



UJALA

To,

May 16, 2018

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East),
Mumbai - 400051

Scrip Code: JYOTHYLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 023.

Scrip Code: 532926

Dear Sirs,

**Sub: Standalone and Consolidated Audited Financial Results of the Company for the
quarter and year ended March 31, 2018**

Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") and other applicable provisions, if any, we wish to inform you that the Board of Directors of the Company at its meeting held today at 11:30 a.m. and concluded at 2:25 p.m. have approved the Audited Financial Results of the Company on Standalone and Consolidated basis for the quarter and year ended March 31, 2018.

Accordingly, we are enclosing herewith the following:

- Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March 31, 2018;
- Auditors Report issued by M/s. B S R & Co. LLP, Statutory Auditors of the Company on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March 31, 2018; and
- Press Release by the Company in respect of its performance during the quarter and year ended March 31, 2018.

The report of M/s. B S R & Co. LLP, Statutory Auditors of the Company, is with the unmodified opinion with respect to the Audited Financial Results (Standalone and Consolidated) for the year ended March 31, 2018.





UJALA

Kindly take the above on your record and disseminate the same for information of investors.

Thanking you,

Yours faithfully,

For Jyothy Laboratories Limited

Shreyas Trivedi
Head – Legal & Company Secretary




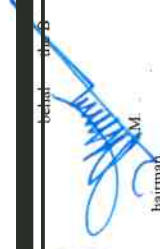
Encl.: As above

JYOTHY LABORATORIES LIMITED (CIN : L24240MH1992PLC128651) STATEMENT OF STANDALONE/CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018 Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.										
Particulars	Standalone				Consolidated					
	Quarter ended		Year ended		Quarter ended		Year ended			
	31.03.2018 Audited (Note 4)	31.12.2017 Unaudited	31.03.2017 Audited (Note 4)	31.03.2018 Audited	31.03.2017 Audited (Note 4)	31.12.2017 Unaudited	31.03.2017 Audited (Note 4)	31.03.2018 Audited	31.03.2017 Audited	31.03.2018 Audited
Paid up equity share capital (Face value of Re 1 each)	1,818	1,818	1,817	1,818	1,817	1,818	1,817	1,818	1,817	1,818
Other equity	-	-	-	66,528	63,548	-	-	1,12,604	1,07,084	-
Earnings Per Share of face value Re 1 each										
Basic earnings per share (Rs)	3.32	2.05	6.05	8.83	11.12	4.18	5.91	9.84	11.24	-
Diluted earnings per share (Rs)	3.29	2.03	6.05	8.74	11.12	4.14	5.91	5.66	11.24	-
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised

Notes :

1. The above audited financial results of the Company for the quarter and year ended March 31, 2018 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 16, 2018.
2. In the earlier years, the Company had applied to the Central Government for approval of grant of ESOP's to a whole time director and CEO as the value of the ESOP's granted were expected to be in excess of the eligible limits under the Companies Act, as applicable. During financial year 2016-17, certain ESOP's have been exercised by the Director and as managerial remuneration includes the perquisite value of ESOP's in the year in which it is exercised, the overall value of Managerial Remuneration for the year ended March 31, 2017 is in excess of the limits to the extent of Rs 783.64 lacs. The Company has received an approval from the Central Government on May 1, 2017 for an amount that can be paid to the director for the three years ending May 2017, however, the said ESOP's have not been considered separately. The Company has made a representation seeking approval of grant of ESOP's. On January 3, 2018, the provisions of the Section 197 of the Companies Act, 2013 is amended and accordingly all the pending applications with the Central Government shall abate, and the Company shall obtain the approval in accordance with the revised provision of the Act, within a period of one year and pay remuneration to managerial personnel. Pending notification of the said amendment and necessary approval, the shares issued to the managerial personnel are held by him in trust.
3. Sales for the quarters ended March 31, 2018 and December 31, 2017 are net of Goods and Service Tax (GST). However, Sales till period ended June 30, 2017 is gross of excise duty. Accordingly, the amounts are not fully comparable.





Chairman

JYOTHY LABORATORIES LIMITED
STATEMENT OF STANDALONE/CONSOLIDATED AUDITED FINANCIAL RESULTS

Notes :

6 Statement of Assets and Liabilities :-

Amount (Rs in lacs)

Particulars	Standalone		Consolidated	
	As at March 31, 2018	As at March 31, 2017	As at March 31, 2018	As at March 31, 2017
	Audited	Audited	Audited	Audited
Assets				
Non-Current Assets				
Property, plant and equipment	25,882	28,228	29,779	30,572
Capital work in progress	1,527	803	1,531	877
Goodwill	10,288	10,288	78,633	78,633
Other Intangible assets	12,758	15,649	658	497
Financial assets				
Investment in subsidiaries	716	665	-	-
Other investments	13,447	13,348	3	3
Trade receivables	670	569	670	569
Loans	759	698	876	902
Other financial assets	34	605	55	637
Deferred tax assets (net)	6,283	7,021	9,024	11,148
Income Tax assets (net)	955	2,354	1,172	2,574
Other non-current assets	9,206	10,751	9,217	10,787
	82,525	90,979	1,31,618	1,37,199
Current assets				
Inventories	18,696	19,521	18,835	19,637
Financial assets				
Investments	10,393	1,408	11,315	2,846
Trade receivables	15,608	11,195	16,075	11,712
Cash and cash equivalent	5,500	3,413	6,293	4,012
Other bank balances	7,220	6,133	7,374	6,332
Loans	-	-	181	79
Other financial assets	786	259	786	259
Other current assets	5,101	3,033	5,351	3,166
Assets held for sale	68	68	68	68
	63,372	45,030	66,278	48,111
Total Assets	1,45,897	1,36,009	1,97,896	1,85,310



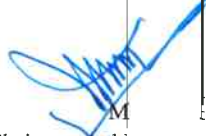
JYOTHY LABORATORIES LIMITED
STATEMENT OF STANDALONE/CONSOLIDATED AUDITED FINANCIAL RESULTS

Particulars	Standalone		Consolidated
	As at March 31, 2018	As at March 31, 2017	As at March 31, 2018
	Audited	Audited	Audited
Equity			
Equity Share Capital	1,818	1,817	1,818
Other Equity	66,528	63,548	1,12,604
Equity attributable to owners of Jyothy Laboratories Limited	68,346	65,365	1,14,422
Non-controlling interests	-	-	(1,395)
Total equity	68,346	65,365	1,13,027
Liabilities			
Non-Current liabilities			
Financial Liabilities			
Borrowings	-	-	377
Provisions	2,652	2,140	2,780
Other non-current liabilities	425	-	425
	3,077	2,140	3,582
Current liabilities			
Financial Liabilities			
Borrowings	27,680	4,919	27,680
Trade payables	16,716	14,481	17,203
Other financial liabilities	21,040	41,272	27,235
Provisions	3,198	3,101	3,294
Other current liabilities	5,288	4,432	5,323
Current Tax liabilities (net)	552	299	552
	74,474	68,504	81,287
Total liabilities	77,551	70,644	84,869
Total equity and liabilities	1,45,897	1,36,009	1,97,896


7 Previous period / year's figures have been regrouped/rearranged wherever necessary.

Place: Mumbai
Date: May 16, 2018



For and on behalf of

Chairman and Managing Director

JYOTHY LABORATORIES LIMITED REPORTING OF SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES										
Particulars	Standalone				Consolidated				Amount (Rs in lacs)	
	Quarter ended		Year ended		Quarter ended		Year ended			
	31.03.2018	31.12.2017	31.03.2018	31.03.2017	31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2018	31.03.2017
	Audited (Note 4)	Unaudited	Audited	Audited	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited	Audited
Segment Revenue :										
A. Dishwashing	14,302	14,103	52,910	51,027	14,302	14,103	12,093	52,910	52,910	51,027
B. Fabric Care	19,226	18,690	71,815	73,101	19,409	18,840	18,198	72,326	72,326	73,791
C. Household Insecticides	11,158	3,753	24,385	26,119	11,158	3,753	11,110	24,385	24,385	26,119
D. Personal Care	4,934	4,452	18,993	15,957	4,934	4,452	3,323	18,993	18,993	15,957
E. Laundry service	-	-	-	-	955	1,131	1,131	4,102	4,102	4,413
F. Others	921	842	3,694	3,764	921	842	769	3,694	3,694	3,764
Total	50,541	41,840	1,71,797	1,69,968	51,679	43,121	46,624	1,76,410	1,76,410	1,75,071
Less: Inter Segment Revenue	-	-	(35)	(152)	-	-	(17)	(35)	(35)	(152)
Net Sales	50,541	41,840	1,71,762	1,69,816	51,679	43,121	46,607	1,76,375	1,76,375	1,74,919
Segment Results:										
Profit / (Loss) before tax and finance cost										
A. Dishwashing	2,515	2,097	6,978	5,995	2,631	2,216	1,316	7,450	7,450	6,467
B. Fabric Care	4,630	3,719	14,666	13,536	5,141	4,162	4,148	16,516	16,516	15,421
C. Household Insecticides	747	(107)	377	407	747	(107)	195	377	377	407
D. Personal Care	158	747	2,035	2,258	347	940	657	2,802	2,802	3,024
E. Laundry service	-	-	-	-	(425)	(262)	(407)	(1,248)	(1,248)	(1,225)
F. Others	33	(304)	(98)	166	33	(304)	81	(98)	(98)	166
Total	8,083	6,152	23,958	22,362	8,474	6,645	5,990	25,799	25,799	24,260


JYOTHY LABORATORIES LTD.
MUMBAI


P. S. R. & Co. LLP
 Chartered Accountants
 10th Floor,
 Laxmi Laxmi,
 Apollo Clinic Colony,
 N. M. Jeejeebhoy
 Marg,
 Mumbai - 400 011
 India.

Particulars	Standalone				Consolidated			
	Quarter ended		Year ended		Quarter ended		Year ended	
	31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2017	31.12.2017	31.03.2018	31.03.2017
	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited	Audited (Note 4)	Unaudited	Audited	Audited
Segment Assets :								
A. Dishwashing	18,450	17,582	15,823	18,450	15,823	15,576	16,561	13,460
B. Fabric Care	37,797	39,661	40,784	37,797	40,784	30,310	30,796	29,951
C. Household Insecticides	14,867	15,604	14,583	14,867	14,583	15,604	14,867	14,583
D. Personal Care	10,063	10,429	10,427	10,063	10,427	7,175	6,998	6,596
E. Laundry service	-	-	-	-	-	13,589	13,187	13,558
F. Others	1,368	1,487	946	1,368	946	1,487	1,368	946
G. Unallocated assets	63,352	54,031	53,446	63,352	53,446	1,04,904	1,14,119	1,06,216
Total	1,45,897	1,38,794	1,36,009	1,45,897	1,36,009	1,88,645	1,97,896	1,85,310
Segment Liabilities :								
A. Dishwashing	8,398	7,910	5,718	8,398	5,718	7,910	8,398	5,719
B. Fabric Care	10,131	10,001	9,014	10,131	9,014	10,040	10,217	9,023
C. Household Insecticides	6,562	3,365	5,718	6,562	5,718	3,365	6,562	5,718
D. Personal Care	2,863	2,225	3,217	2,863	3,217	2,225	2,863	3,217
	31	1	2	1	2	1		
Total	4	166	167	1	1	361	7	7

For and on behalf of the Company, 361 7 38 698 738

Director, 38 698 738

Chartered Accountant, 38 698 738

Member of the Audit Committee, 38 698 738

Member of the Audit Committee, 38 698 738

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Independent Auditor's Report on Standalone Financial Results of Jyothy Laboratories Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

Jyothy Laboratories Limited

In our opinion and to the best of our information and according to the explanations given to us, these standalone financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (ii) give a true and fair view of the net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**
Chartered Accountants
Firm's Registration No. 101248W/W-100022



Sreeja Marar
Partner

Membership No: 111410

Mumbai
16 May 2018

B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg, Mahalaxmi
Mumbai - 400 011
India

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Independent Auditor's Report on Consolidated Financial Results of Jyothy Laboratories Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Jyothy Laboratories Limited

We have audited the annual consolidated financial results of Jyothy Laboratories Limited ('the Company') for the year ended 31 March 2018 ('the Statement') attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that the figures for the quarter ended 31 March 2018 and the corresponding quarter ended in the previous year as reported in these consolidated financial results are the balancing figures between consolidated audited figures in respect of the full financial year and the published year to date consolidated figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These consolidated annual financial results have been prepared from consolidated annual financial statements and reviewed quarterly consolidated financial results upto the end of the third quarter which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such consolidated annual financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of four subsidiaries included in the consolidated annual financial results, whose annual financial statements reflect total assets of Rs 2,022 Lacs as at 31 March 2018 as well as the total revenue of Rs 1,736 Lacs for the year ended 31 March 2018. These annual financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the consolidated annual financial results, to the extent they have been derived from such annual financial statements is based solely on the reports of such other auditors. Our opinion is not modified in respect of this matter.

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**Independent Auditor's Report on Consolidated Financial Results of
Jyothy Laboratories Limited Pursuant to the Regulation 33 of the SEBI
(Listing Obligations and Disclosure Requirements) Regulations, 2015**

Jyothy Laboratories Limited

Without qualifying our report and as more fully described in Note 2 of the consolidated financial results, we draw attention to managerial remuneration paid/provided by the Company for the year ended 31 March 2017 in excess of limits prescribed under the Companies Act, 2013. As informed to us, the Company has filed revised application with the Central Government for approval of such excess remuneration. Pending approval, no adjustments are considered necessary in these consolidated financial results. Our conclusion is not modified in respect of this matter.

The consolidated financial results for the quarter and year ended 31 March 2017 included in the Statement were audited by the predecessor auditor, whose audit report dated 18 May 2017 expressed an unmodified opinion on those consolidated financial results.

In our opinion and to the best of our information and according to the explanations given to us and based on consideration of reports of other auditors on separate financial statements and other information of the subsidiaries and joint venture as aforesaid, these consolidated annual financial results:

- (i) include the annual financial results of the following entities:
 - 1. Jyothy Fabricare Services Limited
 - 2. Jyothy Kallol Bangladesh Limited
 - 3. Snoways Launderers and Drycleaners Private Limited
 - 4. Four Seasons Drycleaning Company Private Limited
 - 5. JFSL – JLL (JV)
- (ii) have been presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (iii) give a true and fair view of the consolidated net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No: 101248W/ W – 100022



Sreeja Marar

Partner

Membership No: 111419

Mumbai

16 May 2018

For immediate release



Jyothy Laboratories Ltd Q4FY18 v/s Q4FY17 (Consolidated)

Net Sales at Rs. 516.8 crore v/s Rs. 441 crore (GST Comparable), up by 17.2%

PBT at Rs. 107 crore v/s Rs. 44.6 crore, up by 140%

Net profit at Rs. 76 crore v/s Rs. 107.4 crore.

Board Approved Bonus shares in the ratio of 1:1

Editor Synopsis

Q4FY18 v/s Q4FY17

- Net Revenue at Rs. 516.8 crore v/s Rs. 441 crore (GST comparable), up by 17.2%
- Operating EBIDTA margin at 17.1% v/s 13.8% (On GST Adjusted sales)
- PBT at Rs 107 crore v/s Rs 44.6 crore, up by 140% (Current period includes Rs 37 crore on profit on sale of land)
- Net Profit at Rs. 76 crore v/s Rs. 107.4 crore, down by 29.3% due to tax reversal on setoff losses of JCPML (Erstwhile Henkel Marketing India Ltd.) with JLL in FY2017.
- Basic EPS (Non annualized) at Rs. 4.18 v/s Rs. 5.91

FY18 v/s FY17

- Net Revenue at Rs. 1,763.8 crore v/s Rs. 1,656.3 crore (GST comparable), up by 6.5%
- Operating EBIDTA margin at 15.4% v/s 15.5% (On GST Adjusted sales)
- PBT at Rs 240.7 crore v/s Rs 178.7 crore, up by 34.8% (current period includes Rs 37 crore on profit on sale of land)
- Net Profit at Rs. 178.9 crore v/s Rs. 204.2 crore, down by 12.2% due to tax reversal on setoff losses of JCPML (Erstwhile Henkel Marketing India Ltd) with JLL in FY2017.
- Basic EPS at Rs. 9.84 v/s Rs. 11.24

Mumbai, May 16, 2018: Jyothy Laboratories Ltd (JLL), the Indian FM Revenue of Rs. 516.8 crore for the quarter ended March 31, 2018 v/s by 17.2%. During the same period, the Net Profit stood at Rs. 76 29.3% due to tax reversal on setoff losses of JCPML (Erstwhile in FY2017.

The Operating EBIDTA margin for the quarter stood at 17.1% as again Q4FY17. Profit before Tax at Rs 107 crore vs Rs 44.6 crore, up t Rs 37 crore on profit on sale of land). The company reported Bas in the corresponding quarter of last year.

For the year ended March 31, 2018, JLL reported Net Revenue c comparable Net Revenue of Rs. 1,656.3 crore of previous fiscal, up b at Rs. 178.9 crore compared to Rs. 204.2 crore of previous fiscal; dow setoff losses of JCPML (Erstwhile Henkel Marketing India) with

The Operating EBIDTA margin for the year ended March 31, 2018 wa Adjusted sales) in FY17. Profit before Tax at Rs 240.7 crore v/s Rs 17 includes Rs 37 crore on profit on sale of land). The company report against Rs. 11.24 in the corresponding period last year.

The Board of Directors recommended issue of Bonus shares to capitalization of the securities premium in the ratio of 1 (One) bo paid for every 1 (one) existing equity shares of Re 1 fully paid up, he to be fixed later for the same.

The Board of Directors has also recommended dividend of Re 0.5 pe financial year 2017-18 on the proposed expanded capital base (on ac



Consolidated Segmental Performance

- **Fabric Care:** Includes **Fabric Whitener, Fabric Enhancer, Bar Soap**

- Net Revenue for the quarter stood at Rs. 194.1 crore as against Revenue of Rs. 170.8 crore in Q4FY17, growth of 13.6%. Segment Results for the same period stood at Rs. 51.4 crore over Rs. 41.5 crore.
- Revenues for FY18 stood at Rs. 723.3 crore, up 4.0% compared to FY17. Segment Results for the same period were recorded at Rs. 185.5 crore.

- **Dishwashing:** Includes **Dish Wash Scrubber and Scrubber Steel, Dish Wash**

- Revenues for the quarter stood at Rs. 143 crore as against Rs.118 crore, growth of 21.3%. Segment Results for the same period stood at Rs. 26.3 crore, as against Rs. 13.2 crore in Q4FY17.
- Revenues for FY18 stood at Rs. 529.1 crore, up 9.0% compared to FY17. Segment Results for the same period stood at Rs. 74.5 crore.

- **Household Insecticides:** Includes **Mosquito Repellent Coil, Liquid Mosquito Repellent**

- Revenues for the quarter stood at Rs. 111.6 crore as against Rs. 102.6 crore, growth of 8.7%. Segment Results for the same period stood at Rs. 7.5 crore, as against Rs. 1.95 crore in Q4FY17.
- Revenues for FY18 stood at Rs. 243.9 crore as against Rs. 225.5 crore in FY17. Segment Results for the same period stood at Rs. 3.8 crore over Rs. 2.5 crore.

- **Personal Care:** Includes **Body Soap, Face Wash, Toothpaste, Deodorant, Shave, Moisturizer**

- Revenues for the quarter stood at Rs. 49.3 crore up 56% compared to Rs. 31.6 crore. Segment Results for the same period stood at Rs. 11.5 crore as against Rs. 6.6 crore in Q4FY17.
- Revenues for FY18 stood at Rs. 189.9 crore, up 23.1% compared to FY17. Segment Results for the same period stood at Rs. 28 crore.




Commenting on the performance, Mr. M P Ramachandran – Chair
Laboratories Ltd said, “The FMCG sector witnessed uncertainties due to the lockdown effect. Although, the sector had mixed reactions, we at Jyothy Laboratories are reaping the benefits to the sector and the company. Though the first quarter of 2020 was negative. Second, third & fourth quarters have shown excellent progress in the coming quarter also.

“The significant growth that the company has achieved in the previous quarters are taking necessary steps. The rural and urban demand is expected to be good in the predicted good monsoon & initial signs have already kicked in. Various individual brands and focus upon providing the best quality across all categories & margins as stated before,” Mr Ramachandran added.

ABOUT JYOTHY LABORATORIES:

Jyothy Laboratories Ltd, a fast moving consumer goods Company founded by Mr. M P Ramachandran. Over the years the company has evolved from a single brand to a multi brand, BSE & NSE listed company involved in the manufacture of fabric care, mosquito repellent, surface cleaning, personal care and in

The company boasts of 10 brands in its kitty including **Ujala, Maxo, Exel, White Chek** and **Mr. White** that are well-known and established brands in the market. The company is also engaged into service sector in organized laundry services at an affordable price at your doorstep” through its subsidiary ‘Jyothy Fabrics & Linens Ltd’.

For more information, please contact:

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