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

September 11, 2018

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400023
BSE Code: 532926

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot no. C/1, G Block
Bandra – Kurla Complex, Bandra (E)
Scrip Code: JYOTHYLAB

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

Dear Sir/ Madam,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that Officials of the Company will participate in the following Analyst/ Institutional Investor Meet:

Date	**Interaction with**	**Type of interaction**	**Venue**
11-09-2018	Investec	One-on-One	Mumbai

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.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Jyothy Laboratories Limited**

Shreyas Trivedi
Head - Legal & Company Secretary

Encl.: As above

Jyothy Laboratories Limited
Analyst Presentation
Q1FY19

Index

- ➢ ***Market Scenario***
- ➢ ***Result highlights***
- ➢ ***Business Initiatives***
- ➢ ***Way Forward***

Market Scenario

- *Naturals/Herbal tailwinds strong*

- *Demand scenario better than last two years led by rural*

- *Upswing in certain RM prices due to crude price increase and fall in rupee*

Results

Q1FY19 Snapshot (Standalone)

- GST comparable revenue growth 20.6% (volume growth 18.5%)
- A&P Expense at Rs 31.5 cr vs Rs 30.7 cr, A&P to Sales ratio at 7.8% vs 9.1% (on GST Adjusted sales)
- Gross Margin at 47.4% Vs 51% (on GST adjusted sales) in the same period last year.
- Operating EBITDA at Rs 61 cr Vs Rs 43.8 cr in the same period last year,
  EBITDA Margins at 15.1% v/s 13% (on GST adjusted sales) in Q1 FY18, Growth of 39.2%
- PBT at Rs 41.7 cr as against Rs 22.8 cr. In the same period last year, up by 83%
- PAT at Rs 32.4 cr as against Rs 20.6 cr in the same period last year, up by 57.1%
- EPS at Rs 1.78 in Q1 FY19 vs Rs 1.13 in Q1 FY18 (Pre Bonus)

Q1 FY19 Snapshot
Category Wise Revenue

All values in INR Crore

	Quarter Ended			
Category	**Q1FY19**	**Reported Q1FY18**	**GST Comparable Q1FY18**	**GST Comparable Growth %**
Fabric Care	177	170	156	**13.4%**
Dishwashing	133	111	104	**27.9%**
Household Insecticides	33	28	25	**28.0%**
Personal Care	53	44	42	**27.6%**
Other Products	9	9	8	**8.1%**
Total	**405**	**362**	**336**	**20.6%**

Jyothy LABORATORIES LIMITED

Q1 FY19 Snapshot
Brand Wise Revenue

All values in INR Crore

Brand	Quarter Ended			
	Q1FY19	**Reported Q1FY18**	**GST Comparable Q1FY18**	**GST Comparable Growth %**
Ujala	91	89	81	**12.2%**
Exo	99	81	77	**29.6%**
Maxo	33	28	25	**28.0%**
Henko	46	46	42	**10.9%**
Margo	48	39	37	**29.5%**
Pril	35	30	28	**23.2%**
Total Power Brand	**352**	**313**	**290**	**21.3%**
Others	54	49	46	**16.3%**
Grand Total	**405**	**362**	**336**	**20.6%**

Q1 FY19 Snapshot (Standalone)

Company’s Performance

Financials

All values in INR Crore except EPS

	Quarter Ended		
Particular/Growth	**Q1FY19**	**Q1FY18#**	**% Change**
Revenue from Operation	405.3	336.0	20.6%
Operating EBITDA	61.0	43.8	39.2%
PBT	41.7	22.8	83.0%
PAT	32.4	20.6	57.1%
EPS (INR)	1.78	1.13	57.0%

Ratios

	Quarter Ended	
Particular/Growth	**Q1FY19**	**Q1FY18#**
Gross Margin*	47.4%	51.0%
Operating EBITDA Margin	15.1%	13.0%
PBT Margin	10.3%	6.8%
PAT Margin	8.0%	6.1%
A&P to Sales Ratio	7.8%	9.1%

** Gross margin is reduced by 1.8% due to regrouping of sales promotion expenses to sales under IND AS 115*

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

Q1 FY19 Snapshot

Company's Performance

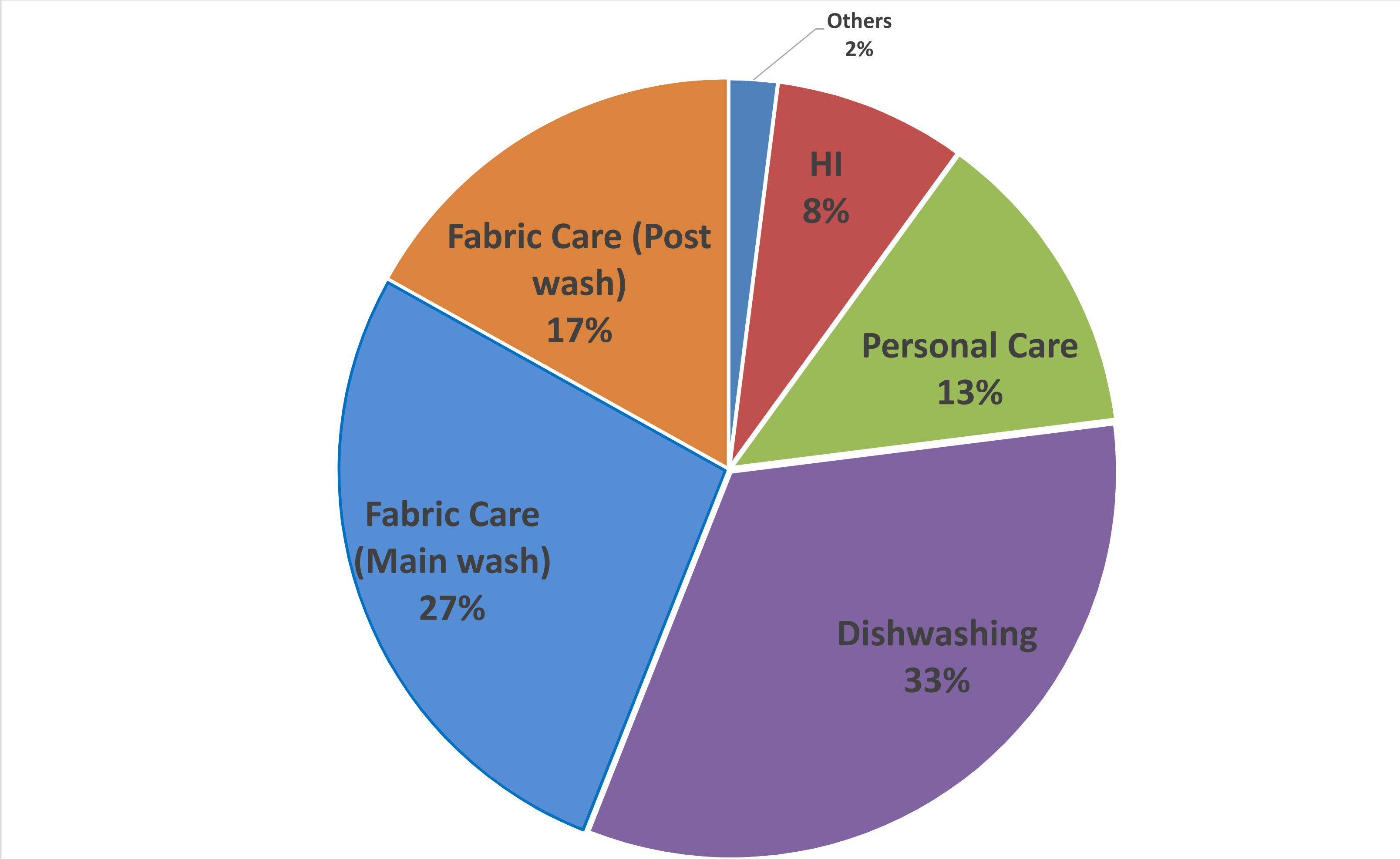
EBIDTA Movement

Particulars	Q1
EBITDA % - Previous period	**13.0%**
Gross Margin	**-3.5%**
Employee Cost	**0.6%**
Advertisement & Sales Promotion	**1.4%**
Other Expenditure	**3.6%**
EBITDA % - Current period	**15.1%**

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

Brand Performance & Initiatives

Category wise Business Share



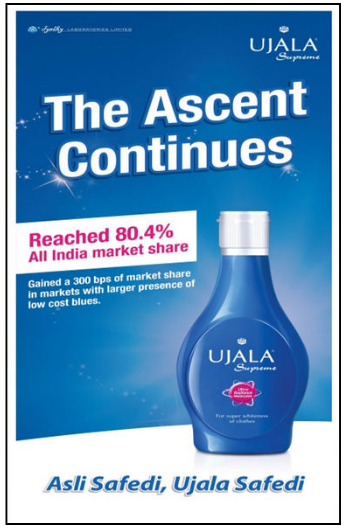
Fabric Care

44% of Total Business

Category	GST Comparable Growth in %
Fabric Care	**13.4%**

- **Ujala franchise** grows at a strong **12.2%**
- **Henko franchise** grows at a strong **10.9%**

Fabric Care



Henko franchise grows at a strong volume growth of **18.1%** **Backed by Rs 10 pack**

Ujala IDD association with Bigg Boss Kerala

New campaign in April '18

New campaign in April '18

Ujala franchise grows at a strong 12.2%

Ujala Fabric Whitener

Post Wash

Market Share in %

MS	YR16	YR17	JQ18	1st Half 18
UJALA SUPREME	78.3	80.4	80.7	80.9

Source – AC Nielsen (Calendar Year)

New commercial launched in April 18

Ujala Detergent

Detergents

Market Share in % (Kerala)

MS	YR15	YR16	YR17	JQ18
UJALA IDD	17.6	16.2	16.8	17

Source – AC Nielsen (Calendar Year)

- Ujala detergent became the largest mid priced detergent brand in 2017, Kerala .
- Ujala Fast Wash continues to deliver great results.

Henko Franchise

Detergents & Bars

Net sales Growth

Brand	Q1FY19 GST Comparable Growth in %
Henko Franchise	**10.9%**
Henko Franchise (Volume Growth)	**18.1%**

Henko franchise grows at a strong volume growth of 18.1%, backed by Rs.10 pack

Dishwashing

33% of Total Business

Category	GST Comparable Growth in %
Dishwashing	**27.9%**

Category Growth (Dishwash Bars) 9.3%

Source – AC Nielsen

- Exo Franchise continues to grow on the back of new communication and improved distribution (29.6% in AMJ quarter)
  - Exo Bar growth 26.5%
- Pril Franchise grew at 23.2% in AMJ Quarter

Dish wash

Market Share Progress

Brand	Yr 16	Yr 17	JQ18
Exo Bar	10.9%	11.4%	10.9%
Pril liquid	17.3%	16.4%	17.1%

Source – AC Nielsen (Calendar Year)

Visibility drive on Pril

visibility drive on Exo Bar

Dish wash scrubber

Growth Progress

Brand	Growth %
Scrubber	50%
Steel	34.6%

Good response for new launches - Pril Durascrub and Pril Durawipe

Exo Scrubber visibility drives

New campaign of Antibacterial Exo steel went on air from April 18

Exo Bins initiative was a stand out in OFOs

Household Insecticides

8% of Total Business

Net sales Growth

Category	Q1FY19 GST Comparable Growth in %
Maxo Franchise	28%
Maxo LV	41.9%

Category Growth (Mosquito Repellent Liquid) 13%

Source – AC Nielsen

LV Growth driven by Genius innovation

Household Insecticide

Brand	YR 16	YR17	JQ18
Maxo LV	7.9%	7.6%	8.7%
Maxo Coil	18.7%	20.9%	21.9%

Market Share Progress

Source – AC Nielsen (Calendar Year)

Maxo backed by strong media support

Personal Care

13% of Total Business

Margo - THE MARCH CONTINUES…

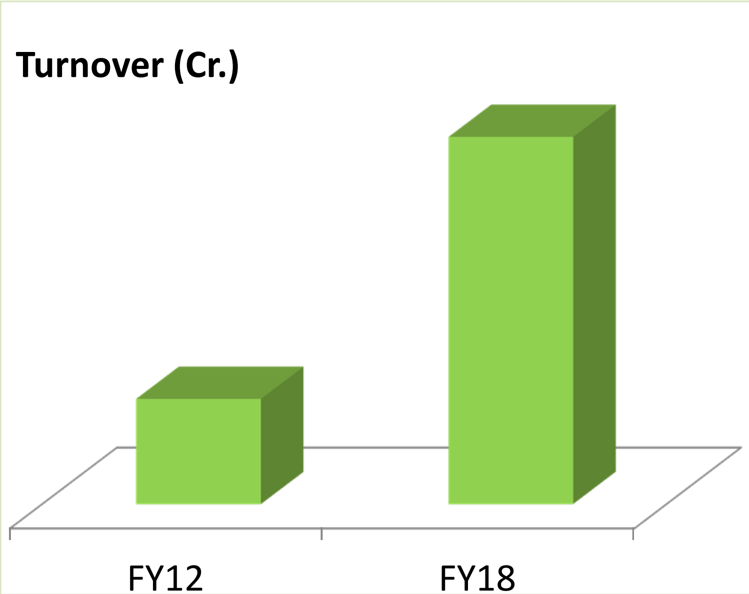
Net sales Growth

Category	Q1FY19 GST Comparable Growth in %
Margo	**29.5%**

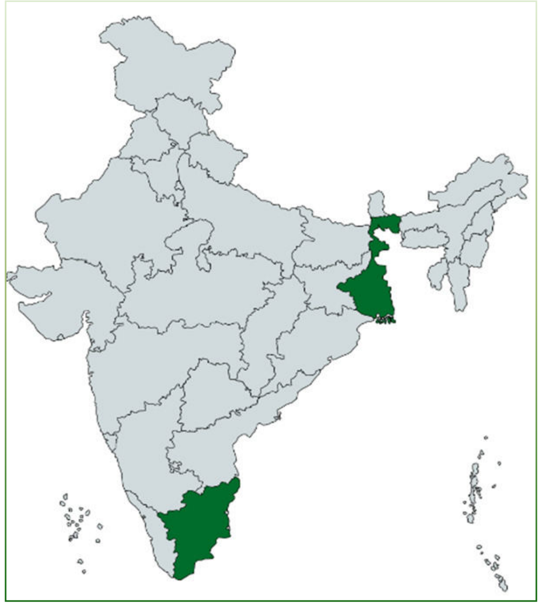
- **Naturals proposition resonating with consumers.**
- **Only soap offering authentic Neem experience.**

Personal Care

Margo - THE MARCH CONTINUES...



6 year CAGR 23%



- **Erstwhile traditional core markets contributes 30%.**
- **Non core grows 1.5x of core market**

Way Forward

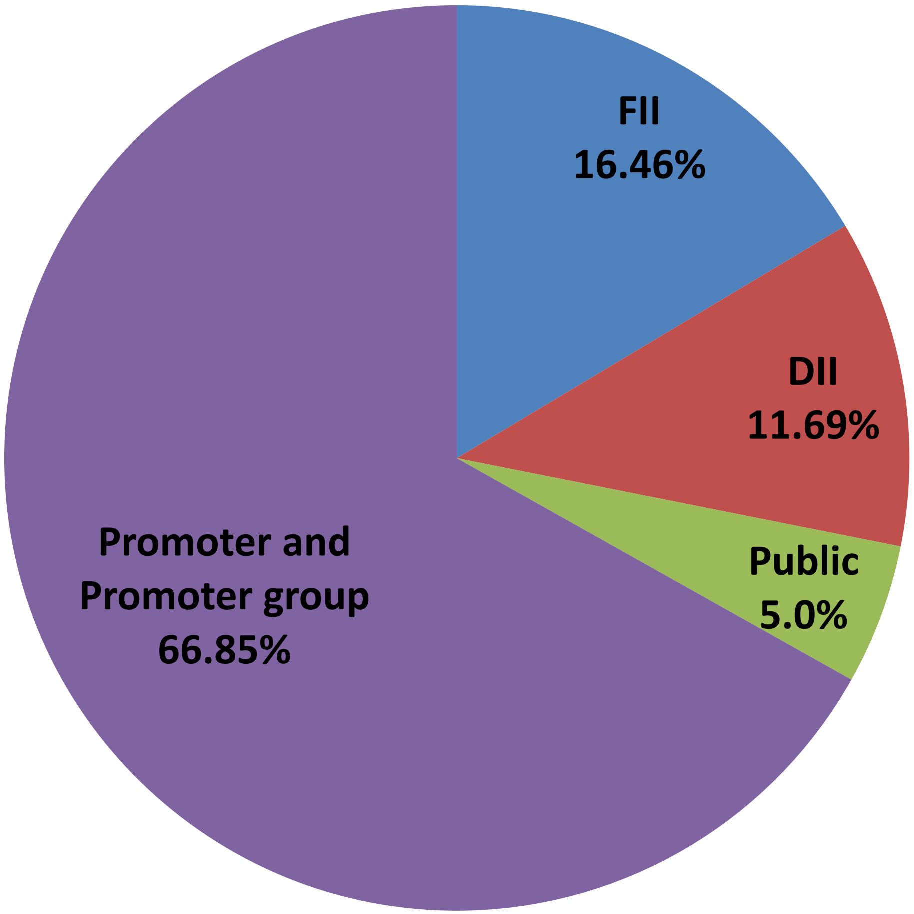
- *Strong innovations across portfolio to deliver growth*

- *Strengthening sales distribution platform backed by IT network*

- *Demand scenario looking positive*

Shareholding Pattern

as on June 30, 2018



For more information

Please contact

Sanjay Agarwal CFO, Jyothy Laboratories Ltd Tel: +91-22- 6689 2800 E-mail: sanjay.agarwal@jyothy.com	Sanjay Punjabi Adfactors PR M: +91 98210 80048 **Email -** sanjay.punjabi@adfactorspr.com

Please visit

www.jyothylaboratories.com

Disclaimer

Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own research/investigation and analysis of the Company and the data set forth in this information. The Company makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

While we have made every attempt to ensure that the information contained in this presentation has been obtained from reliable source, the Company is not responsible for any errors or omissions, or for the results from the use of this information. All information in this presentation is provided on "as is" basis with no guarantee of completeness, accuracy, timeliness or of the results obtained from the use of this information and without warranty of any kind, express or implies including but not limited to warranties of performance for a particular purpose. In no event will the Company its Directors, legal representatives, agents or employees thereof be liable to anyone for any decision made or action taken by relying on data/information in this Presentation.

Thank you


UJALA
CRISP & SHINE
Henko
FRONT LOAD
TOP LOAD


EXO
Pril


MAXO
FITS ALL MACHINES


Margo