

**JYOTHY LABORATORIES LIMITED**  
**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2012**

Amount (Rs in lacs)

| Particulars  | Standalone                |                  |                  |                  |                  | Consolidated     |                  |
|--|---------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|  | Quarter ended             | Quarter ended    | Quarter ended    | Year Ended       | Year Ended       | Year Ended       | Year Ended       |
|  | 31.03.2012                | 31.12.2011       | 31.03.2011       | 31.03.2012       | 31.03.2011       | 31.03.2012       | 31.03.2011       |
|  | Audited<br>(refer note 4) | Unaudited        | Unaudited        | Audited          | Audited          | Audited          | Audited          |
| <b>Income from operations</b>  |                           |                  |                  |                  |                  |                  |                  |
| (a) Net Sales and Services   | 21,882.98                 | 16,631.36        | 15,598.12        | 66,278.15        | 59,983.47        | 91,261.70        | 61,949.13        |
| (b) Other Operating Income   | 4.41                      | 6.38             | 251.10           | 18.74            | 692.84           | 38.40            | 689.13           |
| <b>Total Income</b>  | <b>21,887.39</b>          | <b>16,637.74</b> | <b>15,849.22</b> | <b>66,296.89</b> | <b>60,676.31</b> | <b>91,300.10</b> | <b>62,638.26</b> |
| <b>Expenditure</b>   |                           |                  |                  |                  |                  |                  |                  |
| (a) Cost of raw material and components consumed   | 8,011.26                  | 5,702.26         | 5,038.03         | 22,451.45        | 15,634.53        | 26,303.31        | 16,420.38        |
| (b) Purchase of traded goods   | 4,213.17                  | 3,550.44         | 2,412.21         | 14,726.18        | 15,026.14        | 24,399.98        | 16,149.36        |
| (c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods | 1,019.19                  | (571.92)         | 1,393.60         | 81.17            | 486.03           | (404.49)         | (542.18)         |
| (d) Employee cost  | 1,546.20                  | 2,213.99         | 1,810.83         | 7,802.18         | 7,479.24         | 11,366.50        | 8,131.28         |
| (e) Advertisement and Sales Promotion expense  | 1,012.70                  | 659.33           | 1,162.09         | 4,283.03         | 5,378.05         | 6,951.65         | 5,564.65         |
| (f) Depreciation, amortisation and impairment  | 342.52                    | 621.54           | 163.05           | 1,703.19         | 1,078.55         | 2,465.37         | 1,303.14         |
| (g) Other expenditure  | 2,442.65                  | 2,279.26         | 2,208.15         | 8,686.41         | 8,074.29         | 14,273.80        | 8,986.51         |
| <b>Total expenditure</b>   | <b>18,587.69</b>          | <b>14,454.90</b> | <b>14,187.96</b> | <b>59,733.61</b> | <b>53,156.83</b> | <b>85,356.12</b> | <b>56,013.14</b> |
| <b>Profit from Operations before Other Income, Interest and Tax</b>                          | <b>3,299.70</b>           | <b>2,182.84</b>  | <b>1,661.26</b>  | <b>6,563.28</b>  | <b>7,519.48</b>  | <b>5,943.98</b>  | <b>6,625.12</b>  |
| Other Income   | 1,521.37                  | 1,449.24         | 798.83           | 5,701.49         | 2,067.60         | 2,273.42         | 1,691.07         |
| <b>Profit before Interest and Tax</b>  | <b>4,821.07</b>           | <b>3,632.08</b>  | <b>2,460.09</b>  | <b>12,264.77</b> | <b>9,587.08</b>  | <b>8,217.40</b>  | <b>8,316.19</b>  |
| Interest   | 1,338.36                  | 229.33           | 24.10            | 1,943.25         | 30.17            | 2,383.14         | 199.07           |
| <b>Profit from ordinary activities before tax</b>  | <b>3,482.71</b>           | <b>3,402.75</b>  | <b>2,435.99</b>  | <b>10,321.52</b> | <b>9,556.91</b>  | <b>5,834.26</b>  | <b>8,117.12</b>  |
| Tax expense  |                           |                  |                  |                  |                  |                  |                  |
| (a) Provision for tax (including deferred tax)   | 689.96                    | 495.00           | 797.93           | 1,969.96         | 2,191.72         | 1,993.30         | 2,205.18         |
| (b) MAT credit entitlement   | -                         | -                | (600.00)         | -                | (600.00)         | -                | (600.00)         |
| (c) Excess provision for taxation of earlier year  | -                         | -                | (61.48)          | -                | (61.48)          | -                | (61.78)          |
| <b>Profit from ordinary activities before minority Interest</b>                              | <b>2,792.75</b>           | <b>2,907.75</b>  | <b>2,299.54</b>  | <b>8,351.56</b>  | <b>8,026.67</b>  | <b>3,840.96</b>  | <b>6,573.77</b>  |
| Minority Interest (share in loss)  | -                         | -                | -                | -                | -                | 617.22           | 302.53           |
| <b>Net Profit for the year</b>   | <b>2,792.75</b>           | <b>2,907.75</b>  | <b>2,299.54</b>  | <b>8,351.56</b>  | <b>8,026.67</b>  | <b>4,458.18</b>  | <b>6,876.25</b>  |
| Paid up equity share capital (Face value of Re 1 each)                                       | 806.32                    | 806.32           | 806.32           | 806.32           | 806.32           | 806.32           | 806.32           |
| Reserves excluding Revaluation Reserves as per the balance sheet of previous accounting year |                           |                  |                  | 64,466.50        | 39,165.77        | 62,304.20        | 38,050.29        |
| Basic and diluted earnings per share (Rs)  | 3.46                      | 3.61             | 2.85             | 10.36            | 10.35            | 5.53             | 8.86             |
|  | Not Annualised            | Not Annualised   | Not Annualised   |                  |                  |                  |                  |
| Public Shareholding  |                           |                  |                  |                  |                  |                  |                  |
| -Number of shares  | 28,015,880                | 28,102,431       | 29,708,079       | 28,015,880       | 29,708,079       | 28,015,880       | 29,708,079       |
| -Percentage of share holding   | 34.75%                    | 34.85%           | 36.84%           | 34.75%           | 36.84%           | 34.75%           | 36.84%           |
| Promoter and Promoter group Shareholding   |                           |                  |                  |                  |                  |                  |                  |
| a) Pledged/ Encumbered   |                           |                  |                  |                  |                  |                  |                  |
| - Number of Shares   | Nil                       | Nil              | Nil              | Nil              | Nil              | Nil              | Nil              |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group)     | Nil                       | Nil              | Nil              | Nil              | Nil              | Nil              | Nil              |
| - Percentage of Shares (as a % of the total share capital of the Company)                    | Nil                       | Nil              | Nil              | Nil              | Nil              | Nil              | Nil              |
| b) Non-encumbered  |                           |                  |                  |                  |                  |                  |                  |
| - Number of Shares   | 52,616,120                | 52,529,569       | 50,923,921       | 52,616,120       | 50,923,921       | 52,616,120       | 50,923,921       |
| - Percentage of Shares (as a % of the total shareholding of promoter and promoter group)     | 100.00%                   | 100.00%          | 100.00%          | 100.00%          | 100.00%          | 100.00%          | 100.00%          |
| - Percentage of Shares (as a % of the total share capital of the Company)                    | 65.25%                    | 65.15%           | 63.16%           | 65.25%           | 63.16%           | 65.25%           | 63.16%           |



**JYOTHY LABORATORIES LIMITED**  
**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2012**

**Notes :**

1. The above audited results of the Company were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 23, 2012.
2. Information on investor complaints pursuant to clause 41 of the Listing Agreement for the three months period ended March 31, 2012: Pending at the beginning - Nil; Received - 5; Resolved / Replied - 4; Pending at the end - 1.
3. Other operating income and the results of Home Care Segment for the year ended March 31, 2011 includes an income of Rs 189.68 lacs towards differential excise duty benefit pertaining to earlier years.
4. The figures for the quarter ended March 31, 2012 and March 31, 2011 are the balancing figure between the audited figure in respect of the full financial year and the year to date figures upto the third quarter.
5. During the year, Company has acquired 83.65% equity holding and 100% preference share capital of Henkel India Limited. The shares were transferred and control was obtained by the company from August 23, 2011 and hence consolidated from this date. Further company has also made acquisitions in the laundry business during the year. Accordingly, the consolidated financial statement are not comparable with the previous year.
6. During the year ended March 31, 2012, Jyothy Fabricare Services Limited has issued 3,300,000 compulsorily convertible preference (CCP) shares of Rs.10 each fully paid up amounting to Rs. 33,000,000 along with a securities premium of Rs 462,000,000 to IL&FS Trust Company Limited. CCP carry cumulative dividend @ 0.1% p.a. Jyothy Laboratories Limited and Jyothy Fabricare Services Limited have provided the investors various conversion and exit options at an agreed internal rate of return as per the terms of the Investment Agreement.
7. At its meeting held on May 23, 2012, the Board of Directors have recommended a dividend of Rs 2.50 per equity share of Re 1/- each for the year ended March 31, 2012. The payment of dividend is subject to approval of shareholders.
8. The Company has declared issue of Bonus Shares in the ratio of 1:1, i.e., issue of 1 Bonus Shares for every one equity share held by the shareholder of the Company. This Bonus issue is subject to approval of the shareholders in the ensuing Annual General Meeting. This Bonus issue shall be entitled for Dividend that may be declared for the Financial Year 2012-13 and thereafter

9. Statement of Assets and Liabilities :-

| Particulars                    | Amount (Rs in lacs)     |                         |                         |                         |
|--------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|                                | Standalone              |                         | Consolidated            |                         |
|                                | As at March 31,<br>2012 | As at March 31,<br>2011 | As at March 31,<br>2012 | As at March 31,<br>2011 |
| <b>EQUITY AND LIABILITIES</b>  |                         |                         |                         |                         |
| <b>Shareholders' funds</b>     |                         |                         |                         |                         |
| Share capital                  | 806.32                  | 806.32                  | 806.32                  | 806.32                  |
| Reserves and surplus           | 66,544.24               | 64,466.50               | 60,435.74               | 62,304.20               |
| Minority interest              |                         |                         | 668.56                  | 47.93                   |
| <b>Non-current liabilities</b> |                         |                         |                         |                         |
| Long-term borrowings           | 43,000.00               | 17.45                   | 43,794.47               | 774.92                  |
| Deferred tax liabilities (Net) | 1,533.79                | 1,573.83                | 1,610.16                | 1,632.20                |
| Other Long term liabilities    | 270.00                  | 435.00                  | 270.00                  | 435.00                  |
| Long-term provisions           | 631.76                  | 465.51                  | 199.42                  | 10.04                   |
| <b>Current liabilities</b>     |                         |                         |                         |                         |
| Short-term borrowings          | 12,291.25               | 5,831.12                | 12,366.84               | 5,831.12                |
| Trade payables                 | 6,326.44                | 3,952.70                | 15,451.44               | 4,188.15                |
| Other current liabilities      | 1,498.58                | 1,230.29                | 2,827.42                | 1,583.56                |
| Short-term provisions          | 2,789.82                | 5,109.09                | 3,503.28                | 5,590.77                |
| <b>ASSETS</b>                  |                         |                         |                         |                         |
| <b>Non-current assets</b>      |                         |                         |                         |                         |
| <b>Fixed assets</b>            |                         |                         |                         |                         |
| (i) Tangible assets            | 19,472.20               | 19,516.56               | 32,100.55               | 22,574.95               |
| (ii) Intangible assets         | 871.38                  | 1,084.18                | 18,859.18               | 1,330.35                |
| (iii) Capital work-in-progress | 281.81                  | 1,016.16                | 308.62                  | 1,051.98                |
| Goodwill on consolidation      |                         |                         | 52,067.74               | -                       |
| Non-current investments        | 34,546.69               | 7,995.98                | 149.89                  | 6,221.68                |
| Long-term loans and advances   | 54,857.91               | 6,713.68                | 5,377.83                | 3,495.64                |
| Other non-current assets       | 23.59                   | 22.41                   | 186.09                  | 128.54                  |
| <b>Current assets</b>          |                         |                         |                         |                         |
| Current investments            | 3,224.29                | -                       | -                       | -                       |
| Inventories                    | 7,928.19                | 6,834.69                | 12,332.43               | 7,145.07                |
| Trade receivables              | 4,251.55                | 10,349.89               | 8,072.36                | 10,534.98               |
| Cash and cash equivalents      | 5,099.40                | 27,789.46               | 6,310.31                | 27,959.33               |
| Short-term loans and advances  | 4,914.00                | 2,342.09                | 5,562.22                | 2,526.02                |
| Other current assets           | 221.18                  | 222.71                  | 606.43                  | 235.67                  |

10. Previous year's figures have been regrouped/rearranged wherever necessary.



Place: Mumbai  
Date: May 23, 2012

For and on behalf of the board

*M. R. Jyothy*  
M. R. Jyothy  
Whole-time Director

**JYOTHY LABORATORIES LIMITED**  
**REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

Amount (Rs in lacs)

| Particulars   | Standalone                |                  |                  |                  |                  | Consolidated     |                  |
|---|---------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|   | Quarter ended             | Quarter ended    | Quarter ended    | Year Ended       | Year Ended       | Year Ended       | Year Ended       |
|   | 31.03.2012                | 31.12.2011       | 31.03.2011       | 31.03.2012       | 31.03.2011       | 31.03.2012       | 31.03.2011       |
|   | Audited<br>(refer note 4) | Unaudited        | Unaudited        | Audited          | Audited          | Audited          | Audited          |
| <b>Segment Revenue :</b>  |                           |                  |                  |                  |                  |                  |                  |
| A. Soaps and Detergent  | 13,715.24                 | 11,996.65        | 9,357.43         | 44,554.67        | 38,599.19        | 63,733.92        | 39,346.50        |
| B. Home care  | 8,217.18                  | 4,672.28         | 6,210.32         | 21,785.18        | 21,651.99        | 21,801.79        | 21,929.68        |
| C. Laundry Services   | -                         | -                | -                | -                | -                | 3,800.70         | 940.66           |
| D. Others   | (42.54)                   | 9.39             | 30.96            | (7.84)           | 32.40            | 1,979.15         | 32.40            |
| <b>Total</b>  | <b>21,889.88</b>          | <b>16,678.32</b> | <b>15,598.71</b> | <b>66,332.01</b> | <b>60,283.58</b> | <b>91,315.56</b> | <b>62,249.24</b> |
| Less: Inter Segment Revenue   | (6.90)                    | (46.96)          | (0.59)           | (53.86)          | (300.11)         | (53.86)          | (300.11)         |
| <b>Net Sales and Services</b>                                       | <b>21,882.98</b>          | <b>16,631.36</b> | <b>15,598.12</b> | <b>66,278.15</b> | <b>59,983.47</b> | <b>91,261.70</b> | <b>61,949.13</b> |
| <b>Segment Results:</b>   |                           |                  |                  |                  |                  |                  |                  |
| A. Soaps and Detergent  | 3,531.10                  | 2,933.21         | 2,810.26         | 9,085.97         | 9,229.25         | 10,145.44        | 9,291.07         |
| B. Home care  | (59.79)                   | (157.56)         | (524.89)         | (1,594.59)       | 418.85           | (1,556.97)       | 400.77           |
| C. Laundry Services   | -                         | -                | -                | -                | -                | (1,429.69)       | (915.68)         |
| D. Others   | (34.66)                   | 24.30            | (27.78)          | 1.22             | (17.07)          | (145.41)         | (17.07)          |
| <b>Total</b>  | <b>3,436.65</b>           | <b>2,799.95</b>  | <b>2,257.59</b>  | <b>7,492.60</b>  | <b>9,631.03</b>  | <b>7,013.37</b>  | <b>8,759.09</b>  |
| Less: (i) Interest  | (1,284.98)                | (238.09)         | (26.10)          | (1,943.25)       | (41.42)          | (2,765.01)       | (214.96)         |
| (ii) Other unallocable expenditure                                  | (190.21)                  | (587.62)         | (605.39)         | (869.38)         | (1,867.31)       | (1,003.58)       | (1,867.68)       |
| Add: Unallocable Income   | 1,521.25                  | 1,428.51         | 809.89           | 5,641.55         | 1,834.61         | 2,589.48         | 1,440.67         |
| <b>Profit Before Tax</b>  | <b>3,482.71</b>           | <b>3,402.75</b>  | <b>2,435.99</b>  | <b>10,321.52</b> | <b>9,556.91</b>  | <b>5,834.26</b>  | <b>8,117.12</b>  |
| <b>Capital Employed :</b><br>(Segment Assets - Segment Liabilities) |                           |                  |                  |                  |                  |                  |                  |
| A. Soaps and Detergent  | 14,525.17                 | 14,751.11        | 21,800.46        | 14,525.17        | 21,800.46        | 39,344.36        | 22,818.50        |
| B. Home care  | 6,500.69                  | 8,634.96         | 10,080.22        | 6,500.69         | 10,080.22        | 6,530.65         | 10,188.21        |
| C. Laundry Services   | -                         | -                | -                | -                | -                | 1,484.97         | 2,089.76         |
| D. Others   | -                         | 22.33            | 43.57            | -                | 43.57            | 1,770.79         | 43.57            |
| E. Unallocated assets/(liabilities) (net)                           | 46,324.70                 | 43,866.21        | 33,348.57        | 46,324.70        | 33,348.57        | 12,779.85        | 28,018.41        |
| <b>Total</b>  | <b>67,350.56</b>          | <b>67,274.61</b> | <b>65,272.82</b> | <b>67,350.56</b> | <b>65,272.82</b> | <b>61,910.62</b> | <b>63,158.45</b> |

Note : Soaps and detergents includes fabric whitener, fabric detergent, dishwash bar and soaps including ayurvedic soaps. Home care products includes incense sticks, scrubber, dhoop and mosquito repellents. Laundry services includes drycleaning and laundry. Others includes Body care, Tea & coffee .



For and on behalf of the board

M. R. Jyothy  
 Whole-time Director

Place: Mumbai

Date: May 23, 2012