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: June 1, 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/ Institutional 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 would like to inform you that the officials of the Company will participate in the following Analyst/Institutional conferences:

Date	Particular	Type of Meeting/Location
03/06/2016	UBS Conference	Investor Conference, Mumbai
03/06/2016	B&K Conference	

A copy of the presentation to be shared with investors in the said conferences 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

Agenda

Financial Performance

- Results for Q4FY16 & FY16
- EBITDA Analysis
- Sales Analysis
- Other Financial Metrics

Business Initiatives

- Brand Updates Q4FY16

What did we achieve 2015-16

Guidance May 25, 2015	Delivery May 23, 2016
Sales Growth better than industry	Sales Growth 9.3%
Advt. & SP Expense 10% to 12%	Advt. & SP Expense 12.3%
EBITDA 14% to 15%	EBITDA 14.4%

Financial Performance Q4 FY16 & FY16

Highlights for Q4 FY2016 : Consolidated

- **Sales growth of 12.4% (volume 13.7%)**
- **Power Brand sales grew by 13.6 % (Volume 15.3%)**
- **Advt. & Sales Promo exp. for the qtr is at Rs 51.6 crore, an increase of 6.5%.**
  A&P to Sales Ratio is at 11.6%
- **Gross Margin increased to 50% as compared to 48% in last year same period**
- **Operating EBITDA is at Rs. 60.1 crore (13.5%) as compared to Rs 52.2 crore (13.2%) in last year same period growth of 15.1%**
- **PAT stands at Rs. 35.6 crore as compared to Rs. 27.1 crore in last year same period growth of 31.6%**
- **Cash Profit for the quarter is at Rs. 42.9 crore as compared to Rs. 46 crore in last year same period**

Highlights for FY2016 : Consolidated

- **Sales growth of 9.3% (9.3% by volume)**
- **Power Brand sales grew by 10.3% (9.5% by volume)**
- **Advt.&Sales Promo exp. is at Rs 201.6 crore, an increase of 11.4%.**
  A&P to Sales Ratio is at 12.3%
- **Gross Margin increased to 51.4% as compared to 48.4% in last year**
- **Operating EBITDA is at Rs. 237.6 crore (14.4%) as compared to Rs 191.7 crore (12.7%) in last year, growth of 24%**
- **PAT stands at Rs. 158 crore as compared to Rs. 121.1 crore in last year, growth of 30.4%**
- **Cash Profit is at Rs 206.9 crore as compared to Rs. 182.4 crore in last year, growth of 13.4%**

Results – Consolidated Profit & Loss

In Rs. Lacs

Particulars	Quarter Ended			Year ended	
	31.03.16	31.12.15	31.03.15	31.03.16	31.03.15
Net Sales	44,521	38,479	39,612	1,64,473	1,50,529
Other Income - Operating	19	64	484	183	954
Total Income	**44,540**	**38,543**	**40,096**	**1,64,656**	**1,51,483**
Cost of Goods Sold	22,263	18,311	20,582	79,913	77,746
Gross Margin	22,258	20,168	19,030	84,560	72,783
Gross Margin %	**50.0%**	**52.4%**	**48.0%**	**51.4%**	**48.4%**
Employee cost	4,249	4,178	3,744	16,610	15,026
Advertisement and Sales Promo	5,162	5,055	4,847	20,156	18,097
Other expenditure	6,861	5,655	5,705	24,218	21,442
OPERATING EBITDA	**6,005**	**5,344**	**5,219**	**23,759**	**19,172**
EBITDA % to Net Sales	**13.5%**	**13.9%**	**13.2%**	**14.4%**	**12.7%**

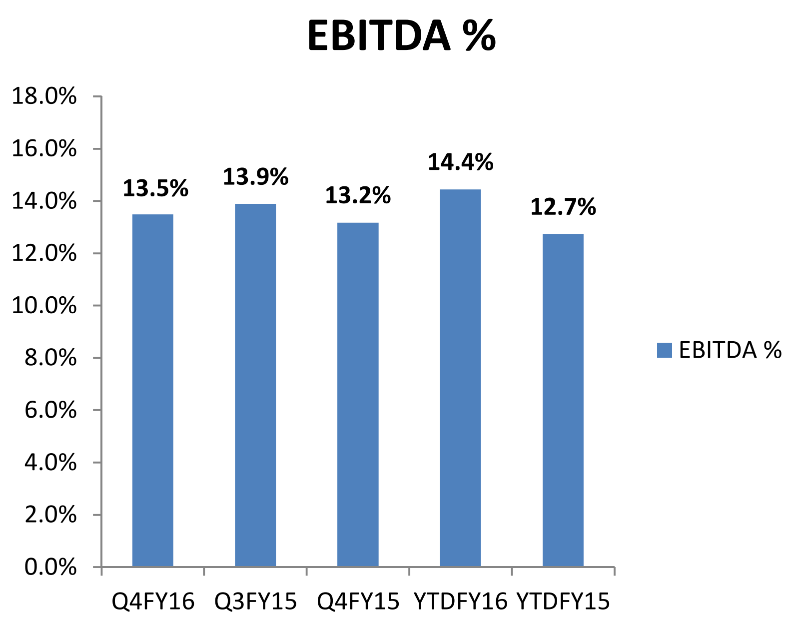
Results – Consolidated Profit & Loss

In Rs. Lacs

Particulars	Quarter Ended			Year ended	
	31.03.16	31.12.15	31.03.15	31.03.16	31.03.15
OPERATING EBITDA	**6,005**	**5,344**	**5,219**	**23,759**	**19,172**
Employee stock option / (reversal)	(270)	246	1,089	1,750	2,871
Depreciation and Impairment	998	739	809	3,140	3,255
Finance Cost	52	79	319	603	1,377
Other Income - Non Operating	254	248	254	1,460	992
Profit Before Prior Period Item and tax	**5,479**	**4,528**	**3,256**	**19,726**	**12,661**
Prior Period/Exceptional Item	-	-	209	-	209
Profit before Tax	**5,479**	**4,528**	**3,047**	**19,726**	**12,452**
Tax	906	625	(65)	2,921	(58)
Tax of earlier years	1,010	-	412	1,010	412
Profit from ordinary activities before minority Interest	**3,563**	**3,903**	**2,699**	**15,795**	**12,098**
Minority Interest (share in loss\(profit))	(2)	(4)	7	-	14
Profit After Tax	**3,561**	**3,899**	**2,706**	**15,795**	**12,112**

EBITDA Analysis

Operating EBITDA Analysis (Consolidated) – Q4FY16



- EBITDA in Q4FY16 is 13.5% as compared to 13.2% in last year same period.

✓ Movement is mainly due to :

✓ Increase in Gross Margin by 2% due to change in sales mix and decrease in RM/PM prices.

✓ Decrease in Advertisement and sales promotion expenses by 0.6%

✓ Increase in Employee cost by 0.1%

✓ Decrease in other operating Income by 1.2%

✓ Increase in other expenses 1%

Consolidated EBITDA Movement

In %

Particulars	Q4FY16 vs Q4FY15	YTDFY16 vs YTDFY15
EBITDA % - Previous period	**13.2**	**12.7**
Other Operating Income	(1.2)	(0.5)
Gross Margin	2.0	3.1
Employee Cost	(0.1)	(0.1)
Advertisement & Sales Promotion	0.6	(0.2)
Other Expenditure	(1.0)	(0.5)
EBITDA % - Current period	**13.5**	**14.4**

Sales Analysis

Sales Analysis

Segmentwise Sales Growth

In Rs. Lacs

Segment	Quarter Ended			Year Ended		
	Q4FY16	Q4FY15	Growth %	YTDFY16	YTDFY15	Growth %
Soaps & Detergent	28,862	26,209	10.1%	1,19,987	1,11,794	7.3%
Home Care	14,223	11,980	18.7%	38,742	33,230	16.6%
Other Products	310	408	-24.0%	1,618	1,817	-11.0%
Total	43,395	38,598	12.4%	1,60,347	1,46,841	9.2%
Less: Inter Segment Revenue	-4	-38	0.0%	-180	-518	0.0%
Net FMCG Sales	**43,391**	**38,558**	**12.5%**	**1,60,167**	**1,46,323**	**9.5%**
Laundry Services	1,130	1,054	7.3%	4,306	4,206	2.4%
Net Sales	**44,521**	**39,612**	**12.4%**	**1,64,473**	**1,50,529**	**9.3%**

Soaps & Detergents include Fabric Wash, Dish Wash Bar, Beauty Soap.

Home Care includes Household insecticide, Incense sticks & Scrubber.

Others includes Body care.

Laundry services includes dry-cleaning and laundry.

Category Wise Consolidated Sales

In Rs. Lacs

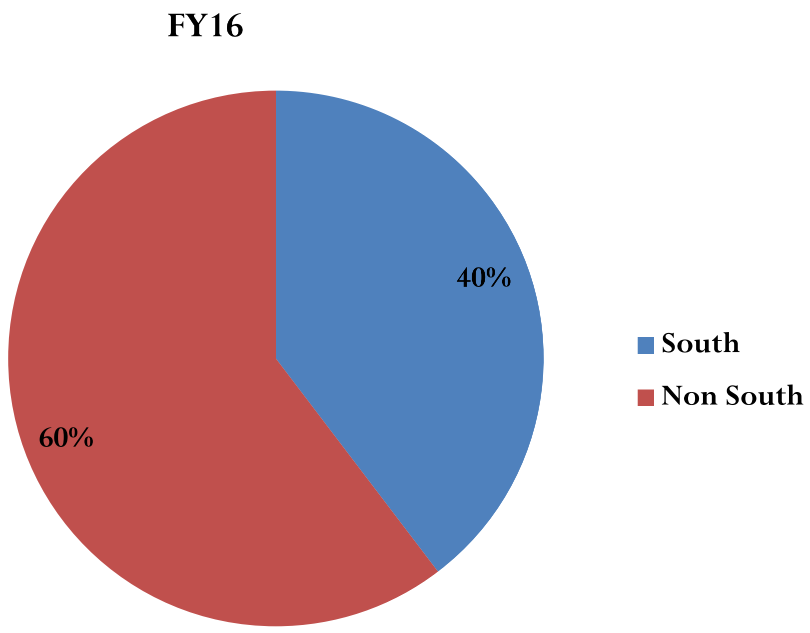
	Consolidated					
Category	**Q4FY16**	**Q4FY15**	**Growth %**	**YTDFY16**	**YTDFY15**	**Growth %**
Fabric Care	17,099	15,181	12.6%	68,833	64,672	6.4%
Dishwashing	11,483	10,290	11.6%	46,602	41,665	11.8%
Mosquito Repellent	11,425	9,689	17.9%	27,271	23,605	15.5%
Personal Care	2,827	2,923	-3.3%	14,831	14,112	5.1%
Other Products	557	476	17.0%	2,629	2,269	15.9%
Total	**43,391**	**38,559**	**12.5%**	**1,60,166**	**1,46,323**	**9.5%**
Laundry Services	1,130	1,054	7.3%	4,306	4,206	2.4%
Grand Total	**44,521**	**39,612**	**12.4%**	**1,64,473**	**1,50,529**	**9.3%**

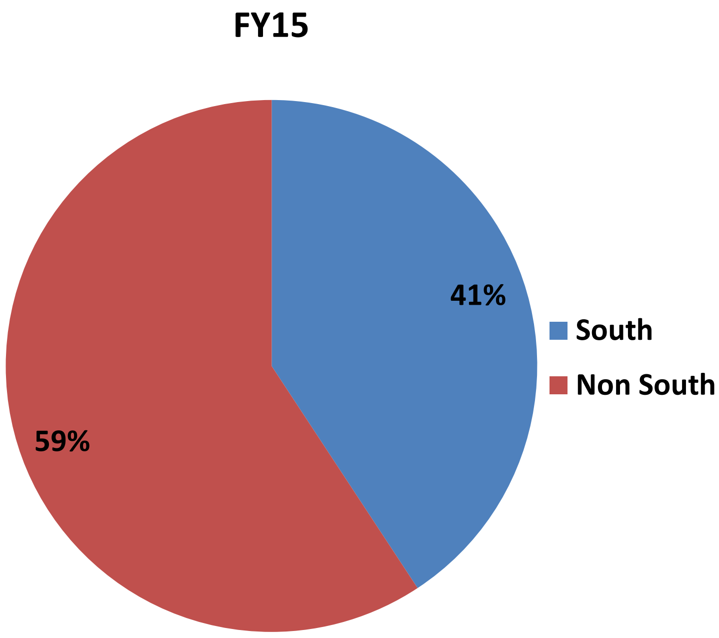
Brandwise Consolidated Sales

In Rs. Lacs

	Consolidated					
Brand	**Q4FY16**	**Q4FY15**	**Growth %**	**YTDFY16**	**YTDFY15**	**Growth %**
Ujala	9,276	8,728	6.3%	39,205	37,222	5.3%
Exo	8,629	7,889	9.4%	34,809	31,453	10.7%
Maxo	11,425	9,689	17.9%	27,271	23,605	15.5%
Henko	4,640	3,382	37.2%	16,876	15,164	11.3%
Margo	2,453	2,480	-1.1%	13,091	12,086	8.3%
Pril	2,855	2,400	18.9%	11,793	10,212	15.5%
Total Power Brand	**39,277**	**34,569**	**13.6%**	**1,43,045**	**1,29,741**	**10.3%**
Others	4,114	3,990	3.1%	17,121	16,582	3.2%
Total	**43,391**	**38,559**	**12.5%**	**1,60,166**	**1,46,323**	**9.5%**
Laundry Services	1,130	1,054	7.3%	4,306	4,206	2.4%
Grand Total	**44,521**	**39,612**	**12.4%**	**1,64,473**	**1,50,529**	**9.3%**

Thrust on Regional Brands becoming National





Other Financial Metrics

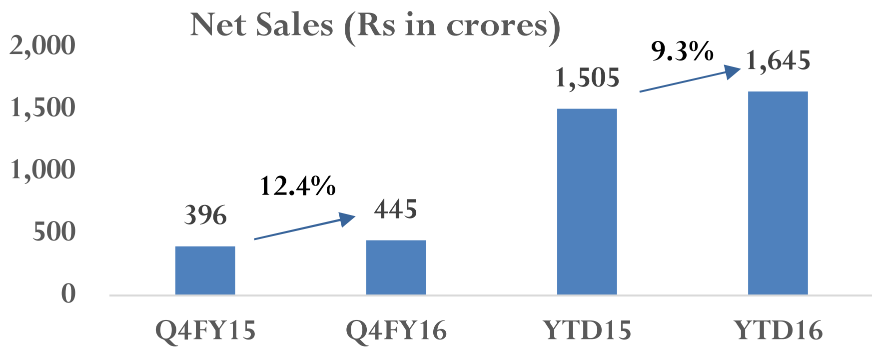
Net Debt Status – March 31, 2016

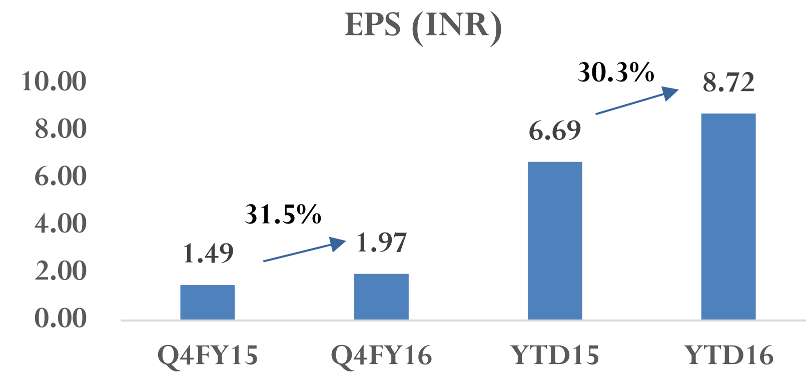
Rs. In cr

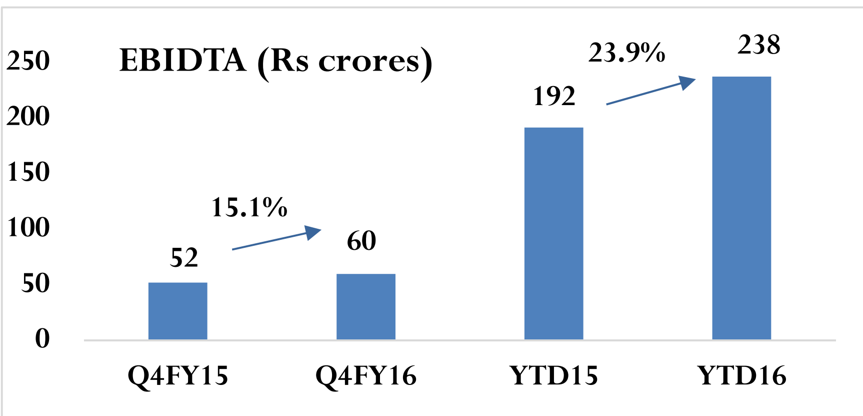
Particulars4	Maturity	31/03/16	31/03/15
Non Convertible Debenture @ 10.25%	**Nov 15**	**-**	**50**
Non Convertible Debenture @ 9.65%	**June 15**	**-**	**65**
Zero Coupon Non Convertible Debenture @ 11%	**Nov 16**	**400**	**400**
Excess cash/investment in Debt Funds		**(117)**	**(230)**
Total		**283**	**285**

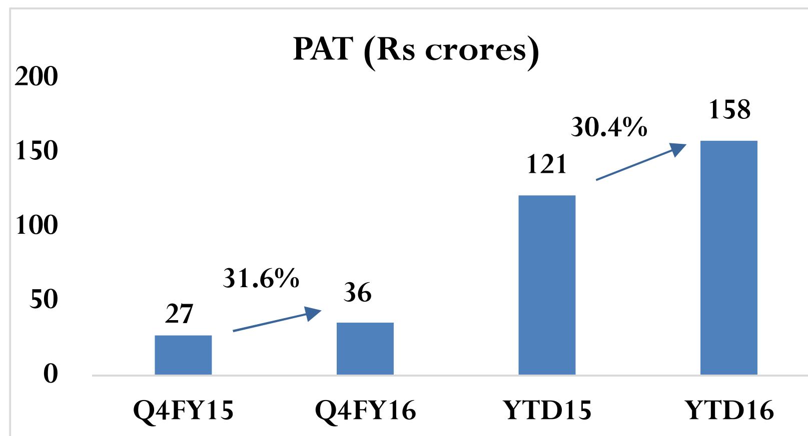
Note:- Payment of dividend for FY15 Rs 87.15
Payment of interim dividend for FY16 Rs 87.20
Total dividend payout including DDT Rs 174.35

Financial Highlights Profit & Loss

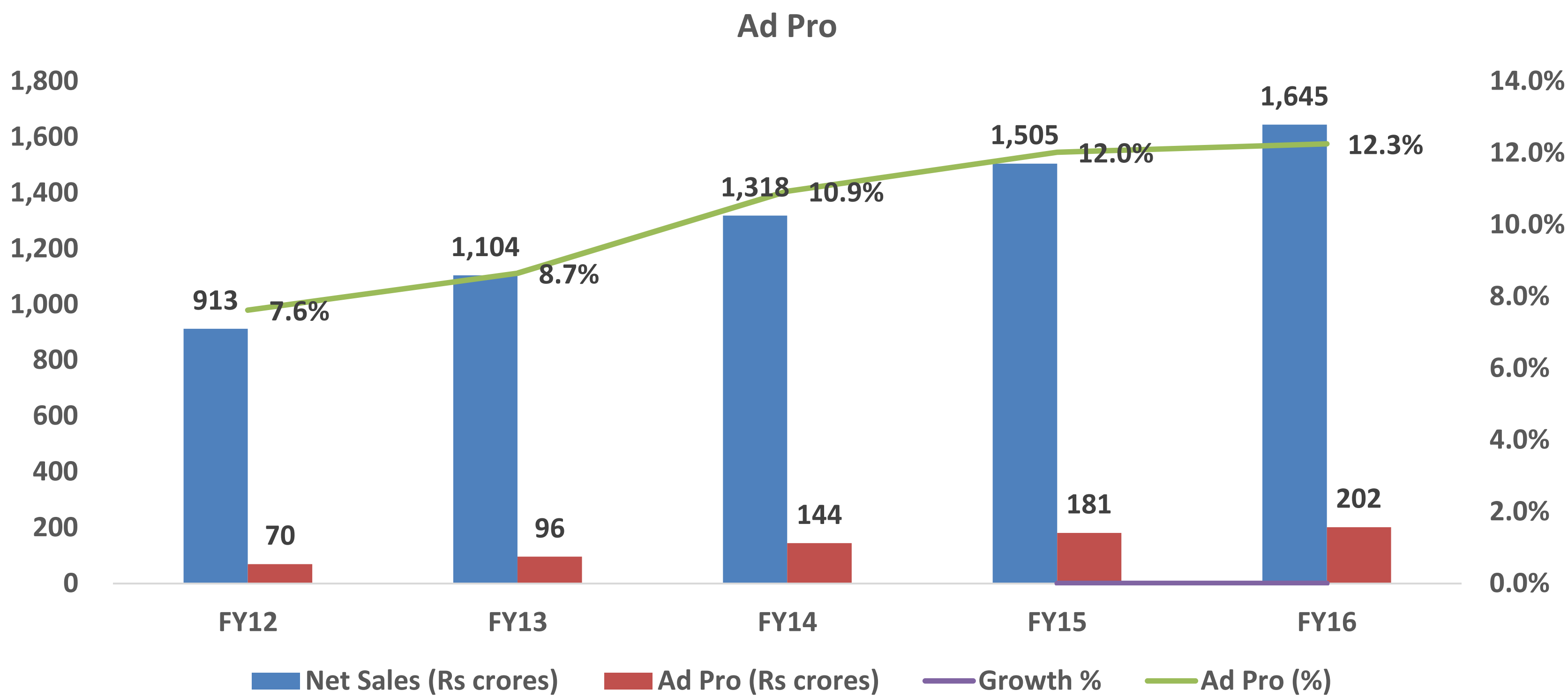




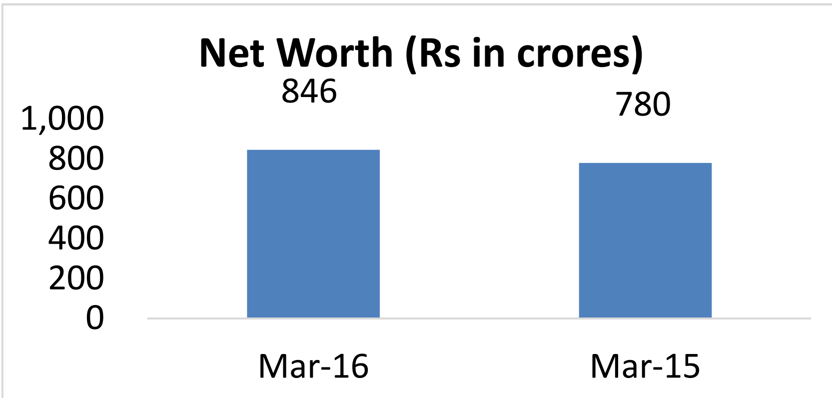


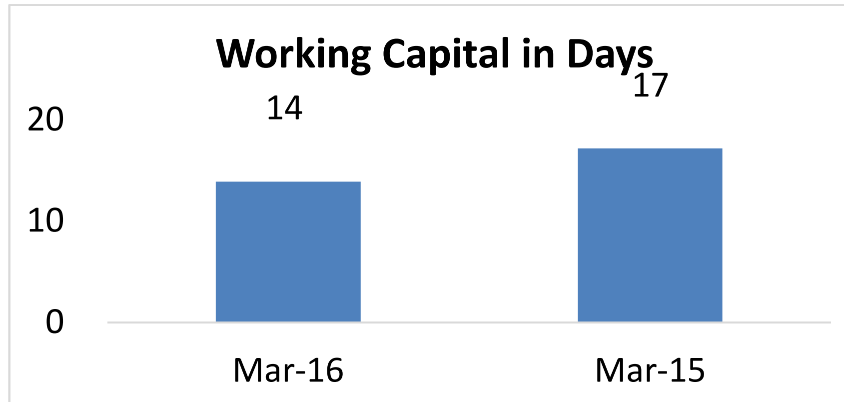


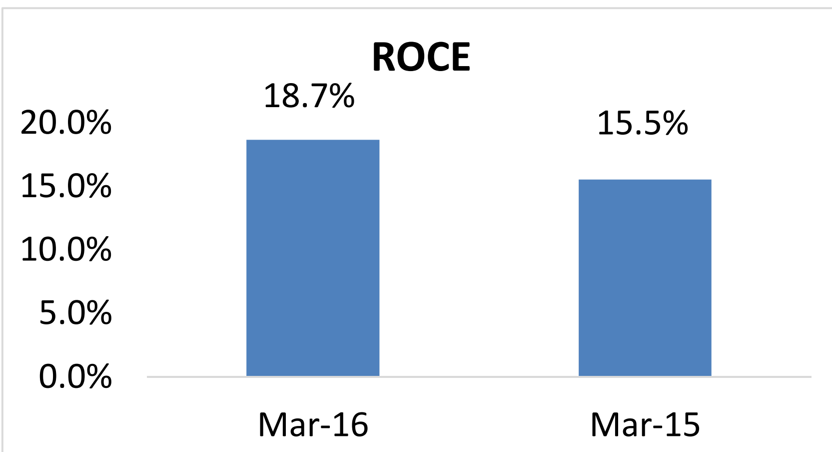
Ad pro spends

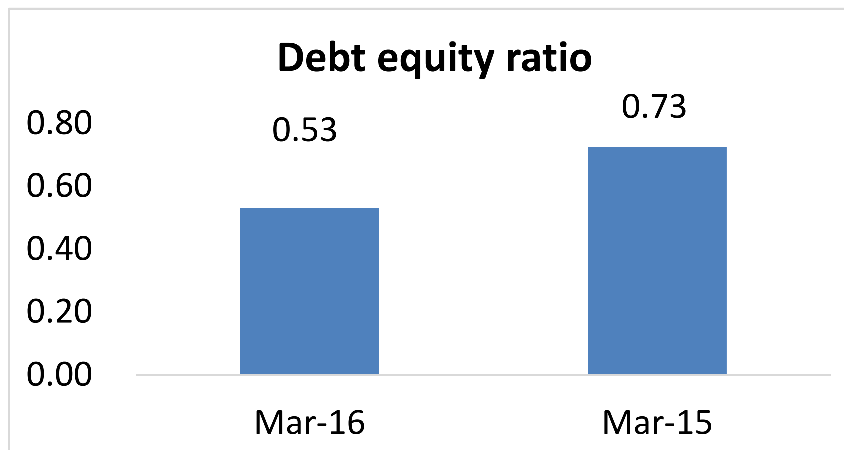


Financial Highlights Balance Sheet









Business Initiatives

Brand Updates

Purchase & Supply Chain Initiatives

- Proactive Planning & better Inventory management resulted in improvement in WC
- Introduction of transport module for service level enhancement and better control
- Initiated better focus on channel wise service level to ensure minimal stock outs
- Achieved savings in RM/PM cost by entering into long term contract

Manufacturing and R&D

- Capacity expansion initiated for key product portfolio
- Geared up for the implementation of GST
- Appointed National Safety Manager to improve SHEQ across all factories
- Invested in R&D facility to support innovations in packaging and product

Information Technology

Will be live on SAP S4 HANA by April 1, 2017

Connect Phase II to capture Third Party Costing

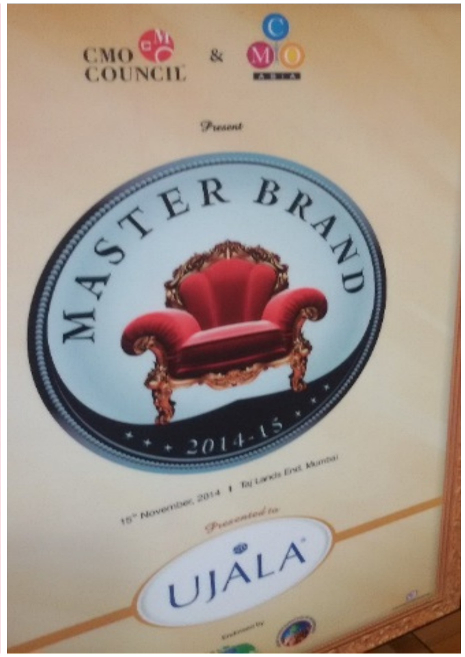
Rolled out Jconnect – Jyothy Intranet and Employee Self Service Portal

Distribution Management System initiated for rollout across India at all Super Distributors Point

Awards

Awards

'Henko LINTelligent', has been awarded Product of the Year



Master Brand Award for UJALA

Ms. Jyothy, has been voted yet again amongst the '50 Most Influential Women in Indian Media, Advertising and Marketing, 2016' by exchange4media Group

Ms Jyothy M R has been awarded with Ëmerging Kerala – Women Entrepreneurship Excellence Award

Indian Marketing Awards 2014 - Bronze Medal for Henko

Structure

- Big Picture : Strategy and Organisational Journey
- FY 16 : Key Activities & Results in Brief
- Category Summary
  - Post Wash
  - Laundry
  - Dish wash
  - Insect Control
  - Personal care
- Capability Journey
- Market scenario & Way Forward

Big Picture

Path to Growth : Our Journey

Voice of the consumer

- Listen to the consumer to bring in genuine insights

Process Efficiency

- Drive End to End Efficiencies across value chain

Build Organisational capabilities

- Onground, in the market place

Big Picture

Path to Growth

Superior Mixes

Superior GTM Execution

Profitable play

Our Category Strategy

Dish wash

- Leveraging 2 brand portfolio
- Strengthening position

Household Insecticide

- Increasing footprint
- Winning through Innovations

Laundry

- Establishing uniqueness
- Building for future

Personal Care

- Reinvigorating Brand
- Relevant Extensions

Post Wash

- Extending Dominance

FY16 : KEY ACTIVITIES

Superior Mixes-Superior Insights

- New communication on Ujala
- Relaunch of Exo
- Launch of Maxo Magic Card

FY16 : Results in Brief

Double Digit Power Brands Growth

11 % Growth on Exo & 15 % growth on Pril .
JLL Growth Ahead of Market Growth
Growing # 2 in Indian Dish wash Market

MAXO A-GRADE

15 % Growth on Brand
Market Share Gain Ahead of Competition
Fastest Growing Brand in HHI Market in India

Focus brand Henko Grows 11 %
JLL growth ahead of Market Growth in Washing Powder

8% Brand Growth
Margo Growth Ahead of Market

Share Growth of 60 BPS

₹

300 BPS Gross Margin Improvement

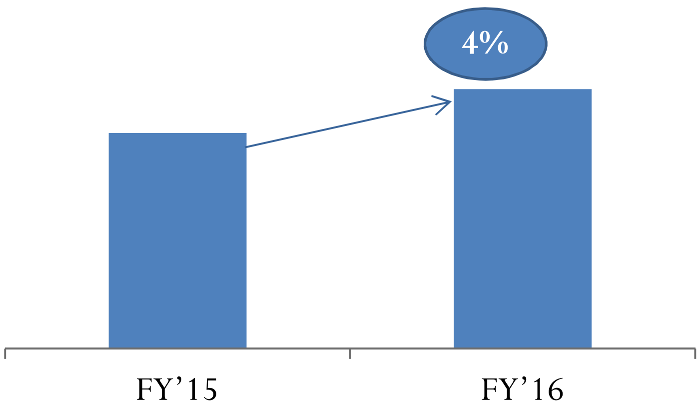
Post Wash

Strengthening Dominance

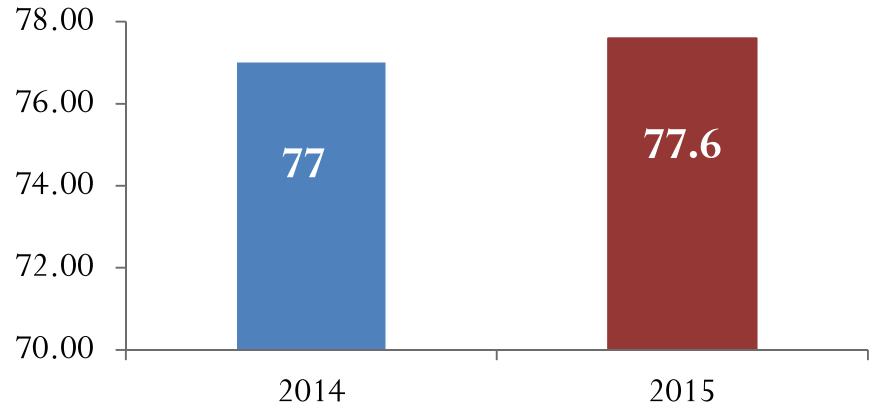
Ujala FW Performance

Source: AC Nielsen

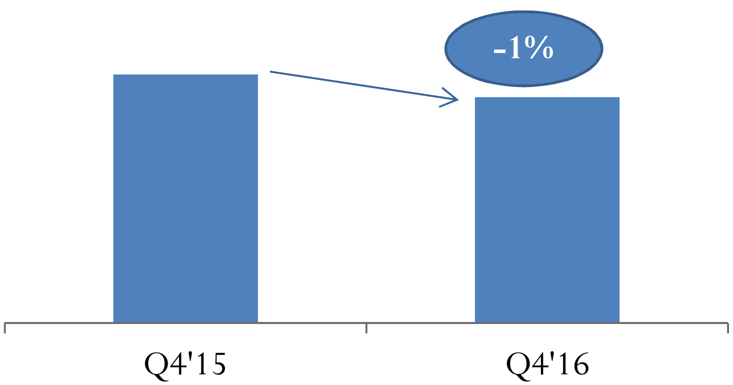
Net Sales



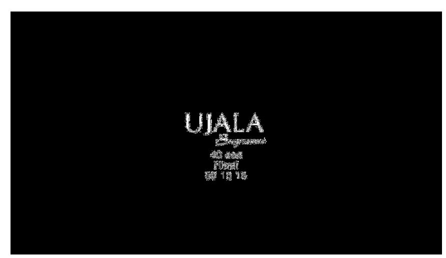
All India Val Share Progress



Net Sales

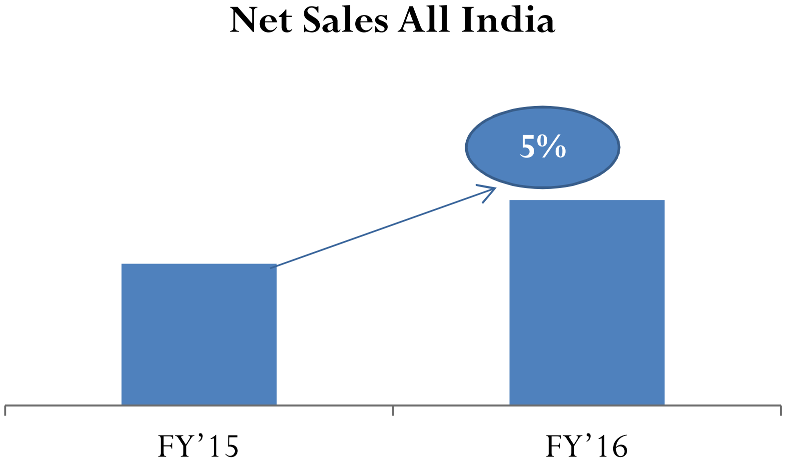


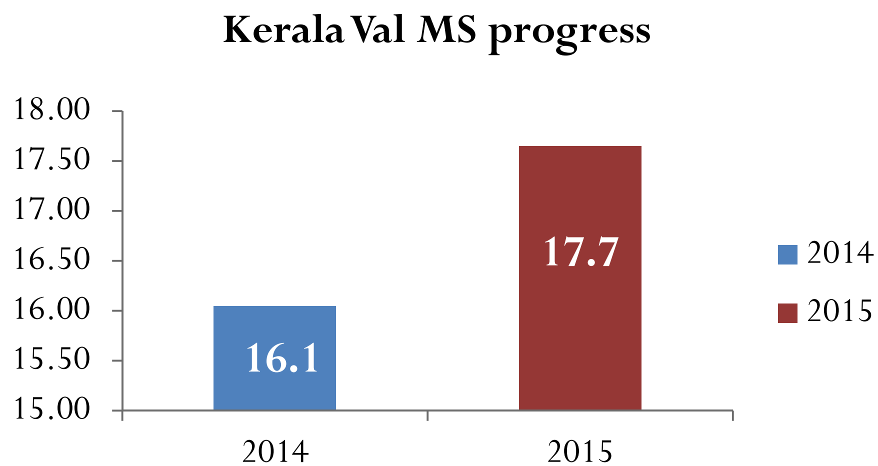
- Ujala increasing shares in a stagnant Fabric Whitener category
- Ujala FY'16 at positive 4% on the back of new communication theme targeting new users

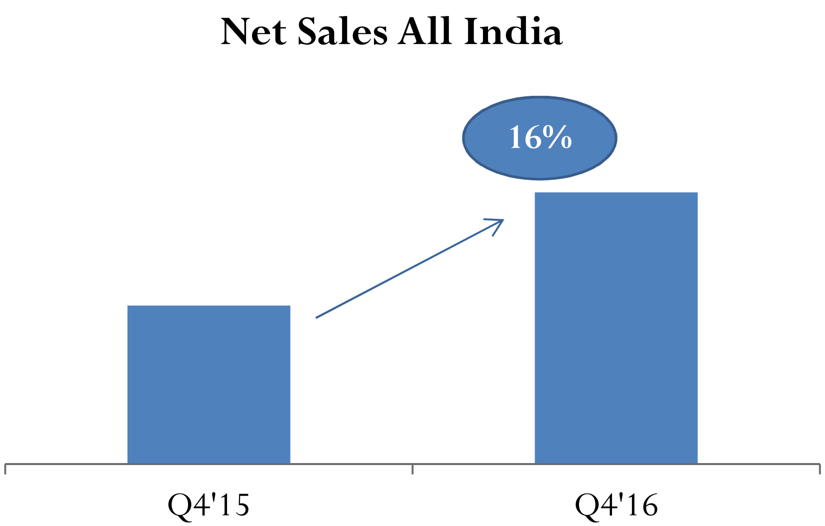


Ujala Detergent Performance

Source: AC Nielsen



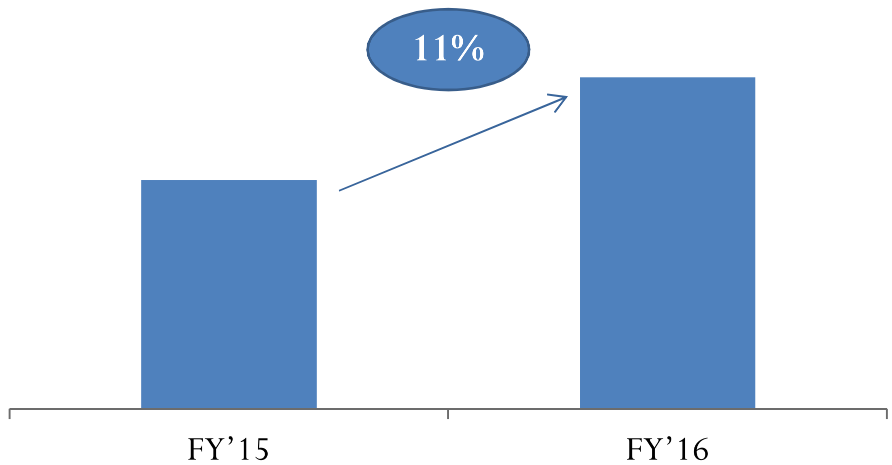




- Brand re-launch with new proposition of **"Effortless Cleaning"** successful in increasing shares & driving internal growth

Ujala Fabric Stiffener Performance

Net Sales FY'16 (KERALA)



- Ujala Crisp & Shine growing at double digits in a mature Kerala market

- Brand extended to TN

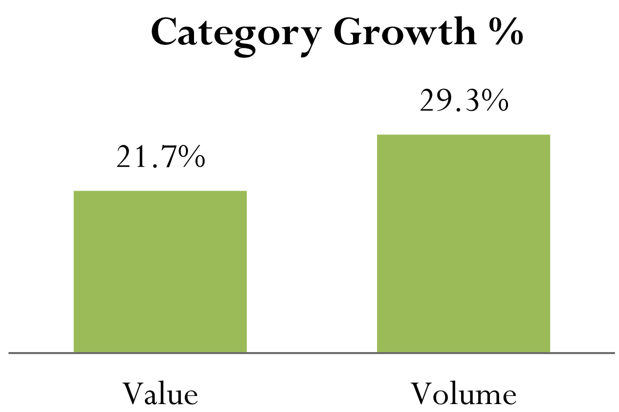
Detergents: Investing at the Top End

Detergents: Investing at the Top End

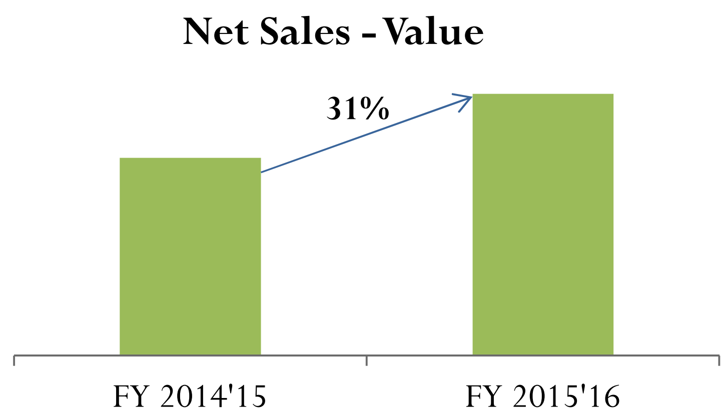
Henko Lintelligent : Breakthrough Innovation

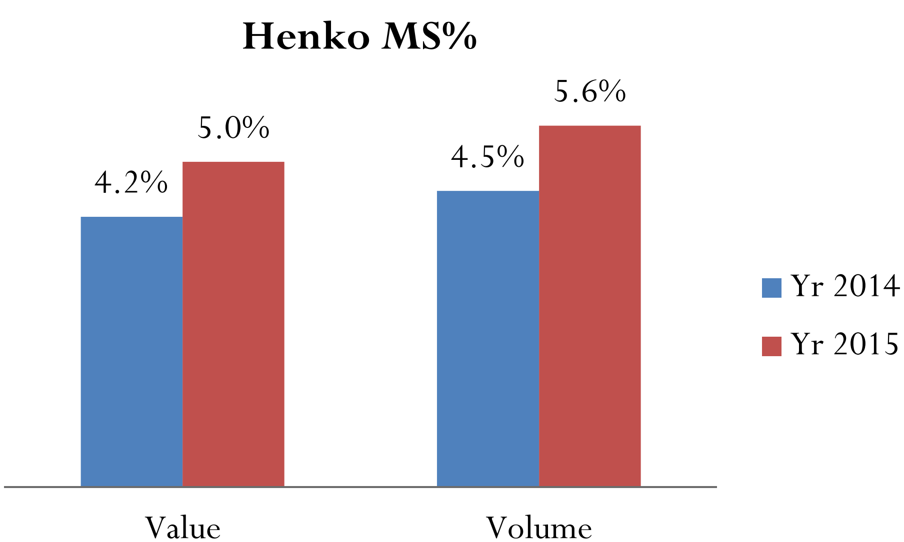
Strong consumer acceptance

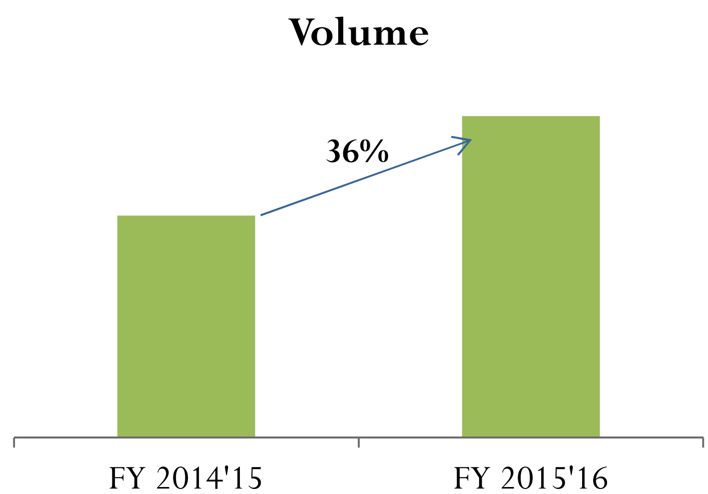
Laundry FY 16 : Matic Performance



*Source: AC Nielsen (Jan-Dec15)





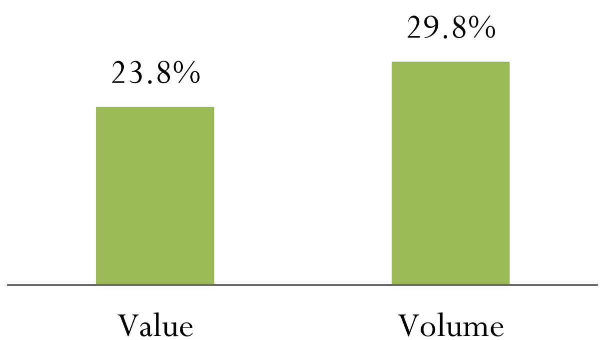


- Henkomatic is growing at 1.5 times the category.

*Source: AC Nielsen

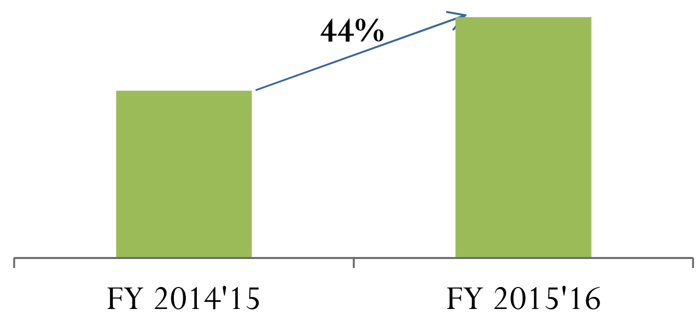
Laundry MQ 16 : Matic Performance

Market Growth %

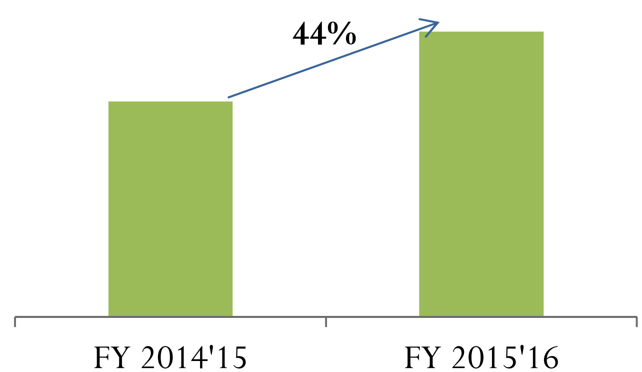


*Source: AC Nielsen (MQ 16)

Net Sales - Value



Volume



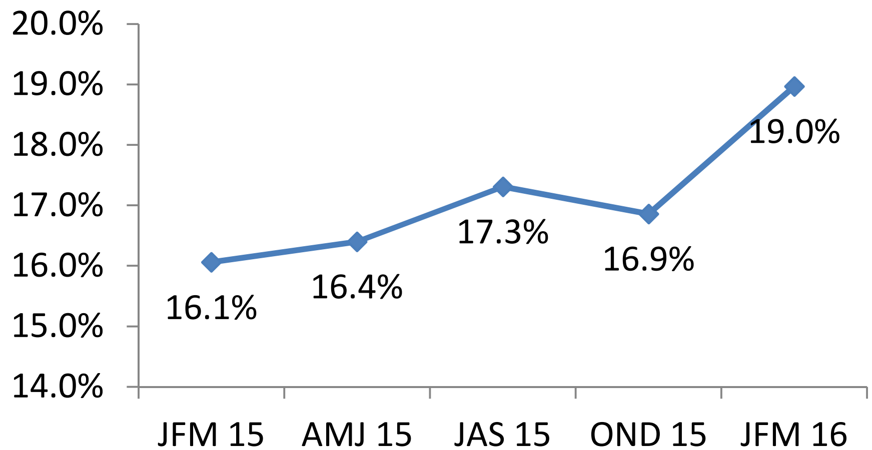
- In MQ, Henkomatic is growing at a brisk pace

Dish Wash

Path to Growth

Formidable # 2 in category

PRIL : Continuing Strong Growths

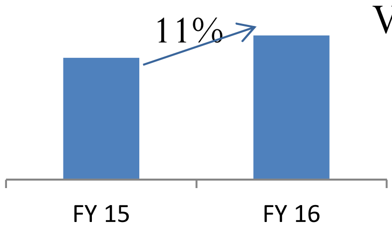


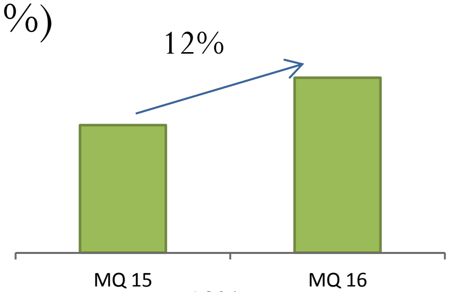
Source: AC Nielsen

FY 15 vs FY 16

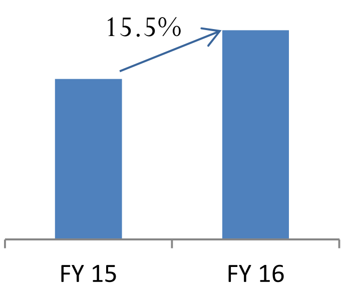
MQ 15 vs MQ 16

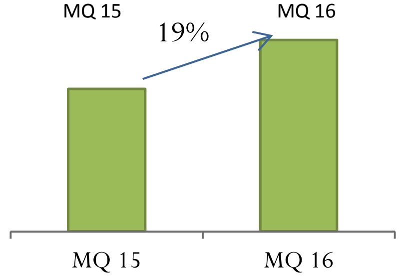
Volume Growth (in %)





Value Growth (in %)





PRIL Bar: Premium Innovation

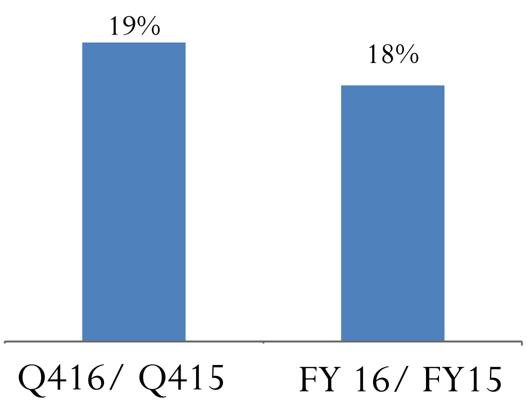
FOR THE FIRST TIME IN INDIA
YOUR FAVOURITE **SUPERIOR DEGREASER**
'PRIL BAR' WITH THE
POWER OF ACTIVE BOOSTERS

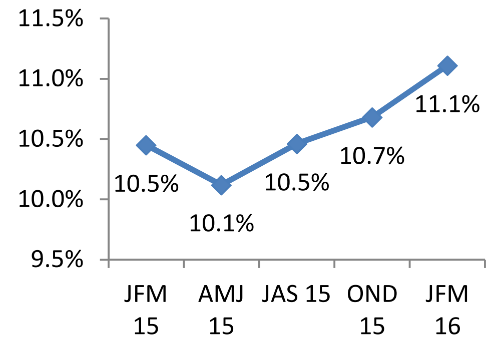
500 GM MONTHLY PACK

- Innovative Tamper proof Monthly Pack
- Superior product – premium pricing

Exo Dishwash

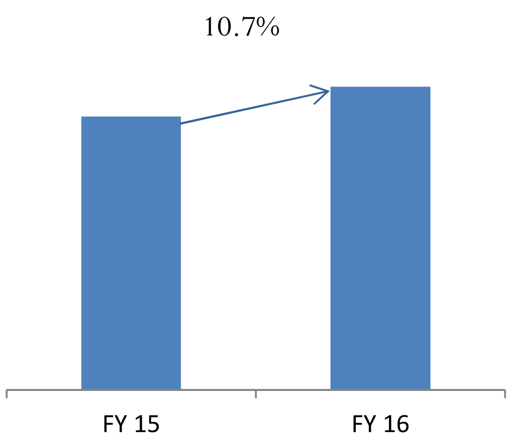
Net Sales - Volume

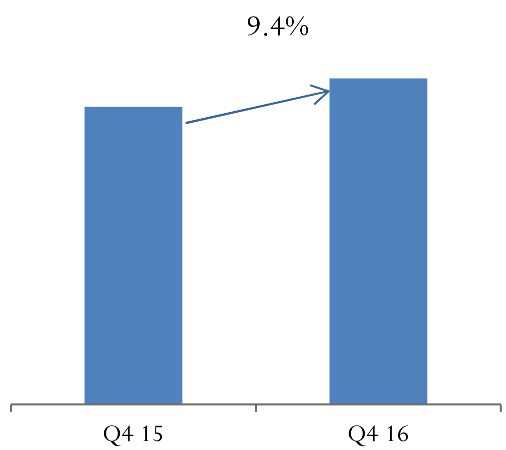




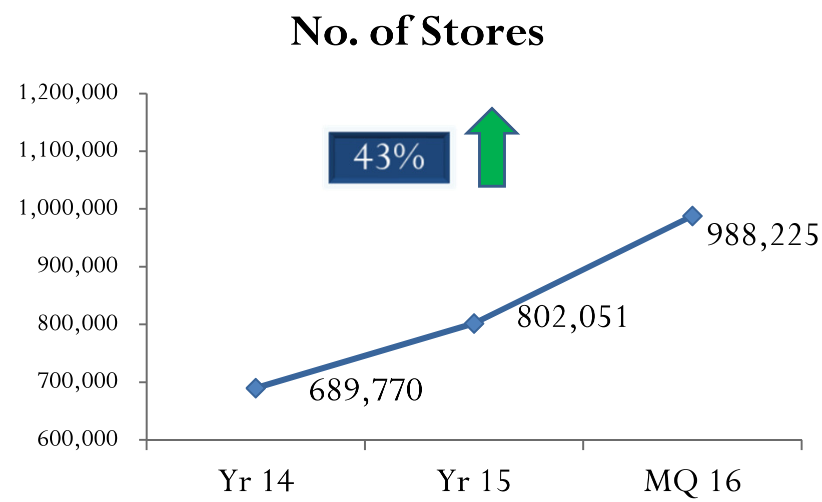
*Source: AC Nielsen

Net Sales - Value





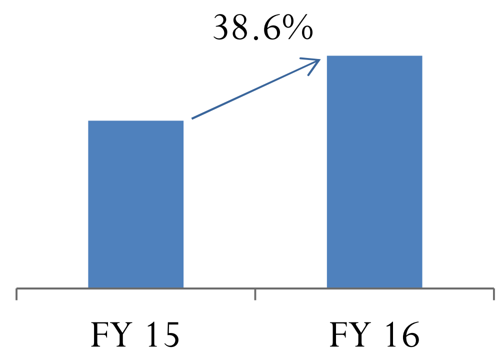
Exo Dishwash bar



- Superior Touch & Shine formulation
- Strengthened Anti-bac reinforcement

Exo Scrubber

Net Sales – Value Exo Bactoscrub



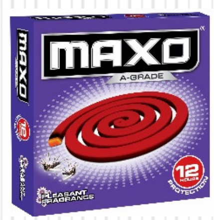
India's first & Only Antibacterial scrubber

Offers longer life

Offers malodour protection

Household insecticide

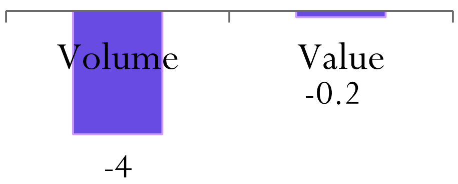
Strengthening position in the category



Maxo Coil FY 16

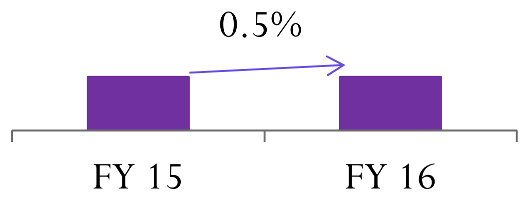
FY 16: Grew share in 2015 in a declining category

Market Growth %

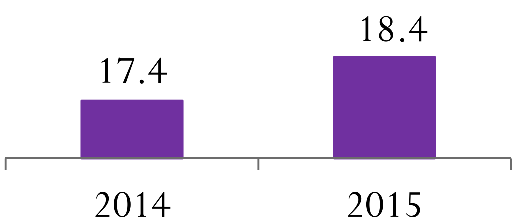


*Source: AC Nielsen (Jan-Dec15)

Net Sales - Volume

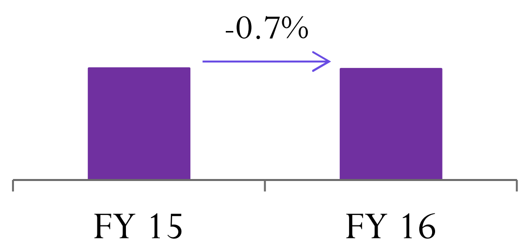


Value Market Share %

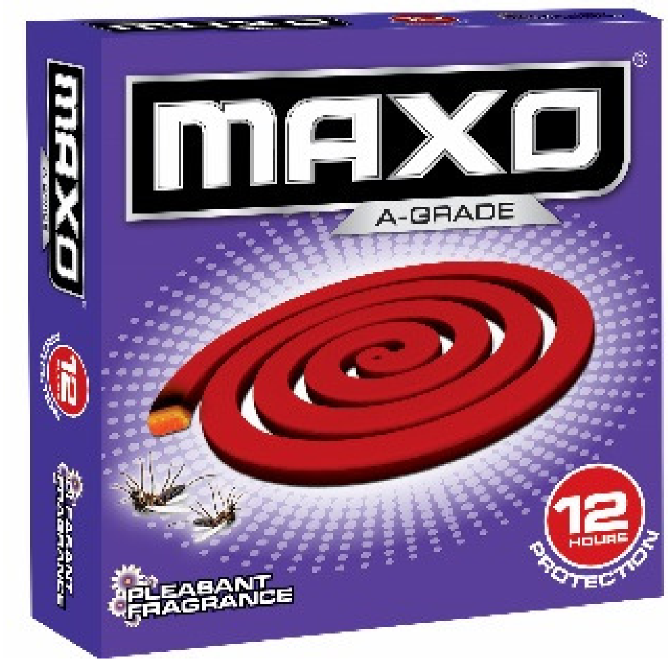


*Source: AC Nielsen

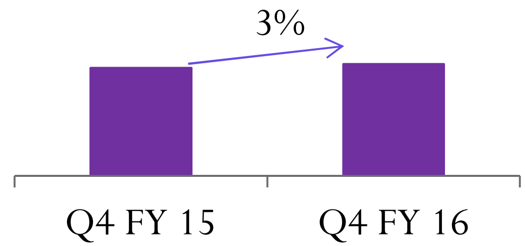
Net Sales - Value



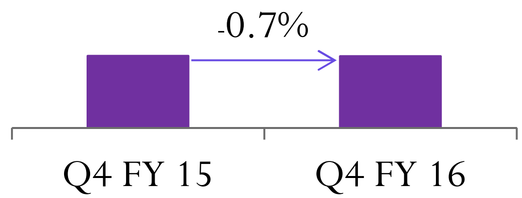
Maxo Coil Q4 FY 16



Net Sales - Volume



Net Sales - Value

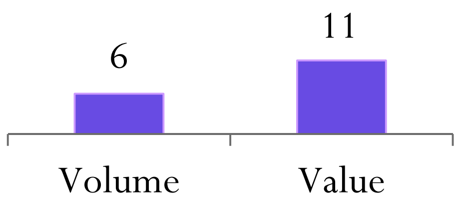


- Market growth remains sluggish

Maxo LV FY 16

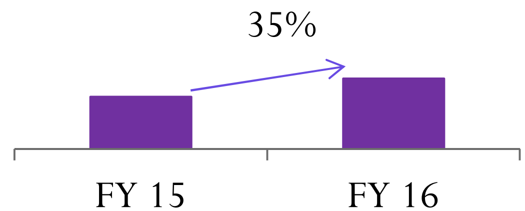
FY 16: Grew share in 2015

Market Growth %

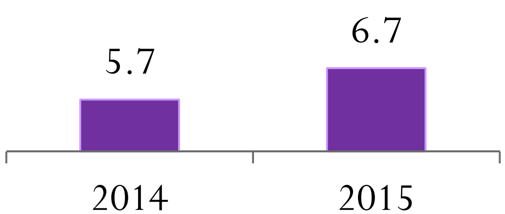


*Source: AC Nielsen (Jan-Dec15)

Net Sales - Volume

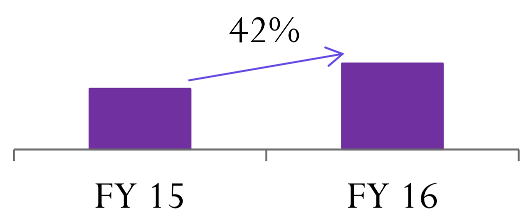


Value Market Share %



*Source: AC Nielsen

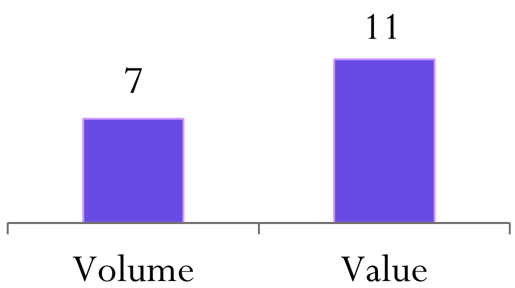
Net Sales - Value



- Maxo LV growth ahead of category growth

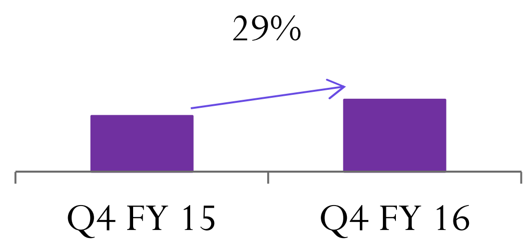
Maxo LV Q4 FY 16

Market Growth %

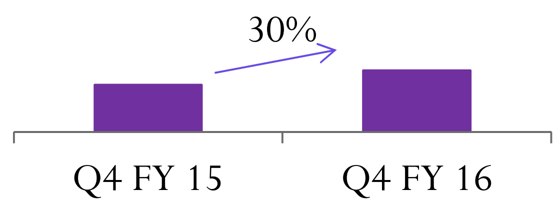


*Source: AC Nielsen (MQ'16 over MQ'15)

Volume Growth



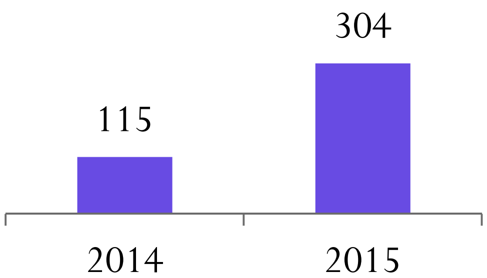
Value Growth



- Maxo LV growth ahead of category growth
- Thrust on excellence in execution

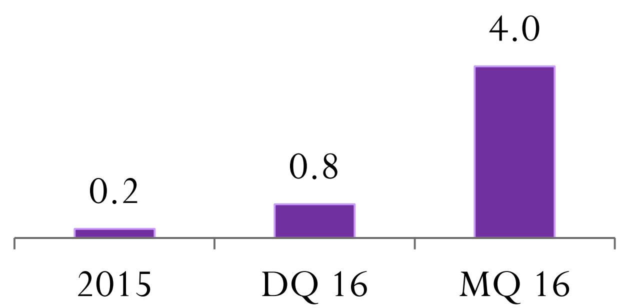
Maxo Card MQ 16

Market Size Rs. Cr



Source: AC Nielsen (Jan-Dec)

Value Market Share %



Net Sales – 4 months

FY16	Rs. lakh
Magic Card	1029

- Intensive media spends in key markets
- Supported by on ground activations

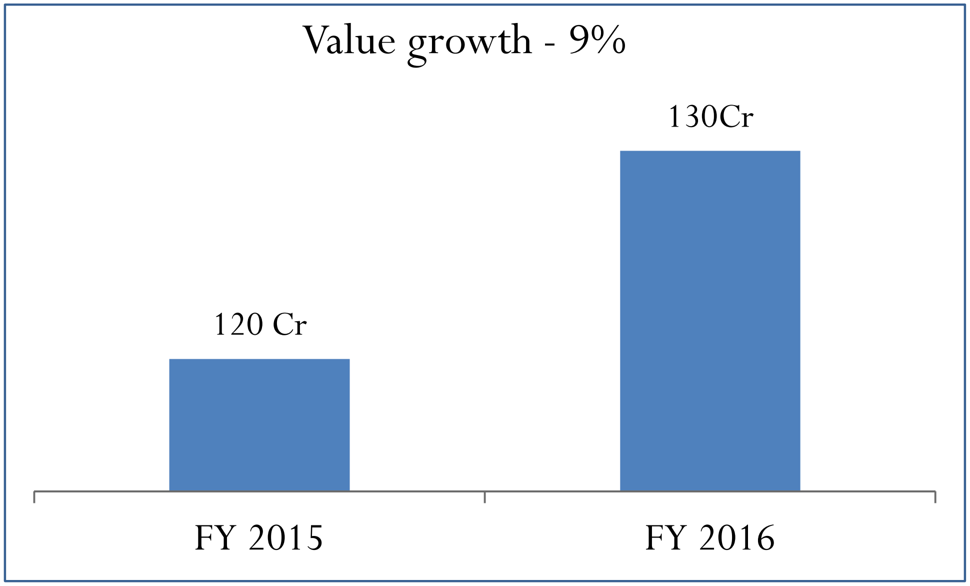
- Emerged as no. 2 player in Kerala & Karnataka
- 7%+ share in 5 states

Our ambition is to be the no. 2 player nationally

Personal Care

UNIQUE POSITION

Margo – Sales Performance



- West Zone grew at 21% in the same period.
  - High potential market going forward

- Q4 FY15 Vs Q4 FY 16 growth remained flat

Margo – Since 1920. Powerful Equity

Mega Consumer Trend: Natural Skin Care

Margo to leverage on its natural equity 'Known for Original/pure Neem'

Objective: To make *"Original Neem"* a part of the consumer's skin care regime

How?

- Margo is made with neem oil extracted from fallen neem buds that are freshly collected
- Undiluted form of Neem Oil is used in the soap making
- Process of making is unique and unmatched to any of the other players

Extending Margo Equity

Margo Glycerine Launch

Innovation Future

To leverage equity of 'Original Neem' through extensions offering sensorial delight

Our Go To Market Strategy

Build Brand Presence in Large Urban Markets

- Win in > 5 Lac towns
- Enhance presence in Open Format Outlets

Grow aggressively in Modern Trade

- Enhance Presence
- Reconfigure to service better

Selectively build Small town & Rural reach

- Enhance Reach profitably for channel partners
- Activate feeder towns

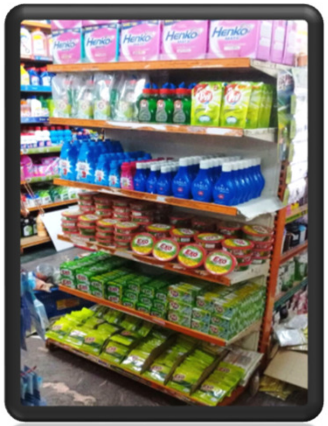
Exploring New Channels

- Mass Market
- HORECA (Institutional)

Significantly enhance our Front Line Field Resources

SALES CAPABILITIES

Winning with Shoppers



Priority Outlets –
Shopper Led Activity for Off take generation

❖ **Channel Specific Plans :**

- **Focus visibility plans**
- **Increase in Share of shelf in Priority Outlets**
- **<u>Strong Market share gains</u>**

Total POs	Contribution to Urban Sales	% Growth
~7000	~25%	25%

Assortment increase ~100%

SALES CAPABILITIES

Driving Efficiencies through better information guided planning

DMS Package Roll out

Nearly 259 Super stockiest who cater to 4286 Sub Stockiest.

- **Merits :**
  - **Effective coverage / Stockiest efficiency**
  - **Visibility of Scheme Utilisation**
  - **Real time Sales Performance Tracking**
  - **Claim process simplified**
  - **Increase efficiency by reducing admin overhead**

SALES CAPABILITIES

Direct Rural footprint increased

- **42,200 Rural Outlets added in year 2015-16 over 2014-15**

Market Scenario and Way forward

- **While demand continues to be soft, good monsoon expected to help drive rural sales.**

- **Increased coverage and rural GTM plans expected to sustain growths.**

- **We see no abatement in price competition in laundry and dish wash.**

- **We will be able to sustain our volume growth ahead of industry.**

Thank you