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

Date: November 8, 2016

BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 023 **Scrip Code: 532926**	National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400 051 **Scrip Code: : JYOTHYLAB**

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

Dear Sir/ Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the officials of the Company will participate in the following conferences:-

Date	Particular	Type of Meeting/Location
08/11/2016	Spark Capital Conference	Investor Conference, Mumbai
16/11/2016	IDFC Conference	

A copy of the presentation to be shared at the conference 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

Shreyas Trivedi
Head – Legal & Company Secretary

JYOTHY LABORATORIES LTD.

Market Scenario

- *Overall demand yet to pickup.*
- *Input costs stable.*
- *Market Competition continues to be highly intensive*
- *Company committed on delivering growth ahead of Industry*

Q2 FY 17 Snapshot

All Figures as per IND AS

- Sales growth of 6.6%(8 % by volume)
- A&P Expense at Rs 31.6 cr ; A&P to Sales ratio at 7.3% (7.5% in PY)
- Gross Margin at 46.5 % Vs 45.9 % in the same period last year.
- Operating EBITDA at Rs 64.2 cr as against Rs 55.4 cr during the same period last year ; (an increase of 15.9%). EBITDA Margins at 14.8 % v/s 13.6 % in Q2 FY 16
- PAT at Rs 32.0 cr ; an increase of 61.1%
- Cash profit at 39.7 cr in Q2 FY 17 vs 32.6 cr in Q2 FY 16 (increase of 21.7%)

Jyothy LABORATORIES LIMITED

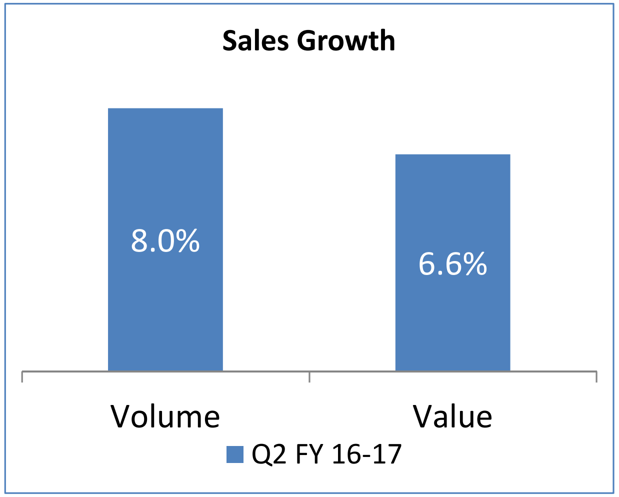
YTD FY17 Snapshot

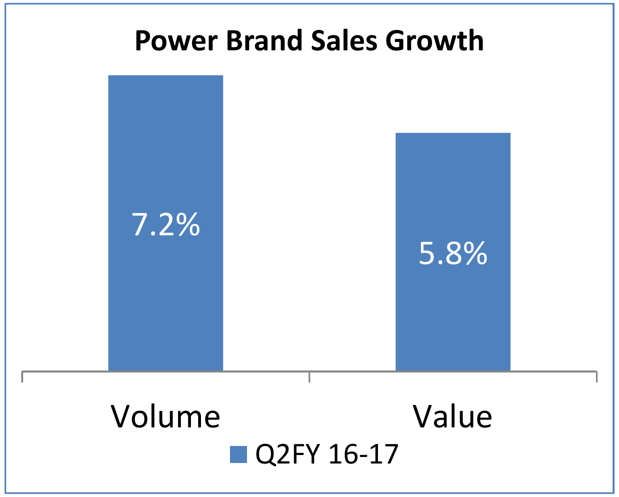
All Figures as per IND AS

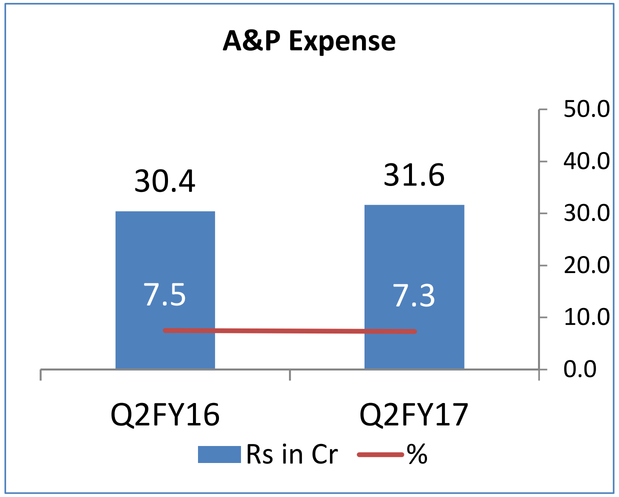
- Sales growth of 7.5 % (9 % by volume)
- A&P Expense at Rs 63.5 cr ; A&P to Sales ratio at 7.2% (7.3% in PY)
- Gross Margin at 47.2 % as against 46.1 % during the same period last year
- Operating EBITDA at Rs 145.2 cr as against Rs 124.5 cr during the same period last year ; (an increase of 16.6%).EBITDA Margins at 16.4 % v/s 15.1 % in YTD FY 16
- PAT at Rs 77.9 cr ; an increase of 70.9%
- Cash profit at 93.9 cr in Q2 FY 17 vs 76.0 Cr in YTD FY 16 (increase of 23.5%)

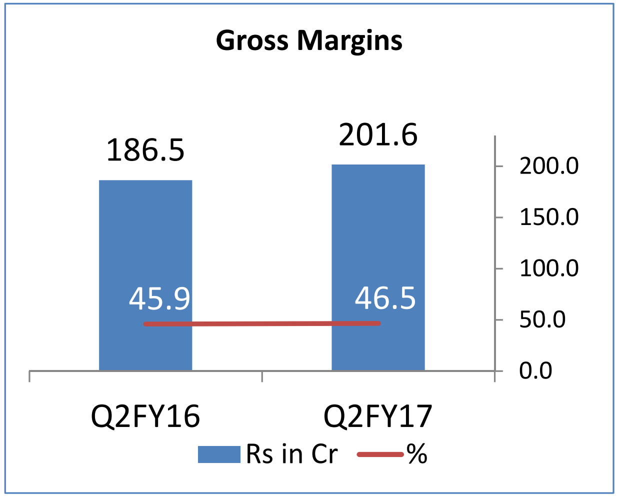
Q2 FY 17 Snapshot

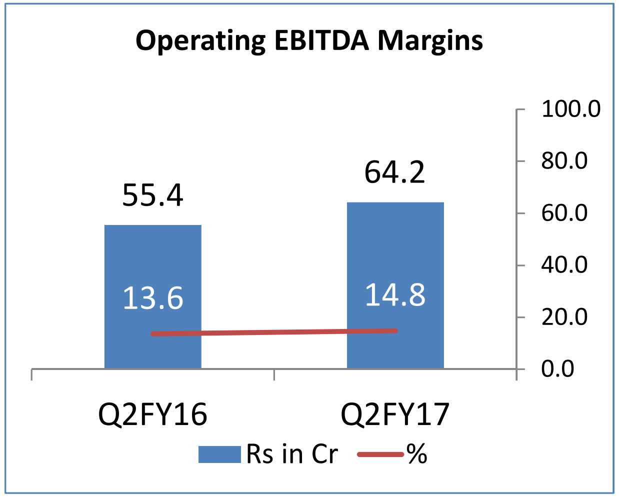
All Figures as per IND AS

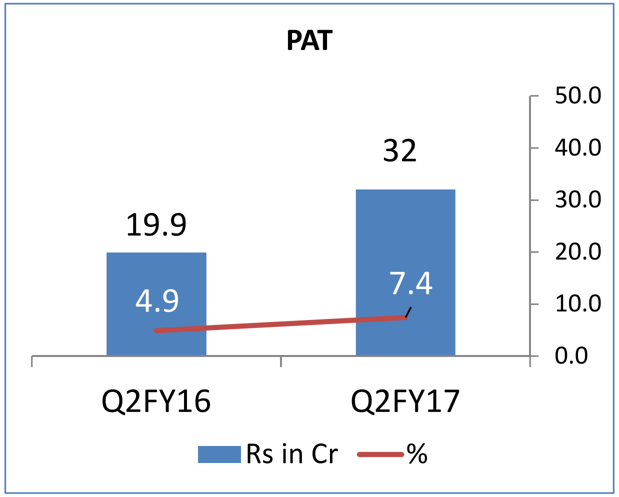






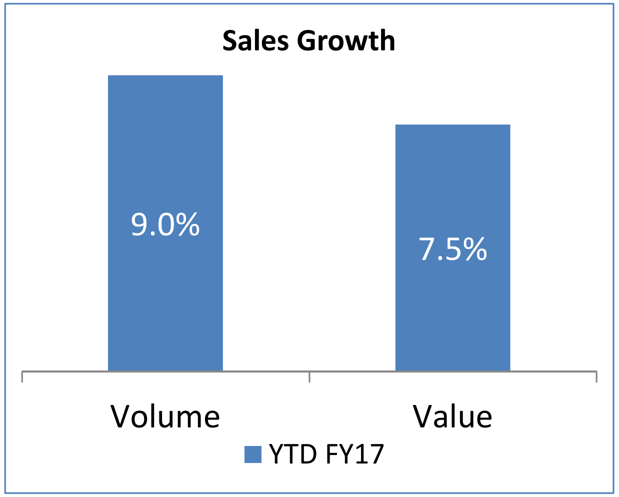


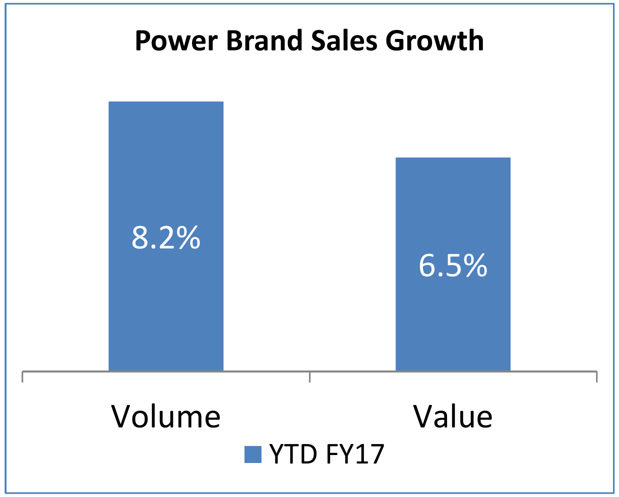


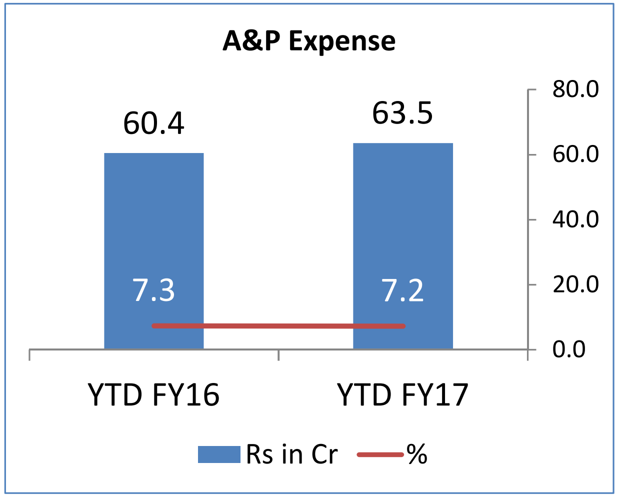


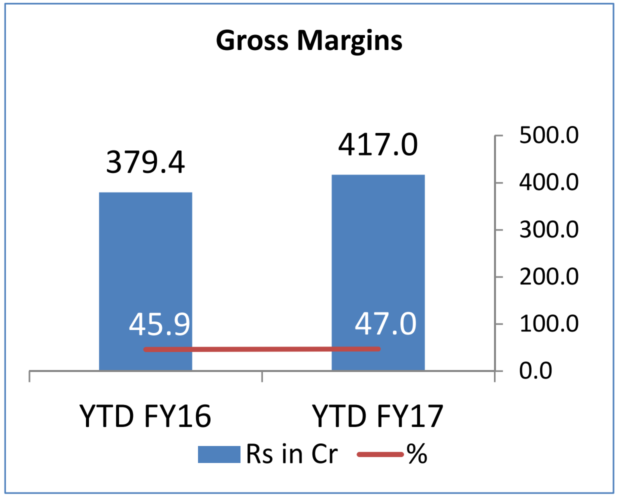
YTD FY17 Snapshot

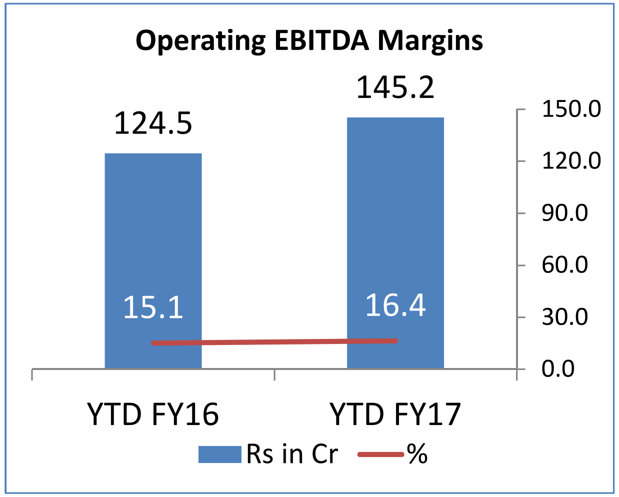
All Figures as per IND AS

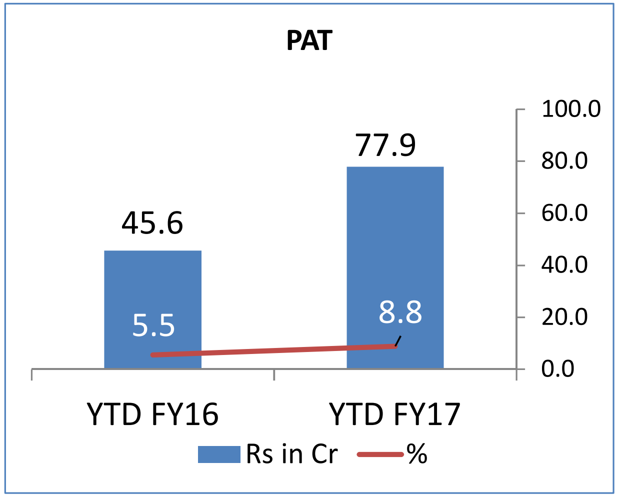












Q2 FY 17 Highlights

Company's Consolidated Performance

All Figures as per IND AS

Financials

	Q2 2017			YTD 2017		
Particular/Growth	FY 17	FY 16	% Change	FY 17	FY 16	% Change
Net Sales	433.5	406.5	6.6%	887.5	825.8	7.5%
Operating EBITDA	64.2	55.4	15.8%	145.2	124.5	16.6%
PAT	32.0	19.9	61.2%	77.9	45.6	70.9%
EPS (INR)	1.77	1.1	61.1%	4.3	2.52	71.1%

All values in INR Crore except EPS

Ratios

	Q2 2017		YTD 2017	
Particular/Growth	FY 17	FY 16	FY 17	FY 16
Gross Margin	46.5%	45.9%	47.0%	45.9%
Operating EBITDA Margin	14.8%	13.6%	16.4%	15.1%
PAT Margin	7.4%	4.9%	8.8%	5.5%
A&P to Sales Ratio	7.3%	7.5%	7.2%	7.3%

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Advertisement & Sales Promotion Spend - Regroup

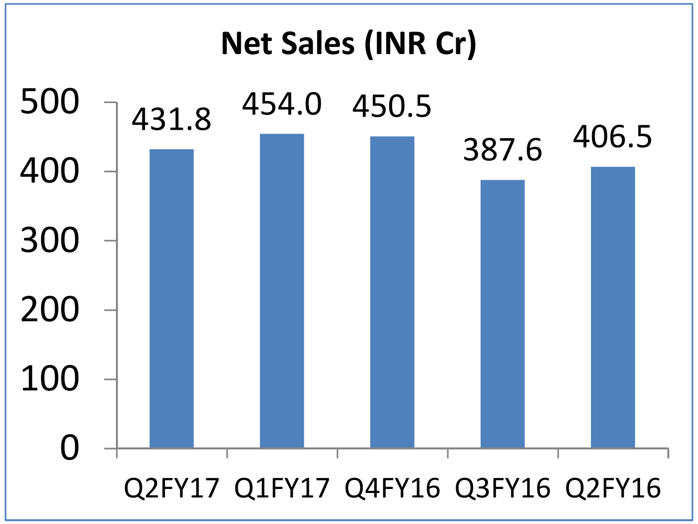
Consolidated

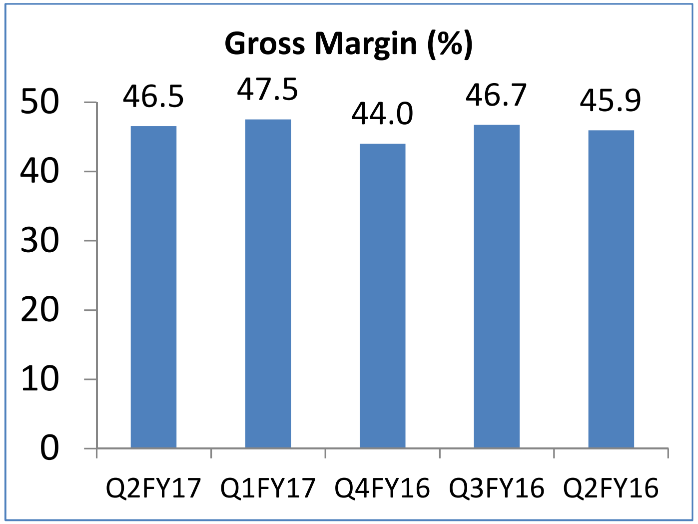
INR Lakhs

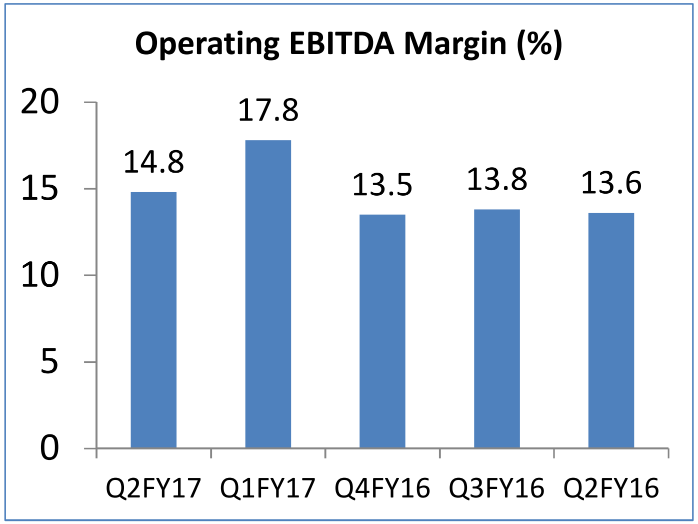
Line	Q2 FY 16-17	% of Sales	YTD FY 16-17	% of Sales	Q2 FY 15-16	% of Sales	YTD FY 15-16	% of Sales
Advertisement and Sales Promotion expense	6,192	14%	12,496	14%	4,883	12%	9,938	12%
Sales promotion regrouped to Sales	-1,988	-5%	-3,929	-4%	-984	-2%	-1,986	-2%
Sales promotion regrouped to Cost of goods Traded	-1,042	-2%	-2,222	-3%	-863	-2%	-1,914	-2%
Advertisement and Sales Promotion expense as per IND AS	3,162	7%	6,345	7%	3,036	7%	6,038	7%

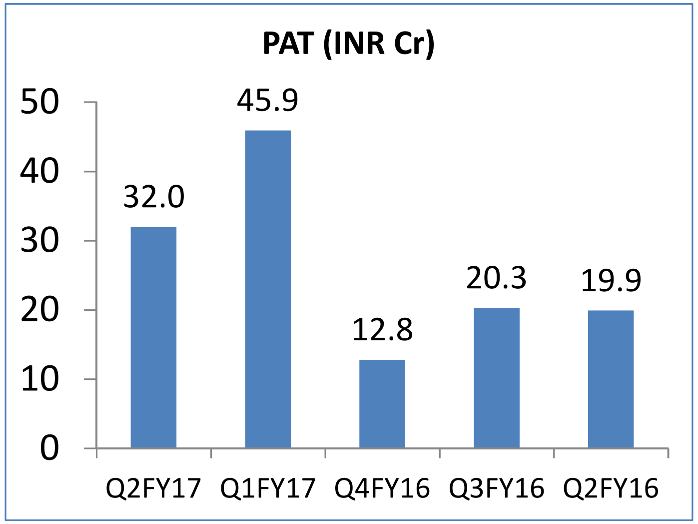
Performance highlights for last five quarters

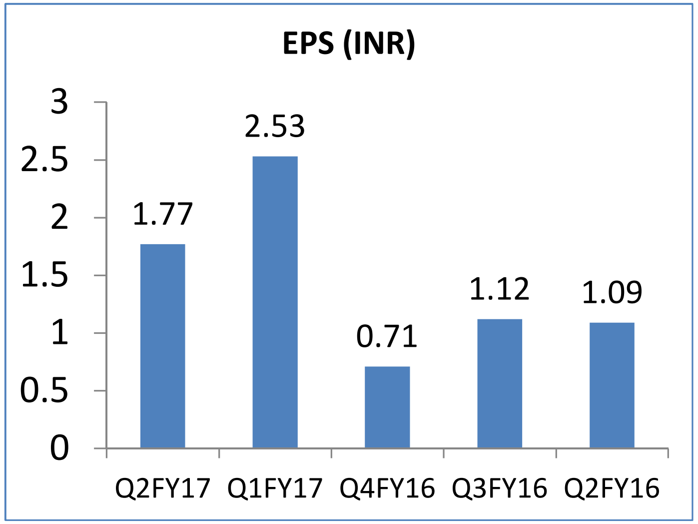
All Figures as per IND AS

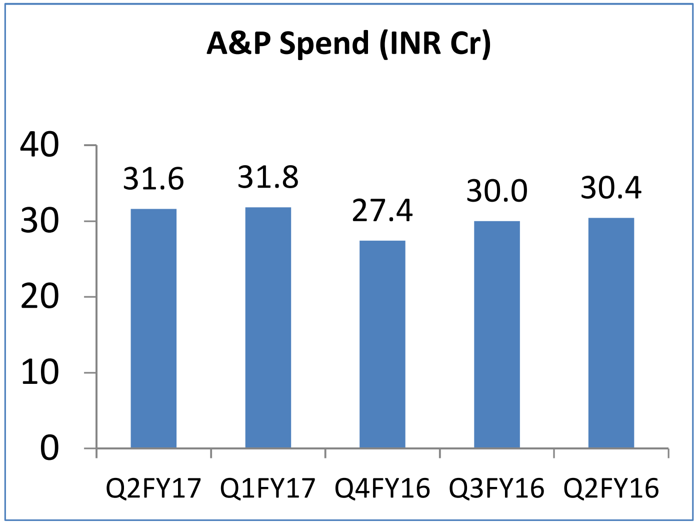












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Q2 FY 17 Highlights
Category Wise Consolidated Sales

All Figures as per IND AS

	Consolidated					
Category	**Q2 FY 17**	**Q2 FY 16**	**Growth %**	**YTD FY 17**	**YTD FY 16**	**Growth %**
Fabric Care	175.7	170.5	3.1%	382.2	357.8	6.8%
Dishwashing	129.9	115.8	12.2%	263.9	238.4	10.7%
Household Insecticides	67.6	64.5	4.7%	104.8	106.0	-1.1%
Personal Care	36.5	36.0	1.3%	92.4	86.3	7.1%
Other Products	11.2	7.9	41.5%	19.1	14.0	36.5%
Total	**420.9**	**394.7**	**6.6%**	**862.4**	**802.5**	**7.5%**
Laundry Services	12.6	11.8	6.9%	25.1	23.4	7.6%
Grand Total	**433.5**	**406.5**	**6.6%**	**887.5**	**825.8**	**7.5%**

All values in INR Crore

Q2 FY17 Highlights
Brand Wise Sales

All Figures as per IND AS

	Consolidated					
Brand	**Q2 FY 17**	**Q2 FY 16**	**Growth %**	**YTD FY 17**	**YTD FY 16**	**Growth %**
Ujala	100.5	100.0	0.4%	218.7	207.4	5.4%
Exo	95.1	84.1	13.0%	196.3	176.8	11.0%
Maxo	67.6	64.5	4.7%	104.8	106.0	-1.1%
Henko	44.7	40.2	11.3%	93.7	85.0	10.3%
Margo	30.1	31.6	-4.9%	79.7	77.2	3.2%
Pril	35.2	32.3	9.1%	68.3	62.7	8.9%
Total Power Brand	**373.2**	**352.7**	**5.8%**	**761.4**	**715.1**	**6.5%**
Others	47.8	42.0	13.8%	100.9	87.4	15.4%
Total	**420.8**	**394.7**	**6.6%**	**862.3**	**802.5**	**7.5%**
Laundry Services	12.6	11.8	6.9%	25.1	23.4	7.6%
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All values in INR Crore

Brand Wise
Performance & Initiatives

Post Wash

Ujala Fabric Whitener

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Ujala Supreme	6,461	-5.1%	14,318	2.6%

Rs lakhs

Market info	2015
Category Size	54,315
Category Growth	1%
Market Share %	77.6%

Source : A C Nielsen

- Market expansion inputs in place
  - Communication targeting new users to increase category penetration
  - On ground activation in select states
- We expect to accelerate growth through second half.

Detergents

Ujala Fabric Detergent

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Ujala Detergent	2,078	0.4%	4,530	2.7%

Rs lakhs

Kerala Market	2015
Category Size	30,038
Category Growth	-1%
Market Share %	17.6%

Source : A C Nielsen

- Ujala IDD is the second largest brand in kerala.

Post Wash

Ujala Fabric Stiffener

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Ujala Crisp & shine	1,420	36.6%	2,837	28.3%

- Relevant and differentiated proposition backed by popular southern super star.
- Ujala Crisp & Shine strong growths in Kerala at 39% in Q2FY'17
- Ujala Crisp & Shine is over 20% of Ujala Fabric Whitener in Tamil Nadu within 1 year of launch.

Detergents

Henko

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Henko Franchise	4,469	11.3%	9,369	10.3%

Wonder Wash : Fresh Communication

Dish Wash

Pril Liquid

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Value	2,628	11.5%	5,049	11.7%

Rs lakhs

Market Info	2015	Q2 FY17
Category Size	36,334	10,236
Category Growth	15%	4%
Market Share %	16.7%	17.7%

Source : A C Nielsen

Small packs (225ml & pouches) Nearly 50% of the market.
SQ 17 : Pril grew at 27% QOQ

- Pril continues to gain market share.

Dish Wash

Dishwash Portfolio

SQ FY17: 129 Crs – QoQ 12% on the back of Strong Innovations

Dish Wash

Exo DishWash Bar

Rs lakhs

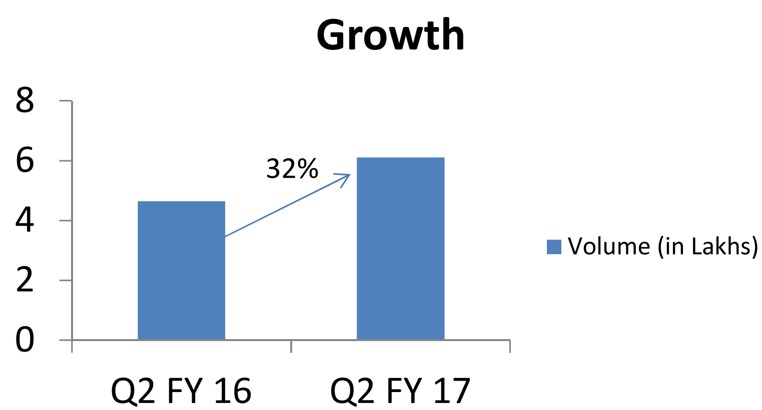
Product	Q2 FY17	% Growth	YTD FY17	% Growth
Value	7,183	17.7%	14,564	11.6%

Rs lakhs

Market Info	2015	Q2 FY17
Category Size	213,706	55,454
Category Growth	9%	0.4%
Market Share %	10.4%	10.8%

Source : A C Nielsen

SQ 16 : Bars continue growth trajectory



We continue to drive Dishwash bars as we increase our footprint.

Household Insecticides

Maxo Coil

Rs lakhs

	2015	Q2 FY17
Category Size	157,278	39,957
Category Growth	-0.1%	2%
Market Share %	18.4%	19.3%

Source: A C Nielsen

Maxo LV

Rs lakhs

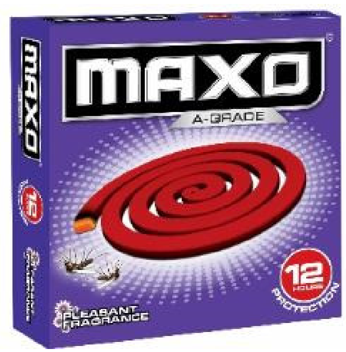
Market info	2015	Q2 FY17
Category Size	147,090	41,565
Category Growth	11%	17%
Market Share %	6.7%	7.1%

Source: A C Nielsen

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Value	6,484	2.2%	10,058	-4.0%

- Signs of recovery (after a poor Q1 where both category & our growth declined in FY'17 due to unfavorable seasonality - extended summer).
- Growth in market share backed by excellence in execution and strengthening brand equity.



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Household Insecticides

Maxo Magic Card

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Value	228	126%	376	273.0%

	Q1 FY17	Q 2 FY 17	% Growth
Category Size	9,211	9,208	0%
Market share	7.8%	6.5%	-13%
NSV	148	228	54%

Personal Care

Margo

Rs lakhs

Product	Q2 FY17	% Growth	YTD FY17	% Growth
Margo	3,006	-4.9%	7,971	3.2%

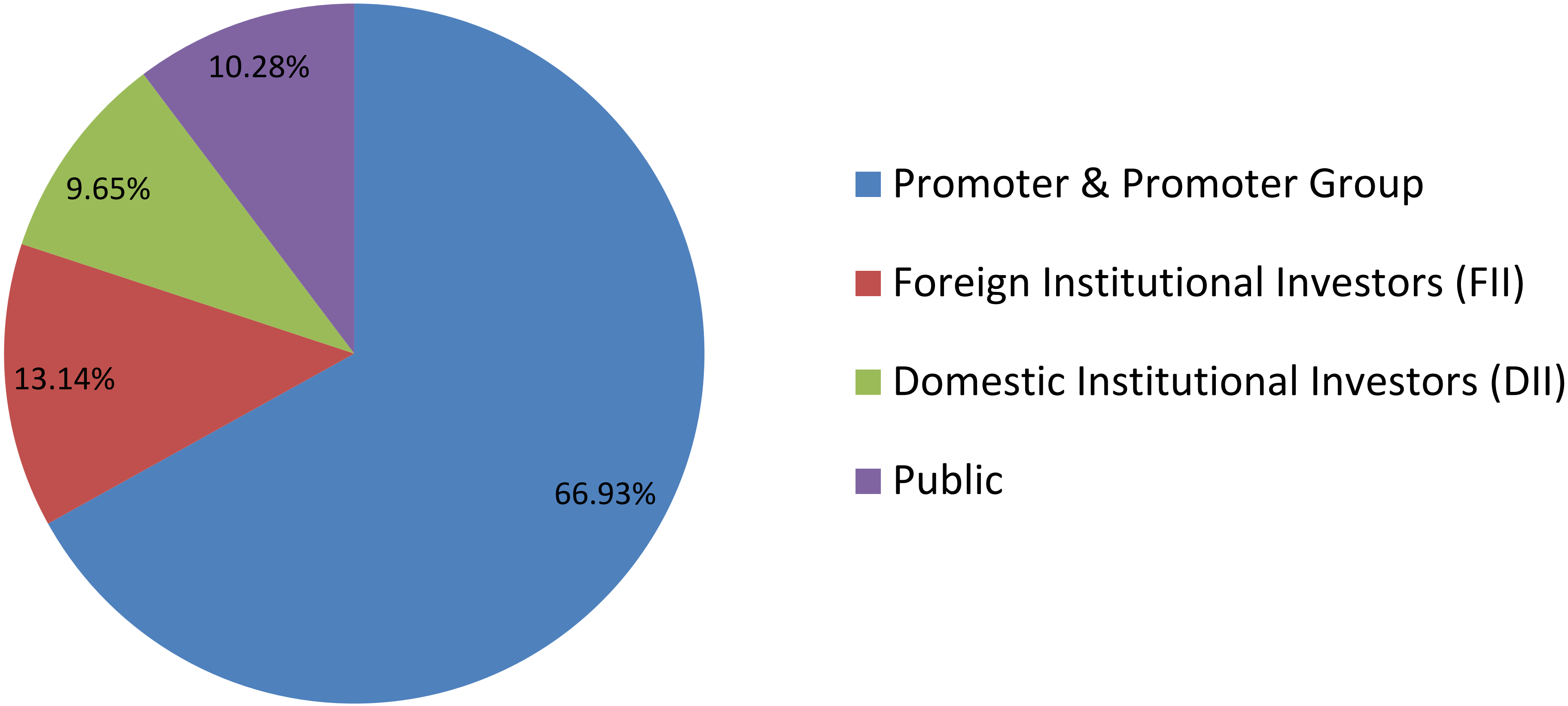
- Core relaunch work underway to significantly modernized brand and bring in new users.

Way Forward

- *Leverage efforts made so far to drive strong rural growth.*
- *Maintain Gross Margin levels*
- *Continue to focus on Brand differentiation based on consumer insights*
- *Continue investment behind brands*

Shareholding Pattern

as on 30th September 2016



For more information

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www.jyothylaboratories.com

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EXO
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MAXO
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Margo