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

July 30, 2015 (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 July 30, 2015**

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 following:

1. The Un-Audited Standalone and Consolidated Financial Results for the quarter ended June 30, 2015.
2. Approved the alteration in the "Object Clause" of the Memorandum of Association of the Company subject to the approval of the shareholders by way of postal Ballot

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 ended June 30, 2015.

Kindly take the above on your record.

Thanking you,

Yours faithfully,
**For Jyothy Laboratories Limited**

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

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 June 30, 2015 (the "Statement"), being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement, 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. 403 Lacs for the quarter ended June 30, 2015 and Rs. 3,358 lacs as at June 30, 2015 respectively, included in the accompanying unaudited consolidated financial results relating to the five subsidiaries, whose financial information are based on 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. 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 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: July 30, 2015

**JYOTHY LABORATORIES LIMITED**

**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 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 |
| | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 |
| | Unaudited | Audited (Note 3) | Unaudited | Audited | Unaudited | Audited (Note 3) | Unaudited | Audited |
| **Income from operations** | | | | | | | | |
| (a) Net Sales | 39,800 | 37,853 | 35,489 | 1,42,827 | 41,400 | 39,612 | 38,514 | 1,50,529 |
| (b) Other Operating Income | 36 | 454 | 34 | 955 | 34 | 484 | 34 | 954 |
| **Total Income** | **39,836** | **38,307** | **35,523** | **1,43,782** | **41,434** | **40,096** | **38,548** | **1,51,483** |
| **Expenditure** | | | | | | | | |
| (a) Cost of raw material and components consumed | 11,838 | 9,647 | 12,002 | 45,636 | 12,124 | 9,841 | 12,336 | 46,776 |
| (b) Purchase of traded goods | 7,388 | 8,501 | 7,587 | 31,790 | 7,195 | 8,438 | 8,576 | 31,486 |
| (c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods | 587 | 2,243 | (887) | (1,362) | 593 | 2,303 | (793) | (516) |
| (d) Employee cost | 3,480 | 3,123 | 3,301 | 12,711 | 4,069 | 3,744 | 3,855 | 15,026 |
| (e) Employee stock option expenses | 1,167 | 1,089 | - | 2,871 | 1,167 | 1,089 | - | 2,871 |
| (f) Advertisement and Sales Promotion expense | 4,877 | 4,714 | 3,746 | 17,072 | 5,055 | 4,847 | 4,211 | 18,097 |
| (g) Depreciation, amortisation and impairment | 1,672 | 1,766 | 1,738 | 7,037 | 686 | 809 | 811 | 3,255 |
| (h) Other expenditure | 4,847 | 4,945 | 4,318 | 18,509 | 5,514 | 5,705 | 5,164 | 21,442 |
| **Total expenditure** | **35,856** | **36,028** | **31,805** | **1,34,264** | **36,403** | **36,776** | **34,160** | **1,38,437** |
| **Profit from Operations before Other Income, Finance cost and Tax** | **3,980** | **2,279** | **3,718** | **9,518** | **5,031** | **3,320** | **4,388** | **13,046** |
| Other Income | 1,727 | 1,473 | 1,751 | 6,586 | 498 | 254 | 197 | 992 |
| **Profit before Finance cost and Tax** | **5,707** | **3,752** | **5,469** | **16,104** | **5,529** | **3,574** | **4,585** | **14,038** |
| Finance Cost | 274 | 299 | 293 | 1,203 | 308 | 319 | 337 | 1,377 |
| **Profit before exceptional items and tax** | **5,433** | **3,453** | **5,176** | **14,901** | **5,221** | **3,255** | **4,248** | **12,661** |
| Exceptional item ( Refer Note 2) | - | 209 | - | 209 | - | 209 | - | 209 |
| **Profit from ordinary activities before tax** | **5,433** | **3,244** | **5,176** | **14,692** | **5,221** | **3,046** | **4,248** | **12,452** |
| Current tax and deferred tax expense | 760 | - | - | - | 761 | (65) | 6 | (58) |
| Short provisions/MAT credit reversal of earlier years | - | 413 | - | 413 | - | 412 | - | 412 |
| **Profit from ordinary activities before minority Interest** | **4,673** | **2,831** | **5,176** | **14,279** | **4,460** | **2,699** | **4,242** | **12,098** |
| Minority Interest (share in loss) | - | - | - | - | (2) | 7 | 5 | 14 |
| **Net Profit for the year / period** | **4,673** | **2,831** | **5,176** | **14,279** | **4,458** | **2,706** | **4,247** | **12,112** |

SIGNED FOR IDENTIFICATION BY
SRBC & CO LLP
MUMBAI

**JYOTHY LABORATORIES LIMITED**

**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 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 |
| | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 |
| | Unaudited | Audited (Note 3) | Unaudited | Audited | Unaudited | Audited (Note 3) | Unaudited | Audited |
| Paid up equity share capital (Face value of Re 1 each) | 1,810 | 1,810 | 1,810 | 1,810 | 1,810 | 1,810 | 1,810 | 1,810 |
| Paid-up Debt Capital | | | | 51,500 | | | | 56,577 |
| Reserves excluding Revaluation Reserves as per the balance sheet | | | | 94,360 | | | | 76,156 |
| Debenture Redemption Reserve (included above) | | | | 11,995 | | | | 5,373 |
| Basic earnings per share (Rs) | 2.58 | 1.56 | 2.86 | 7.89 | 2.46 | 1.49 | 2.35 | 6.69 |
| Diluted earnings per share (Rs) | 2.55 | 1.55 | 2.86 | 7.83 | 2.43 | 1.48 | 2.35 | 6.65 |
| | Not Annualised | Not Annualised | Not Annualised | | Not Annualised | Not Annualised | Not Annualised | |
| Debt Equity Ratio | | | | 0.54 | | | | 0.73 |
| Debt Service Coverage Ratio | | | | 19.24 | | | | 9.61 |
| Interest Service Coverage Ratio | | | | 19.24 | | | | 12.56 |
| **PART - II Information for the quarter ended June 30, 2015** | | | | | | | | |
| A - Particulars of Shareholding | | | | | | | | |
| Public Shareholding | | | | | | | | |
| -Number of shares | 60,141,599 | 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% |
| Promoter and Promoter group Shareholding | | | | | | | | |
| a) Pledged/ Encumbered | | | | | | | | |
| - Number of Shares | 44,400,000 | 44,400,000 | 50,500,000 | 44,400,000 | 44,400,000 | 44,400,000 | 50,500,000 | 44,400,000 |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | 36.73% | 36.73% | 41.78% | 36.73% | 36.73% | 36.73% | 41.78% | 36.73% |
| - Percentage of Shares (as a % of the total share capital of the Company.) | 24.53% | 24.53% | 27.90% | 24.53% | 24.53% | 24.53% | 27.90% | 24.53% |
| b) Non-encumbered | | | | | | | | |
| - Number of Shares | 76,481,401 | 76,481,401 | 70,381,401 | 76,481,401 | 76,481,401 | 76,481,401 | 70,381,401 | 76,481,401 |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | 63.27% | 63.27% | 58.22% | 63.27% | 63.27% | 63.27% | 58.22% | 63.27% |
| - Percentage of Shares (as a % of the total share capital of the Company) | 42.25% | 42.25% | 38.88% | 42.25% | 42.25% | 42.25% | 38.88% | 42.25% |

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**JYOTHY LABORATORIES LIMITED**

**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2015**

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

**B - Investor Complaints for the quarter ended June 30, 2015**

| Particulars | Nos. |
|---|---|
| Pending at the beginning of the quarter | 1 |
| Received during the quarter | 33 |
| Disposed off during the quarter | 34 |
| Remaining unresolved at the end of the quarter | 0 |

**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 July 30, 2015.
2. Exceptional item relates to additional payment towards retrenchment of employees for the Kandanassery unit.
3. The figures for the quarter ended March 31, 2015 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.
4. 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.
5. Previous period / year's figures have been regrouped/rearranged wherever necessary.

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For and on behalf of the board

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
July 30, 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 |
| | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 | 30.06.2015 | 31.03.2015 | 30.06.2014 | 31.03.2015 |
| | Unaudited | Audited (Note 3) | Unaudited | Audited | Unaudited | Audited (Note 3) | Unaudited | Audited |
| **Segment Revenue :** | | | | | | | | |
| A. Soaps and Detergent | 32,365 | 25,529 | 29,225 | 109,192 | 32,945 | 26,210 | 30,452 | 111,794 |
| B. Home care | 7,078 | 11,957 | 5,946 | 32,354 | 7,056 | 11,979 | 6,730 | 33,230 |
| C. Laundry Services | - | - | - | - | 1,021 | 1,053 | 1,017 | 4,205 |
| D. Others | 412 | 405 | 604 | 1,799 | 433 | 408 | 601 | 1,818 |
| Total | **39,855** | **37,891** | **35,775** | **143,345** | **41,455** | **39,650** | **38,800** | **151,047** |
| Less: Inter Segment Revenue | (55) | (38) | (286) | (518) | (55) | (38) | (286) | (518) |
| **Net Sales** | **39,800** | **37,853** | **35,489** | **142,827** | **41,400** | **39,612** | **38,514** | **150,529** |
| **Segment Results:** | | | | | | | | |
| **Profit / (Loss) before tax and finance cost** | | | | | | | | |
| A. Soaps and Detergent | 4,829 | 3,144 | 4,198 | 11,521 | 5,713 | 4,216 | 4,790 | 14,771 |
| B. Home care | (36) | (67) | 417 | 955 | (25) | (77) | 371 | 822 |
| C. Laundry Services | - | - | - | - | (281) | (454) | (317) | (1,307) |
| D. Others | 10 | 12 | (46) | 15 | 72 | 74 | 15 | 265 |
| Total | **4,803** | **3,089** | **4,569** | **12,491** | **5,479** | **3,759** | **4,859** | **14,551** |
| Less: (i) Finance cost | (274) | (299) | (293) | (1,203) | (308) | (319) | (337) | (1,377) |
| (ii) Other unallocable expenditure | (765) | (765) | (843) | (2,938) | (410) | (439) | (486) | (1,532) |
| Add: Unallocable Income | 1,669 | 1,428 | 1,743 | 6,551 | 460 | 254 | 212 | 1,019 |
| Exceptional item | - | (209) | - | (209) | - | (209) | - | (209) |
| **Profit Before Tax** | **5,433** | **3,244** | **5,176** | **14,692** | **5,221** | **3,046** | **4,248** | **12,452** |
| **Capital Employed :** | | | | | | | | |
| (Segment Assets - Segment Liabilities) | | | | | | | | |
| A. Soaps and Detergent | 46,865 | 45,799 | 51,601 | 45,799 | 26,872 | 25,033 | 28,491 | 25,033 |
| B. Home care | 11,897 | 8,554 | 9,799 | 8,554 | 11,891 | 8,475 | 9,752 | 8,475 |
| C. Laundry Services | - | - | - | - | 7,073 | 6,882 | 6,406 | 6,882 |
| D. Others | 1,910 | 2,155 | 2,284 | 2,155 | 256 | 440 | 423 | 440 |
| E. Unallocated assets/(liabilities) (net) | 41,338 | 39,662 | 29,227 | 39,662 | 37,673 | 37,280 | 32,434 | 37,280 |
| **Total** | **102,010** | **96,170** | **92,911** | **96,170** | **83,765** | **78,110** | **77,506** | **78,110** |

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.

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S R B C & CO LLP
MUMBAI

JYOTHY LABORATORIES LTD. MUMBAI

For and on behalf of the board

M.P. Ramachandran
Chairman and Managing Director

Place: Mumbai
July 30, 2015

For immediate release

Jyothy LABORATORIES LIMITED

# Jyothy Laboratories Ltd Q1FY16 (Consolidated)

## Net Sales up by 7.5% at Rs. 414.00 crore

## Operating EBIDTA Margin up by 32.4% at 68.8 crores

## Net Profit at Rs. 44.58 crore up by 5%

**Editor's Synopsis**

**Q1FY16 v/s Q1FY15 (Consolidated)**

- Net Sales at Rs. 414.00 crore, up 7.5% v/s Rs. 385.14 crore
- Net Profit at Rs. 44.58 crore, up 5% v/s Rs. 42.47 crore
- Operating EBIDTA margin at 16.6% v/s 13.5%
- EPS at Rs. 2.46 v/s Rs. 2.35

**Mumbai, July 30, 2015:** Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG company, today reported its Q1FY16 results for the quarter ended June 30th, 2015. The Net Sales for the quarter increased by 7.5% to Rs. 414.00 crore as compared to Rs. 385.14 crore in the corresponding quarter last year. Net Profit for the same period was recorded at Rs. 44.58 crore up 5%, as against Rs. 42.47 crore in Q1FY15. Cash profit for the quarter is Rs 63.11 crores.

The Operating EBITDA margin for the quarter stood at 16.6% as against 13.5% and EPS rose to Rs. 2.46 as against Rs. 2.35 for the same period last year.

**Segmental Performance (Q1FY16 v/s Q1FY15) (Consolidated) :**

- **Soaps and Detergent:** Includes **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**
  - Revenues for the quarter ended June 30th 2015 stood at Rs. 329.45 crore, up 8% compared to Rs. 304.52 crore in Q1FY15. Segment Results for the same period stood at Rs. 57.13 crore over Rs. 47.90 crore reporting a rise of 19.3%

- **Home Care:** Includes mosquito repellant **Maxo and Exo scrubber**
  - Revenues for the quarter ended June 30th 2015 stood at Rs. 70.56 crore up 5% as against Rs. 67.30 crore in Q1FY15. Segment Results for the same period stood at Rs. (0.25) crore over Rs. 3.71 crore.

JYOTHY LABORATORIES LTD. MUMBAI

**Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd. said,** *"Jyothy has delivered reasonable growth. Softening of commodity prices helped us in improving our operating margins by 4%.*

*During the quarter our market shares of all Brands have shown good improvement.*

*With a slew of innovative product launches and other initiatives planned during the year, we are extremely optimistic about FY16 and are confident that company will not only improve its market share but will also grow ahead of market."*

**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 and personal care.

The company has 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<br>Vice President-Finance<br>Jyothy Laboratories Ltd<br>Tel: +91-22- 6689 2800<br>**E-mail:** neetu@jyothy.com | Manohar Dhanakshirur \| Snehal Vaidya<br>Adfactors PR<br>M: +91 75064 45361 \| +91 98201 67242<br>**E-mail:** manohar.d@adfactorspr.com \|<br>snehal.vaidya@adfactorspr.com |


