



March 20, 2019

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400023  
BSE Code: 532926

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot no. C/1, G Block  
Bandra – Kurla Complex, Bandra (E)  
Scrip Code: JYOTHYLAB

**Sub: Intimation of Schedule of Analyst Meet/ Institutional Investor Meet under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/ Madam,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that Officials of the Company will participate in the following Analyst/ Institutional Investor Meet:

Date	Interaction with	Type of interaction	Venue
20-03-2019	Investec Securities	One to One	Mumbai

A copy of the presentation to be shared with investors in the said Analyst/Institutional Investor Meet is enclosed.

Further, the aforesaid information is also available on the website of the Company at [www.jyothylaboratories.com](http://www.jyothylaboratories.com).

This is for your information and records.

Thanking you,

Yours faithfully,

For Jyothy Laboratories Limited

**Shreyas Trivedi**  
Head - Legal & Company Secretary



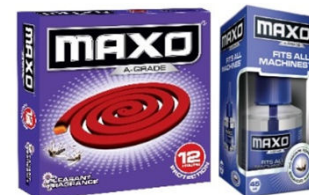
Encl.: As above

# Jyothy Laboratories Limited

## Analyst Presentation

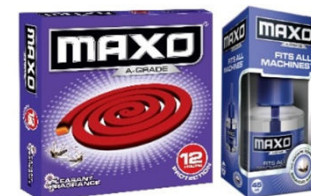
### Q3 FY19

### 24<sup>th</sup> January 2019



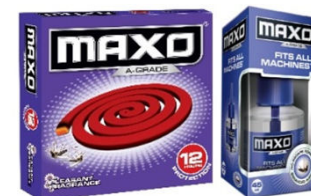
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- *Market Scenario*
- *Result highlights*
- *Business Initiatives*
- *Way Forward*

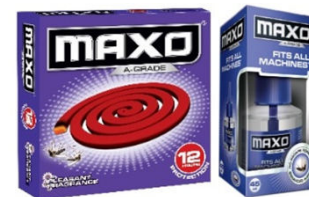


# Market Scenario

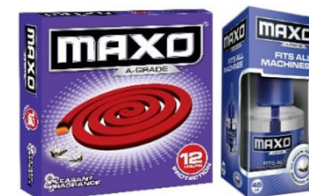
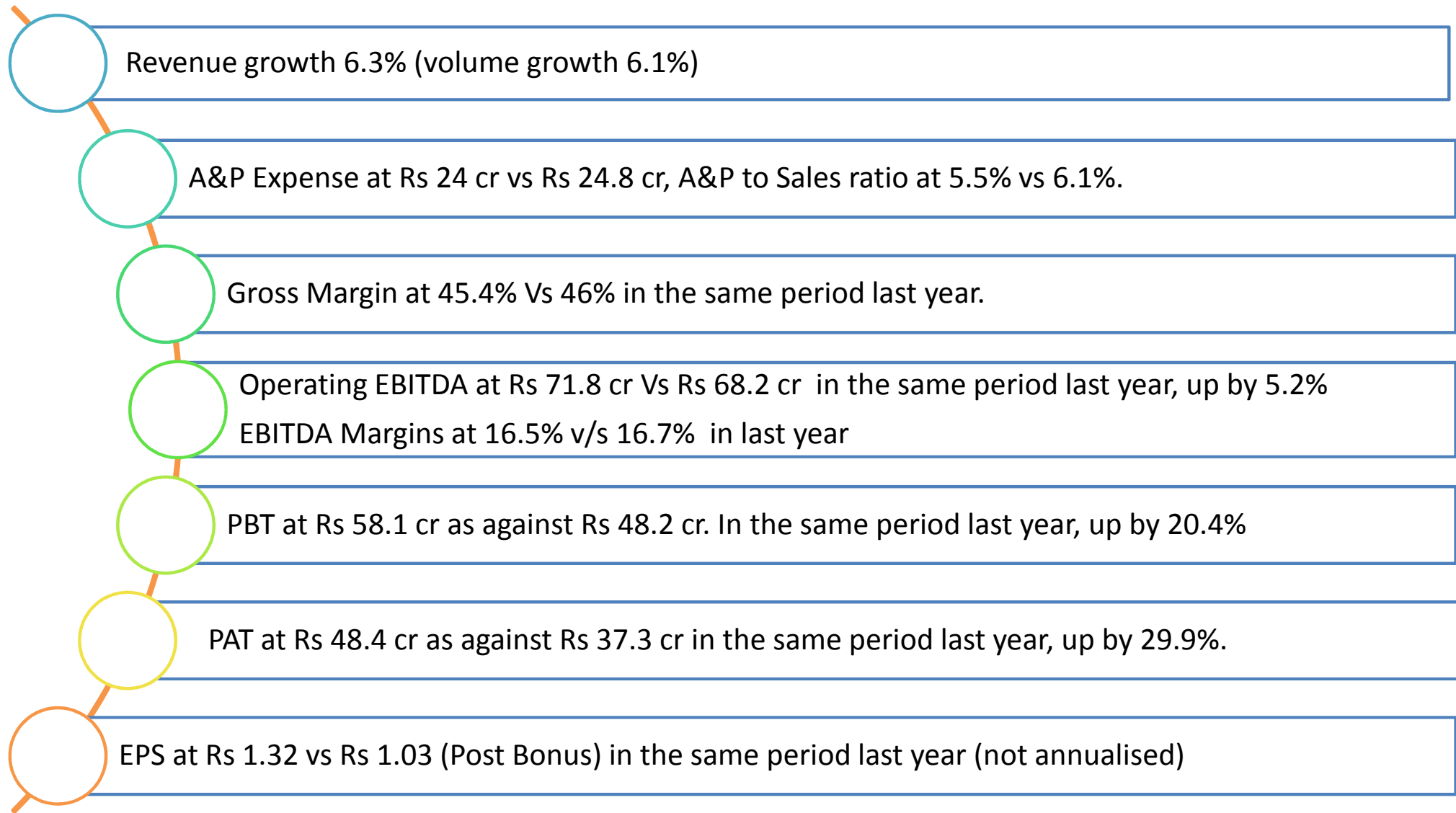
- *Rural Demand expected to stay strong*
- *Business environment stable*
- *At current level of crude prices, Input price pressures ease*



# Results

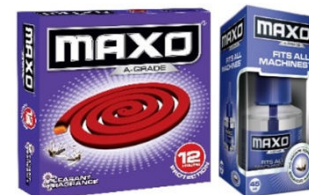


## Q3 FY19 Snapshot (Standalone)



## YTDFY19 Snapshot (Standalone)

- GST comparable revenue growth 10.6% (volume growth 9%).
- A&P Expense at Rs 77.9 cr vs Rs 77.8 cr, A&P to Sales ratio at 6.2% vs 6.8% (on GST adjusted sales).
- Gross Margin at 46.1% Vs 46.9% (on GST adjusted sales) in the same period last year.
- Operating EBITDA at Rs 203.2 cr Vs Rs 176.2 cr in the same period last year, up by 15.3%  
EBITDA Margins at 16.1% v/s 15.4% (on GST adjusted sales) in last year
- PBT at Rs 156.6 cr as against Rs 123.1 cr. In the same period last year, up by 27.2%.
- PAT at Rs 126.1 cr as against Rs 100.2 cr in the same period last year, up by 25.9%.
- EPS at Rs 3.46 vs Rs 2.76 (Post Bonus) in the same period last year (not annualised).



# Q3 FY19 Snapshot

## Category Wise Revenue

All values in INR Crore

Category	Quarter ended			Nine months ended			
	Q3FY19	Q3FY18	Growth %	YTDFY19	Reported YTDFY18	GST Compara ble YTDFY18	GST Compara ble Growth %
Fabric Care	193	182	5.8%	539	506	492	9.6%
Dishwashing	150	138	8.7%	426	374	368	15.7%
Household Insecticides	42	38	11.7%	124	127	125	-0.8%
Personal Care	40	43	-6.2%	144	136	133	8.3%
Other Products	9	8	15.8%	32	27	26	22.4%
<b>Grand Total</b>	<b>434</b>	<b>409</b>	<b>6.3%</b>	<b>1,265</b>	<b>1,170</b>	<b>1,144</b>	<b>10.6%</b>





# Q3 FY19 Snapshot

## Brand Wise Revenue

All values in INR Crore

Brand	Quarter ended			Nine months ended			
	Q3FY19	Q3FY18	Growth %	YTDFY19	Reported YTDFY18	GST Comparable YTDFY18	GST Comparable Growth %
Ujala	105	103	1.9%	287	279	271	6.2%
Exo	113	105	7.5%	319	280	276	15.9%
Maxo	42	38	11.7%	124	127	125	-0.8%
Henko	55	47	17.5%	148	131	127	16.0%
Margo	34	37	-7.1%	128	119	117	8.8%
Pril	37	33	12.3%	108	95	94	15.2%
<b>Total Power Brand</b>	<b>387</b>	<b>363</b>	<b>6.6%</b>	<b>1,114</b>	<b>1,032</b>	<b>1,010</b>	<b>10.4%</b>
Others	47	46	3.6%	150	137	134	12.0%
<b>Grand Total</b>	<b>434</b>	<b>409</b>	<b>6.3%</b>	<b>1,265</b>	<b>1,170</b>	<b>1,144</b>	<b>10.6%</b>



# Q3 FY19 Snapshot (Standalone)

## Company's Performance

All values in INR Crore except EPS

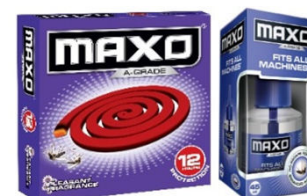
Particular/Growth	Quarter Ended			Nine months ended		
	Q3FY19	Q3FY18	% Change	YTDFY 19	YTDFY 18 #	% Change
Revenue from Operation	434.3	408.8	6.3%	1,264.6	1,143.8	10.6%
Operating EBITDA *	71.8	68.2	5.2%	203.2	176.2	15.3%
PBT	58.1	48.2	20.4%	156.6	123.1	27.2%
PAT	48.4	37.3	29.9%	126.1	100.2	25.9%
EPS (INR)	1.32	1.03	29.1%	3.46	2.76	25.7%

### Ratios

Particular/Growth	Quarter ended		Nine months ended	
	Q3FY19	Q3FY18	FY 19	FY 18 #
Gross Margin	45.4%	46.0%	46.1%	46.9%
Operating EBITDA Margin	16.5%	16.7%	16.1%	15.4%
PBT Margin	13.4%	11.8%	12.4%	10.8%
PAT Margin	11.1%	9.1%	10.0%	8.8%
A&P to Sales Ratio	5.5%	6.1%	6.2%	6.8%

# Previous year YTD sales and percentage are based on GST adjusted sales to show comparable numbers

\* In compliance with IND AS 20 on government grants and consequent to clarifications published by the ICAI, fiscal benefit has been regrouped to other income. Fiscal benefit accrued in Q3FY19 is Rs 2.4 cr vs Rs 2.5 cr in Q3FY18 which has been shown as other income and is not part of operating EBITDA.



# Q3 FY19 Snapshot Company's Performance

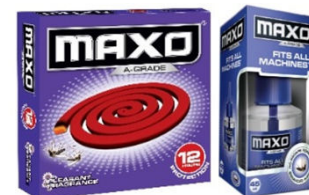
## EBIDTA Movement

Particulars	Q3	YTD
<b>EBITDA % - Previous period</b>	<b>16.7%</b>	<b>15.4%</b>
Gross Margin	-0.6%	-0.8%
Employee Cost	-0.1%	-0.1%
Advertisement & Sales Promotion	0.6%	0.6%
Other Expenditure	0.0%	0.9%
<b>EBITDA % - Current period</b>	<b>16.5%</b>	<b>16.1%</b>

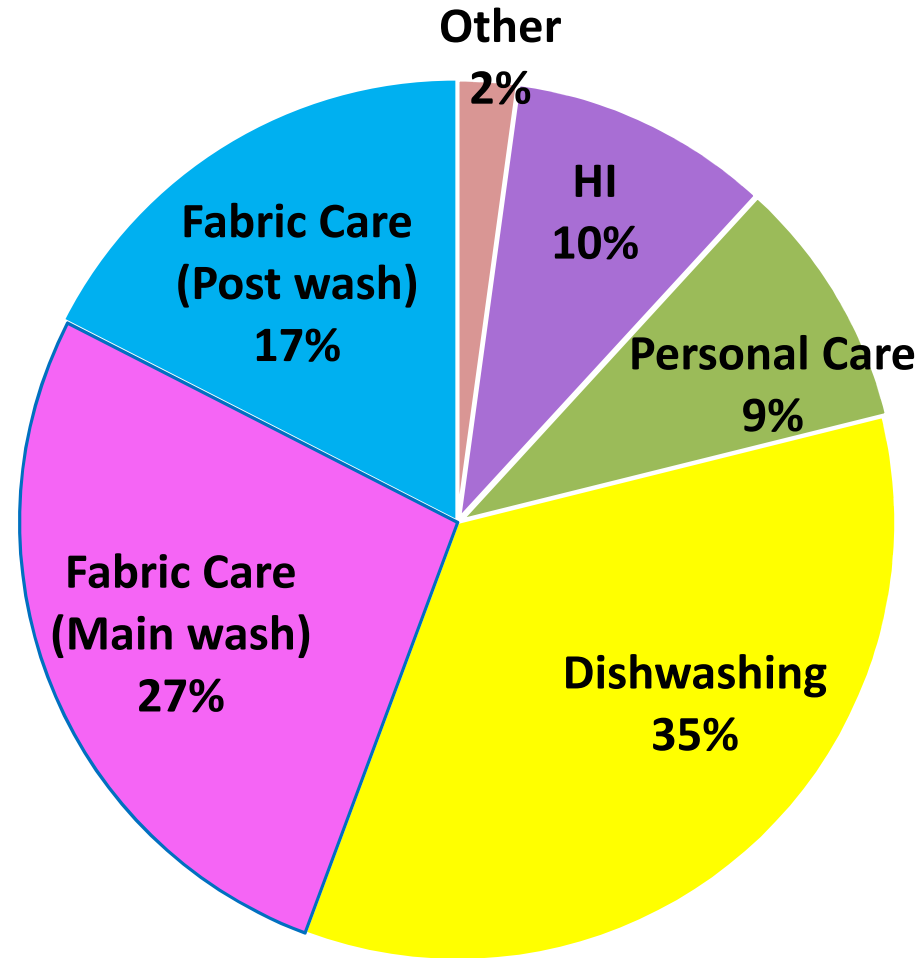
\* Previous year YTD percentage are based on GST adjusted sales to show comparable numbers



# Brand Performance & Initiatives



# Category wise Business Share (Q3FY19)

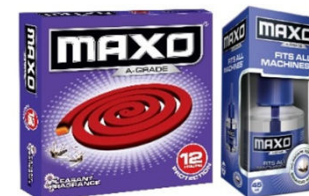


# Fabric Care

44% of Total Business

Category	Q3FY19 Growth %	YTFY19 GST Comparable Growth %
Fabric Care	5.8%	9.6%

- **Ujala franchise** grows at **1.9% Q3**
- **Henko franchise** grows at a strong **17.5% Q3**



# Fabric Care



Ujala Crisp & Shine 'Gold Collection' launched in Kerala & TN



Brand Restaged – Best Ever



Ujala IDD New Pack Launch



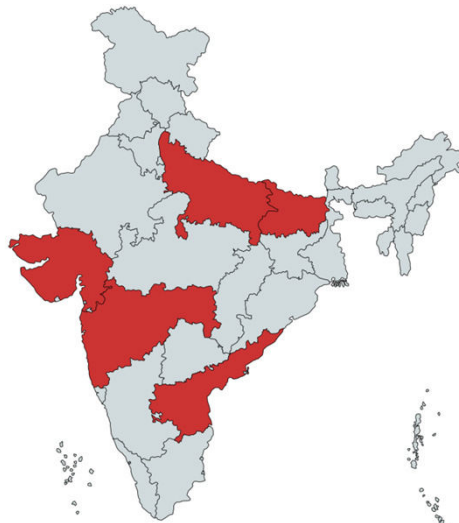
# Ujala Fabric Whitener

Post Wash

## Market Share in %

MS	YR17	YR18	SQ18	DQ18
UJALA SUPREME	80.4	80.5	80.5	80.0

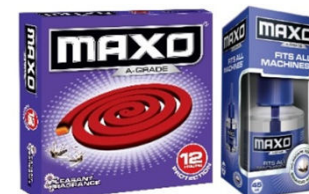
Source – AC Nielsen (Calendar Year)



States with MS<70% Contribution 40% to cat.



Brand Activations





# Ujala Detergent

Detergents

## Market Share in % (Kerala)

MS	YR17	YR18	SQ18	DQ18
UJALA IDD	17.0	17.1	17.0	16.9

Source – AC Nielsen (Calendar Year)

- Ujala detergent maintains leadership position as the largest mid priced detergent brand in Kerala
- DQ FY19 growth is 6%

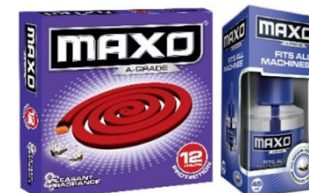


## Net sales Growth

Brand	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth %
Henko Franchise	<b>17.5%</b>	<b>16%</b>



Henko franchise continues to grow



# Dishwashing

35% of Total Business

Category	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth in %
Dishwashing	<b>8.7%</b>	<b>15.7%</b>

- Exo Bar grew at 10.9% in Q3FY19
- Pril liquid grew 12.0% in Q3FY19



# Dish wash

Market Share Progress in (%)

Brand	Yr 17	Yr 18	SQ 18	DQ 18
Exo Bar	11.4	11.2	11.4	11.0
Pril liquid	16.4	16.8	16.3	17.1

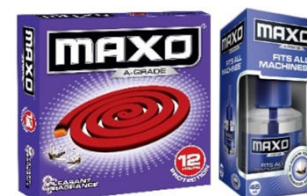
Source – AC Nielsen (Calendar Year)



Visibility drive on Pril and Exo



# Dish wash – New product launch

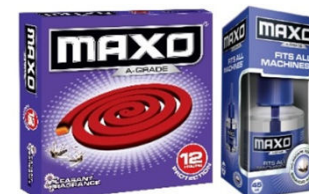


# Dish wash – New product launch

***Pril Tamarind Shine Specialist***  
*Bartan Chamkein, Aur Rishtey bhi*

Phased roll out across quarter in GT

“Yesterday I bought Pril Tamarind from here, found the product to be really good it removed the grease from utensils easily. Hence we came back today to buy a bigger pack ”



# Household Insecticides

10% of Total Business

## Net sales Growth

Category	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth in %
Maxo Franchise	11.7%	-0.8%



# Household Insecticide

Market Share Progress in (%)	Brand	YR17	YR18	SQ18	DQ18
	Maxo LV	7.5	7.7	7.7	8.1
Maxo Coil	20.9	21.2	22.0	21.1	

Source – AC Nielsen (Calendar Year)

**Maxo combi sales up 30% cumulative Dec**





# Maxo Agarbathi – Test Market extended Punjab / Haryana / Rajasthan

Maxo Agarbathi : 100% Natural , effective solution



Visibility at outlets

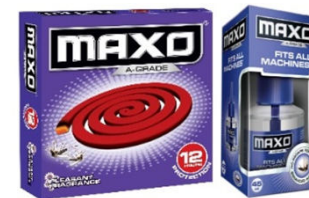


# Personal Care

9% of Total Business

## Net sales Growth

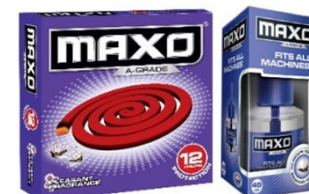
Category	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth in %
Margo	-7.1%	8.8%



# New Margo Glycerine



- Presenting new Margo Glycerine.
- The Goodness of 1000 neem leaves & Pure Glycerine



# T-Shine update



ഈ ഓഫർ സ്റ്റോക്ക് ഉള്ളതുവരെ മാത്രം. ഈ ഓഫർ തിരഞ്ഞെടുത്ത നഗരങ്ങളിലും ഔട്ലെറ്റുകളിലും മാത്രം ലഭ്യമാണ്. രണ്ടു ഓഫറുകൾ ഒരുമിച്ചു ചേർക്കാൻ പാടുള്ളതല്ല. മുൻകൂർ അറിയിപ്പില്ലാതെ ഈ ഓഫറുകൾ എപ്പോൾ വേണമെങ്കിലും പിൻവലിക്കാൻ ജ്യോതി ലബോറട്ടറീസിന് അധികാരമുണ്ട്. ഈ ഓഫറിന്മേൽ ഉള്ള എല്ലാ ആക്ഷേപങ്ങളും മുറുബൈ അധികാരപരിധിയിൽ വിധേയമാണ്.

## T shine : Market share in Kerala

	JQ18	SQ18	DQ18
T-SHINE	3.8	4.2	5.3

Source – AC Nielsen

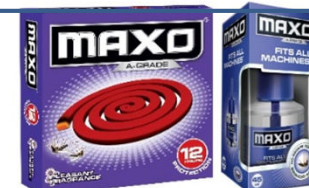


## Business Progress – Innovations DQ Qtr



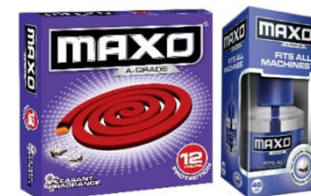
**Maxo** : Re launch of 'Maxo Genius' with super intelligent machine

- ❑ **Henko Stain Care** New Improved Formulation with 'Oxy Power' & 'Care Enzymes'
- ❑ **Henko Matic** : Now in attractive packaging with new advanced Formulation



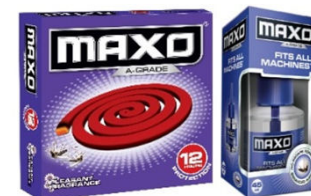
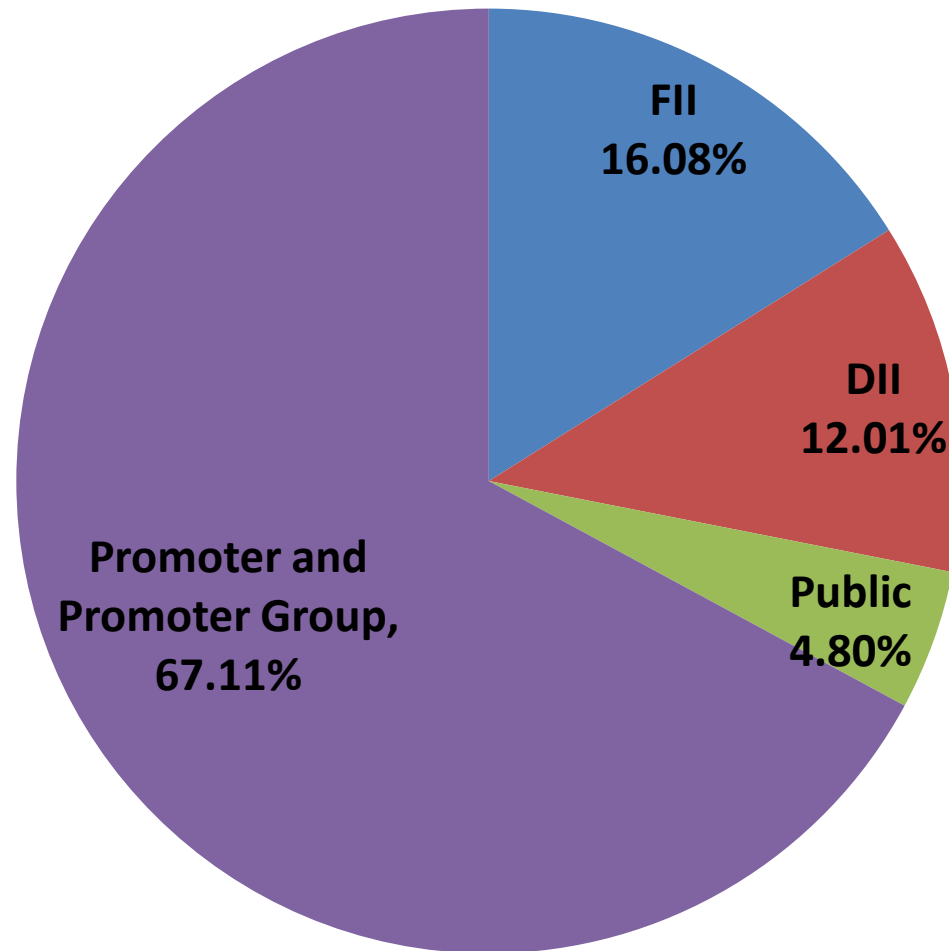
# Way Forward

- *Demand scenario expected to be positive*
- *Sales force automation roll-out in full swing*
- *Innovation program across portfolio on track*



# Shareholding Pattern

as on Dec 31, 2018



For more information

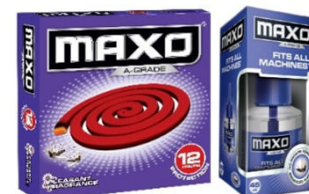
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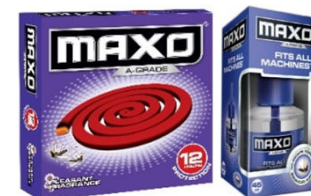


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Thank you

