

JHS Svendgaard Laboratories Limited announces Consolidated FY18-19 results Revenues at Rs. 130.77 crore

New Delhi, May 18, 2019: JHS Svendgaard Laboratories Ltd. (JHS) one of India's leading Oral-care manufacturing companies today reported its financial results for the financial year ending 31st March, 2019.

<p>FY18-19 Highlights (Consolidated):</p> <ul style="list-style-type: none"> ▪ Total Income at Rs 130.77 crore ▪ EBIDTA at Rs 6.07 crore ▪ EBITDA Margin at 4.65% ▪ Net profit at Rs -1.60 crore 	<p>FY 17-18 Highlights (Consolidated)</p> <ul style="list-style-type: none"> ▪ Total Income were at Rs 147.62 crore ▪ EBIDTA was at Rs 18.73 crore ▪ EBITDA Margin stood at 12.69% ▪ Net profit was at Rs 26.07 crore*
<p>FY18-19 Highlights (Standalone):</p> <ul style="list-style-type: none"> ▪ Total Income at Rs 125.43 crore ▪ EBIDTA at Rs 13.20 crore ▪ EBITDA Margin at 10.52% ▪ Net profit at Rs 3.66 crore 	<p>FY 17-18 Highlights (Standalone)</p> <ul style="list-style-type: none"> ▪ Total Income were at Rs 145.68 crore ▪ EBIDTA was at Rs 21.36 crore ▪ EBITDA Margin stood at 14.67% ▪ Net profit was at Rs 28.06 crore*

* Included an exceptional income of Rs.27.27 Cr.

Operational Highlights

- The revenues (Rs.130.77 Cr.) for the year ending 31st March'2019 have reduced by 11.41%, when compared to previous year (Rs.147.62 Cr.). The decline is primarily because of the initial stress with one of the company's key private label client which is now trending towards stability.
- JHS has entered into manufacturing agreements with two (2) major clients in the FMCG space.
- JHS has acquired additional manufacturing unit at Kala-Amb, Himachal Pradesh adjacent to the existing facility;
- JHS through its subsidiary JHS Svendgaard Retail Ventures Pvt. Ltd. has also entered into LOIA for setting up two (2) more retail outlets for Patanjali at Terminal 3, Indira Gandhi International Airport, Delhi. The company is well geared up to increase its presence across all major Airports in India and with the upcoming stores once in operation, the presence will increase to five (5) retail outlets at major Airports in India.
- JHS through its another subsidiary JHS Svendgaard Brands Ltd. has further extended its presence into the modern trade space under its proprietary brand "**aquawhite**" focusing on Kids range and has recently tied with another Modern Trade Chain of Stores, D-Mart in addition to Relay & stores of Future Group
- JHS Svendgaard Brands Ltd. has added three (3) more kid's favorite character 'Peppa Pig', 'Angry Bird' & 'Hello Kitty' in its character portfolio for kid's oral-care range. With this "**aquawhite**" becomes the only brand offering the widest portfolio in the kid's character based oral-care category.
- JHS Svendgaard Brands Ltd. has signed celebrity actor Tiger Shroff as brand ambassador for "**aquawhite**"



Press Release – For Immediate Publication

Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director (JHS)**, said, “We are very happy to add more clients to the private label portfolio which has further strengthened the company. Our branded product under “aquawhite” is focusing on increasing distribution footprints to increase contribution from this segment and add growth in coming quarters.”

He further added “I believe that the demand for oral care products in India will continue to remain robust considering the low penetration and shortening of the time of replacing the brush with changing demographics of economy. We are focused on further increasing our market share and expanding our customer base PAN India through all distribution channels (E-Commerce, Modern Trade & Traditional Trade).”

About JHS Svendgaard Laboratories Limited (JHS):

Led by Nikhil Nanda, JHS is amongst India’s largest Oral Care manufacturers and is listed on the India Stock Market (“NSE – JHS” and “BSE – 532771”) since 2006.

With a strong foothold and experience in oral care products (both for children and adults) since three decades, it caters to an extensive range of Oral Care products for some of the largest Brands into the Oral Care category globally.

Apart from the private label manufacturing business, the company under its subsidiary JHS Svendgaard Brands Ltd. possesses proprietary brand **aquawhite™**.

aquawhite™ is the official (and the only) company that holds licenses for the popular & most prominent kids characters in India -- *Chhota Bheem, Angry Birds, Peppa Pig, Hello Kitty, The Jungle Book, PAW Patrol, Pokémon, Shimmer and Shine, Shiva & SpongeBob SquarePants.* **aquawhite™** manufacture compliance inducing kids Oral Care range and is also known for manufacturing ‘RDA Controlled’ toothpastes that maintain the correct balance to ensure the overall well-being of your mouth.

The company has also been signed up by Patanjali Ayurved Ltd. as the exclusive partner for setting up, maintaining and operating retail stores exclusively at Airports across the country.

Forward-Looking Statements:- *This report contains forward –looking statements, which may be identified by their use of words like ‘plans’, ‘expects’, ‘will’, ‘anticipates’, ‘believes’, ‘intends’, ‘projects’, ‘estimates’ or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the company’s strategy for growth, market position, expenditures, and financial results, are forward –looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realized. The company’s actual results, performance or achievements could thus differ materially from those projected in any such forward – looking statements. The company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events.*

For more details about JHS Svendgaard Laboratories Limited, please visit www.svendgaard.com

For more details on the product range, please visit www.aquawhite.in

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