Jyothy LABORATORIES LIMITED
CIN - L24240MH1992PLC128651
'UJALA HOUSE', Ramakrishna Mandir Road, Kondivita, Andheri (East), Mumbai - 400 059.
Tel.: 6689 2800 Fax: 6689 2805 e-mail : info@jyothy.com www.jyothylaboratories.com

UJALA

February 21, 2019

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

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

Sub: Intimation of Schedule of Con-call/ 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 Con-call/ Analyst/ Institutional Investor Meet:

Date	Interaction with	Type of interaction	Time
21-02-2019	Grandeur Peak Global Advisors	Telephonic	12 Noon
22-02-2019	Fred Alger Management	One to One	9.15 am

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.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Jyothy Laboratories Limited**

LABORATORIES LTD. MUMBAI JYOTHY

Shreyas Trivedi
Head - Legal & Company Secretary

Encl.: As above

Jyothy Laboratories Limited
Analyst Presentation
Q3 FY19
24th January 2019

Index

- *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)

- Revenue growth 6.3% (volume growth 6.1%)
- A&P Expense at Rs 24 cr vs Rs 24.8 cr, A&P to Sales ratio at 5.5% vs 6.1%.
- Gross Margin at 45.4% Vs 46% in the same period last year.
- Operating EBITDA at Rs 71.8 cr Vs Rs 68.2 cr in the same period last year, up by 5.2%
  EBITDA Margins at 16.5% v/s 16.7% in last year
- PBT at Rs 58.1 cr as against Rs 48.2 cr. In the same period last year, up by 20.4%
- PAT at Rs 48.4 cr as against Rs 37.3 cr in the same period last year, up by 29.9%.
- EPS at Rs 1.32 vs Rs 1.03 (Post Bonus) in the same period last year (not annualised)

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

	Quarter ended			Nine months ended			
Category	**Q3FY19**	**Q3FY18**	**Growth %**	**YTDFY19**	**Reported YTDFY18**	**GST Comparable YTDFY18**	**GST Comparable 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%**
Grand Total	**434**	**409**	6.3%	**1,265**	**1,170**	**1,144**	10.6%

Jyothy LABORATORIES LIMITED

Q3 FY19 Snapshot
Brand Wise Revenue

All values in INR Crore

	Quarter ended			Nine months ended			
Brand	**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%**
Total Power Brand	**387**	**363**	**6.6%**	**1,114**	**1,032**	**1,010**	**10.4%**
Others	47	46	**3.6%**	150	137	134	**12.0%**
Grand Total	**434**	**409**	**6.3%**	**1,265**	**1,170**	**1,144**	**10.6%**

Q3 FY19 Snapshot (Standalone)

Company's Performance

All values in INR Crore except EPS

	Quarter Ended			Nine months ended		
Particular/Growth	**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

	Quarter ended		Nine months ended	
Particular/Growth	**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

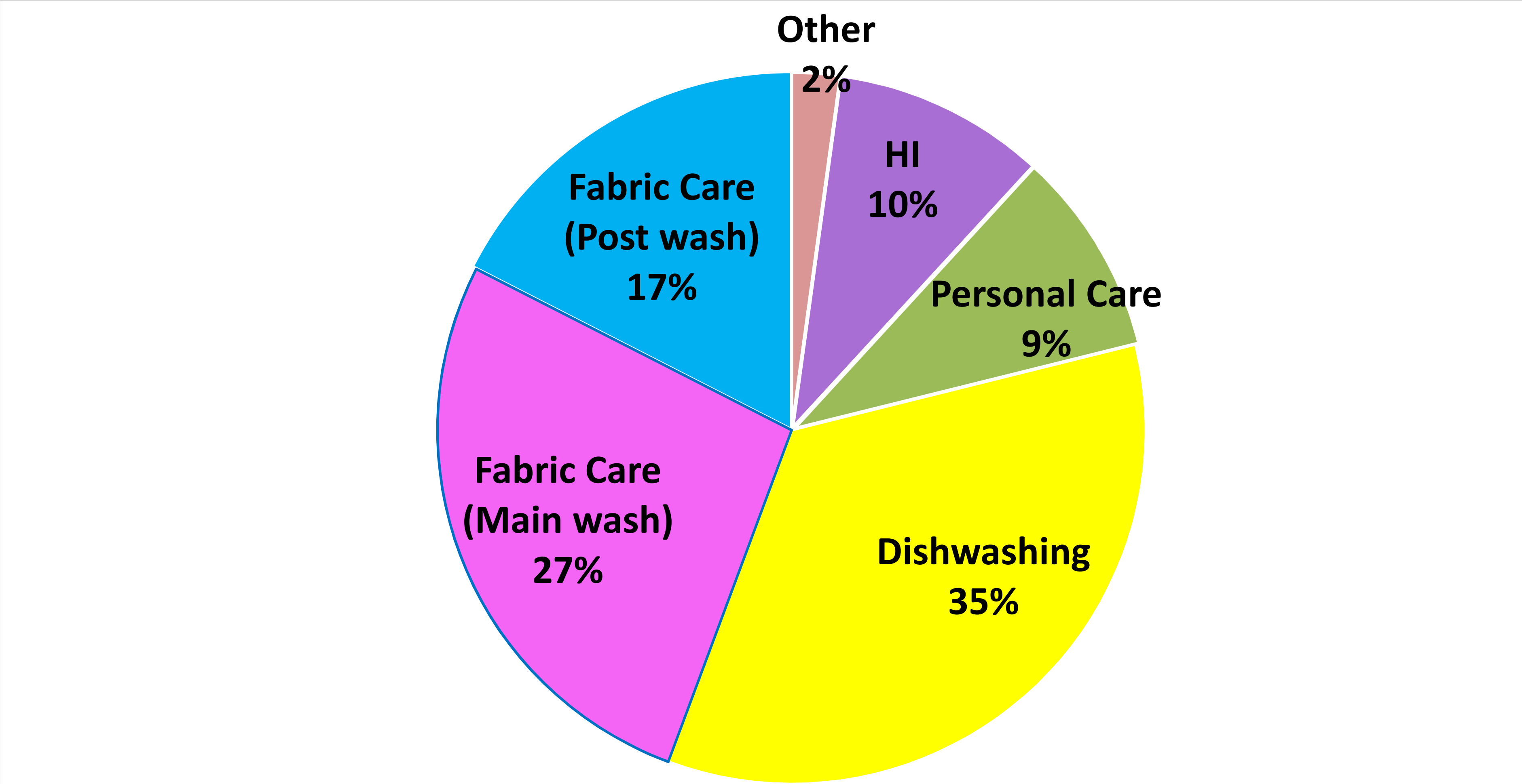
EBIDTA Movement

Particulars	Q3	YTD
EBITDA % - Previous period	**16.7%**	**15.4%**
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%**
EBITDA % - Current period	**16.5%**	**16.1%**

***   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 %	YTDFY19 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

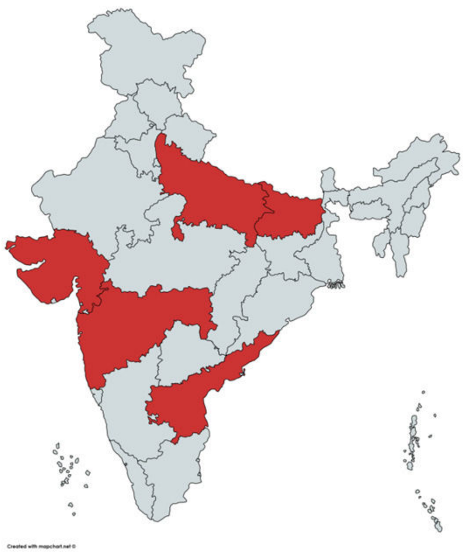
Ujala Fabric Whitener

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%

Henko Franchise

Detergents & Bars

Net sales Growth

Brand	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth %
Henko Franchise	**17.5%**	**16%**

Henko franchise continues to grow

Dishwashing

35% of Total Business

Category	Q3FY19 Growth in %	YTDFY19 GST Comparable Growth in %
Dishwashing	**8.7%**	**15.7%**

- 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

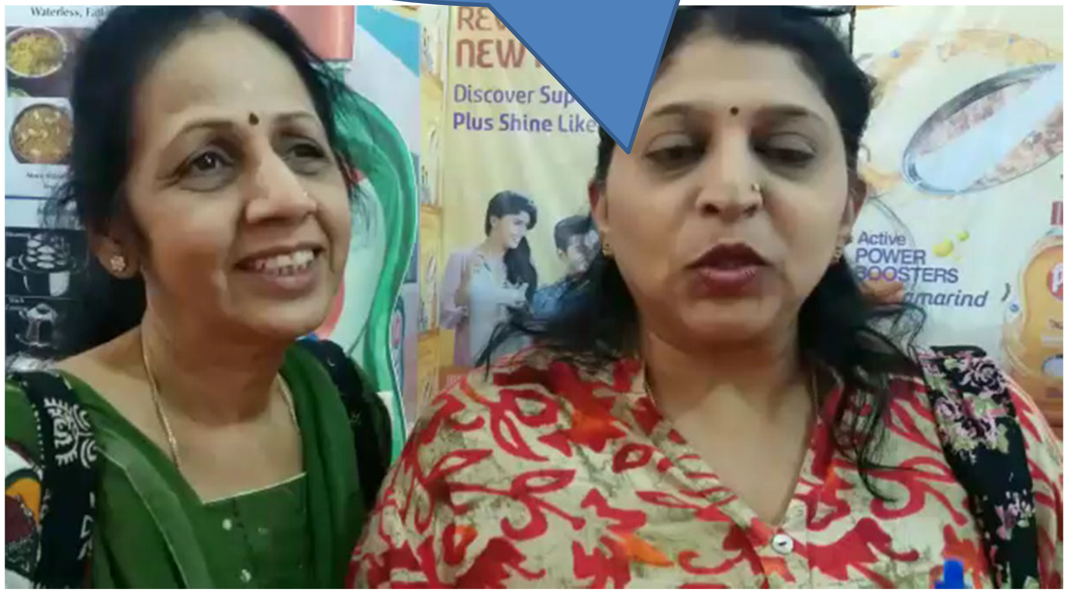
Dish wash – New product launch

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 (%)

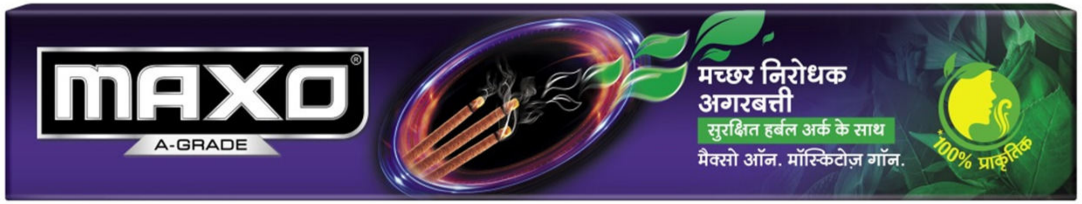
Brand	YR17	YR18	SQ18	DQ18
Maxo LV	7.5	7.7	7.7	8.1
Maxo Coil	20.9	21.2	22.0	21.1

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

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

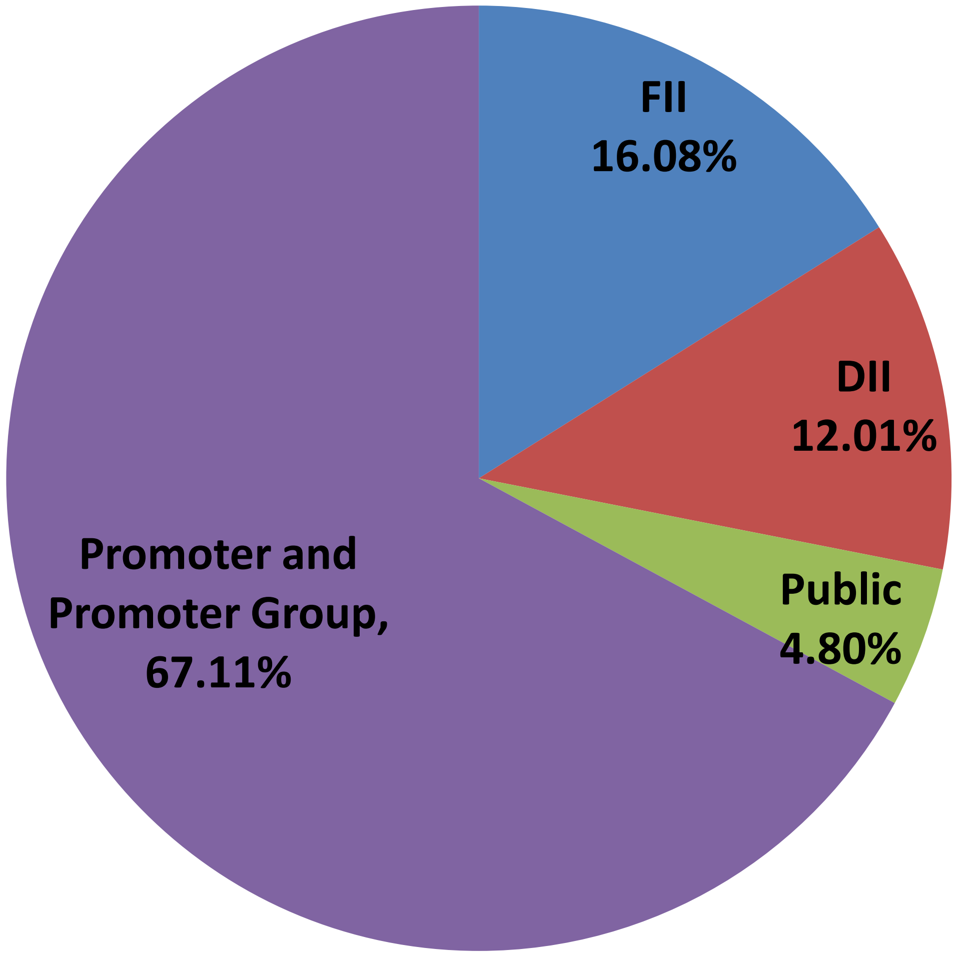
- **Henko Stain Care** New Improved Formulation with '**Oxy Power**' & **'Care Enzymes'**
- **Henko Matic :** Now in attractive packaging with new advanced Formulation

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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MAXO
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Margo