## Review Report to <br> The Board of Directors

We have reviewed the accompanying statement of unaudited standalone financial results of Jyothy ts subsidiaries (together, 'the Group'), for the quarter ended December 31, 2015 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the issue a report on the Statement based on our review.
 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
 Rs. 2,209 lacs as at December 31, 2015 respectively, included in the accompanying unaudited consolidated financial results relating to the four subsidiaries, whose financial information are bas ins in so far as it relates to such subsidiaries is based solely on these accounts.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe әид paso!วs!p qou sey sə!ગ! information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and it contains any material misstatement

## For S R B C \& CO LLP ICAI Firm registration


Limited Review Report

Amount (Rs in lacs)

|  |  |  |  |  |  |  |  |  |  |  | Amoun | (Rs in lacs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Standalone |  |  |  |  |  | Consolidated |  |  |  |  |  |
|  | Quarter ended |  |  | Nine months ended |  | $\begin{array}{\|c\|} \hline \text { Year ended } \\ \hline 31.03 .2015 \\ \hline \end{array}$ | Quarter ended |  |  | Nine months ended |  | $\begin{array}{\|l\|} \hline \text { Year ended } \\ \hline 31.03 .2015 \\ \hline \end{array}$ |
|  | 31.12.2015 | 30.09.2015 | 31.12.2014 | 31.12.2015 | 31.12.2014 |  | 31.12.2015 | 30.09.2015 | 31.12.2014 | 31.12.2015 | 31.12.2014 |  |
|  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| Income from operations <br> (a) Net Sales <br> (b) Other Operating Income | $\begin{array}{r} 36,583 \\ 68 \end{array}$ | $\begin{array}{r} 38,316 \\ 72 \\ \hline \end{array}$ | $\begin{array}{r} 34,006 \\ 424 \\ \hline \end{array}$ | $\begin{array}{r} 114,699 \\ 172 \\ \hline \end{array}$ | $\begin{array}{r} 104,973 \\ 501 \end{array}$ | $\begin{array}{r} 142,827 \\ 955 \end{array}$ | $\begin{array}{r} 38,479 \\ 64 \\ \hline \end{array}$ | $\begin{array}{r} 40,073 \\ 66 \\ \hline \end{array}$ | $\begin{array}{r}35,637 \\ 415 \\ \hline\end{array}$ | $\begin{array}{r} 119,952 \\ 164 \\ \hline \end{array}$ | $\begin{array}{r} 110,918 \\ 470 \\ \hline \end{array}$ | $\begin{array}{r}150,529 \\ 954 \\ \hline\end{array}$ |
| Total Income | 36,651 | 38,388 | 34,430 | 114,871 | 105,474 | 143,782 | 38,543 | 40,139 | 36,052 | 120,116 | 111,388 | 151,483 |
| Expendi |  |  |  |  |  |  |  |  |  |  |  |  |
| (a) Cost of raw material and components consumed | 11,375 | 13,319 | 13,108 | 36,532 | 35,989 | 45,636 | 11,630 | 13,550 | 13,728 | 37,304 | 36,936 | 46,776 |
| (b) Purchase of traded goods | 7,007 | 7,350 | 7,164 | 21,745 | 23,288 | 31,790 | 6,847 | 7,264 | 6,660 | 21,306 | 23,048 | 31,486 |
| (c) (Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods | (140) | $(1,400)$ | $(2,523)$ | (953) | $(3,604)$ | $(1,362)$ | (166) | $(1,387)$ | $(2,522)$ | (960) | $(2,819)$ | (516) |
| (d) Employee cost | 3,544 | 3,510 | 3,125 | 10,534 | 9,588 | 12,711 | 4,178 | 4,114 | 3,696 | 12,361 | 11,282 | 15,026 |
| (e) Employee stock option expenses | 246 | 607 | 1,180 | 2,020 | 1,782 | 2,871 | 246 | 607 | 1,180 | 2,020 | 1,782 | 2,871 |
| (f) Advertisement and Sales Promotion expense | 4,745 | 4,601 | 4,210 | 14,222 | 12,358 | 17,072 | 5,055 | 4,884 | 4,409 | 14,994 | 13,250 | 18,097 |
| (g) Depreciation, amortisation and impairment | 1,693 | 1,681 | 1,729 | 5,046 | 5,271 | 7,037 | 739 | 717 | 761 | 2,142 | 2,445 | 3,255 |
| (h) Other expenditure | 4,889 | 5,553 | 4,612 | 15,286 | 13,564 | 18,509 | 5,655 | 6,188 | 5,271 | 17,357 | 15,738 | 21,442 |
| Total expenditure | 33,359 | 35,221 | 32,605 | 104,432 | 98,236 | 134,264 | 34,184 | 35,937 | 33,183 | 106,524 | 101,662 | 138,437 |
| Profit from Operations before Other Income, |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Income | 1,260 | 1,418 | 1,460 | 4,406 | 5,113 | 6,586 | 248 | 460 | 146 | 1,206 | 738 | 992 |
| Profit before Finance cost and Tax | 4,552 | 4,585 | 3,285 | 14,845 | 12,351 | 16,104 | 4,607 | 4,662 | 3,015 | 14,798 | 10,464 | 14,038 |
| Finance Cost | 59 | 136 | 315 | 469 | 904 | 1,203 | 79 | 164 | 373 | 551 | 1,058 | 1,377 |
| Profit before exceptional items and tax | 4,493 | 4,449 | 2,970 | 14,376 | 11,447 | 14,901 | 4,528 | 4,498 | 2,642 | 14,247 | 9,406 | 12,661 |
| Exceptional item ( Refer Note 2) | - | - | - | - | - | 209 | - | - | - | - | - | 209 |
| Profit from ordinary activities before tax | 4,493 | 4,449 | 2,970 | 14,376 | 11,447 | 14,692 | 4,528 | 4,498 | 2,642 | 14,247 | 9,406 | 12,452 |
| Current tax and deferred tax expense | 624 | 629 | - | 2,013 | - | - | 625 | 629 | - | 2,015 | 7 | (58) |
| Short provisions/MAT credit reversal of earlier years | - | - | - | - | - | 413 | - | - | - | - | - | 412 |
| Profit from ordinary activities before minority Interest | 3,869 | 3,820 | 2,970 | 12,363 | 11,447 | 14,279 | 3,903 | 3,869 | 2,642 | 12,232 | 9,399 | 12,098 |
| Minority Interest (share in loss/(profit)) |  |  |  |  |  |  | (4) | 8 | 4 | 2 | 7 | 14 |
| Net Profit for the yeargigutetspa ingenilicalin | (1) 3,869 | 3,820 | 2,970 | 12,363 | 11,447 | 14,279 | 3,899 | 3,877 | 2,646 | 12,234 | 9,406 | 12,112 |
|  | \% |  |  |  |  |  |  |  |  |  |  |  |

# JYOTHY LABORATORIES LIMITED 

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2015
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400 059. CIN : L24240MH1992PLC128651


JYOTHY LABORATORIES LIMITED
REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED
Amount (Rs in lacs)

| Particulars |  |  |  |  |  |  | Amount (Rs in lacs) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Standalone |  |  |  |  |  |  |  | Consol | dated |  |  |
|  | Quarter ended |  |  | Nine months ended |  | $\begin{gathered} \hline \text { Year ended } \\ \hline \mathbf{3 1 . 0 3 . 2 0 1 5} \\ \hline \end{gathered}$ | Quarter ended |  |  | Nine months ended |  | $\begin{array}{\|c\|} \hline \text { Year ended } \\ \hline \mathbf{3 1 . 0 3 . 2 0 1 5} \\ \hline \end{array}$ |
|  | 31.12.2015 | 30.09.2015 | 31.12.2014 | 31.12.2015 | 31.12.2014 |  | 31.12.2015 | 30.09.2015 | 31.12.2014 | 31.12.2015 | 31.12.2014 |  |
|  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| Segment Revenue : |  |  |  |  |  |  |  |  |  |  |  |  |
| A. Soaps and Detergent | 28,072 | 28,756 | 27,213 | 89,193 | 83,662 | 109,192 | 28,725 | 29,455 | 27,681 | 91,125 | 85,585 | 111,794 |
| B. Home care | 8,103 | 9,256 | 6,461 | 24,437 | 20,396 | 32,354 | 8,194 | 9,269 | 6,550 | 24,519 | 21,250 | 33,230 |
| C. Laundry Services |  |  |  | - | - | - | 1,122 | 1,033 | 1,057 | 3,176 | 3,152 | 4,205 |
| D. Others | 429 | 404 | 364 | 1,245 | 1,394 | 1,799 | 459 | 416 | 381 | 1,308 | 1,410 | 1,818 |
| Total | 36,604 | 38,416 | 34,038 | 114,875 | 105,452 | 143,345 | 38,500 | 40,173 | 35,669 | 120,128 | 111,397 | 151,047 |
| Less: Inter Segment Revenue | (21) | (100) | (32) | (176) | (479) | (518) | (21) | (100) | (32) | (176) | (479) | (518) |
| Net Sales | 36,583 | 38,316 | 34,006 | 114,699 | 104,973 | 142,827 | 38,479 | 40,073 | 35,637 | 119,952 | 110,918 | 150,529 |
| Segment Results: |  |  |  |  |  |  |  |  |  |  |  |  |
| Profit / (Loss) before tax and finance cost | 3,450 | 3,279 | 2,131 | 11.558 | 8,377 | 11,521 | 4.293 | 4,144 | 2,991 | 14.150 | 10,555 | 4.771 |
| B. Home care | 526 | 625 | 59 | 1,115 | 1,022 | 955 | 598 | 651 | 74 | 1,224 | 899 | 822 |
| C. Laundry Services | - | - | - | - | - | - | (290) | (284) | (260) | (855) | (850) | $(1,307)$ |
| D. Others | 12 | (17) | 54 | 5 | 3 | 15 | 86 | 38 | 119 | 196 | 191 | 265 |
| Total | 3,988 | 3,887 | 2,244 | 12,678 | 9,402 | 12,491 | 4,687 | 4,549 | 2,924 | 14,715 | 10,795 | 14,551 |
| Less: (i) Finance cost |  | (136) | (315) | (469) | (904) | $(1,203)$ | (79) | (164) | (373) | (551) | $(1,058)$ | $(1,377)$ |
| (ii) Other unallocable expenditure | (708) | (720) | (425) | $(2,192)$ | $(2,173)$ | $(2,938)$ | (346) | (360) | (64) | $(1,116)$ | $(1,092)$ | $(1,532)$ |
| Add: Unallocable Income | 1,272 | 1,418 | 1,466 | 4,359 | 5,122 | 6,551 | 266 | 473 | 155 | 1,199 | 761 | 1,019 |
| Exceptional item | - | - | - | - | - | (209) | - | - | - | - | - | (209) |
| Profit Before Tax | 4,493 | 4,449 | 2,970 | 14,376 | 11,447 | 14,692 | 4,528 | 4,498 | 2,642 | 14,247 | 9,406 | 12,452 |
| Capital Employed: |  |  |  |  |  |  |  |  |  |  |  |  |
| (Segment Assets - Segment Liabilities) |  |  |  |  |  |  |  |  |  |  |  |  |
| A. Soaps and Detergent | 43,332 | 46,461 | 47,454 | 43,332 | 47,454 | 45,799 | 24,762 | 27,032 | 26,504 | 24,762 | 26,504 | 25,033 |
| B. Home care | 11,942 | 10,535 | 10,462 | 11,942 | 10,462 | 8,554 | 11,936 | 10,529 | 10,647 | 11,936 | 10,647 | 8,475 |
| C. Laundry Services | - | - | - | - | - | - | 6,987 | 7,060 | 6,905 | 6,987 | 6,905 | 6,882 |
| D. Others | 1,965 | 1,868 | 2,197 | 1,965 | 2,197 | 2,155 | 435 | 276 | 426 | 435 | 426 | 440 |
| E. Unallocated assets/(liabilities) (net) | 53,314 | 47,574 | 40,852 | 53,314 | 40,852 | 39,662 | 48,344 | 43,421 | 39,931 | 48,344 | 39,931 | 37,280 |
| Total | 110,553 | 106,438 | 100,965 | 110,553 | 100,965 | 96,170 | 92,464 | 88,318 | 84,413 | 92,464 | 84,413 | 78,110 |

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

Place: Mumbai
January 28, 2016
For and on behalf fthe board


Chairman and Mamachandran

