

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q1FY15 (Consolidated)

Net Sales up by 16% at Rs. 385.14 crore

Net Profit jumps to Rs. 42.46 crore up by 72%

Editor's Synopsis

Q1FY15 v/s Q1FY14 (Consolidated)

- Net Sales at Rs. 385.14 crore, up 16% v/s Rs. 332.58 crore
- Net Profit at Rs. 42.46 crore, up 72% v/s Rs. 24.69 crore
- EBITDA margin at 13.5% v/s 14.4%
- EPS at Rs. 2.35 v/s Rs. 1.49

Mumbai, August 13, 2014: Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG company, today reported its Q1FY15 results for the quarter ended June 30th, 2014 with consolidated Net Sales increased by 16% to Rs. 385.14 crore as compared to Rs. 332.58 crore for the corresponding quarter last year. Net Profits also rose by 72% to Rs. 42.46 crore as compared to Rs. 24.69 crore.

The EBITDA margin at 13.5% as against 14.4%.

EPS rose to Rs. 2.35 as against Rs. 1.49 for the same period.

Segmental Performance (Q1FY15 v/s Q1FY14) (Consolidated) :

- Revenues of **Soaps and Detergent business**, which includes brands like **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**, stood at Rs. 304.52 crores in Q1FY15 compared to Rs. 257.66 crore in Q1FY14; up by 18%.
- **Home Care**, which includes **mosquito repellent Maxo, Incense sticks and Exo scrubber**, saw revenues for the quarter ended 30th June 2014 at Rs. 67.30 crore up by 15% as against Rs.58.65 crore.

Key brand initiatives

- **Exo** - Anti-bacterial campaign with actress Shilpa Shetty as brand ambassador launched for Exo
- **Henko** – Launched a new detergent brand -- Henko Lintelligent catering to the premium segment. New ad campaign has actress Madhuri Dixit as its brand ambassador.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd. said, *“Jyothy continues to deliver superior value and strong performance through various measures such as healthy innovation pipeline, aggressive brand investment and focus on improvement of margin. JLL launched a new detergent brand called Henko Lintelligent catering to the premium segment continuing ahead with the new product launch and innovation strategy in mind. We have further strengthened our research and development efforts and plan to enhance brand visibility through new marketing campaigns and a re-engineered distribution system.”*

“With a clear and differentiated positioning to gain greater consumer mindshare and enhanced focus we are extremely optimistic about FY15.” he further 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 repellent, 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:

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