

JYOTHY LABORATORIES LIMITED
AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400 059. CIN : L24240MH1992PLC128651

PART - I

Amount (Rs in lacs)

Particulars	Standalone					Consolidated				
	Quarter ended			Year ended		Quarter ended			Year ended	
	31.03.2015	31.12.2014	31.03.2014	31.03.2015	31.03.2014	31.03.2015	31.12.2014	31.03.2014	31.03.2015	31.03.2014
	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited
Income from operations										
(a) Net Sales	37,853.25	34,006.44	32,991.38	142,826.82	125,510.57	39,611.99	35,636.93	35,593.79	150,529.47	131,839.37
(b) Other Operating Income	454.44	424.01	349.97	955.13	507.36	483.75	414.62	393.37	954.03	547.26
Total Income	38,307.69	34,430.45	33,341.35	143,781.95	126,017.93	40,095.74	36,051.55	35,987.16	151,483.50	132,386.63
Expenditure										
(a) Cost of raw material and components consumed	9,647.11	13,108.20	11,807.52	45,635.68	36,560.92	9,840.66	13,727.67	12,173.93	46,776.34	37,852.46
(b) Purchase of traded goods	8,501.50	7,164.65	6,356.69	31,789.97	30,549.63	8,438.15	6,659.54	7,860.81	31,485.66	31,759.26
(c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	2,242.88	(2,523.17)	711.84	(1,361.56)	549.83	2,302.77	(2,521.81)	183.71	(515.95)	(174.02)
(d) Employee cost	3,123.33	3,124.96	3,082.44	12,711.04	11,865.73	3,744.16	3,695.73	3,572.27	15,026.14	13,815.46
(e) Employee stock option expenses	1,088.68	1,179.75	-	2,871.13	-	1,088.68	1,179.75	-	2,871.13	-
(f) Advertisement and Sales Promotion expense	4,714.03	4,209.70	3,960.01	17,071.71	13,535.83	4,846.53	4,408.67	4,425.73	18,096.58	14,420.56
(g) Depreciation, amortisation and impairment	1,766.17	1,729.15	1,540.71	7,037.07	6,160.41	809.18	761.57	621.01	3,254.57	2,432.24
(h) Other expenditure	4,944.73	4,611.88	4,081.84	18,509.15	16,247.40	5,704.92	5,271.80	4,796.26	21,442.52	18,991.47
Total expenditure	36,028.43	32,605.12	31,541.05	134,264.19	115,469.75	36,775.05	33,182.92	33,633.72	138,436.99	119,097.43
Profit from Operations before Other Income, Finance cost and Tax	2,279.26	1,825.33	1,800.30	9,517.76	10,548.18	3,320.69	2,868.63	2,353.44	13,046.51	13,289.20
Other Income	1,472.92	1,459.76	1,521.74	6,585.98	5,623.43	254.28	146.66	287.46	992.11	817.59
Profit before Finance cost and Tax	3,752.18	3,285.09	3,322.04	16,103.74	16,171.61	3,574.97	3,015.29	2,640.90	14,038.62	14,106.79
Finance Cost	298.56	315.26	405.34	1,202.98	5,311.34	319.26	373.00	457.07	1,376.76	5,526.66
Profit before prior period items, exceptional items and tax	3,453.62	2,969.83	2,916.70	14,900.76	10,860.27	3,255.71	2,642.29	2,183.83	12,661.86	8,580.13
Prior period item (Refer Note 2)	-	-	-	-	-	-	-	21.36	-	165.02
Exceptional item (Refer Note 3)	209.18	-	-	209.18	230.07	209.18	-	-	209.18	230.07
Profit from ordinary activities before tax	3,244.44	2,969.83	2,916.70	14,691.58	10,630.20	3,046.53	2,642.29	2,162.47	12,452.68	8,185.04
Current tax and defferred tax expense	-	-	-	-	-	(65.22)	0.36	13.33	(58.20)	44.23
Short provisions/MAT credit reversal of earlier years	412.63	-	-	412.63	18.79	412.45	-	0.68	412.45	19.47
Profit from ordinary activities before minority Interest	2,831.81	2,969.83	2,916.70	14,278.95	10,611.41	2,699.30	2,641.93	2,148.46	12,098.43	8,121.34
Minority Interest (share in loss)						6.95	3.82	(3.03)	13.96	21.85
Net Profit for the year / period	2,831.81	2,969.83	2,916.70	14,278.95	10,611.41	2,706.25	2,645.75	2,145.43	12,112.39	8,143.19



JYOTHY LABORATORIES LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

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Particulars	Standalone					Consolidated				
	Quarter ended			Year ended		Quarter ended			Year ended	
	31.03.2015	31.12.2014	31.03.2014	31.03.2015	31.03.2014	31.03.2015	31.12.2014	31.03.2014	31.03.2015	31.03.2014
	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited
Paid up equity share capital (Face value of Re 1 each)	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23
Paid-up Debt Capital				51,500.00	51,500.00				56,577.44	52,999.55
Reserves excluding Revaluation Reserves as per the balance sheet				94,360.15	86,235.72				76,155.67	71,627.71
Debture Redemption Reserve (included above)				11,995.02	6,622.51				11,995.02	6,622.51
Basic earnings per share (Rs)	1.56	1.64	1.71	7.89	6.21	1.49	1.46	1.19	6.69	4.77
Diluted earnings per share (Rs)	1.55	1.63	1.71	7.83	6.21	1.48	1.46	1.19	6.65	4.77
	Not Annualised	Not Annualised	Not Annualised			Not Annualised	Not Annualised	Not Annualised		
Debt Equity Ratio				0.54	0.58				0.73	0.72
Debt Service Coverage Ratio				19.24	4.20				9.61	2.74
Interest Service Coverage Ratio				19.24	4.20				12.56	2.99

PART - II Information for the year ended March 31, 2015

A - Particulars of Shareholding										
Public Shareholding										
-Number of shares	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095	60,142,095
-Percentage of share holding	33.22%	33.22%	33.22%	33.22%	33.22%	33.22%	33.22%	33.22%	33.22%	33.22%
Promoter and Promoter group Shareholding										
a) Pledged/ Encumbered										
- Number of Shares	44,400,000	44,400,000	50,500,000	44,400,000	50,500,000	44,400,000	44,400,000	50,500,000	44,400,000	50,500,000
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	36.73%	36.73%	41.78%	36.73%	41.78%	36.73%	36.73%	41.78%	36.73%	41.78%
- Percentage of Shares (as a % of the total share capital of the Company.)	24.53%	24.53%	27.90%	24.53%	27.90%	24.53%	24.53%	27.90%	24.53%	27.90%
b) Non-encumbered										
- Number of Shares	76,481,401	76,481,401	70,381,401	76,481,401	70,381,401	76,481,401	76,481,401	70,381,401	76,481,401	70,381,401
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	63.27%	63.27%	58.22%	63.27%	58.22%	63.27%	63.27%	58.22%	63.27%	58.22%
- Percentage of Shares (as a % of the total share capital of the Company)	42.25%	42.25%	38.88%	42.25%	38.88%	42.25%	42.25%	38.88%	42.25%	38.88%

JYOTHY LABORATORIES LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

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B - Investor Complaints for the quarter ended March 31, 2015

Particulars	Nos.
Pending at the beginning of the quarter	NIL
Received during the quarter	82
Disposed off during the quarter	81
Remaining unresolved at the end of the quarter	1

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 25, 2015.
2. Prior period item in consolidated financial results relates to sales promotion expenses incurred relating to previous years.
3. Exceptional item relates to additional payment towards retrenchment of employees on closure of the Bhubaneshwar and Chennai manufacturing unit for the previous year and for the Kandanaserry unit in the current year.
4. The figures for the quarter ended March 31, 2015 and March 31, 2014 are the balancing figures between the audited figures in respect of the full financial year and the year to date figures upto the third quarter for the respective years.
5. At its meeting held on May 25, 2015, the Board of Directors have recommended dividend of Rs. 4 per equity share of Re.1/- each for the year ended March 31, 2015.
6. Effective April 1, 2014, the Company has revised the useful life of certain fixed assets based on Schedule II to the Companies Act, 2013 for the purposes of providing depreciation on fixed assets. Accordingly, the carrying amount of the assets as on April 1, 2014 has been depreciated over the remaining revised useful life of the fixed assets. Consequently, the depreciation for the current year/quarter is higher. Further, an amount of Rs 310.64 lacs (Net of tax Rs Nil) and Rs. 363.67 lacs (Net of tax Rs. Nil) representing the carrying amount of the assets with revised useful life as Nil, in the standalone and consolidated results respectively, has been charged to the opening reserves as on April 1, 2014 pursuant to the Companies Act, 2013.
7. Ratios for the year ended March 31, 2015 have been computed as follows :-
Interest Service Coverage Ratio = Earnings before Finance cost, Depreciation and Tax / Finance cost
Debt Service Coverage Ratio = Earnings before Finance Cost, Depreciation and Tax / (Finance cost + Principal repayment)
Debt comprises long-term borrowings and current maturity of long-term borrowings.

Place: Mumbai
May 25, 2015



For and on behalf of the board

A handwritten signature in black ink, appearing to read "M.P. Ramachandran".

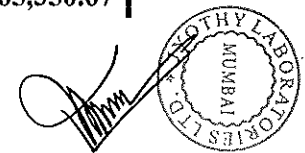
M.P. Ramachandran
Chairman and Managing Director

JYOTHY LABORATORIES LIMITED
AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

Amount (Rs in lacs)

8 Statement of Assets and Liabilities :-

Particulars	Standalone		Consolidated	
	As at March 31, 2015	As at March 31, 2014	As at March 31, 2015	As at March 31, 2014
	Audited	Audited	Audited	Audited
<u>EQUITY AND LIABILITIES</u>				
Shareholders' Funds				
Share capital	1,810.23	1,810.23	1,810.23	1,810.23
Reserves and surplus	94,360.15	86,235.72	76,155.67	71,627.71
Sub-total Shareholders' funds	96,170.38	88,045.95	77,965.90	73,437.94
Minority interest	-	-	143.74	157.70
Non-current liabilities				
Long-term borrowings	40,000.00	51,590.00	44,902.44	52,681.94
Deferred tax liabilities (Net)	-	-	54.24	114.74
Other long term liabilities	14,795.90	14,720.09	16,157.72	14,720.09
Long-term provisions	1,269.79	952.43	1,370.42	1,054.78
Sub-total Non-current liabilities	56,065.69	67,262.52	62,484.82	68,571.55
Current liabilities				
Trade payables	12,815.82	10,394.68	13,227.71	11,218.23
Other current liabilities	15,149.98	4,230.96	15,767.84	4,605.26
Short-term provisions	11,441.15	6,747.49	12,082.41	7,359.99
Sub-total Current liabilities	39,406.95	21,373.13	41,077.96	23,183.48
TOTAL EQUITY AND LIABILITIES	191,643.02	176,681.60	181,672.42	165,350.67



JYOTHY LABORATORIES LIMITED
AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2015

Amount (Rs in lacs)

Particulars	Standalone		Consolidated	
	As at March 31, 2015	As at March 31, 2014	As at March 31, 2015	As at March 31, 2014
	Audited	Audited	Audited	Audited
ASSETS				
Non-current assets				
Fixed assets				
(i) Tangible assets	25,143.90	26,593.25	28,371.20	30,330.57
(ii) Intangible assets	31,888.59	36,401.03	79,031.00	79,078.15
(iii) Capital work-in-progress	536.37	348.35	1,619.43	423.94
Non-current investments	24,454.88	9,470.71	149.89	149.89
Deferred Tax Assets (Net)	-	-	-	-
Long-term loans and advances	60,135.27	66,120.68	17,645.64	13,500.54
Other non-current assets	219.28	53.04	250.93	78.98
Sub-total Non-current assets	142,378.29	138,987.06	127,068.09	123,562.07
Current assets				
Current investments	16,450.00	5,945.46	19,201.64	5,945.46
Inventories	18,101.82	16,119.20	18,520.36	17,380.03
Trade receivables	5,091.46	5,563.04	5,741.90	6,682.96
Cash and cash equivalents	6,525.81	5,557.84	7,669.74	6,983.68
Short-term loans and advances	2,804.73	4,150.27	3,174.07	4,308.21
Other current assets	290.91	358.73	296.62	488.26
Sub-total Current assets	49,264.73	37,694.54	54,604.33	41,788.60
TOTAL ASSETS	191,643.02	176,681.60	181,672.42	165,350.67

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

For and on behalf of the board



(Signature)

M.P. Ramachandran

Chairman and Managing Director

Place: Mumbai

May 25, 2015

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

Amount (Rs in lacs)

Particulars	Standalone				Consolidated					
	Quarter Ended		Year Ended		Quarter Ended		Year Ended			
	31.03.2015 Audited (Note 4)	31.12.2014 Unaudited	31.03.2014 Audited (Note 4)	31.03.2015 Audited	31.03.2014 Audited (Note 4)	31.12.2014 Unaudited	31.03.2014 Audited (Note 4)	31.03.2015 Audited	31.03.2014 Audited	
Segment Revenue :										
A. Soaps and Detergent	25,528.85	27,212.97	22,777.25	109,191.66	95,323.65	26,209.78	27,679.53	23,563.17	111,793.87	96,974.97
B. Home care	11,957.79	6,460.97	9,906.04	32,354.29	29,131.97	11,979.41	6,550.53	10,713.66	33,229.69	29,971.40
C. Laundry Services	-	-	-	-	-	1,053.24	1,057.05	975.81	4,205.02	3,847.72
D. Others	404.84	364.40	647.86	1,798.56	2,264.94	407.79	381.72	680.92	1,818.58	2,255.27
Total	37,891.48	34,038.34	33,331.15	143,344.51	126,720.56	39,650.22	35,668.83	35,933.56	151,047.16	133,049.36
Less: Inter Segment Revenue	(38.23)	(31.90)	(339.77)	(517.69)	(1,209.99)	(38.23)	(31.90)	(339.77)	(517.69)	(1,209.99)
Net Sales	37,853.25	34,006.44	32,991.38	142,826.82	125,510.57	39,611.99	35,636.93	35,593.79	150,529.47	131,839.37
Segment Results:										
Profit / (Loss) before tax and finance cost										
A. Soaps and Detergent	3,143.91	2,130.91	2,563.60	11,520.80	12,693.18	4,216.16	2,991.42	3,012.89	14,771.34	14,872.73
B. Home care	(66.73)	58.64	(79.37)	955.37	833.76	(76.60)	74.03	(173.27)	822.48	767.66
C. Laundry Services	-	-	-	-	-	(453.87)	(263.40)	(303.88)	(1,307.03)	(1,136.83)
D. Others	11.57	53.96	12.45	14.79	(283.13)	73.94	118.55	70.94	264.89	(43.65)
Total	3,088.75	2,243.51	2,496.68	12,490.96	13,243.81	3,759.63	2,920.60	2,606.68	14,551.68	14,459.91
Less: (i) Finance cost	(298.56)	(315.26)	(405.34)	(1,202.98)	(5,311.34)	(319.26)	(373.00)	(457.07)	(1,376.76)	(5,526.66)
(ii) Other unallocable expenditure	(764.98)	(425.20)	(693.55)	(2,937.74)	(2,662.89)	(438.69)	(63.79)	(310.45)	(1,531.81)	(1,224.14)
Add: Unallocable Income	1,428.41	1,466.78	1,518.91	6,550.52	5,590.69	254.03	158.48	344.67	1,018.75	871.02
Prior period item	-	-	-	-	-	-	-	(21.36)	-	(165.02)
Exceptional item	(209.18)	-	-	(209.18)	(230.07)	(209.18)	-	-	(209.18)	(230.07)
Profit Before Tax	3,244.44	2,969.83	2,916.70	14,691.58	10,630.20	3,046.53	2,642.29	2,162.47	12,452.68	8,185.04
Capital Employed :										
(Segment Assets - Segment Liabilities)										
A. Soaps and Detergent	45,799.47	47,453.57	50,528.06	45,799.47	50,528.06	25,033.38	26,504.17	27,687.90	25,033.38	27,687.90
B. Home care	8,553.61	10,462.06	7,335.31	8,553.61	7,335.31	8,474.53	10,646.48	7,640.12	8,474.53	7,640.12
C. Laundry Services	-	-	-	-	-	6,881.59	6,742.30	6,493.67	6,881.59	6,493.67
D. Others	2,154.96	2,197.12	2,346.62	2,154.96	2,346.62	439.77	426.04	395.84	439.77	395.84
E. Unallocated assets/(liabilities) (net)	39,662.34	40,852.16	27,835.96	39,662.34	27,835.96	37,280.37	40,094.54	31,378.11	37,280.37	31,378.11
Total	96,170.38	100,964.91	88,045.95	96,170.38	88,045.95	78,109.64	84,413.53	73,595.64	78,109.64	73,595.64

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

For and on behalf of the board



Place: Mumbai
May 25, 2015

M.P. Ramachandran
Chairman and Managing Director

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q4FY15 (Consolidated)

Net Sales jump 11.3% at Rs. 396.12 crore

Net Profit up by 26.1% at Rs 27.06 crore

Editor Synopsis

Q4FY15 v/s Q4FY14

- Net Sales at Rs. 396.12 crore, up 11.3%
- Net Profit at Rs. 27.06 crore, up 26.1%
- EBIDTA margin at 13.2% v/s 8.4%
- EPS at Rs. 1.49 v/s Rs. 1.19

FY15 v/s FY14

- Net Sales at Rs. 1505.29 crore, up 14.2%
- Net Profit at Rs. 121.12 crore, up 48.7%
- EBIDTA margin at 12.7% v/s 11.9%
- EPS at Rs. 6.69 v/s Rs. 4.77

Mumbai, May 25, 2015: Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG major, today announced its Q4FY15 results for the period ended March 31st, 2015. The Net Sales for the quarter stood at Rs. 396.12 crore as against Rs. 355.94 crore; reporting a rise of 11.3%. Net Profit for the same period was recorded at Rs. 27.06 crore up 26.1%, as against Rs 21.45 crore in Q4FY14.

The EBIDTA margin for the quarter was at 13.2% as against 8.4% reported in Q4FY14 and EPS rose to Rs. 1.49 as against Rs. 1.19 in the same period of last fiscal.

For the full year ended, Net Sales stood at Rs. 1505.29 crore as against Rs. 1318.39 crore in FY14; reporting a jump of 14.2%. Net profit for year rose to Rs. 121.12 crore, up 48.7% as against Rs. 81.43 crore.

EBIDTA margin for the year was recorded at 12.7% as against 11.9% in FY14 while EPS stood at Rs. 6.69 as against Rs. 4.77 in FY14.

The Board of Directors has recommended a dividend of Rs. 4/- per equity share of Re.1/- each for the year ended March 31, 2015.



A handwritten signature in black ink is written over a circular stamp. The stamp contains the text "JYOTHY LABORATORIES LTD." around the top edge and "MUMBAI" in the center.

Segmental Performance

- **Soaps and Detergent:** Includes Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek
 - Revenues for the quarter ended March 31st 2015 stood at Rs. 262.10 crore, up 11.2% compared to Rs. 235.63 crore in Q4FY14. Segment Results for the same period stood at Rs. 42.16 crore over Rs. 30.13 crore reporting a rise of 39.9%
 - Revenues for FY15 stood at Rs. 1117.94 crore, up 15.3% compared to Rs. 969.75 crore in FY14. Segment Results for the same period were recorded at Rs. 147.71 crore as against Rs. 148.73 crore reporting a fall of 1.0 %

- **Home Care:** Includes mosquito repellent Maxo and Exo scrubber
 - Revenues for the quarter ended 31st March 2015 stood at Rs. 119.79 crore up 11.8% as against Rs. 107.13 crore. Segment Results for the same period were recorded at Rs. -0.76 crore, up 55.8% over Rs. -1.73 crore in FY14
 - Revenues for FY15 stood at Rs. 332.30 crore, up 10.9% as against Rs. 299.71 crore in FY14. Segment Results for the same period stood at Rs. 8.22 crore over Rs. 7.68 crore reporting a rise of 7.1%.

Brand launches during the year

- Henko – Launched a new detergent brand -- Henko LINTelligent catering to the premium segment. New ad campaign has actress Madhuri Dixit as its brand ambassador.
- Pril liquid has been added with a new variant Kraft gel
- Antibacterial range of Margo Face Wash in Neem and Saffron variants
- Exo - Anti-bacterial campaign with actress Shilpa Shetty as brand ambassador

Commenting on the results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd. said, “FY 15 has been an exciting year for us. Our numbers for the year have been very satisfactory backed by significant brand launches and improvement in market share across categories. Our brand portfolio saw a considerable boost with the launch of first of its kind Henko LINTelligent. Contributory factors like planned marketing and advertising spends have also helped augment our power brands portfolio.

The softening of crude oil prices has led to an increase in operating margins and helped tame inflationary pressures.

JLL's overall performance has been above industry average and we hope to sustain the momentum for FY16.” he further added.

- **Awards and Recognition:**
 - Henko LINTelligent was voted ‘Product of the Year 2015’* in the detergent category. These awards are organized by; ‘Product of the Year’ a prestigious global award that honours the best innovations in fast moving consumer goods and durables.



The image shows a handwritten signature in black ink over a circular stamp. The stamp contains the text "JYOTHY LABORATORIES LTD." around the perimeter and "MUMBAI" in the center.

- o Henko LINTelligent has bagged many other laurels namely **The Indian Marketing Awards 2014** organized by Exchange4Media and the **Asia Star Packaging Award 2014** for excellence in packaging. The brand was also **ranked No. 8 in the Economic Times Most Trusted Brands** under the fabric care category for the first time ever.

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, personal care and incense sticks.

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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