

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 20, 2017

To,

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

Scrip Code: JYOTHYLAB

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

Scrip Code: 532926

Dear Sirs,

Sub: Outcome of the Board Meeting held on January 20, 2017

With reference to the captioned subject and Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Board of Directors of the Company at its meeting held today at 11.45 a.m. and concluded at 12.45 p.m., approved the Un-audited Standalone and Consolidated Financial Results with Limited Review by the Statutory Auditors of the Company for the quarter and nine months ended December 31, 2016. A copy of the said Unaudited Financial Results accompanied with the Limited Review Report by the Statutory Auditors of the Company is attached herewith.

Also attached is the Press Release by the Company in respect of its performance during the quarter and nine months ended December 31, 2016.

Kindly take the above on your record and oblige.

Thanking you,

Yours faithfully,
For Jyothy Laboratories Limited

Shreyas Trivedi
Head- Legal & Company Secretary




Encl: As above.

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 and unaudited consolidated financial results of Jyothy Group comprising Jyothy Laboratories Limited ('the Company') and its subsidiaries (together, 'the Group'), for the quarter ended December 31, 2016 and year to date from April 01, 2016 to December 31, 2016 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. 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 of Rs. 416 lacs for the quarter ended December 31, 2016 and total assets of Rs. 2,031 lacs as at December 31, 2016, included in the accompanying unaudited consolidated financial results relating to 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. Our conclusion is not qualified in respect of this matter.
4. Based on our review conducted as above on the unaudited interim financial results and other information relating to certain components certified by management and provided to us, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder 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, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S R B C & CO LLP
ICAI Firm registration number: 324982E/E300003
Chartered Accountants


per Vikram Mehta
Partner
Membership No.: 105938



Place: Mumbai
Date: January 20, 2017

JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC128651)
STATEMENT OF STANDALONE/CONSOLIDATED UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2016
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.

Amount (Rs in lacs)

Particulars	Standalone					Consolidated				
	Quarter ended			Nine months ended		Quarter ended			Nine months ended	
	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Total Income from operations (net)	38,445	41,660	36,875	123,583	115,997	40,005	43,391	38,829	128,832	121,523
Net Profit before tax	3,744	4,769	3,557	14,800	11,729	3,145	4,303	3,135	13,407	10,210
Net Profit after tax	2,929	3,840	2,604	11,855	8,588	2,151	3,202	2,018	9,944	6,580
Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)]	2,844	3,822	2,590	11,735	8,544	2,066	3,185	2,012	9,813	6,552
Paid up Equity Share Capital	1,816	1,816	1,811	1,816	1,811	1,816	1,816	1,811	1,816	1,811
Earnings Per Share (of Re 1 each)										
Basic earnings per share (Rs)	1.61	2.12	1.44	6.53	4.74	1.18	1.77	1.11	5.48	3.63
Diluted earnings per share (Rs)	1.60	2.10	1.42	6.47	4.67	1.17	1.75	1.10	5.42	3.58

Notes :

- The above unaudited financial results of the Company for the nine month ended December 31, 2016 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 20, 2017.
- The Company has adopted Indian Accounting Standard ("Ind AS") from April 1, 2016 and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder.
- The above is an extract of the detailed format of nine months ended financial results filed with the Stock Exchange under Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015.
- In the current quarter, the Company has redeemed 4,000 Zero Coupon, listed, non-convertible debentures of Rs. 10 lakhs each aggregating to Rs. 40,000 lakhs at a total premium of Rs. 14,720 Lacs. Further, during the quarter, the Company has issued 4,000 unlisted, non-convertible debentures of Rs. 10 lakhs each aggregating to Rs. 40,000 lakhs. These debentures carry a coupon rate of 7.2% p.a upto March 31, 2017, 7.5% p.a from April 1, 2017 to November 30, 2017 and 8% p.a from December 1, 2017 to November 9, 2018. 50% of the debenture amount is repayable at par at the end of the 14th month from the date of allotment, while the balance 50% is repayable at par at the end of 23rd month from the date of allotment.
- The full format of the nine months ended financial results are available on Company's website at www.jyothy laboratories.com and the Stock Exchange's Website at www.nseindia.com and www.bseindia.com.

For and on behalf of the board



(Signature)

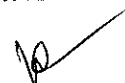
M.P. Ramachandran
Chairman and Managing Director
DIN : 00553406

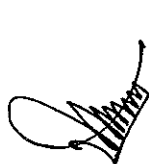

Place: Mumbai
Date: January 20, 2017

JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC128651)
STATEMENT OF STANDALONE/CONSOLIDATED UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2016
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.

Amount (Rs in lacs)

Particulars	Standalone					Consolidated				
	Quarter ended			Nine months ended		Quarter ended			Nine months ended	
	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Income from operations										
(a) Net Sales (gross of excise duty and service tax)	38,393	41,618	36,812	123,450	115,831	39,953	43,349	38,766	128,699	121,359
(b) Other Operating Income	52	42	63	133	166	52	42	63	133	164
Total Income from operations	38,445	41,660	36,875	123,583	115,997	40,005	43,391	38,829	128,832	121,523
Expenses										
(a) Cost of raw material and components consumed	9,872	13,980	11,374	36,726	36,532	10,331	14,456	11,630	38,055	37,304
(b) Purchase of traded goods	8,498	11,668	7,837	29,123	24,481	7,950	11,195	7,677	27,848	24,050
(c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	2,558	(4,284)	(140)	(1,479)	(953)	2,611	(4,335)	(166)	(1,508)	(960)
(d) Excise duty and service tax paid/ payable	1,366	1,612	1,480	4,473	4,594	1,614	1,874	1,654	5,153	5,052
(e) Employee cost	3,708	3,706	3,522	11,254	10,466	4,309	4,370	4,163	13,140	12,309
(f) Employee stock option expenses	19	52	227	217	1,888	19	52	227	217	1,888
(g) Advertisement and sales promotion expense	2,532	3,036	2,810	8,594	8,459	2,694	3,162	3,004	9,039	9,044
(h) Depreciation, amortisation and impairment	1,343	1,342	1,335	3,997	3,971	734	732	739	2,174	2,141
(i) Other expenditure	4,766	5,552	4,739	15,471	14,846	5,411	6,247	5,508	17,504	16,918
Total expenses	34,662	36,664	33,184	108,376	104,284	35,673	37,753	34,436	111,622	107,746
Profit from Operations before Other Income, Finance cost and Tax	3,783	4,996	3,691	15,207	11,713	4,332	5,638	4,393	17,210	13,777
Other Income	1,268	1,278	1,240	3,836	4,278	257	309	240	855	1,086
Profit from ordinary activities before Finance cost and Tax	5,051	6,274	4,931	19,043	15,991	4,589	5,947	4,633	18,065	14,863
Finance Cost	1,307	1,505	1,374	4,243	4,262	1,444	1,644	1,498	4,658	4,653
Profit from ordinary activities before tax	3,744	4,769	3,557	14,800	11,729	3,145	4,303	3,135	13,407	10,210
Tax Expense	815	929	953	2,945	3,141	1,079	1,193	1,209	3,736	3,908
Profit after tax from ordinary activities before minority Interest	2,929	3,840	2,604	11,855	8,588	2,066	3,110	1,926	9,671	6,302
Minority Interest	-	-	-	-	-	(85)	(92)	(92)	(273)	(278)
Net Profit for the period	2,929	3,840	2,604	11,855	8,588	2,151	3,202	2,018	9,944	6,580
Other Comprehensive Income (net of tax)	(85)	(18)	(14)	(120)	(44)	(85)	(17)	(6)	(131)	(28)
Total Comprehensive Income	2,844	3,822	2,590	11,735	8,544	2,066	3,185	2,012	9,813	6,552

SIGNED FOR IDENTIFICATION
BY

SRBC & CO LLP
MUMBAI

JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC128651)
STATEMENT OF STANDALONE/CONSOLIDATED UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2016
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.

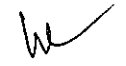
Particulars	Standalone					Consolidated				
	Quarter ended			Nine months ended		Quarter ended			Nine months ended	
	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Paid up equity share capital (Face value of Re 1 each)	1,816	1,816	1,811	1,816	1,811	1,816	1,816	1,811	1,816	1,811
Earnings Per Share (Rs)										
Basic earnings per share (Rs)	1.61	2.12	1.44	6.53	4.74	1.18	1.77	1.11	5.48	3.63
Diluted earnings per share (Rs)	1.60	2.10	1.42	6.47	4.67	1.17	1.75	1.10	5.42	3.58
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised

Notes :

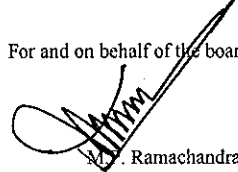
- The above unaudited financial results of the Company for the quarter and nine months ended December 31, 2016 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 20, 2017.
- The Company adopted Indian Accounting Standard ("Ind AS") from April 1, 2016 and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder. The date of transition to Ind AS is April 1, 2015. The impact of transition has been accounted for in opening reserves and the comparative period results have been restated accordingly. The opening balance sheet as at April 1, 2015 and the results for the subsequent period would get finalised along with the annual financial statements for the year ended March 31, 2017.
- In the current quarter, the Company has redeemed 4,000 Zero Coupon, listed, non-convertible debentures of Rs. 10 lakhs each aggregating to Rs.40,000 lakhs at a total premium of Rs.14,720 Lacs. Further, during the quarter, the Company has issued 4,000 unlisted, non-convertible debentures of Rs. 10 lakhs each aggregating to Rs. 40,000 lakhs. These debentures carry a coupon rate of 7.2% p.a upto March 31, 2017, 7.5% p.a from April 1, 2017 to November 30, 2017 and 8% p.a from December 1, 2017 to November 9, 2018. 50% of the debenture amount is repayable at par at the end of the 14th month from the date of allotment, while the balance 50% is repayable at par at the end of 23rd month from the date of allotment.
- Reconciliation of Net Profit as previously reported on account of transition from the previous India GAAP to Ind-AS for the quarter ended 31st December, 2015:

Particulars	Rs in Lacs	Rs in Lacs	Rs in Lacs	Rs in Lacs
	Quarter ended		Nine months ended	
	Standalone Unaudited	Consolidated Unaudited	Standalone Unaudited	Consolidated Unaudited
Reconciliation of Net profit as reported earlier:				
Net profit for the period (as per IGAAP)	3,869	3,899	12,363	12,234
(i) Impact of fair valuation of financial assets & ESOP	(2)	12	3	12
(ii) Actuarial loss on Defined Benefit plans reclassified to other comprehensive income	23	12	68	51
(iii) Amortisation of Goodwill no longer allowed & reversed	359	-	1,075	-
(iv) Interest computed on Zero Coupon Debenture earlier accounted in securities premium now adjusted in statement of profit and loss	(1,315)	(1,419)	(3,793)	(4,101)
(v) Deferred tax adjustments	(329)	(584)	(1,128)	(1,892)
(vi) Share in loss apportioned to minority shareholders	-	96	-	276
Net profit for the period (as per Ind AS)	2,605	2,016	8,588	6,580
Other Comprehensive income (net of tax)	(14)	(6)	(44)	(28)
Total Comprehensive Income as per Ind AS	2,591	2,010	8,544	6,552

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

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SRBC & CO LLP
MUMBAI




For and on behalf of the board

Ramachandran
Chairman and Managing Director
DIN : 00553406


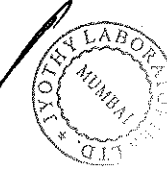
Place: Mumbai
Date: January 20, 2017

JYOTHY LABORATORIES LIMITED
REPORTING OF SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

Amount (Rs in lacs)

Particulars	Standalone					Consolidated				
	Quarter ended			Nine months ended		Quarter ended			Nine months ended	
	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Segment Revenue :										
A. Dishwashing	12,441	12,879	11,968	38,453	35,313	12,541	12,987	12,221	38,934	36,064
B. Fabric Care	17,113	17,341	15,445	54,786	50,575	17,294	17,599	15,714	55,593	51,515
C. Household Insecticides	4,612	6,748	5,330	15,061	15,878	4,530	6,757	5,343	15,009	15,940
D. Personal Care	3,368	3,556	3,395	12,442	11,922	3,399	3,648	3,427	12,634	12,054
E. Laundry service	-	-	-	-	-	1,288	1,263	1,297	3,802	3,642
F. Others	910	1,122	674	2,843	2,161	952	1,123	764	2,862	2,162
Total	38,444	41,646	36,812	123,585	115,849	40,004	43,377	38,766	128,834	121,377
Less: Inter Segment Revenue	(51)	(28)	-	(135)	(18)	(51)	(28)	-	(135)	(18)
Net Sales	38,393	41,618	36,812	123,450	115,831	39,953	43,349	38,766	128,699	121,359
Segment Results:										
Profit / (Loss) before tax and finance cost										
A. Dishwashing	1,093	1,511	839	4,494	3,141	1,240	1,748	1,109	5,149	3,822
B. Fabric Care	2,731	2,925	2,397	9,819	7,686	3,140	3,402	2,947	11,273	9,196
C. Household Insecticides	44	250	292	188	333	45	253	317	212	394
D. Personal Care	261	600	518	1,715	1,696	470	815	695	2,367	2,282
E. Laundry service	-	-	-	-	-	(232)	(336)	(288)	(818)	(849)
F. Others	60	95	(16)	98	22	64	80	(84)	85	30
Total	4,189	5,381	4,030	16,314	12,878	4,727	5,962	4,696	18,268	14,875
Less: (i) Finance cost	(1,307)	(1,505)	(1,374)	(4,243)	(4,262)	(1,444)	(1,644)	(1,498)	(4,658)	(4,653)
(ii) Other unallocable expenditure	(382)	(376)	(352)	(1,065)	(1,118)	(384)	(373)	(346)	(1,066)	(1,117)
Add: Unallocable Income	1,244	1,269	1,253	3,794	4,231	246	358	283	863	1,105
Profit Before Tax	3,744	4,769	3,557	14,800	11,729	3,145	4,303	3,135	13,407	10,210

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**SRBC & CO LLP
MUMBAI**





Particulars	Standalone					Consolidated				
	Quarter ended			Nine months ended		Quarter ended			Nine months ended	
	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015	31.12.2016	30.09.2016	31.12.2015	31.12.2016	31.12.2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Segment Assets										
A. Dishwashing	11,430	13,455	10,403	11,430	10,403	9,192	11,100	7,799	9,192	7,799
B. Fabric Care	39,517	42,646	39,527	39,517	39,527	29,819	32,543	27,810	29,819	27,810
C. Household Insecticides	15,980	15,586	14,509	15,980	14,509	15,950	15,539	14,500	15,950	14,500
D. Personal Care	10,273	11,116	9,581	10,273	9,581	6,280	6,919	4,826	6,280	4,826
E. Laundry service	-	-	-	-	-	6,456	8,539	7,685	6,456	7,685
F. Others	932	1,113	899	932	899	925	1,102	899	925	899
G. Unallocated assets	116,535	117,204	113,778	116,535	113,778	113,200	113,017	115,353	113,200	115,353
Total	194,667	201,120	188,697	194,667	188,697	181,822	188,759	178,872	181,822	178,872
Segment Liabilities										
A. Dishwashing	5,334	5,542	5,471	5,334	5,471	5,732	5,944	5,907	5,732	5,907
B. Fabric Care	8,131	8,516	7,247	8,131	7,247	8,870	9,175	7,772	8,870	7,772
C. Household Insecticides	3,440	4,288	3,173	3,440	3,173	3,417	4,250	3,172	3,417	3,172
D. Personal Care	3,042	3,076	2,983	3,042	2,983	3,099	3,123	3,029	3,099	3,029
E. Laundry service	-	-	-	-	-	1,549	764	693	1,549	693
F. Others	272	347	200	272	200	264	335	198	264	198
G. Unallocated liabilities	61,023	68,793	59,052	61,023	59,052	61,304	69,582	60,171	61,304	60,171
Total	81,242	90,562	78,126	81,242	78,126	84,235	93,173	80,942	84,235	80,942

Notes:

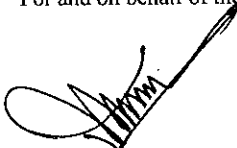
1 Dishwashing includes dish wash scrubber and scrubber steel, dish wash bar, liquid and powder. Fabric Care includes fabric whitener, fabric enhancer, bar soap and detergent powder. Household Insecticides includes mosquito repellent coil, liquid and card and insect repellents. Personal Care includes body soap, face wash, toothpaste, deodorants, talcum powder, after shave and moisturiser. Laundry services includes drycleaning and laundry. Others includes incense sticks and floorshine.

2 Based on the "management approach" as defined in Ind AS 108 - 'Operating Segments', the Chief Operating Decision Maker evaluates the Company's performance and allocate resources based on an analysis of various performance indicators by business segments and segment information is presented accordingly.

SIGNED FOR IDENTIFICATION
BY

SRBC & CO LLP
MUMBAI



For and on behalf of the board



M.P. Ramachandran
Chairman and Managing Director
DIN : 00553406

Place: Mumbai
Date: January 20, 2017

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY17 (Consolidated)

Net Sales up 3.1% at Rs. 399.5 crore

Net profit up 6.6% at Rs. 21.5 crore

Editor Synopsis

Q3FY17 v/s Q3FY16

- Net Sales at Rs. 399.5 crore v/s Rs. 387.7 crore, up 3.1%
- Net Profit at Rs. 21.5 crore v/s Rs. 20.2 crore, up 6.6%
- Operating EBIDTA margin at 12.7% v/s 13.8%
- EPS at Rs. 1.18 v/s Rs. 1.11

YTD FY17 v/s YTD FY16

- Net Sales at Rs. 1,286.9 crore v/s Rs. 1,213.6 crore, up 6%
- Net Profit at Rs. 99.4 crore v/s Rs. 65.8 crore, up 51.1%
- EBIDTA margin at 15.2% v/s 14.7%
- EPS at Rs. 5.48 v/s Rs 3.63

Mumbai, January 20, 2017: Jyothy Laboratories Ltd (JLL), the Indian FMCG company, today reported a Net Sales of Rs. 399.5 crore for the quarter ended December 31st, 2016 up 3.1% as against Rs. 387.7 crore for the corresponding quarter last year. During the same period, the Net Profit stood at Rs. 21.5 crore, as against Rs. 20.2 crore; up 6.6%.

The Operating EBIDTA margin for the quarter stood at 12.7% as against 13.8% reported in Q3FY16. The company reported Basic EPS of Rs. 1.18 as against Rs. 1.11 in the corresponding quarter of last year.



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

For the nine months period, JLL reported Net Sales of Rs. 1,286.9 crore compared to Rs. 1,213.6 crore during the corresponding period last year, a rise of 6.0%. Net Profit for 9MFY17 stood at Rs. 99.4 crore compared to Rs. 65.8 crore; up 51.1%.

The EBIDTA margin for the nine months period ended December 31st, 2016 was at 15.2% as against 14.7% reported in YTD FY16. The company reported EPS of Rs. 5.48 as against Rs. 3.63 of previous year.

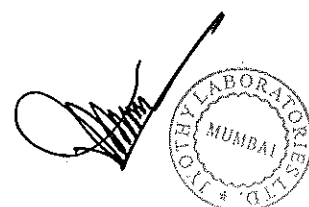
Consolidated Segmental Performance (Q3FY17 v/s Q3FY16)

- **Fabric Care: Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder**
 - Revenues for the quarter ended December 31st 2016 stood at Rs. 172.9 crore, up 10.1% compared to Rs. 157.1 crore in Q3FY16. Segment Results for the same period stood at Rs. 31.4 crore over Rs. 29.5 crore reporting a rise of 6.5%.

- **Dishwashing: Includes Dish Wash Scrubber and Scrubber Steel, Dish Wash Bar, Liquid and Powder**
 - Revenues for the quarter ended December 31st 2016 stood at Rs. 125.4 crore up 2.6% as against Rs. 122.2 crore. Segment Results for the same period were recorded at Rs. 12.4 crore, as against Rs. 11.1 crore in Q3FY16 posting a growth of 11.8%.

- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid and Card**
 - Revenues for the quarter ended December 31st 2016 stood at Rs. 45.3 crore as against Rs. 53.4 crore, down by 15.2%. Segment Results for the same period were recorded at Rs. 0.45 crore, as against Rs. 3.2 crore in Q3FY16, a decrease of 85.8%.

- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
 - Revenues for the quarter ended December 31st 2016 stood at Rs. 34.0 crore down by 0.8% as against Rs. 34.3 crore. Segment Results for the same period were recorded at Rs. 4.7 crore, as against Rs. 6.9 crore in Q3FY16, a decrease of 32.5%.



The image shows a handwritten signature in black ink, followed by a circular stamp. The stamp contains the text "JLL LABORATORIES LTD. MUMBAI" around the perimeter.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "The business during the quarter was impacted by the demonetization drive. While wholesale trade was at total standstill for two weeks, our share from modern trade increased significantly as traders introduced a slew of cashless options for consumers.

The company also switched its production plans to maximize small SKU's besides rolling out a national plan with channel partners to drive sales and improve servicing.

As we enter the last quarter of FY17, the demand situation has started getting back to normal. We will continue with our strategy of investing in marketing and on ground activities to improve our market share and the company is committed of delivering growth ahead of industry."

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 and personal care products.

The company boasts of power brands like **Ujala, Maxo, Exo, Henko, Pril, and Margo** 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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