

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY14 Net Sales up 26.8% at Rs.296.98 crore

**Net Profit up by 63.1% at Rs 27.4 crore as compared to Rs 16.8 crore last year
same period**

Editor Synopsis

Q3FY14 v/s Q3FY13

- Net Sales at Rs 296.98 crore, up 26.8%
- Net Profit at Rs 27.4 crore, up 63.1%
- EBIDTA margin at 14.3% v/s 15.5%
- EPS at Rs 1.63 (on enhanced capital) v/s Rs 1.01
- Interim dividend @100% i.e. Re.1/- per equity share

9MFY14 v/s 9MFY13

- Net Sales at Rs 925.19 crore, up 24.1%
- Net Profit at Rs 76.95 crore, up 138.8%
- EBIDTA margin at 14.5% v/s 12.1%

Mumbai, January 28th, 2014: Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG Company, today reported Net Sales of Rs. 296.98 crore for the third quarter ended December 31st, 2013 as against Rs. 234.2 crore for the corresponding period last year; reporting a rise of 26.8%. The company's Net Profit for the period under consideration stood at Rs. 27.4 crore up 63.1%, as against Rs. 16.8 crore, as on December 31, 2012.

The EBIDTA for the quarter was recorded at Rs. 42.4 crore as against Rs. 36.4 crore whereas EBIDTA margin for the quarter was at 14.3% as against 15.5% reported in Q3FY13.

The company reported EPS of Rs. 1.63 (on enhanced capital) as against Rs. 1.01 in the corresponding quarter of last year.

For the nine months period, JLL reported net sales of Rs. 925.2 crore compared to Rs. 745.3 crore in 9MFY13; an increase of 24.1%. Net profit for the same period stood at Rs. 76.95 crore compared to Rs. 32.22 crore; up by 138.83 compared to the corresponding period a year ago.

EBIDTA for 9MFY14 stood at Rs. 133.7 crore as against Rs. 90.2 crore and EBIDTA margin improved to 14.5% as against 12.1%. EPS for the nine months period was reported at Rs. 4.59 (on enhanced capital) as against Rs 1.94 in 9MFY13. Declared interim dividend @ 100% i.e. Re.1/- per equity share of Re.1/- each.

Segmental Performance (Q3FY14 v/s Q3FY13):

- **Soaps and Detergent business**, which includes brands like **Ujala, Henko, Exo, Pril, Margo, Mr. White**, stood at Rs. 240.4 crore during the quarter compared to Rs. 187.2 crore in December 31st, 2012; up by 28.4%. Ujala fabric whitener continues to be the market leader with a market share of 72.5% by value.
- **Home Care**, which includes mosquito repellent **Maxo** and **Exo scrubber**, saw revenues for the quarter ended December 31, 2013 at Rs. 56.4 crore up 25.9% as against Rs. 44.8 crore during the same period last year.
- **Others**, which include brands like **Fa** and **Neem** saw revenue increase of 78.1% at Rs. 3.9 crore against Rs. 2.2 crore on December 31st, 2013.

Commenting on the company's results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, *"We have continued to witness a steady growth in sales in spite of the weak consumer sentiment in the last several quarters. Increase in geographic footprint of our seven power brands has helped us grow at a fast pace. We have strategically concentrated on investing in our brands through advertising campaigns and brand extensions which are paying off well."*

"Jyothy is also concentrating on increasing its product portfolio. The funds raised via preferential allotment was utilized to repay debt and balance will further be utilized for organic and inorganic growth of the company. We expect the growth momentum to continue translating to healthy volumes and profitability growth for the financial year." He further added.

Other Initiatives

- The company has raised Rs 263 crore via preferential allotment of shares to promoter Group. The company has allotted 1.5 crore equity shares of Re 1 each at a price of Rs 175.15 per equity share.
- The company also raised Rs 400 crore through zero coupon non-convertible debentures (Redemption premium 11%) payable after three years to a group of investors in November 2013.

Both these capital raising initiatives will help Company to reduce its Finance cost and grow both in an organic and inorganic way.

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 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:

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