

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q2FY14 Net Sales up 33% at Rs.305 crore

Net Profit at Rs 20.8 crore as compared to Rs 1.3 crore last year same period

Editor Synopsis

Q2FY14 v/s Q2FY13

- Net Sales at Rs 305 crore, up 33%
- Net Profit at Rs 20.8 crore, up 1476%
- EBIDTA margin at 13.9% v/s 9.3%
- EPS at Rs 1.26 v/s Rs 0.08

H1FY14 v/s H1FY13

- Net Sales at Rs 624 crore, up 22%
- Net Profit at Rs 49.6 crore, up 221%
- EBIDTA margin at 14.6% v/s 10.5%

Mumbai, October 22nd, 2013: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported Net Sales of Rs 305 crore for the quarter ended September 30th, 2013 as against Rs 230 crore for the corresponding period last year; a rise of 33 %. During the three month period, the company's Net Profit was up 1476 % at Rs 20.8 crore, as against Rs. 1.3 crore, a year ago.

The EBIDTA was at Rs 42.6 crore for the quarter as against Rs 21.3 crore. EBIDTA margin for the quarter was at 13.9% as against 9.3% reported in Q2FY13. The company reported EPS of Rs 1.26 as against Rs 0.08 in the corresponding quarter of last year.

For the six months period, JLL reported net sales of Rs. 624 crore compared to Rs. 511 crore in H1FY13; an increase of 22%. Net profit for the same period stood at Rs. 49.6 crore compared to Rs. 15.4 crore; up by 221% compared to the corresponding period a year ago.

EBIDTA for H1FY14 stood at Rs. 91.2 crore as against Rs. 53.8 crore and EBIDTA margin improved to 14.6 % as against 10.5%. EPS for the six months period was reported at Rs. 2.99 as against Rs .93 in H1FY13.



Segmental Performance (Q2FY14 v/s Q2FY13):

- **Soaps and Detergent business**, which includes brands like Ujala, Henko, Margo, Mr. White, stood at Rs 228 crore during the quarter compared to Rs 168 crore on September 30th, 2012; up by 35%. Ujala fabric whitener continues to be the market leader with a market share of 71.4% by value.
- **Home Care**, which includes mosquito coils, aerosol, Pril, Exo and Exo scrubber, saw revenues for the quarter at Rs 77 crore as against Rs 57 crore during the same period, up 37 %.
- **Others**, which includes brands like Fa and Neem saw revenue decrease of 8% at Rs 4.39 crore against Rs 4.77 crore on September 30th, 2012.

Commenting on the company's results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, *"In a volatile and uncertain environment, we continue to sustain our growth momentum. We remain committed to our investments in brand building and brand extension exercise. In the coming quarters, we plan to offer innovative products to our consumers and are confident of achieving the target for FY14 through disciplined execution in the market place."*

Other Initiatives

RAJNIKANT SABNAVIS joined as Vice President – Sales and Marketing. He has vast experience in categories like Fabric Care, Personal Care and Hair Care at HUL.

Commercial Production started at Bangladesh on August 29, 2013.

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 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:

| | |
|---|---|
| <p>Neetu Kashiramka Asst Vice President- Finance, Jyothy Laboratories Ltd Tel: +91-22- 6689 2800 E-mail: neetu@jyothy.com</p> | <p>Parvathi Nair / Rashmi Punjabi Adfactors PR Tel: +91-22-6757 4342 / 6757 4344 E-mail: parvathi.nair@adfactorspr.com rashmi.punjabi@adfactorspr.com</p> |
|---|---|

