



Date: March 16, 2018

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
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**Sub: Intimation of Schedule of Analyst Meet/ Institutional Investor Meet 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 Officials of the Company will participate in the Group Analyst/ Institutional Investor Meet scheduled to be held at Mumbai on 16<sup>th</sup> March, 2018.

A copy of the presentation to be shared with investors in the said Analyst/ Institutional Investor Meet is enclosed.

Further, the aforesaid information is also available on the website of the Company at [www.jyothylaboratories.com](http://www.jyothylaboratories.com)

This is for your information and records.

Thanking You.

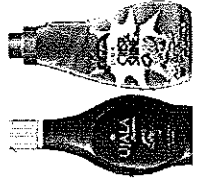
Yours faithfully,

For Jyothy Laboratories Limited

Shreyas Trivedi

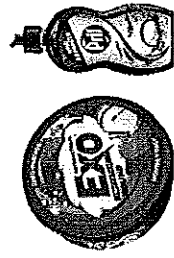
Head- Legal & Company Secretary

# Jyothy Laboratories Limited Presentation February, 2018



# Index

- *Market Scenario*
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- *Brand Performance & Initiatives*
- *Way Forward*



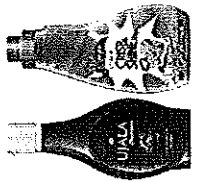
## Market Scenario

- *Urban Consumer Demand spiked by GST rate correction (w.e.f. 15<sup>th</sup> Nov)*
  - *Price benefit passed on to consumer by JLL*
- *Rural demand looks better*
- *Trade Channel members mostly adjusted to GST regime.*
- *CSD demand back to normal*



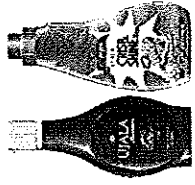
# Results

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## Back ground to Q3FY18 performance

- Q3FY17 - JLL had outperformed market in “Demonetisation quarter”
- 3.1 % value growth in Q3FY17 – 3.6% volume growth in Q3FY17



## Q3 FY18 Snapshot

GST comparable revenue growth 15.9% (volume growth 11.5%)

A&P Expense at Rs 32.5 cr vs Rs 26.9 cr ; A&P to Sales ratio at 7.5% vs 7.2% (on GST Adjusted sales) in PY

Gross Margin at 48.3% Vs 47% (on GST adjusted sales) in the same period last year.

Operating EBITDA at Rs 69.3 cr Vs Rs 50.9 cr in the same period last year;

EBITDA Margins at 16.1% v/s 13.7% (on GST adjusted sales) in Q3 FY17, Growth of 36.2%

PAT at Rs 32.9 cr as against Rs 20.7 cr in the same period last year, Growth of 59.3%

EPS at Rs 1.81 in Q3 FY18 vs Rs 1.14 in Q3 FY17, Growth of 59.2%



# Consolidated GST Comparable Revenue Snapshot

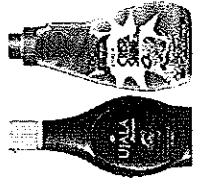
All values in INR Crore

## Quarter Ended

Category	Q3FY18	Reported Q3FY17	GST Comparable Q3FY17	Reported Growth %	GST Comparable Growth %
Revenue	431.2	398.3	372.0	8.3%	15.9%

## Nine months Ended

Category	YTDFY18	YTDFY17	GST Comparable Q2FY17	Reported Growth %	GST Comparable Growth %
Revenue	1247.0	1283.1	1215.3	-2.8%	2.6%



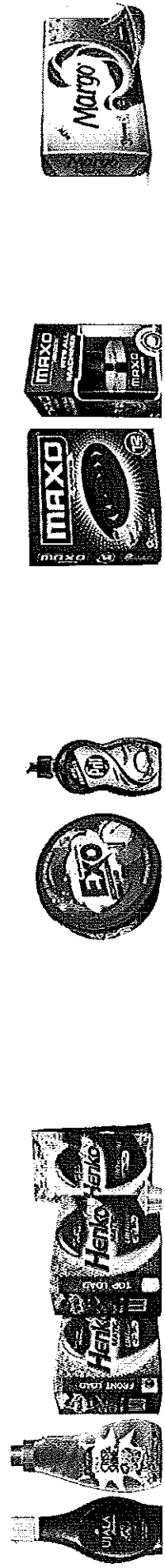


# Q3FY18 Snapshot

## Category Wise Consolidated Revenue

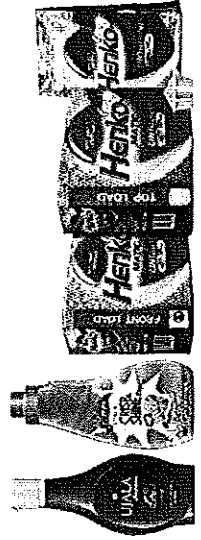
All values in INR Crore

Category	Quarted Ended			GST Comparable Growth %
	Q3FY18	Reported Q3FY17	GST Comparable Q3FY17	
Fabric Care	188.4	172.9	159.8	17.9%
Dishwashing	141.0	125.4	118.6	18.9%
Household Insecticides	37.5	45.3	41.7	-10.0%
Personal Care	44.5	34.0	32.3	37.9%
Other Products	8.4	10.0	9.2	-8.1%
<b>Total</b>	<b>419.9</b>	<b>387.6</b>	<b>361.4</b>	<b>16.2%</b>
Less: Inter Segment Revenue	-	-0.5	-0.5	
<b>Total</b>	<b>419.9</b>	<b>387.1</b>	<b>360.9</b>	<b>16.3%</b>
Laundry Services	11.3	11.1	11.1	2.1%
<b>Grand Total</b>	<b>431.2</b>	<b>398.3</b>	<b>372.0</b>	<b>15.9%</b>



# Q3FY18 Snapshot Brand Wise Revenue

Brand	Quarted Ended			GST Comparable Growth %
	Q3FY18	Reported Q3FY17	GST Comparable Q3FY17	
Ujala	106.2	98.3	90.5	17.3%
Exo	106.9	94.8	89.8	19.1%
Maxo	37.5	45.3	41.7	-10.0%
Henko	48.7	43.6	39.6	23.0%
Margo	38.0	27.9	26.5	43.4%
Pril	34.8	30.6	28.8	21.0%
<b>Total Power Brand</b>	<b>372.2</b>	<b>340.5</b>	<b>316.8</b>	<b>17.5%</b>
Others	47.7	46.7	44.1	8.2%
<b>Total</b>	<b>419.9</b>	<b>387.2</b>	<b>360.9</b>	<b>16.3%</b>
Laundry Services	11.3	11.1	11.1	2.1%
<b>Grand Total</b>	<b>431.2</b>	<b>398.3</b>	<b>372.0</b>	<b>15.9%</b>



# Q3 FY18 Snapshot

## Company's Consolidated Performance

### Financials

All values in INR Crore except EPS

Particular/Growth	Quarter Ended			YTD		
	FY 18	FY 17	% Change	FY 18	FY 17	% Change
Revenue from Operation *	431.2	372.0	15.9%	1,247.0	1,215.3	2.6%
Operating EBITDA	69.3	50.9	36.2%	182.3	196.0	-7.0%
PAT	32.9	20.7	59.3%	102.9	96.7	6.4%
EPS (INR)	1.81	1.14	59.2%	5.66	5.33	6.3%

\* Previous year sales is GST comparable sales to show comparable numbers

### Ratios

Particular/Growth	Quarter Ended			YTD		
	Q3FY18	Q3FY17 #	% Change	FY 18	FY 17 #	% Change
Gross Margin	48.3%	47.0%	48.9%	48.9%	48.8%	
Operating EBITDA Margin	16.1%	13.7%	14.6%	14.6%	16.1%	
PAT Margin	7.6%	5.6%	8.3%	8.3%	8.0%	
A&P to Sales Ratio	7.5%	7.2%	8.9%	8.9%	7.4%	

# Previous year percentage are based on GST adjusted sales to show comparable numbers



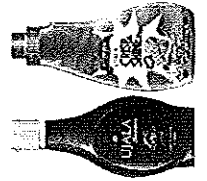
# Q3 FY18 Snapshot

## Company's Consolidated Performance

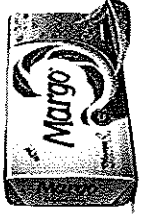
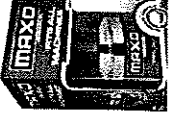
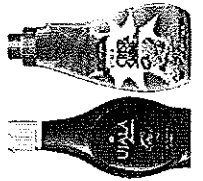
### EBITDA Movement

Particulars	Q3	YTD
EBITDA % - Previous period	13.7%	16.1%
Gross Margin	1.2%	0.1%
Employee Cost	0.2%	-0.6%
Advertisement & Sales Promotion	-0.3%	-1.4%
Other Expenditure	1.3%	0.4%
<b>EBITDA % - Current period</b>	<b>16.1%</b>	<b>14.6%</b>

*Previous year percentage are based on GST adjusted sales to show comparable numbers*



# Brand Performance & Initiatives



# Category wise Business Share

