

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

January 28, 2016

(No. of Pages 1+4+2=7)

To,

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East),
Mumbai - 400051

By Hand- Delivery
By email: cmlist@nse.co.in
Scrip Code: JYOTHYLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 023.

By Hand- Delivery
By email at corp.relations@bseindia.com
Scrip Code: 532926

Dear Sirs,

Sub: Outcome of the Board Meeting held on January 28, 2016

With reference to the captioned subject, we wish to inform you that the Board of Directors of the Company at its meeting held today approved the Un-Audited Standalone and Consolidated Financial Results for the quarter and nine months ended December 31, 2015.

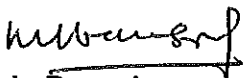
A copy of the said results and Limited Review Report thereon are attached.

Also attached is the Press Release by the Company in respect of its performance during the quarter and nine months ended December 31, 2015.

Kindly take the above on your record.

Thanking you,

Yours faithfully,
For Jyothy Laboratories Limited


M. L. Bansal
Company Secretary



Encl: As above.

SRBC & CO LLP

Chartered Accountants

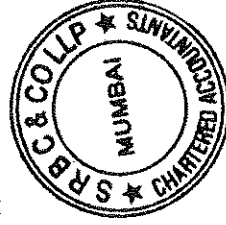
14th Floor, The Ruby
29 Senapati Bapat Marg
Dadar (West)
Mumbai-400 028, India
Tel: +91 22 6192 0000
Fax: +91 22 6192 1000

Limited Review Report

Review Report to
The Board of Directors
Jyothy Laboratories Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of Jyothy Laboratories Limited (the Company) and unaudited consolidated financial results of the Company and its subsidiaries (together, 'the Group'), for the quarter ended December 31, 2015 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. We did not review revenues and assets of Rs. 462 lacs for the quarter ended December 31, 2015 and Rs. 2,209 lacs as at December 31, 2015 respectively, included in the accompanying unaudited consolidated financial results relating to the four subsidiaries, whose financial information are based on management accounts provided to us. Our conclusion on the unaudited quarterly financial results, in so far as it relates to such subsidiaries is based solely on these accounts.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For SRBC & CO LLP
ICAI Firm registration number: 324982E
Chartered Accountants



Vikram Mehta
per Vikram Mehta
Partner
Membership No.: 105938

Place: Mumbai
Date: January 28, 2016


JYOTHY LABORATORIES LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2015

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

Amount (Rs in lacs)

Particulars	Standalone						Consolidated					
	Quarter ended			Nine months ended		Year ended	Quarter ended			Nine months ended		Year ended
	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Income from operations												
(a) Net Sales	36,583	38,316	34,006	114,699	104,973	142,827	38,479	40,073	35,637	119,952	110,918	150,529
(b) Other Operating Income	68	72	424	172	501	955	64	66	415	164	470	954
Total Income	36,651	38,388	34,430	114,871	105,474	143,782	38,543	40,139	36,052	120,116	111,388	151,483
Expenditure												
(a) Cost of raw material and components consumed	11,375	13,319	13,108	36,532	35,989	45,636	11,630	13,550	13,728	37,304	36,936	46,776
(b) Purchase of traded goods	7,007	7,350	7,164	21,745	23,288	31,790	6,847	7,264	6,660	21,306	23,048	31,486
(c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	(140)	(1,400)	(2,523)	(953)	(3,604)	(1,362)	(166)	(1,387)	(2,522)	(960)	(2,819)	(516)
(d) Employee cost	3,544	3,510	3,125	10,534	9,588	12,711	4,178	4,114	3,696	12,361	11,282	15,026
(e) Employee stock option expenses	246	607	1,180	2,020	1,782	2,871	246	607	1,180	2,020	1,782	2,871
(f) Advertisement and Sales Promotion expense	4,745	4,601	4,210	14,222	12,358	17,072	5,055	4,884	4,409	14,994	13,250	18,097
(g) Depreciation, amortisation and impairment	1,693	1,681	1,729	5,046	5,271	7,037	739	717	761	2,142	2,445	3,255
(h) Other expenditure	4,889	5,553	4,612	15,286	13,564	18,509	5,655	6,188	5,271	17,357	15,738	21,442
Total expenditure	33,359	35,221	32,605	104,432	98,236	134,264	34,184	35,937	33,183	106,524	101,662	138,437
Profit from Operations before Other Income, Finance cost and Tax	3,292	3,167	1,825	10,439	7,238	9,518	4,359	4,202	2,869	13,592	9,726	13,046
Other Income	1,260	1,418	1,460	4,406	5,113	6,586	248	460	146	1,206	738	992
Profit before Finance cost and Tax	4,552	4,585	3,285	14,845	12,351	16,104	4,607	4,662	3,015	14,798	10,464	14,038
Finance Cost	59	136	315	469	904	1,203	79	164	373	551	1,058	1,377
Profit before exceptional items and tax	4,493	4,449	2,970	14,376	11,447	14,901	4,528	4,498	2,642	14,247	9,406	12,661
Exceptional item (Refer Note 2)	-	-	-	-	-	209	-	-	-	-	-	209
Profit from ordinary activities before tax	4,493	4,449	2,970	14,376	11,447	14,692	4,528	4,498	2,642	14,247	9,406	12,452
Current tax and deferred tax expense	624	629	-	2,013	-	-	625	629	-	2,015	7	(58)
Short provisions/MAT credit reversal of earlier years	-	-	-	-	-	413	-	-	-	-	-	412
Profit from ordinary activities before minority Interest	3,869	3,820	2,970	12,363	11,447	14,279	3,903	3,869	2,642	12,232	9,399	12,098
Minority Interest (share in loss/(profit))							(4)	8	4	2	7	14
Net Profit for the year / period	3,869	3,820	2,970	12,363	11,447	14,279	3,899	3,877	2,646	12,234	9,406	12,112

SIGNED FOR IDENTIFICATION
BY 
SRBC & CO LLP
MUMBAI



JYOTHY LABORATORIES LIMITED


UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2015

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

Particulars	Standalone						Consolidated					
	Quarter ended			Nine months ended		Year ended	Quarter ended			Nine months ended		Year ended
	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Paid up equity share capital (Face value of Re 1 each)	1,811	1,811	1,810	1,811	1,810	1,810	1,811	1,811	1,810	1,811	1,810	1,810
Reserves (excluding Revaluation Reserves as shown in the Balance Sheet of previous year i.e. March 31, 2015)						94,360						76,156
Debtore Redemption Reserve (included above)						11,995						5,373
Basic earnings per share (Rs)	2.14	2.11	1.64	6.83	6.32	7.89	2.15	2.14	1.46	6.75	5.20	6.69
Diluted earnings per share (Rs)	2.10	2.08	1.63	6.72	6.30	7.83	2.12	2.11	1.46	6.65	5.18	6.65
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised		Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	


Notes :

- The statutory auditors have carried out a limited review of the financial results of the Company. The same were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 28, 2016.
- Exceptional item relates to additional payment towards retrenchment of employees for the Kandanaserry unit.
- Previous period / year's figures have been regrouped/rearranged wherever necessary.

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For and on behalf of the board


M.P. Ramachandran
 Chairman and Managing Director


Place: Mumbai
January 28, 2016

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

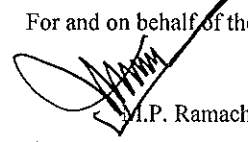
Amount (Rs in lacs)

Particulars	Standalone						Consolidated					
	Quarter ended			Nine months ended		Year ended	Quarter ended			Nine months ended		Year ended
	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015	31.12.2015	30.09.2015	31.12.2014	31.12.2015	31.12.2014	31.03.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Segment Revenue :												
A. Soaps and Detergent	28,072	28,756	27,213	89,193	83,662	109,192	28,725	29,455	27,681	91,125	85,585	111,794
B. Home care	8,103	9,256	6,461	24,437	20,396	32,354	8,194	9,269	6,550	24,519	21,250	33,230
C. Laundry Services	-	-	-	-	-	-	1,122	1,033	1,057	3,176	3,152	4,205
D. Others	429	404	364	1,245	1,394	1,799	459	416	381	1,308	1,410	1,818
Total	36,604	38,416	34,038	114,875	105,452	143,345	38,500	40,173	35,669	120,128	111,397	151,047
Less: Inter Segment Revenue	(21)	(100)	(32)	(176)	(479)	(518)	(21)	(100)	(32)	(176)	(479)	(518)
Net Sales	36,583	38,316	34,006	114,699	104,973	142,827	38,479	40,073	35,637	119,952	110,918	150,529
Segment Results:												
Profit / (Loss) before tax and finance cost												
A. Soaps and Detergent	3,450	3,279	2,131	11,558	8,377	11,521	4,293	4,144	2,991	14,150	10,555	14,771
B. Home care	526	625	59	1,115	1,022	955	598	651	74	1,224	899	822
C. Laundry Services	-	-	-	-	-	-	(290)	(284)	(260)	(855)	(850)	(1,307)
D. Others	12	(17)	54	5	3	15	86	38	119	196	191	265
Total	3,988	3,887	2,244	12,678	9,402	12,491	4,687	4,549	2,924	14,715	10,795	14,551
Less: (i) Finance cost	(59)	(136)	(315)	(469)	(904)	(1,203)	(79)	(164)	(373)	(551)	(1,058)	(1,377)
(ii) Other unallocable expenditure	(708)	(720)	(425)	(2,192)	(2,173)	(2,938)	(346)	(360)	(64)	(1,116)	(1,092)	(1,532)
Add: Unallocable Income	1,272	1,418	1,466	4,359	5,122	6,551	266	473	155	1,199	761	1,019
Exceptional item	-	-	-	-	-	(209)	-	-	-	-	-	(209)
Profit Before Tax	4,493	4,449	2,970	14,376	11,447	14,692	4,528	4,498	2,642	14,247	9,406	12,452
Capital Employed :												
(Segment Assets - Segment Liabilities)												
A. Soaps and Detergent	43,332	46,461	47,454	43,332	47,454	45,799	24,762	27,032	26,504	24,762	26,504	25,033
B. Home care	11,942	10,535	10,462	11,942	10,462	8,554	11,936	10,529	10,647	11,936	10,647	8,475
C. Laundry Services	-	-	-	-	-	-	6,987	7,060	6,905	6,987	6,905	6,882
D. Others	1,965	1,868	2,197	1,965	2,197	2,155	435	276	426	435	426	440
E. Unallocated assets/(liabilities) (net)	53,314	47,574	40,852	53,314	40,852	39,662	48,344	43,421	39,931	48,344	39,931	37,280
Total	110,553	106,438	100,965	110,553	100,965	96,170	92,464	88,318	84,413	92,464	84,413	78,110

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

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MUMBAI



For and on behalf of the board

M.P. Ramachandran
 Chairman and Managing Director

Place: Mumbai
 January 28, 2016

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY16 (Consolidated)

Net Sales up 8% at Rs 384.79 crore

Net Profit up 47.4% at Rs 38.99 crore

Editor Synopsis

Q3FY16 v/s Q3FY15

- Net Sales at Rs 384.79 crore v/s Rs 356.37 crore, up 8%
- Net Profit at Rs 38.99 crore v/s Rs 26.46 crore, up 47.4%
- EBIDTA margin at 13.9% v/s 13.5%
- EPS at Rs 2.15 v/s Rs 1.46

9MFY16 v/s 9MFY15

- Net Sales at Rs 1,199.52 crore v/s Rs 1,109.18 crore, up 8.1%
- Net Profit at Rs 122.34 crore v/s Rs 94.06 crore, up 30.1%
- EBIDTA margin at 14.8% v/s 12.6%
- EPS at Rs 6.75 v/s Rs 5.20

Mumbai, January 28, 2016: Jyothy Laboratories Ltd (JLL), Indian FMCG Company, today reported a Net Sales of Rs 384.79 crore for the quarter ended December 31st, 2015 as against Rs 356.37 crore for the corresponding quarter last year, a rise of 8%. During the same period, the company reported a Net Profit of Rs 38.99 crore, as against Rs 26.46 crore; up by 47.4%.

The EBIDTA margin for the quarter was at 13.9% as against 13.5% reported in Q3FY15. The company reported EPS of Rs 2.15 as against Rs 1.46 in the corresponding quarter last year.

For the nine months period, JLL reported Net Sales of Rs 1,199.52 crore compared to Rs 1,109.18 crore during the corresponding period last year, a rise of 8.1%. Net Profit for 9MFY16 stood at Rs 122.34 crore compared to Rs 94.06 crore; up 30.1%.

The EBIDTA margin for the nine months period ended December 31st, 2015 was at 14.8% as against 12.6% reported in 9MFY15. The company reported EPS of Rs 6.75 as against Rs 5.20 of previous year.



Segmental Performance (Q3FY16 v/s Q3FY15) (Consolidated)

- **Revenues of Soaps and Detergent business**, which includes brands like **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek** stood at Rs 287.25 crore in Q3FY16 compared to Rs. 276.81 crore in Q3FY15, up 3.8%.
- **Home Care**, which includes **mosquito repellent Maxo, Incense sticks and Exo scrubber**, witnessed revenues to the tune of Rs 81.94 crore in Q3FY16 as against Rs 65.50 crore during the same period last year, up 25.1%.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "Q3FY16 has been a good quarter for us. With increased investment in our brands and differentiated product offering we are well poised to strengthen our position in the market.

The next year is expected to see a host of brand activities from the house of Ujala. We will also continue to invest in our power brands to improve consumer mindshare and capitalize on our new offerings.

We are very confident that in the coming quarters, a gradual pick up in the consumer demand along with an overall improvement in the country's economy will further aid in improving performance of the company." Mr. M P Ramachandran added.

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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