

For immediate release

## *Jyothy* LABORATORIES LIMITED

**Jyothy Laboratories Ltd Q1FY14 Net Sales up 13% to Rs 318 crore;**

**Net Profit up by 103% at Rs 28.7 crore**

### Editor Synopsis

#### Jyothy Laboratories Q1FY14 v/s Q1FY13

- Net Sales at Rs 318 crore, up 13%
- Net Profit at Rs 28.7 crore, up 103%
- EBIDTA margin rose to 15.3% for the quarter as against 11.6 %
- EPS doubled at Rs. 1.73 v/s Rs 0.86 in Q1FY13
- Cash Profit Rs 43.88 crore

**Mumbai, August 12<sup>th</sup>, 2013:** Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported Net Sales of Rs 318 crore for the quarter ended June 30<sup>th</sup>, 2013 as against Rs 281 crore for the corresponding period last year; a rise of 13 %. During the three month period, the company reported Net Profit of Rs 28.7 crore, as against Rs. 14.1 crore; up by 103%. Cash Profit for the quarter 43.8 crore.

The EBIDTA margin for the quarter was at 15.3% at Rs.48.6 crore as against 11.6% reported in Q1FY13. The company reported EPS of Rs 1.73 as against Rs 0.86 in the corresponding quarter last year.

#### **Segmental Performance:**

- **Soaps and Detergent business**, which includes brands like **Ujala, Henko, Margo, Mr White**, stood at Rs 253 crore during the quarter compared to Rs 217 crore on June 30<sup>th</sup>, 2012; up by 17%. Ujala fabric whitener continues to be the market leader with a market share of 71% by value.
- **Home Care**, which includes mosquito coils, aerosol and Exo scrubber, saw revenues for the quarter at Rs 58 crore as against Rs 59 crore during the same period.
- **Others**, which includes brands like Fa and Neem saw revenue growth of 80% at Rs 7.8 crore against Rs 4.3 crore on June 30<sup>th</sup>, 2012.

Commenting on the company's results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "The various steps taken by new management team to improve operational efficiency for all our brands have helped us improve our margins in the present challenging economic environment. The new brand building exercise was started in the last quarter and we expect this to benefit the company in the quarters to come. We are confident of achieving the targets set by us for the current financial year"

**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 has recently forayed 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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