

Jyothy LABORATORIES LIMITED

Press release

Jyothy Laboratories registers steady growth

Net Sales up 23 % to Rs. 203.8 crore and EBITDA up 29% to 36.5 crore

Editor Synopsis

Q3FY13 vs Q3FY12:

- Net Sales up 23% at Rs203.8crore
- EBITDA up by 29% atRs. 36.5 crore
- EBITDA Margin at 17.9%
- Net Profit at Rs. 26.06 crore

9MFY13 vs 9MFY12

- Net Sales up 33% at Rs591.5crore
- EBITDA up by 79% at Rs. 83.8crore
- EBITDA Margin at 14.2%
- Net Profit at Rs. 58.9 crore

Mumbai, February 7,2013:

Jyothy Laboratories Ltd (JLL), home-grown Indian FMCG Company reported net profit of Rs26.1crore for the quarter. Net Sales for the same period stood at Rs.203.8crore, rise of23% as compared to Rs.166.3in Q2FY12.

The EBITDA for the quarter stood at Rs. 36.5 crorei.e. 17.9% as against Rs. 28.2crore. JLL reported EPS of Rs1.62 as against Rs. 1.80.

For the nine-months ended December 31st, 2012, net sales rose by33% to Rs. 591.5crore vis-à-vis Rs. 443.9crore during the corresponding period of the previous year. The company reported 6% increase in its net profit toRs58.9crore as against Rs55.6crore.

Jyothy Laboratories Segmental Performance (Q3FY13 v/s Q3FY12)-

- **Soaps & Detergent business**, which includes fabric whitener, fabric detergent and soaps, grew by 31%at Rs. 157.6crore during the quarter compared to Rs 119.9crore on December 31st, 2012. Ujala fabric whitener continues to be the market leader with a market share of 72.8% by value.
- **Home Care**, which includes mosquito coils, aerosol and DishwashScrubbersaw revenues for the quarter at Rs44.8crore as against Rs46.3crore during the same period of previous year.

Commenting on the company's results, **Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd** said, "Our new team is in place and has taken charge of restructuring and rationalizing of different verticals. We are confident that all these efforts will help us in improving our margins. We have strategized plans for some brands which will be beneficial for the



companygoing forward.The homegrown Indian FMCG company will further strengthen its global operations with the start of our Bangladesh unit by the end of FY13.”

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 company involved in the manufacturing and marketing of products in fabric care, mosquito repellent, surface cleaning, personal care and incense sticks.

The company has 28 manufacturing facilities in 16 locations across India, some of which are tax efficient units. JLL brands like Ujala, Maxo, Exo and Jeeva 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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