

For immediate release

Jyothy LABORATORIES LIMITED

Jyothy Laboratories Ltd Q4FY14 Net Sales up 21.24 % at Rs.329.91 crore

Net Profit up by 146.80 % at Rs29.17 crore compared to same quarter last year

Editor Synopsis

Q4FY14 v/s Q4FY13

- Net Sales at Rs329.91 crore, up 21.24%
- Net Profit at Rs29.17 crore, up 146.80%
- EBIDTA margin at 10.13% v/s 12.59%
- EPS at Rs1.71 v/s Rs0.71 growth of 140%

FY14 v/s FY13

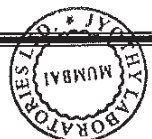
- Net Sales at Rs1255.10 crore, up 23.37%
- Net Profit at Rs106.11 crore, up 140.97%
- EBIDTA margin at 13.31% v/s 12.23%
- EPS at Rs6.21 v/s Rs2.65 growth of 134.1%

Mumbai, May 22, 2014: Jyothy Laboratories Ltd (JLL), the home grown Indian FMCG Company, today reported Net Sales of Rs 329.91 crore for the fourth quarter ended March 31st, 2014 as against Rs 272.12 crore for the corresponding period; a rise of 21.24%. Net Profit for the period under consideration stood at Rs 29.17 crore up by 146.80%, as against Rs11.82 crore in the same period of last fiscal.

The EBIDTA margin for the quarter was at 10.13% as against 12.59% reported in Q4FY13.

EPS rose to EPS of Rs1.71 in Q4FY14 as against Rs0.71 in the same period of last fiscal.

For the full year, Net Sales stood at Rs1255.10 crore compared to Rs1017.38 crore in FY13; an increase of 23.37 %. Net profit for the same period rose to Rs106.11 crore compared to Rs 44.04 crore in the same period of last fiscal a rise of 140 % at



EBIDTA margin at 13.31% as against 12.23% in FY13.

EPS for the twelve months period was reported at Rs6.21 as against Rs2.65 in FY13.

The Board of Directors have recommended a final dividend of Rs.2 per equity share of Re.1/- each for the year ended March 31, 2014. Further an interim dividend of Re 1 per equity share was paid during the year. Total Dividend proposed/ paid is Rs.3 per equity share (300%), (previous year – Rs 2.5 per equity share (250%)). The Payment of dividend is subject to approval of shareholders.

Segmental Performance (Q4FY14 v/s Q4FY13):

- **Soaps and Detergent business**, which includes brands like **Ujala, Henko, Exo, Pril, Margo, Mr. White and Chek**, stood at Rs.227.77 crore during the quarter compared to Rs. 182.95 crore during the same period last year; up by 24.5%. Ujala fabric whitener continues to be the market leader with a market share of 72.5% by value as on December 2013.
- **Home Care**, which includes **mosquito repellent Maxo and Exo scrubber**, saw revenues for the quarter ended 31st March 2014 at Rs 99.06 crore up 18.03 % as against Rs 83.93 crore during the same period last year.
- **Others**, which include brands like **Fa and Neem**, saw revenue increase of 24% at Rs 6.48 crore against Rs 5.24 crore for the quarter ended March 31st, 2014.

Commenting on the company's results, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy LaboratoriesLtdsaid, *"We have sustained our growth momentum despite inflationary pressures, rising input costs and moderation in demand. Our sustained focus on enhancing visibility of our brands through marketing exercise and advertising spends has helped us to deliver above industry growth. Our portfolio will get further boost with the launch of innovative products in FY15."*

"Going forward, we expect growth rate to sustain on the sales and margin front. We continue to enhance our market share in the urban market, without losing our focus in the rural market." he further added.

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.

The company has 10 brands in its kitty including **Ujala, Maxo, Exo, Henko, Pril, Margo, Neem, Fa, Mr.White** and **Chek** 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:

Neetu Kashiramka Vice President-Finance Jyothy Laboratories Ltd Tel: +91-22- 6689 2800 E-mail: neetu@jyothy.com	Rashmi Punjabi Adfactors PR Tel: +91 9819512880 E-mail: rashmi.punjabi@adfactorspr.com
---	---

