.74 |
| Interest Service Coverage Ratio | | | | 19.24 | 4.20 | | | | 12.56 | 2.99 |
| **PART - II Information for the year ended March 31, 2015** | | | | | | | | | | |
| A - Particulars of Shareholding | | | | | | | | | | |
| Public Shareholding | | | | | | | | | | |
| -Number of shares | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 | 60,142,095 |
| -Percentage of share holding | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% | 33.22% |
| Promoter and Promoter group Shareholding | | | | | | | | | | |
| a) Pledged/ Encumbered | | | | | | | | | | |
| - Number of Shares | 44,400,000 | 44,400,000 | 50,500,000 | 44,400,000 | 50,500,000 | 44,400,000 | 44,400,000 | 50,500,000 | 44,400,000 | 50,500,000 |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | 36.73% | 36.73% | 41.78% | 36.73% | 41.78% | 36.73% | 36.73% | 41.78% | 36.73% | 41.78% |
| - Percentage of Shares (as a % of the total share capital of the Company.) | 24.53% | 24.53% | 27.90% | 24.53% | 27.90% | 24.53% | 24.53% | 27.90% | 24.53% | 27.90% |
| b) Non-encumbered | | | | | | | | | | |
| - Number of Shares | 76,481,401 | 76,481,401 | 70,381,401 | 76,481,401 | 70,381,401 | 76,481,401 | 76,481,401 | 70,381,401 | 76,481,401 | 70,381,401 |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | 63.27% | 63.27% | 58.22% | 63.27% | 58.22% | 63.27% | 63.27% | 58.22% | 63.27% | 58.22% |
| - Percentage of Shares (as a % of the total share capital of the Company) | 42.25% | 42.25% | 38.88% | 42.25% | 38.88% | 42.25% | 42.25% | 38.88% | 42.25% | 38.88% |

**JYOTHY LABORATORIES LIMITED**

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015**

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

**B - Investor Complaints for the quater ended March 31, 2015**

| Particulars | Nos. |
|---|---|
| Pending at the beginning of the quarter | NIL |
| Received during the quarter | 82 |
| Disposed off during the quarter | 81 |
| Remaining unresolved at the end of the quarter | 1 |

**Notes :**

1. The above audited results of the Company were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 25, 2015.
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 for the previous year and for the Kandanassery unit in the current year.
4. The figures for the quarter ended March 31, 2015 and March 31, 2014 are the balancing figures between the audited figures in respect of the full financial year and the year to date figures upto the third quarter for the respective years.
5. At its meeting held on May 25, 2015, the Board of Directors have recommended dividend of Rs. 4 per equity share of Re.1/- each for the year ended March 31, 2015.
6. Effective April 1, 2014, the Company has revised the useful life of certain fixed assets based on Schedule II to the Companies Act, 2013 for the purposes of providing depreciation on fixed assets. Accordingly, the carrying amount of the assets as on April 1, 2014 has been depreciated over the remaining revised useful life of the fixed assets. Consequently, the depreciation for the current year/quarter is higher. Further, an amount of Rs 310.64 lacs (Net of tax Rs Nil) and Rs. 363.67 lacs(Net of tax Rs. Nil) representing the carrying amount of the assets with revised useful life as Nil, in the standlone and consolidated results respectively, has been charged to the opening reserves as on April 1, 2014 pursuant to the Companies Act, 2013.
7. Ratios for the year ended March 31, 2015 have been computed as follows :-
   Interest Service Coverage Ratio = Earnings before Finance cost, Depreciation and Tax / Finance cost
   Debt Service Coverage Ratio = Earnings before Finance Cost, Depreciation and Tax / (Finance cost + Principal repayment)
   Debt comprises long-term borrowings and current maturity of long-term borrowings.

JYOTHY LABORATORIES LTD. MUMBAI

For and on behalf of the board

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
May 25, 2015

**JYOTHY LABORATORIES LIMITED**

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015**

**Amount (Rs in lacs)**

8 Statement of Assets and Liabilities :-

| Particulars | Standalone | | Consolidated | |
|---|---|---|---|---|
| | As at March 31, 2015 | As at March 31, 2014 | As at March 31, 2015 | As at March 31, 2014 |
| | Audited | Audited | Audited | Audited |
| **EQUITY AND LIABILITIES** | | | | |
| **Shareholders' Funds** | | | | |
| Share capital | 1,810.23 | 1,810.23 | 1,810.23 | 1,810.23 |
| Reserves and surplus | 94,360.15 | 86,235.72 | 76,155.67 | 71,627.71 |
| **Sub-total Shareholders' funds** | **96,170.38** | **88,045.95** | **77,965.90** | **73,437.94** |
| **Minority interest** | - | - | **143.74** | **157.70** |
| **Non-current liabilities** | | | | |
| Long-term borrowings | 40,000.00 | 51,590.00 | 44,902.44 | 52,681.94 |
| Deferred tax liabilities (Net) | - | - | 54.24 | 114.74 |
| Other long term liabilities | 14,795.90 | 14,720.09 | 16,157.72 | 14,720.09 |
| Long-term provisions | 1,269.79 | 952.43 | 1,370.42 | 1,054.78 |
| **Sub-total Non-current liabilities** | **56,065.69** | **67,262.52** | **62,484.82** | **68,571.55** |
| **Current liabilities** | | | | |
| Trade payables | 12,815.82 | 10,394.68 | 13,227.71 | 11,218.23 |
| Other current liabilities | 15,149.98 | 4,230.96 | 15,767.84 | 4,605.26 |
| Short-term provisions | 11,441.15 | 6,747.49 | 12,082.41 | 7,359.99 |
| **Sub-total Current liabilities** | **39,406.95** | **21,373.13** | **41,077.96** | **23,183.48** |
| **TOTAL EQUITY AND LIABILITIES** | **191,643.02** | **176,681.60** | **181,672.42** | **165,350.67** |



## JYOTHY LABORATORIES LIMITED
## AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

Amount (Rs in lacs)

| Particulars | Standalone | | Consolidated | |
|---|---|---|---|---|
| | As at March 31, 2015 | As at March 31, 2014 | As at March 31, 2015 | As at March 31, 2014 |
| | Audited | Audited | Audited | Audited |
| **ASSETS** | | | | |
| **Non-current assets** | | | | |
| Fixed assets | | | | |
| (i) Tangible assets | 25,143.90 | 26,593.25 | 28,371.20 | 30,330.57 |
| (ii) Intangible assets | 31,888.59 | 36,401.03 | 79,031.00 | 79,078.15 |
| (iii) Capital work-in-progress | 536.37 | 348.35 | 1,619.43 | 423.94 |
| Non-current investments | 24,454.88 | 9,470.71 | 149.89 | 149.89 |
| Deferred Tax Assets (Net) | - | - | - | - |
| Long-term loans and advances | 60,135.27 | 66,120.68 | 17,645.64 | 13,500.54 |
| Other non-current assets | 219.28 | 53.04 | 250.93 | 78.98 |
| **Sub-total Non-current assets** | **142,378.29** | **138,987.06** | **127,068.09** | **123,562.07** |
| **Current assets** | | | | |
| Current investments | 16,450.00 | 5,945.46 | 19,201.64 | 5,945.46 |
| Inventories | 18,101.82 | 16,119.20 | 18,520.36 | 17,380.03 |
| Trade receivables | 5,091.46 | 5,563.04 | 5,741.90 | 6,682.96 |
| Cash and cash equivalents | 6,525.81 | 5,557.84 | 7,669.74 | 6,983.68 |
| Short-term loans and advances | 2,804.73 | 4,150.27 | 3,174.07 | 4,308.21 |
| Other current assets | 290.91 | 358.73 | 296.62 | 488.26 |
| **Sub-total Current assets** | **49,264.73** | **37,694.54** | **54,604.33** | **41,788.60** |
| **TOTAL ASSETS** | **191,643.02** | **176,681.60** | **181,672.42** | **165,350.67** |

9 Previous period / year's figures have been regrouped/rearranged wherever necessary.

For and on behalf of the board

JYOTHY LABORATORIES LTD. MUMBAI

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
May 25, 2015

JYOTHY LABORATORIES LIMITED

REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Amount (Rs in lacs)

| Particulars | Standalone | | | | | Consolidated | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Quarter Ended | | | Year Ended | | Quarter Ended | | | Year Ended | |
| | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 | 31.03.2015 | 31.12.2014 | 31.03.2014 | 31.03.2015 | 31.03.2014 |
| | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited | Audited (Note 4) | Unaudited | Audited (Note 4) | Audited | Audited |
| **Segment Revenue :** | | | | | | | | | | |
| A. Soaps and Detergent | 25,528.85 | 27,212.97 | 22,777.25 | 109,191.66 | 95,323.65 | 26,209.78 | 27,679.53 | 23,563.17 | 111,793.87 | 96,974.97 |
| B. Home care | 11,957.79 | 6,460.97 | 9,906.04 | 32,354.29 | 29,131.97 | 11,979.41 | 6,550.53 | 10,713.66 | 33,229.69 | 29,971.40 |
| C. Laundry Services | - | - | - | - | - | 1,053.24 | 1,057.05 | 975.81 | 4,205.02 | 3,847.72 |
| D. Others | 404.84 | 364.40 | 647.86 | 1,798.56 | 2,264.94 | 407.79 | 381.72 | 680.92 | 1,818.58 | 2,255.27 |
| Total | **37,891.48** | **34,038.34** | **33,331.15** | **143,344.51** | **126,720.56** | **39,650.22** | **35,668.83** | **35,933.56** | **151,047.16** | **133,049.36** |
| Less: Inter Segment Revenue | (38.23) | (31.90) | (339.77) | (517.69) | (1,209.99) | (38.23) | (31.90) | (339.77) | (517.69) | (1,209.99) |
| **Net Sales** | **37,853.25** | **34,006.44** | **32,991.38** | **142,826.82** | **125,510.57** | **39,611.99** | **35,636.93** | **35,593.79** | **150,529.47** | **131,839.37** |
| **Segment Results:** | | | | | | | | | | |
| **Profit / (Loss) before tax and finance cost** | | | | | | | | | | |
| A. Soaps and Detergent | 3,143.91 | 2,130.91 | 2,563.60 | 11,520.80 | 12,693.18 | 4,216.16 | 2,991.42 | 3,012.89 | 14,771.34 | 14,872.73 |
| B. Home care | (66.73) | 58.64 | (79.37) | 955.37 | 833.76 | (76.60) | 74.03 | (173.27) | 822.48 | 767.66 |
| C. Laundry Services | - | - | - | - | - | (453.87) | (263.40) | (303.88) | (1,307.03) | (1,136.83) |
| D. Others | 11.57 | 53.96 | 12.45 | 14.79 | (283.13) | 73.94 | 118.55 | 70.94 | 264.89 | (43.65) |
| Total | **3,088.75** | **2,243.51** | **2,496.68** | **12,490.96** | **13,243.81** | **3,759.63** | **2,920.60** | **2,606.68** | **14,551.68** | **14,459.91** |
| Less: (i) Finance cost | (298.56) | (315.26) | (405.34) | (1,202.98) | (5,311.34) | (319.26) | (373.00) | (457.07) | (1,376.76) | (5,526.66) |
| (ii) Other unallocable expenditure | (764.98) | (425.20) | (693.55) | (2,937.74) | (2,662.89) | (438.69) | (63.79) | (310.45) | (1,531.81) | (1,224.14) |
| Add: Unallocable Income | 1,428.41 | 1,466.78 | 1,518.91 | 6,550.52 | 5,590.69 | 254.03 | 158.48 | 344.67 | 1,018.75 | 871.02 |
| Prior period item | - | - | - | - | - | - | - | (21.36) | - | (165.02) |
| Exceptional item | (209.18) | - | - | (209.18) | (230.07) | (209.18) | - | - | (209.18) | (230.07) |
| **Profit Before Tax** | **3,244.44** | **2,969.83** | **2,916.70** | **14,691.58** | **10,630.20** | **3,046.53** | **2,642.29** | **2,162.47** | **12,452.68** | **8,185.04** |
| **Capital Employed :** | | | | | | | | | | |
| (Segment Assets - Segment Liabilities) | | | | | | | | | | |
| A. Soaps and Detergent | 45,799.47 | 47,453.57 | 50,528.06 | 45,799.47 | 50,528.06 | 25,033.38 | 26,504.17 | 27,687.90 | 25,033.38 | 27,687.90 |
| B. Home care | 8,553.61 | 10,462.06 | 7,335.31 | 8,553.61 | 7,335.31 | 8,474.53 | 10,646.48 | 7,640.12 | 8,474.53 | 7,640.12 |
| C. Laundry Services | - | - | - | - | - | 6,881.59 | 6,742.30 | 6,493.67 | 6,881.59 | 6,493.67 |
| D. Others | 2,154.96 | 2,197.12 | 2,346.62 | 2,154.96 | 2,346.62 | 439.77 | 426.04 | 395.84 | 439.77 | 395.84 |
| E. Unallocated assets/(liabilities) (net) | 39,662.34 | 40,852.16 | 27,835.96 | 39,662.34 | 27,835.96 | 37,280.37 | 40,094.54 | 31,378.11 | 37,280.37 | 31,378.11 |
| **Total** | **96,170.38** | **100,964.91** | **88,045.95** | **96,170.38** | **88,045.95** | **78,109.64** | **84,413.53** | **73,595.64** | **78,109.64** | **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 drycleaning and laundry. Others includes Body care.

For and on behalf of the board

JYOTHY LABORATORIES LTD. MUMBAI

M.P. Ramachandran

Chairman and Managing Director

Place: Mumbai

May 25, 2015

**For immediate release**

Jyothy LABORATORIES LIMITED

**Jyothy Laboratories Ltd Q4FY15 (Consolidated)**

**Net Sales jump 11.3% at Rs. 396.12 crore**

**Net Profit up by 26.1% at Rs 27.06 crore**

## Editor Synopsis

**Q4FY15 v/s Q4FY14**

- Net Sales at Rs. 396.12 crore, up 11.3%
- Net Profit at Rs. 27.06 crore, up 26.1%
- EBIDTA margin at 13.2% v/s 8.4%
- EPS at Rs. 1.49 v/s Rs. 1.19

**FY15 v/s FY14**

- Net Sales at Rs. 1505.29 crore, up 14.2%
- Net Profit at Rs. 121.12 crore, up 48.7%
- EBIDTA margin at 12.7% v/s 11.9%
- EPS at Rs. 6.69 v/s Rs. 4.77

**Mumbai, May 25, 2015:** Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG major, today announced its Q4FY15 results for the period ended March 31st, 2015. The Net Sales for the quarter stood at Rs. 396.12 crore as against Rs. 355.94 crore; reporting a rise of 11.3%. Net Profit for the same period was recorded at Rs. 27.06 crore up 26.1%, as against Rs 21.45 crore in Q4FY14.

The EBIDTA margin for the quarter was at 13.2% as against 8.4% reported in Q4FY14 and EPS rose to Rs. 1.49 as against Rs. 1.19 in the same period of last fiscal.

For the full year ended, Net Sales stood at Rs. 1505.29 crore as against Rs. 1318.39 crore in FY14; reporting a jump of 14.2%. Net profit for year rose to Rs. 121.12 crore, up 48.7% as against Rs. 81.43 crore.

EBIDTA margin for the year was recorded at 12.7% as against 11.9% in FY14 while EPS stood at Rs. 6.69 as against Rs. 4.77 in FY14.

The Board of Directors has recommended a dividend of Rs. 4/- per equity share of Re.1/- each for the year ended March 31, 2015.

JYOTHY LABORATORIES LTD. MUMBAI

## Segmental Performance

- **Soaps and Detergent:** Includes **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**
  - Revenues for the quarter ended March 31st 2015 stood at Rs. 262.10 crore, up 11.2% compared to Rs. 235.63 crore in Q4FY14. Segment Results for the same period stood at Rs. 42.16 crore over Rs. 30.13 crore reporting a rise of 39.9%
  - Revenues for FY15 stood at Rs. 1117.94 crore, up 15.3% compared to Rs. 969.75 crore in FY14. Segment Results for the same period were recorded at Rs. 147.71 crore as against Rs. 148.73 crore reporting a fall of 1.0 %

- **Home Care:** Includes mosquito repellant **Maxo and Exo scrubber**
  - Revenues for the quarter ended 31st March 2015 stood at Rs. 119.79 crore up 11.8% as against Rs. 107.13 crore. Segment Results for the same period were recorded at Rs. -0.76 crore, up 55.8% over Rs. -1.73 crore in FY14
  - Revenues for FY15 stood at Rs. 332.30 crore, up 10.9% as against Rs. 299.71 crore in FY14. Segment Results for the same period stood at Rs. 8.22 crore over Rs. 7.68 crore reporting a rise of 7.1%.

**Brand launches during the year**

- Henko – Launched a new detergent brand -- Henko LINTelligent catering to the premium segment. New ad campaign has actress Madhuri Dixit as its brand ambassador.
- Pril liquid has been added with a new variant Kraft gel
- Antibacterial range of Margo Face Wash in Neem and Saffron variants
- Exo - Anti-bacterial campaign with actress Shilpa Shetty as brand ambassador

**Commenting on the results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd. said,** *"FY 15 has been an exciting year for us. Our numbers for the year have been very satisfactory backed by significant brand launches and improvement in market share across categories. Our brand portfolio saw a considerable boost with the launch of first of its kind Henko LINTelligent. Contributory factors like planned marketing and advertising spends have also helped augment our power brands portfolio.*

*The softening of crude oil prices has led to an increase in operating margins and helped tame inflationary pressures.*

*JLL's overall performance has been above industry average and we hope to sustain the momentum for FY16." he further added.*

- **Awards and Recognition:**
  - Henko LINTelligent was voted 'Product of the Year 2015'* in the detergent category. These awards are organized by; 'Product of the Year' a prestigious global award that honours the best innovations in fast moving consumer goods and durables.

JYOTHY LABORATORIES LTD. MUMBAI

- Henko LINTelligent has bagged many other laurels namely **The Indian Marketing Awards 2014** organized by Exchange4Media and the **Asia Star Packaging Award 2014** for excellence in packaging. The brand was also **ranked No. 8 in the Economic Times Most Trusted Brands** under the fabric care category for the first time ever.

**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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