



UJALA

'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

January 17, 2018

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 17, 2018

With reference to the captioned subject, 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 1.05 p.m., approved the following:

1. Unaudited Standalone and Consolidated Financial Results with Limited Review by the Statutory Auditors of the Company for the quarter and nine months ended December 31, 2017. A copy of the said Unaudited Financial Results accompanied with the Limited Review Report by the Statutory Auditors of the Company is attached herewith;
2. Appointment of Mr. K. Ullas Kamath, Joint Managing Director & Chief Financial Officer of the Company as the Chief Investor Relations Officer (CIRO) in terms of Regulation 8(1) of the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 and Schedule A to the aforesaid Regulations;
3. Adoption of new set of Articles of Association by the Company with a view to bring in the consistency with the provisions of the Companies Act, 2013 and Rules thereunder, subject to approval of Shareholders of the Company in the ensuing Annual General Meeting.

Further to our letter dated December 8, 2017 addressed to the Stock Exchanges in accordance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Board at its meeting held today reconsidered the decision pertaining to exercise of put option available to the Company in respect of its outstanding 4,000 Secured, Redeemable, Unlisted, Non-convertible Debentures of Rs.10,00,000 (Rupees Ten Lacs) each aggregating to Rs.400 Crores (Rupees Four Hundred Crores) and borrowing by way of loan from Bank(s)/ Financial Institution(s) to the extent of Rs.400 Crores and approved the following:

1. Borrowing by way of loan from Bank(s)/ Financial Institution(s) to the extent of Rs.200 Crores instead of Rs.400 Crores;
2. Redemption of 50% of the Principal amount of each NCDs (i.e. Rs.5,00,000) aggregating to Rs.200 Crores and reduction of existing coupon rates on the balance 50% of Principal amount of each NCDs (i.e. Rs.5,00,000) aggregating to Rs.200 Crores instead of exercise of put option available to the Company.

Also attached is the Press Release by the Company in respect of its performance during the quarter and nine months ended December 31, 2017.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

For Jyothy Laboratories Limited

Shreyas Trivedi
Head - Legal & Company Secretary



Encl: As above.

BSR & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg, Mahalaxmi
Mumbai - 400 011
India

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Review report

To Board of Directors of Jyothy Laboratories Limited

We have reviewed the accompanying statement of unaudited standalone financial results ('the Statement') of Jyothy Laboratories Limited ('the Company') for the quarter and nine months ended 31 December 2017 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 17 January 2018. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (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.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized 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 and SEBI Circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

Without qualifying our report and as more fully described in Note 3 of the Statement, we draw attention to managerial remuneration paid/provided by the Company for the year ended 31 March 2017 in excess of limits prescribed under the Companies Act, 2013. As informed to us, the Company has filed revised application with the Central Government for approval of such excess remuneration. Pending approval, no adjustments are considered necessary in these Statement. Our conclusion is not modified in respect of this matter.

SRM

Review report (*Continued*)
Jyothy Laboratories Limited

The unaudited standalone financial results for the corresponding quarter and nine months ended 31 December 2016 and the audited standalone financial results for the year ended 31 March 2017 included in the Statement, were reviewed / audited by the predecessor auditor, whose limited review report dated 20 January 2017 and audit report dated 18 May 2017 expressed an unmodified opinion on those unaudited / audited standalone financial results, respectively.

For B S R & Co. LLP
Chartered Accountants
Firm's Registration No: 101248W/W-100022



Sreeja Marar
Partner
Membership No: 111410

Mumbai
17 January 2018

B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg, Mahalaxmi
Mumbai - 400 011
India

Telephone +91 (22) 4345 5300
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Review report

To Board of Directors of Jyothy Laboratories Limited

We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Jyothy Laboratories Limited ('the Company') and its subsidiaries (the Company and its subsidiaries constitute 'the Group') for the quarter and nine months ended 31 December 2017 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 17 January 2018. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (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.

The Statement include the results of the following entities:

- 1 Jyothy Fabricare Services Limited
- 2 Jyothy Kallol Bangladesh Limited
- 3 Snoways Launderers and Drycleaners Private Limited
- 4 Four Seasons Drycleaning Company Private Limited
- 5 JFSL – JLL (JV)

The financial results and other financial information of four subsidiaries have not been subjected to limited review and have been presented based on the financial information compiled by the Company's Management. The financial results of these subsidiaries reflect total revenue of Rs. 470 lacs and Rs. 1,234 lacs for the quarter and nine months ended 31 December 2017 respectively, total loss after tax of Rs. 16 lacs and Rs. 84 lacs and total comprehensive loss of Rs. 31 lacs and Rs. 106 lacs for the quarter and nine months ended 31 December 2017 respectively as considered in the unaudited consolidated financial results. Our conclusion on the unaudited consolidated financial

SKM

Review report (*Continued*)
Jyothy Laboratories Limited

results in so far as it relates to the amounts and disclosures in respect of these subsidiaries is based solely on the unaudited financial information. In our opinion and according to the information and explanations given to us by the Management, these financial results are not material to the Group. Our conclusion is not modified in respect of this matter.

Based on our review conducted as above and based on the consideration of interim financial information furnished to us by the management referred to in paragraph above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized 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 and SEBI Circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

Without qualifying our report and as more fully described in Note 3 of the Statement, we draw attention to managerial remuneration paid/provided by the Company for the year ended 31 March 2017 in excess of limits prescribed under the Companies Act, 2013. As informed to us, the Company has filed revised application with the Central Government for approval of such excess remuneration. Pending approval, no adjustments are considered necessary in these Statement. Our conclusion is not modified in respect of this matter.

The unaudited consolidated financial results for the corresponding quarter and nine months ended 31 December 2016 and the audited consolidated financial results for the year ended 31 March 2017 included in the Statement, were reviewed / audited by the predecessor auditor, whose limited review report dated 20 January 2017 and audit report dated 18 May 2017 expressed an unmodified opinion on those unaudited / audited consolidated financial results, respectively.

For **B S R & Co. LLP**
Chartered Accountants
Firm Registration No. 101248W/W-100022

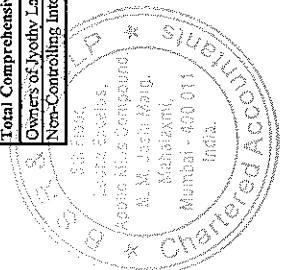


Sreeja Marar
Partner
Membership No: 111410

Mumbai
17 January 2018

JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC123651)
STATEMENT OF STANDALONE/CONSOLIDATED UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER ENDED DECEMBER 31, 2017
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai - 400059.

| Particulars | Amount (Rs. in lacs) | | | | | | | | | | | |
|-----------------------------------------------------------------------------------|----------------------|---------------|-------------------|-----------------|-----------------|-----------------|---------------|---------------|-------------------|-----------------|-----------------|-----------------|
| | Standalone | | | | | | Consolidated | | | | | |
| | Quarter ended | | Nine months ended | | Year ended | | Quarter ended | | Nine months ended | | Year ended | |
| | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.03.2017 | 31.12.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.12.2017 | 31.03.2017 |
| Revenue from operations | 41,840 | 41,925 | 38,562 | 1,21,221 | 1,24,517 | 1,69,816 | 43,121 | 39,826 | 1,24,696 | 1,28,312 | 1,74,919 | 1,74,919 |
| Other income | 227 | 380 | 221 | 785 | 708 | 1,140 | 227 | 257 | 832 | 855 | 1,068 | 1,068 |
| Total Income | 42,067 | 42,305 | 38,783 | 1,22,006 | 1,25,225 | 1,70,956 | 43,348 | 40,083 | 1,25,528 | 1,29,167 | 1,75,987 | 1,75,987 |
| Expenses | | | | | | | | | | | | |
| (a) Cost of materials consumed | 16,745 | 8,204 | 10,142 | 39,445 | 37,504 | 51,679 | 16,954 | 10,329 | 39,891 | 38,044 | 52,427 | 52,427 |
| (b) Purchase of stock in trade | 7,419 | 6,888 | 7,951 | 23,012 | 27,857 | 37,593 | 7,419 | 7,951 | 23,012 | 27,857 | 37,593 | 37,593 |
| (c) Changes in inventories of finished goods, stock in trade and work-in-progress | (2,082) | 7,114 | 2,612 | (894) | (1,508) | (608) | (2,078) | 2,612 | (909) | (1,508) | (608) | (608) |
| (d) Excise duty expense | - | 1,434 | 1,434 | 1,786 | 4,632 | 6,619 | - | 1,434 | 1,786 | 4,632 | 6,619 | 6,619 |
| (e) Employee benefit expense | 4,308 | 4,082 | 3,750 | 12,527 | 11,394 | 14,967 | 4,922 | 4,309 | 14,291 | 13,140 | 17,288 | 17,288 |
| (f) Employee stock option expense | - | (24) | 19 | (5) | 217 | 236 | - | (24) | (5) | 217 | 236 | 236 |
| (g) Finance cost | 1,059 | 1,043 | 1,307 | 2,961 | 4,243 | 5,089 | 1,203 | 1,444 | 3,397 | 4,658 | 5,647 | 5,647 |
| (h) Advertisement and sales promotion expense | 3,195 | 3,440 | 2,671 | 10,981 | 8,967 | 11,759 | 3,245 | 2,694 | 11,081 | 9,039 | 11,853 | 11,853 |
| (i) Depreciation and amortisation | 1,414 | 1,380 | 1,360 | 4,200 | 4,047 | 5,474 | 780 | 734 | 2,299 | 2,174 | 3,006 | 3,006 |
| (j) Other expenses | 5,186 | 4,967 | 4,826 | 15,682 | 15,708 | 21,532 | 5,729 | 5,412 | 17,312 | 17,505 | 24,061 | 24,061 |
| Total expenses | 37,244 | 37,094 | 36,072 | 1,09,695 | 1,13,061 | 1,54,360 | 38,174 | 36,938 | 1,12,155 | 1,15,758 | 1,58,122 | 1,58,122 |
| Profit before tax | 4,823 | 5,211 | 2,711 | 12,311 | 12,164 | 16,596 | 5,174 | 3,145 | 13,373 | 13,409 | 17,865 | 17,865 |
| Tax expenses - | 1,095 | 982 | 816 | 2,293 | 2,946 | (3,609) | 1,882 | 1,079 | 3,081 | 3,736 | (2,850) | (2,850) |
| Current tax | 944 | 1,008 | 816 | 2,407 | 4,126 | 3,431 | 945 | 816 | 2,409 | 3,436 | 4,126 | 4,126 |
| Adjustment of tax relating to earlier periods | - | - | - | - | - | 785 | - | - | - | - | - | 785 |
| Deferred tax | 151 | (26) | - | (114) | (1,180) | (7,825) | 937 | (26) | 672 | (390) | (6,771) | (6,771) |
| Net Profit for the period | 3,728 | 4,229 | 1,895 | 10,018 | 9,218 | 20,205 | 3,292 | 2,066 | 10,292 | 9,673 | 20,415 | 20,415 |
| Other Comprehensive Income | | | | | | | | | | | | |
| (a) Item that will not be reclassified to profit or loss | (45) | (48) | (130) | (146) | (184) | (177) | (49) | (48) | (146) | (194) | (184) | (184) |
| (b) Tax (expense)/benefit on item that will not be reclassified to profit or loss | 16 | 17 | 45 | 50 | 63 | 61 | 16 | 45 | 50 | 63 | 61 | 61 |
| (c) Item that will be reclassified to profit or loss | - | - | - | - | - | - | (16) | (44) | (22) | - | - | - |
| (d) Tax (expense)/benefit on item that will be reclassified to profit or loss | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Comprehensive Income for the period | (33) | (31) | (85) | (96) | (121) | (116) | (49) | (75) | (118) | (131) | (123) | (123) |
| Total Comprehensive Income for the period | 3,695 | 4,198 | 1,810 | 9,922 | 9,097 | 20,089 | 3,243 | 1,981 | 10,174 | 9,542 | 20,292 | 20,292 |
| Non-Controlling Interest | - | - | - | - | - | - | (181) | (187) | (85) | (273) | (399) | (399) |
| Total Comprehensive Income after Non-Controlling Interest | 3,695 | 4,198 | 1,810 | 9,922 | 9,097 | 20,089 | 3,424 | 2,066 | 10,708 | 9,815 | 20,691 | 20,691 |
| Profit/(loss) attributable to : | | | | | | | | | | | | |
| Owners of Jyothy Laboratories Limited | | | | | | | 3,473 | 4,768 | 2,153 | 10,826 | 9,945 | 30,812 |
| Non-Controlling Interest | | | | | | | (181) | (197) | (87) | (534) | (272) | (397) |
| Other Comprehensive Income attributable to : | | | | | | | | | | | | |
| Owners of Jyothy Laboratories Limited | | | | | | | (49) | (85) | (87) | (118) | (130) | (121) |
| Non-Controlling Interest | | | | | | | - | 10 | 2 | (1) | (2) | (2) |
| Total Comprehensive Income attributable to : | | | | | | | | | | | | |
| Owners of Jyothy Laboratories Limited | | | | | | | 3,424 | 4,683 | 2,066 | 10,708 | 9,815 | 20,691 |
| Non-Controlling Interest | | | | | | | (181) | (187) | (85) | (273) | (399) | (399) |



JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC128651)
STATEMENT OF STANDALONE/CONSOLIDATED UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER ENDED DECEMBER 31, 2017

Registered Office: Ujain House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.


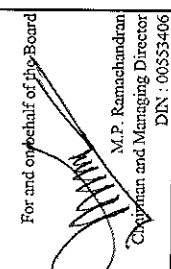
| Particulars | Standalone | | | | | | Consolidated | | | | | |
|--------------------------------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|----------------|-------------------|----------------|----------------|----------------|
| | Quarter ended | | Nine months ended | | Year ended | | Quarter ended | | Nine months ended | | Year ended | |
| | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.03.2017 | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.03.2017 |
| | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| Paid up equity share capital (Face value of Re 1 each) | 1,818 | 1,817 | 1,816 | 1,818 | 1,816 | 1,817 | 1,818 | 1,817 | 1,816 | 1,818 | 1,816 | 1,817 |
| Other equity | - | - | - | - | - | 65,365 | - | - | - | - | - | 1,08,236 |
| Earnings Per Share of face value Re 1 each | | | | | | | | | | | | |
| Basic earnings per share (Rs) | 2.05 | 2.33 | 1.04 | 5.51 | 5.08 | 11.12 | 1.81 | 2.52 | 1.14 | 5.66 | 5.33 | 11.24 |
| Diluted earnings per share (Rs) | 2.03 | 2.30 | 1.04 | 5.46 | 5.08 | 11.12 | 1.79 | 2.49 | 1.14 | 5.66 | 5.33 | 11.24 |
| | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised | Not Annualised |

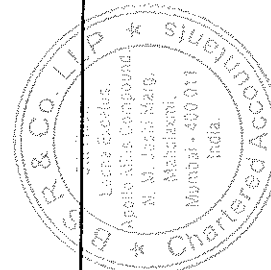
Notes :

- The above unaudited financial results of the Company for the quarter ended December 31, 2017 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 17, 2018. The above results have been subjected to Limited Review by the statutory auditors of the Company.
- The National Company Law Tribunal vide its Order dated March 01, 2017, approved the Scheme of Amalgamation of Jyothy Consumer Products Marketing Limited (JCPML) with the Company with effect from the Appointed date of April 1, 2016. The amalgamation has been accounted in accordance with the "Business combinations of entities under common control", as described in (Ind. AS) 103 "Business Combinations" and accordingly as per approved scheme, the said amalgamation has been accounted retrospectively for all periods presented including as at April 1, 2015 and hence the standalone financial information for the quarter and nine months ended December 31, 2016 have also been restated so as to include the financial information of JCPML. The difference between the book value of assets, liabilities and reserves of JCPML taken over as at April 1, 2015 and the amount of loans & investments made by the Company have been recorded as capital reserve in the Standalone financial statements of the Company. There is no impact of this amalgamation on the consolidated financial information of the Group as JCPML was already consolidated in the earlier years.
- In the earlier years, the Company had applied to the Central Government for approval of grant of ESOP's to a whole time director and CEO as the value of the ESOP's granted were expected to be in excess of the eligible limits under the Companies Act, as applicable. During financial year 16-17, certain ESOP's have been exercised by the Director and as managerial remuneration includes the perquisite value of ESOP's in the year in which it is exercised, the overall value of Managerial Remuneration for the year ended March 31, 2017 is in excess of the limits to the extent of Rs.783.64 lacs. The Company has received an approval from the Central Government on May 1, 2017 for an amount that can be paid to the director for the three years ending May 2017, however, the said ESOP's have not been considered separately. The Company has made a representation seeking approval of grant of ESOP's. On 3rd January 2018, the provisions of the section 197 of the Companies Act, 2013 is amended and accordingly all the pending applications with the central government shall abate, and the Company shall obtain the approval in accordance with the revised provision of the Act within a period of one year and pay remuneration to managerial personnel. Pending notification of the said amendment and necessary approval, the shares issued to the managerial personnel are held by him in trust.
- Sales for the quarters ended December 31, 2017 and September 30, 2017 is net of Goods and Service Tax (GST). However, Sales till period ended June 30, 2017 is gross of excise duty. Accordingly, the amounts are not fully comparable.
- During the quarter, the Company has allotted 56,308 equity shares of Re. 1/- each, at an exercise price of Re.1/- per equity share to the option grantees upon exercise of options in terms of the Company's Employee Stock Option Scheme. As a result of such allotment, the paid-up equity share capital of the Company has increased from 181,737,779 equity shares of Re. 1/- each to 181,794,087 equity shares of Re. 1/- each.
- Previous period / year's figures have been regrouped/rearranged wherever necessary.

Place: Mumbai

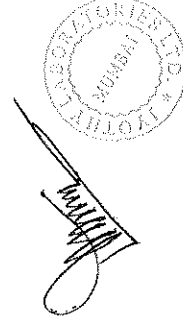
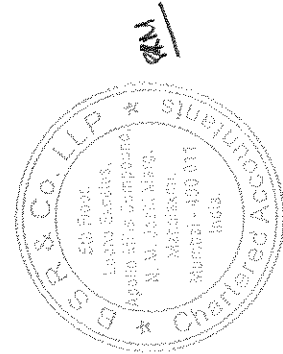
Date: January 17, 2018


 For and on behalf of the Board

 M.P. Ramachandran
 Chairman and Managing Director
 DIN : 00333406


 Chartered Accountants
 Laxmi Exortus,
 Apollo Alpha Compound,
 M. M. Jeebhani Marg,
 Malabar Hill,
 Mumbai - 400 011
 India.

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

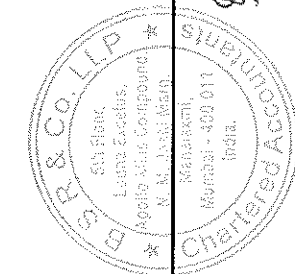
| Particulars | Amount (Rs in lacs) | | | | | | | | | | | |
|----------------------------------------------------|---------------------|---------------|-------------------|-----------------|-----------------|-----------------|---------------|---------------|-------------------|-----------------|-----------------|-----------------|
| | Standalone | | | | | | Consolidated | | | | | |
| | Quarter ended | | Nine months ended | | Year ended | | Quarter ended | | Nine months ended | | Year ended | |
| | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.03.2017 | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | Year ended |
| | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| Segment Revenue : | | | | | | | | | | | | |
| A. Dishwashing | 14,103 | 13,009 | 12,549 | 38,608 | 38,934 | 51,027 | 14,103 | 13,009 | 12,549 | 38,608 | 38,934 | 51,027 |
| B. Fabric Care | 18,690 | 16,430 | 17,138 | 52,589 | 55,080 | 73,101 | 18,840 | 16,497 | 17,294 | 52,917 | 55,593 | 73,791 |
| C. Household Insecticides | 3,753 | 6,460 | 4,526 | 13,227 | 15,009 | 26,119 | 3,753 | 6,460 | 4,526 | 13,227 | 15,009 | 26,119 |
| D. Personal Care | 4,452 | 5,072 | 3,400 | 14,059 | 12,634 | 15,957 | 4,452 | 5,072 | 3,400 | 14,059 | 12,634 | 15,957 |
| E. Laundry service | - | - | - | - | - | - | 1,131 | 999 | 1,108 | 3,147 | 3,282 | 4,413 |
| F. Others | 842 | 967 | 1,000 | 2,773 | 2,995 | 3,764 | 842 | 967 | 1,000 | 2,773 | 2,995 | 3,764 |
| Total | 41,840 | 41,938 | 38,613 | 1,21,256 | 1,24,652 | 1,69,968 | 43,121 | 43,004 | 39,877 | 1,24,731 | 1,28,447 | 1,75,071 |
| Less: Inter Segment Revenue | - | (13) | (51) | (35) | (135) | (152) | - | (13) | (51) | (35) | (135) | (152) |
| Net Sales | 41,840 | 41,925 | 38,562 | 1,21,221 | 1,24,517 | 1,69,816 | 43,121 | 42,991 | 39,826 | 1,24,696 | 1,28,312 | 1,74,919 |
| Segment Results: | | | | | | | | | | | | |
| Profit / (Loss) before tax and finance cost | | | | | | | | | | | | |
| A. Dishwashing | 2,097 | 1,694 | 1,121 | 4,463 | 4,794 | 5,995 | 2,216 | 1,814 | 1,242 | 4,819 | 5,151 | 6,467 |
| B. Fabric Care | 3,719 | 3,308 | 2,682 | 10,036 | 9,875 | 13,336 | 4,162 | 3,745 | 3,123 | 11,375 | 11,275 | 15,421 |
| C. Household Insecticides | (107) | 285 | 45 | (370) | 212 | 407 | (107) | 285 | 45 | (370) | 212 | 407 |
| D. Personal Care | 747 | 968 | 276 | 1,877 | 1,789 | 2,258 | 940 | 1,162 | 470 | 2,455 | 2,367 | 3,024 |
| E. Laundry service | - | - | - | - | - | - | (262) | (308) | (235) | (823) | (818) | (1,225) |
| F. Others | (304) | 26 | 63 | (131) | 86 | 166 | (304) | 26 | 64 | (131) | 85 | 166 |
| Total | 6,152 | 6,281 | 4,189 | 15,875 | 16,756 | 22,362 | 6,645 | 6,724 | 4,709 | 17,325 | 18,272 | 24,260 |
| Less: (i) Finance cost | (1,059) | (1,043) | (1,307) | (2,961) | (4,243) | (5,089) | (1,203) | (1,189) | (1,444) | (3,397) | (4,658) | (5,647) |
| (ii) Other unallocable expenditure | (493) | (408) | (385) | (1,376) | (1,066) | (1,755) | (491) | (409) | (384) | (1,375) | (1,066) | (1,754) |
| Add: Unallocable Income | 223 | 381 | 214 | 773 | 717 | 1,078 | 223 | 427 | 264 | 820 | 861 | 1,006 |
| Profit Before Tax | 4,823 | 5,211 | 2,711 | 12,311 | 12,164 | 16,596 | 5,174 | 5,553 | 3,145 | 13,373 | 13,409 | 17,865 |

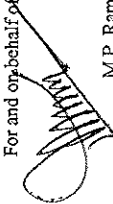


| Particulars | Standalone | | | | | | Consolidated | | | | | |
|----------------------------|-----------------|-----------------|-----------------|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|-----------------|
| | Quarter ended | | | Nine months ended | | | Quarter ended | | | Nine months ended | | |
| | 31.12.2017 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | 30.09.2017 | 31.12.2016 | 31.12.2017 | 31.12.2016 | Year ended |
| | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Year ended |
| Segment Assets | | | | | | | | | | | | |
| A. Dishwashing | 17,582 | 16,570 | 11,670 | 17,582 | 11,670 | 15,823 | 15,576 | 14,445 | 9,192 | 15,576 | 9,192 | 13,460 |
| B. Fabric Care | 39,661 | 41,291 | 41,072 | 39,661 | 41,072 | 40,784 | 30,310 | 31,475 | 29,819 | 30,310 | 29,819 | 29,951 |
| C. Household Insecticides | 15,604 | 14,824 | 15,950 | 15,604 | 15,950 | 14,583 | 15,604 | 14,824 | 15,950 | 15,604 | 15,950 | 14,583 |
| D. Personal Care | 10,429 | 11,013 | 10,300 | 10,429 | 10,300 | 10,427 | 7,175 | 7,567 | 6,280 | 7,175 | 6,280 | 6,596 |
| E. Laundry service | - | - | - | - | - | - | 13,589 | 13,464 | 13,916 | 13,589 | 13,916 | 13,558 |
| F. Others | 1,487 | 1,700 | 926 | 1,487 | 926 | 946 | 1,487 | 1,700 | 925 | 1,487 | 925 | 946 |
| G. Unallocated assets | 54,051 | 55,048 | 48,715 | 54,051 | 48,715 | 53,447 | 1,04,904 | 1,07,297 | 1,05,740 | 1,04,904 | 1,05,740 | 1,06,216 |
| Total | 1,58,794 | 1,40,446 | 1,28,633 | 1,58,794 | 1,28,633 | 1,36,010 | 1,88,645 | 1,90,772 | 1,81,822 | 1,88,645 | 1,81,822 | 1,85,310 |
| Segment Liabilities | | | | | | | | | | | | |
| A. Dishwashing | 7,910 | 6,790 | 5,733 | 7,910 | 5,733 | 5,718 | 7,910 | 6,790 | 5,732 | 7,910 | 5,732 | 5,719 |
| B. Fabric Care | 10,001 | 7,694 | 8,836 | 10,001 | 8,836 | 9,014 | 10,040 | 7,708 | 8,870 | 10,040 | 8,870 | 9,023 |
| C. Household Insecticides | 3,365 | 3,540 | 3,417 | 3,365 | 3,417 | 5,718 | 3,365 | 3,540 | 3,417 | 3,365 | 3,417 | 5,718 |
| D. Personal Care | 2,225 | 2,245 | 3,099 | 2,225 | 3,099 | 3,217 | 2,225 | 2,245 | 3,099 | 2,225 | 3,099 | 3,217 |
| E. Laundry service | - | - | - | - | - | - | 745 | 877 | 701 | 745 | 701 | 738 |
| F. Others | 310 | 380 | 264 | 310 | 264 | 280 | 310 | 380 | 264 | 310 | 264 | 280 |
| G. Unallocated liabilities | 52,819 | 61,331 | 52,994 | 52,819 | 52,994 | 46,698 | 58,766 | 67,191 | 62,155 | 58,766 | 62,155 | 52,379 |
| Total | 76,630 | 81,980 | 74,343 | 76,630 | 74,343 | 70,645 | 83,361 | 88,731 | 84,238 | 83,361 | 84,238 | 77,074 |

Notes:

- 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, toilet cleaner and floor shine.
- 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.
- Goodwill identifiable to operating segments are included in segment assets, however, where goodwill relates to multiple operating segments and it is not practicable to allocate between segments, it is included in unallocated assets.
- Finance cost is not allocated to any operating segments as the Company reviews the treasury and finance cost at the group level. Accordingly, borrowings are also considered in unallocated liabilities.



For and on behalf of the Board

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

Place: Mumbai
Date: January 17, 2018

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q3FY18 (Consolidated)

Net Sales at Rs. 431.2 crore, up by 15.9% on GST comparable revenue

Net profit at Rs. 32.9 crore, up by 59.3%

Editor Synopsis

Q3FY18 v/s Q3FY17

- Net Revenue at Rs. 431.2 crore v/s Rs. 372 crore (GST comparable), up by 15.9%
- Operating EBIDTA margin at 16.1% v/s 13.7% (On GST Adjusted sales)
- Net Profit at Rs. 32.9 crore v/s Rs. 20.7 crore, up 59.3%
- Basic EPS at Rs. 1.81 v/s Rs. 1.14

9MFY18 v/s 9MFY17

- Net Revenue at Rs. 1247 crore v/s Rs. 1215.3 crore (GST comparable), up by 2.6%
- Operating EBIDTA margin at 14.6% v/s 16.1% (On GST Adjusted sales)
- Net Profit at Rs. 102.9 crore v/s Rs. 96.7 crore, up 6.4%
- Basic EPS at Rs. 5.66 v/s Rs. 5.33

Mumbai, January 17, 2018: Jyothy Laboratories Ltd (JLL), the Indian FMCG company, today reported a Net Revenue of Rs. 431.2 crore for the quarter ended December 31, 2017 up 15.9% as against GST comparable Net Revenue of Rs. 372 crore for the corresponding quarter last year. During the same period, the Net Profit stood at Rs. 32.9 crore as against Rs. 20.7 crore; up 59.3%.

The Operating EBIDTA margin for the quarter stood at 16.1% as against 13.7% (On GST Adjusted sales) in Q3FY17. The company reported Basic EPS of Rs. 1.81 as against Rs. 1.14 in the corresponding quarter of last year.

For the nine months period ended December 31, 2017, JLL reported Net Revenue of Rs. 1247 crore as against GST comparable Net Revenue of Rs. 1215.3 crore during the corresponding period last year, up 2.6%. Net Profit for the period stood at Rs. 102.9 crore compared to Rs. 96.7 crore for the corresponding period of previous fiscal; up 6.4%.



The Operating EBITDA margin for the nine months ended December 31, 2017 was at 14.6% as against 16.1% (On GST Adjusted sales) in 9MFY17. The company reported EPS of Rs. 5.66 for the period as against Rs. 5.33 in the corresponding period last year.

Consolidated Segmental Performance (Q3FY18 v/s Q3FY17)

- **Fabric Care: Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder**
 - Net Revenue for the quarter stood at Rs. 188.4 crore as against GST comparable Net Revenue of Rs. 159.8 crore in Q3FY17, growth of 17.9%. Segment Results for the same period stood at Rs. 41.6 crore over Rs. 31.2 crore reporting a rise of 33.3%.

- **Dishwashing: Includes Dish Wash Scrubber and Scrubber Steel, Dish Wash Bar, Liquid and Powder**
 - Revenues for the quarter stood at Rs. 141 crore as against GST comparable Net Revenue of Rs.118.6 crore, growth of 18.9%. Segment Results for the same period were recorded at Rs. 22.2 crore, as against Rs. 12.4 crore in Q3FY17 posting a growth of 78.4%.

- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid and Card**
 - Revenues for the quarter stood at Rs. 37.5 crore as against GST comparable Net Revenue Rs. 41.7 crore, decreased by 10%. Segment Results for the same period were recorded at Rs. -1.1 crore, as against Rs. 0.45 crore in Q3FY17.

- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
 - Revenues for the quarter stood at Rs. 44.5 crore up 37.9% as against GST comparable Net Revenue Rs. 32.3 crore. Segment Results for the same period were recorded at Rs. 9.4 crore, as against Rs. 4.7 crore in Q3FY17, an increase of 100%.

Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Laboratories Ltd said, "Our overall performance during the quarter was in line with our expectation. The company passed on the benefits of revision in GST rates to its consumers and is hopeful of improvement in consumption scenario. We are confident of uptick in demand, both from urban and rural markets in the coming quarters. We will continue to invest on our brands and focus on increasing market share across categories without compromising margins."



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, Chek and Mr. White** 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'.

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