



**JYOTHY LABORATORIES LIMITED**


**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2014**

Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400 059. CIN : L24240MH1992PLC128651

**PART - I**

Amount (Rs in lacs)

Particulars	Standalone						Consolidated						
	Quarter Ended			Nine months ended			Quarter Ended			Nine months ended			Year Ended
	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
<b>Income from operations</b>													
(a) Net Sales	34,006.44	35,478.36	29,698.72	104,973.56	92,519.19	125,510.57	35,636.93	36,766.98	31,334.61	110,917.48	96,245.55	131,839.37	
(b) Other Operating Income (Note 4)	424.01	43.51	43.84	500.69	157.38	507.37	414.62	21.44	41.91	470.28	153.91	547.26	
<b>Total Income</b>	<b>34,430.45</b>	<b>35,521.87</b>	<b>29,742.56</b>	<b>105,474.25</b>	<b>92,676.57</b>	<b>126,017.94</b>	<b>36,051.55</b>	<b>36,788.42</b>	<b>31,376.52</b>	<b>111,387.76</b>	<b>96,399.46</b>	<b>132,386.63</b>	
<b>Expenditure</b>													
(a) Cost of raw material and components consumed	13,108.20	10,878.77	8,781.93	35,988.56	24,753.40	36,560.92	13,727.67	10,871.89	9,121.01	36,935.68	25,678.52	37,852.46	
(b) Purchase of traded goods	7,164.65	8,536.28	8,066.05	23,288.47	24,192.94	30,549.63	6,659.54	7,812.45	8,079.22	23,047.51	23,898.45	31,759.26	
(c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	(2,523.17)	(194.03)	(1,123.89)	(3,604.44)	(162.01)	549.83	(2,521.81)	495.73	(1,118.14)	(2,818.72)	(357.73)	(174.02)	
(d) Employee cost	3,124.96	3,161.22	2,878.01	9,587.71	8,783.29	11,865.73	3,695.73	3,731.77	3,430.44	11,281.98	10,243.17	13,815.46	
(e) Employee stock option expenses	1,179.75	602.70	-	1,782.45	-	-	1,179.75	602.70	-	1,782.45	-	-	
(f) Advertisement and Sales Promotion expense	4,209.70	4,401.88	2,747.80	12,357.68	9,575.82	13,535.83	4,408.67	4,630.56	2,884.81	13,250.05	9,994.83	14,420.56	
(g) Depreciation, amortisation and impairment	1,729.15	1,803.55	1,556.63	5,270.90	4,619.69	6,160.41	761.57	872.58	634.44	2,445.39	1,811.23	2,432.24	
(h) Other expenditure	4,611.88	4,642.35	4,152.74	13,564.42	12,165.56	16,247.40	5,271.80	5,301.37	4,851.61	15,737.60	14,195.19	18,991.47	
<b>Total expenditure</b>	<b>32,605.12</b>	<b>33,832.72</b>	<b>27,059.27</b>	<b>98,235.75</b>	<b>83,928.69</b>	<b>115,469.75</b>	<b>33,182.92</b>	<b>34,319.05</b>	<b>27,883.39</b>	<b>101,661.94</b>	<b>85,463.66</b>	<b>119,097.43</b>	
<b>Profit from Operations before Other Income, Finance cost and Tax</b>	<b>1,825.33</b>	<b>1,689.15</b>	<b>2,683.29</b>	<b>7,238.50</b>	<b>8,747.88</b>	<b>10,548.19</b>	<b>2,868.63</b>	<b>2,469.37</b>	<b>3,493.13</b>	<b>9,725.82</b>	<b>10,935.80</b>	<b>13,289.20</b>	
Other Income	1,459.76	1,908.50	1,501.01	5,113.06	4,101.69	5,623.42	146.66	394.51	275.68	737.83	530.13	817.59	
<b>Profit before Finance cost and Tax</b>	<b>3,285.09</b>	<b>3,597.65</b>	<b>4,184.30</b>	<b>12,351.56</b>	<b>12,849.57</b>	<b>16,171.61</b>	<b>3,015.29</b>	<b>2,863.88</b>	<b>3,768.81</b>	<b>10,463.65</b>	<b>11,465.93</b>	<b>14,106.79</b>	
Finance Cost	315.26	296.39	1,446.78	904.42	4,906.01	5,311.34	373.00	347.89	1,501.97	1,057.50	5,069.60	5,526.66	
<b>Profit before prior period items, exceptional items and tax</b>	<b>2,969.83</b>	<b>3,301.26</b>	<b>2,737.52</b>	<b>11,447.14</b>	<b>7,943.56</b>	<b>10,860.27</b>	<b>2,642.29</b>	<b>2,515.99</b>	<b>2,266.84</b>	<b>9,406.15</b>	<b>6,396.33</b>	<b>8,580.13</b>	
Prior period item ( Refer Note 2)	-	-	-	-	-	-	-	-	57.62	-	143.66	165.02	
Exceptional item ( Refer Note 3)	-	-	-	-	230.07	230.07	-	-	-	-	230.07	230.07	
<b>Profit from ordinary activities before tax</b>	<b>2,969.83</b>	<b>3,301.26</b>	<b>2,737.52</b>	<b>11,447.14</b>	<b>7,713.49</b>	<b>10,630.20</b>	<b>2,642.29</b>	<b>2,515.99</b>	<b>2,209.22</b>	<b>9,406.15</b>	<b>6,022.60</b>	<b>8,185.04</b>	
Tax expense	-	-	-	-	-	-	0.36	0.62	10.76	7.02	30.90	44.23	
Short provision for tax of earlier year	-	-	-	-	18.79	18.79	-	-	-	-	18.79	19.47	
<b>Profit from ordinary activities before minority Interest</b>	<b>2,969.83</b>	<b>3,301.26</b>	<b>2,737.52</b>	<b>11,447.14</b>	<b>7,694.70</b>	<b>10,611.41</b>	<b>2,641.93</b>	<b>2,515.37</b>	<b>2,198.46</b>	<b>9,399.13</b>	<b>5,972.91</b>	<b>8,121.34</b>	
Minority Interest (share in loss)	-	-	-	-	-	-	3.82	(1.43)	6.55	7.01	24.89	21.85	
<b>Net Profit for the year / period</b>	<b>2,969.83</b>	<b>3,301.26</b>	<b>2,737.52</b>	<b>11,447.14</b>	<b>7,694.70</b>	<b>10,611.41</b>	<b>2,645.75</b>	<b>2,513.94</b>	<b>2,205.01</b>	<b>9,406.14</b>	<b>5,997.80</b>	<b>8,143.19</b>	

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Particulars	Standalone						Consolidated					
	Quarter Ended			Nine months ended		Year Ended	Quarter Ended			Nine months ended		Year Ended
	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Paid up equity share capital (Face value of Re 1 each)	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23	1,810.23
Paid-up Debt Capital						51,500.00						52,591.94
Reserves excluding Revaluation Reserves as per the balance sheet of previous accounting year						65,261.73						56,714.44
Debtenture Redemption Reserve (included above)						1,250.00						1,250.00
Basic earnings per share (Rs)	1.64	1.82	1.63	6.32	4.59	6.21	1.46	1.39	1.32	5.20	3.58	4.77
Diluted earnings per share (Rs)	1.63	1.82	1.63	6.30	4.59	6.21	1.46	1.39	1.32	5.18	3.58	4.77
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised		Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	
Debt Equity Ratio						0.58						0.68
Debt Service Coverage Ratio						4.20						2.74
Interest Service Coverage Ratio						4.20						2.99

**PART - II Information for the quarter ended December 31, 2014**

A - Particulars of Shareholding												
Public Shareholding												
-Number of shares	60,142,095	60,142,095	60,279,378	60,142,095	60,279,378	60,142,095	60,142,095	60,142,095	60,279,378	60,142,095	60,279,378	60,142,095
-Percentage of share holding	33.22%	33.22%	33.30%	33.22%	33.30%	33.22%	33.22%	33.22%	33.30%	33.22%	33.30%	33.22%
Promoter and Promoter group Shareholding												
a) Pledged/ Encumbered												
- Number of Shares	44,400,000	50,500,000	50,500,000	44,400,000	50,500,000	50,500,000	44,400,000	50,500,000	50,500,000	44,400,000	50,500,000	50,500,000
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	36.73%	41.78%	41.82%	36.73%	41.82%	41.78%	36.73%	41.78%	41.82%	36.73%	41.82%	41.78%
- Percentage of Shares (as a % of the total share capital of the Company.)	24.53%	27.90%	27.90%	24.53%	27.90%	27.90%	24.53%	27.90%	27.90%	24.53%	27.90%	27.90%
b) Non-encumbered												
- Number of Shares	76,481,401	70,381,401	70,244,118	76,481,401	70,244,118	70,381,401	76,481,401	70,381,401	70,244,118	76,481,401	70,244,118	70,381,401
- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	63.27%	58.22%	58.18%	63.27%	58.18%	58.22%	63.27%	58.22%	58.18%	63.27%	58.18%	58.22%
- Percentage of Shares (as a % of the total share capital of the Company)	42.25%	38.88%	38.80%	42.25%	38.80%	38.88%	42.25%	38.88%	38.80%	42.25%	38.80%	38.88%

**B - Investor Complaints for the Quarter Ended December 31, 2014**

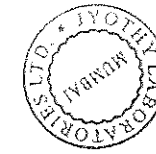
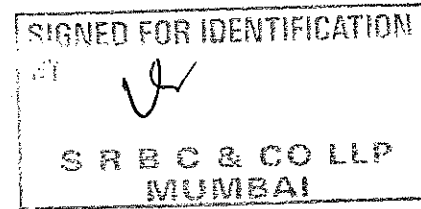
Particulars	Nos.
Pending at the beginning of the quarter	NIL
Received during the quarter	59
Disposed off during the quarter	59
Remaining unresolved at the end of the quarter	NIL

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**Notes :**

1. The statutory auditors have carried out a limited review of the financial results of the Company. The same were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 28, 2015.
2. Prior period item in consolidated financial results relates to sales promotion expenses incurred relating to previous years.
3. Exceptional item relates to additional payment towards retrenchment of employees on closure of the Bhubaneswar and Chennai manufacturing unit.
4. Other Operating Income for the quarter ended and nine months ended December 31, 2014 includes Rs. 374.91 lacs of credit note received from Gail (India) Ltd. for revision in fuel prices from 2008-09 to 2013-14.
5. Subsequent to the quarter, Jyothy Fabricare Services Limited ( Subsidiary of the Company) has issued 400 Rated Unlisted Redeemable Non- Convertible Debentures of face value of Rs. 10 lac each for cash at a premium of 10.25% p.a. on maturity, aggregating of Rs. 4,000 lacs on private placement basis.
6. Subsequent to the quarter, a scheme of amalgamation of Associated Industries Consumer Products Private Limited ('AICPPL') ('the transferor company') with Jyothy Consumer Products Marketing Limited ('JCPML') ('the transferee company') has been filed with the Honourable High Court. The appointed dated of the merger as per the scheme is April 1, 2014.
7. The Company has opted to publish consolidated unaudited financial results for the financial year 2014-15 for the first time. Accordingly, the corresponding figures for the quarter and nine months ended December 31, 2013 are based on management accounts and have not been reviewed by the auditors.
8. Ratios for the year ended March 31, 2014 have been computed as follows :-  
Interest Service Coverage Ratio = Earnings before Finance cost, Depreciation and Tax / Interest on debt  
Debt Service Coverage Ratio = Earnings before Finance Cost, Depreciation and Tax / (Interest on debt + Principal repayment)  
Debt comprises long-term borrowings and current maturity of long-term borrowings.
9. Previous period / year's figures have been regrouped/rearranged wherever necessary.



For and on behalf of the board

M.P. Ramachandran  
Chairman and Managing Director

Place: Mumbai  
January 28, 2015


**JYOTHY LABORATORIES LIMITED**  
**REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

Amount (Rs in lacs)

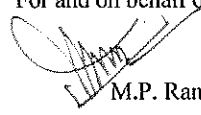
Particulars	Standalone						Consolidated					
	Quarter Ended			Nine Months ended		Year Ended	Quarter Ended			Nine Months ended		Year Ended
	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>Segment Revenue :</b>												
A. Soaps and Detergent	27,212.97	27,225.25	24,047.33	83,662.80	72,546.40	95,323.65	27,679.53	27,452.90	24,753.75	85,584.09	73,411.76	96,116.63
B. Home care	6,460.97	7,989.10	5,630.15	20,396.50	19,225.93	29,131.97	6,550.53	7,969.68	5,636.89	21,250.28	19,257.74	30,829.74
C. Laundry Services	-	-	-	-	-	-	1,057.05	1,078.19	976.89	3,151.78	2,871.91	3,847.72
D. Others	364.40	425.36	393.54	1,393.72	1,617.07	2,264.94	381.72	427.56	339.39	1,410.79	1,574.35	2,255.27
<b>Total</b>	<b>34,038.34</b>	<b>35,639.71</b>	<b>30,071.02</b>	<b>105,453.02</b>	<b>93,389.40</b>	<b>126,720.56</b>	<b>35,668.83</b>	<b>36,928.33</b>	<b>31,706.92</b>	<b>111,396.94</b>	<b>97,115.76</b>	<b>133,049.36</b>
Less: Inter Segment Revenue	(31.90)	(161.35)	(372.30)	(479.46)	(870.21)	(1,209.99)	(31.90)	(161.35)	(372.31)	(479.46)	(870.21)	(1,209.99)
<b>Net Sales</b>	<b>34,006.44</b>	<b>35,478.36</b>	<b>29,698.72</b>	<b>104,973.56</b>	<b>92,519.19</b>	<b>125,510.57</b>	<b>35,636.93</b>	<b>36,766.98</b>	<b>31,334.61</b>	<b>110,917.48</b>	<b>96,245.55</b>	<b>131,839.37</b>
<b>Segment Results:</b>												
<b>Profit / (Loss) before tax and finance cost</b>												
A. Soaps and Detergent	2,130.91	2,047.86	3,016.60	8,376.89	10,129.57	12,693.18	2,991.42	2,774.41	3,680.18	10,555.18	11,859.89	14,872.73
B. Home care	58.64	547.04	347.35	1,022.11	913.13	833.76	74.03	453.91	344.87	899.08	940.92	767.66
C. Laundry Services	-	-	-	-	-	-	(259.76)	(272.68)	(306.62)	(849.52)	(832.95)	(1,136.83)
D. Others	53.96	(4.92)	(29.75)	3.22	(295.57)	(283.13)	118.55	57.19	53.39	190.95	(114.59)	(43.65)
<b>Total</b>	<b>2,243.51</b>	<b>2,589.98</b>	<b>3,334.20</b>	<b>9,402.22</b>	<b>10,747.13</b>	<b>13,243.81</b>	<b>2,924.24</b>	<b>3,012.82</b>	<b>3,771.82</b>	<b>10,795.69</b>	<b>11,853.27</b>	<b>14,459.91</b>
Less: (i) Finance cost	(315.26)	(296.39)	(1,446.78)	(904.42)	(4,906.01)	(5,311.34)	(373.00)	(347.89)	(1,501.97)	(1,057.50)	(5,069.60)	(5,526.66)
(ii) Other unallocable expenditure	(425.20)	(904.21)	(645.86)	(2,172.77)	(1,969.33)	(2,662.89)	(63.79)	(542.79)	(292.60)	(1,093.12)	(913.69)	(1,224.14)
Add: Unallocable Income	1,466.78	1,911.88	1,495.96	5,122.11	4,071.77	5,590.69	154.84	393.85	289.58	761.08	526.35	871.02
Prior period item	-	-	-	-	-	-	-	-	(57.61)	-	(143.66)	(165.02)
Exceptional item	-	-	-	-	(230.07)	(230.07)	-	-	-	-	(230.07)	(230.07)
<b>Profit Before Tax</b>	<b>2,969.83</b>	<b>3,301.26</b>	<b>2,737.52</b>	<b>11,447.14</b>	<b>7,713.49</b>	<b>10,630.20</b>	<b>2,642.29</b>	<b>2,515.99</b>	<b>2,209.22</b>	<b>9,406.15</b>	<b>6,022.60</b>	<b>8,185.04</b>
<b>Capital Employed :</b>												
(Segment Assets - Segment Liabilities)												
A. Soaps and Detergent	47,453.57	51,560.45	57,952.35	47,453.57	57,952.35	50,528.06	26,504.17	29,931.03	33,975.69	26,504.17	33,975.69	27,687.90
B. Home care	10,462.06	9,175.50	10,512.01	10,462.06	10,512.01	7,335.31	10,646.48	9,375.93	10,518.62	10,646.48	10,518.62	7,640.12
C. Laundry Services	-	-	-	-	-	-	12,664.40	12,992.88	12,626.35	12,664.40	12,626.35	12,957.49
D. Others	2,197.12	2,245.94	2,870.02	2,197.12	2,870.02	2,346.62	426.04	413.71	861.96	426.04	861.96	395.84
E. Unallocated assets/(liabilities) (net)	40,852.16	33,833.45	32,786.88	40,852.16	32,786.88	27,835.96	34,172.44	27,878.35	34,573.76	34,172.44	34,573.76	24,914.29
<b>Total</b>	<b>100,964.91</b>	<b>96,815.34</b>	<b>104,121.26</b>	<b>100,964.91</b>	<b>104,121.26</b>	<b>88,045.95</b>	<b>84,413.53</b>	<b>80,591.90</b>	<b>92,556.38</b>	<b>84,413.53</b>	<b>92,556.38</b>	<b>73,595.64</b>

Note : Soaps and detergents includes fabric whitener, fabric detergent, dishwash bar and soaps including ayurvedic soaps. Home care products includes incense sticks, scrubber, dhooop and mosquito repellents. Laundry services includes drycleaning and laundry. Others includes Body care.

Place: Mumbai  
 January 28, 2015

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For and on behalf of the board  
  
**M.P. Ramachandran**  
 Chairman and Managing Director