

May 31, 2023

To

**The Listing Department
Bombay Stock Exchange Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street**

Mumbai – 400 001

**The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Mumbai – 400 051**

Trading Symbol: JHS

Scrip Code: 532771

Subject: Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended on 31st March 2023.

Dear Sir/Madam,

Please find enclosed a presentation on the Audited Financial Results of JHS Svendgaard Laboratories Limited for the quarter and year ended on 31st March 2023.

You are requested to kindly take the above information into your records.

**Thanking You,
Yours Faithfully
For JHS svendgaard Laboratories Limited**

KOMAL
JHA
Komal Jha
Company Secretary

Digitally signed by
KOMAL JHA
Date: 2023.05.31
15:42:14 +05'30'

Encl: A/a



JHS Svendgaard Laboratories Limited

Investor Presentation

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Consolidated Financial Highlights



Partner to leading Indian and global FMCG brands



Commenting on Q4 & FY23 results, Mr. Nikhil Nanda, Managing Director, said :



During the year we have registered 11.54% YoY growth in Revenue at Rs. 96.21 crore. The growth in top line was mainly on account of increase in the manufacturing business from clients like Leeford Healthcare, Amway (New Category), CSDs and new client additions in our portfolio like Reliance, Artsana and Medplus. Apart from this, sales at Airport Stores in JHS Svendgaard Retail Ventures has also seen a major improvement along with the manpower services which has been initiated from FY23.

We have a wide reach in the domestic market for oral care segment and have now penetrated into other product categories as well. As part of our recent tie-up with Zydus Cadilla, we will be manufacturing talcum powder under their Nycil brand. I am happy to share that we have commenced operations at the talcum powder plant. This is a new category addition for us, in line with our strategy to diversify our product portfolio. We are also leveraging on our expertise in R&D, to continuously come up with better ideas, designs etc. to stay ahead of the ever-changing trends.

We remain optimistic and believe that our current strategies will drive growth and enable us to meet our long-term objectives. I want to express my gratitude to everyone who has helped and supported our Company. This includes our employees, clients, creditors, banks, financial institutions, and all our other stakeholders. Their trust in us and continued support makes it possible for us to keep working hard every day to grow and improve our business.”

Q4 FY23 Consolidated Financial Highlights

Particulars (Rs. Crs)	Q4 FY23	Q4 FY22	YoY%	Q3 FY23
Total Income from Operations	25.40	19.11	32.88%	25.45
Cost of Material Consumed	14.27	11.69		13.51
Purchase of stock in trade	2.83	1.45		1.96
Changes in Inventories	0.15	(0.42)		1.76
Total Raw Material Expenses	17.25	12.73	35.48%	17.23
Employee Expenses	3.50	2.86		4.36
Other Expenses	7.51	3.67		5.69
Total Expenditure	28.25	19.26	46.68%	27.29
EBITDA	(2.85)	(0.15)	(1863.71%)	(1.84)
EBITDA Margin	(11.23%)	(0.76%)	(1047 bps)	(7.23%)
Other Income	7.81	2.38		1.67
Depreciation	2.31	1.69		1.71
Interest / Finance Cost	0.39	0.61		0.25
Exceptional Item (Gain) / Loss	(18.63)	0.00		0.00
Share of (profit)/loss from investment in associate	0.00	0.00		0.00
PBT	(16.37)	(0.06)		(2.12)
Tax	(6.24)	4.37		(0.04)
PAT	(10.13)	(4.43)	(128.40%)	(2.08)
PAT Margin	(39.88%)	(23.20%)	(1668 bps)	(8.18%)
EPS (In Rs.)	(1.52)	(0.68)	123.53%	(0.24)

- Growth in Revenue is mostly attributable to expansion of the manufacturing business for existing and new customers and also from sales at airport retail business
- Decline in EBITDA due to higher operating cost and other marketing initiatives

FY23 Consolidated Financial Highlights

Particulars (Rs. Crs)	FY23	FY22	YoY%
Total Income from Operations	96.21	86.25	11.54%
Cost of Material Consumed,	56.04	53.68	
Purchase of stock in trade	7.09	4.20	
Changes in Inventories	2.74	2.62	
Total Raw Material Expenses	65.87	60.50	8.87%
Employee Expenses	15.25	11.45	
Other Expenses	24.19	15.15	
Total Expenditure	105.31	87.09	20.91%
EBITDA	(9.10)	(0.84)	(982.05%)
EBITDA Margin	(9.46%)	(0.98%)	(848 bps)
Other Income	14.40	9.39	
Depreciation	7.46	7.05	
Interest / Finance Cost	1.04	1.39	
Exceptional Item (Gain) / Loss	(18.63)	0.00	
Share of (profit)/loss from investment in associate	0.00	0.00	
PBT	(21.84)	0.10	
Tax	(5.06)	4.39	
PAT	(16.78)	(4.29)	(291.09%)
PAT Margin	(17.44%)	(4.97%)	(1,247 bps)
EPS (In Rs.)	(2.34)	(0.63)	(271.43%)

- Growth in Revenue mainly on account of increase in manufacturing business from existing & new clients and from sales at Airport Retail Business
- Higher operating expenses and business promotional activities impacted EBITDA margins

Revenue Break-up - Private Label

Product wise Revenue Break-up

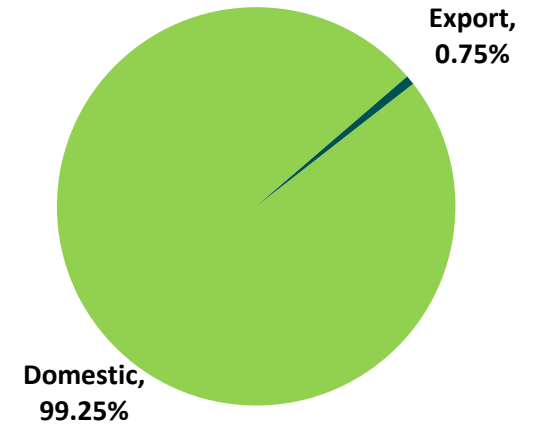
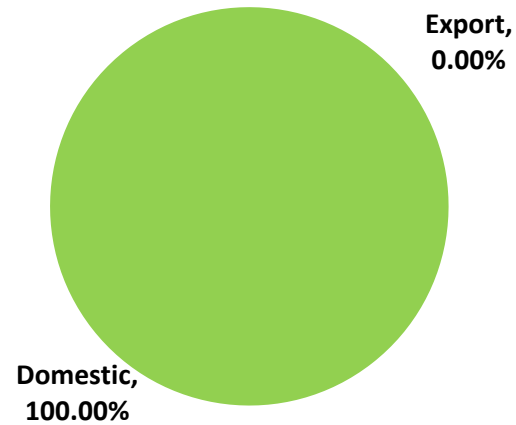
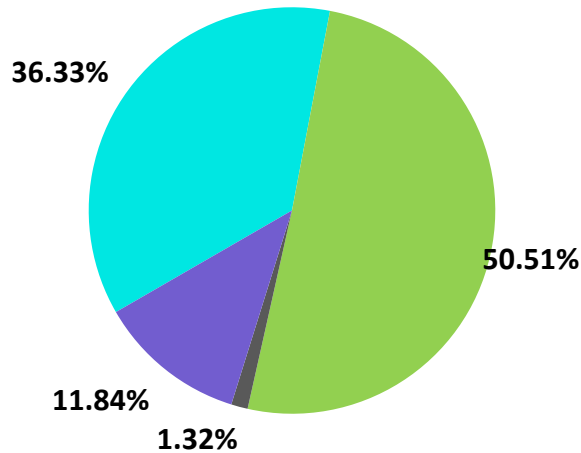
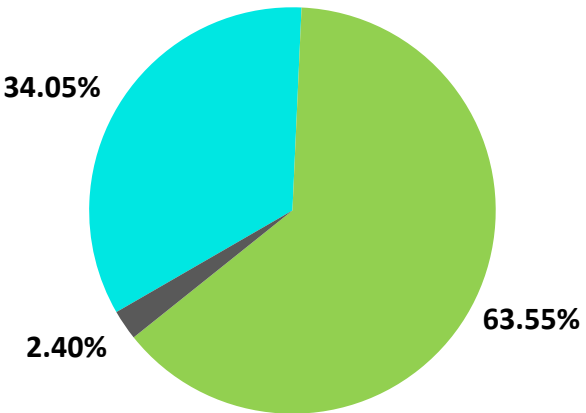
FY22

FY23

Geographical Revenue Break-up

FY22

FY23



- Tooth Brush Domestic
- Tooth Paste Domestic
- Mouthwash Domestic

- Tooth Brush Domestic
- Tooth Paste Domestic
- Mouthwash Domestic
- Retail & Manpower Operations

Exports have been significantly impacted due to Pandemic combined with strategic focus on domestic business

Consolidated Balance Sheet Highlights

Rs. In Crs	As on 31 st Mar'22	As on 31 st Mar'23
Shareholders Funds	195.05	180.30
Equity Share Capital	64.90	64.90
Other Equity	121.00	107.53
Non Controlling Interest	9.14	7.87
Non Current Liabilities	8.04	17.83
Borrowings	0.48	0.24
Lease liabilities	4.58	1.83
Provisions	1.54	1.37
Other Non Current Liabilities	1.44	14.24
Other Financial Liabilities		0.16
Current Liabilities	18.91	38.06
Borrowings	0.20	0.14
Trade Payables		
Micro and Small Enterprises	1.96	1.80
Other than micro and small Enterprises	11.88	19.48
Lease Liabilities	0.92	1.26
Other Financial Liabilities	2.40	2.82
Other Current Liabilities	1.33	12.44
Provisions	0.21	0.12
Total Equity & Liabilities	221.99	236.19

Rs. In Crs	As on 31 st Mar'22	As on 31 st Mar'23
Non Current Assets	143.04	146.26
Property, Plant and Equip	54.68	62.91
Capital Work in progress	19.96	8.57
Rights of use assets	2.71	2.18
Goodwill on consolidation	1.11	1.11
Other Intangible Assets	0.02	0.01
Financial Assets		
Investments	1.18	2.97
Loans	4.20	0.26
Others	0.05	3.15
Non-Current Tax Assets (net)	1.17	0.85
Deferred Tax Assets (net)	6.50	11.68
Other Non-Current Assets	51.46	52.57
Current Assets	78.95	89.93
Inventories	12.10	13.63
Financial Assets		
Investments	2.44	1.15
Trade Receivables	18.12	20.67
Cash & Cash Equivalents	5.29	38.29
Other Bank Balances	1.17	1.40
Loans	15.23	4.56
Others	5.44	1.84
Current Tax Assets	0.02	0.26
Other Current Assets	19.14	8.12
Total Assets	221.99	236.19



Company Overview

India's largest integrated manufacturer of oral care products



India's largest integrated manufacturer of oral care products

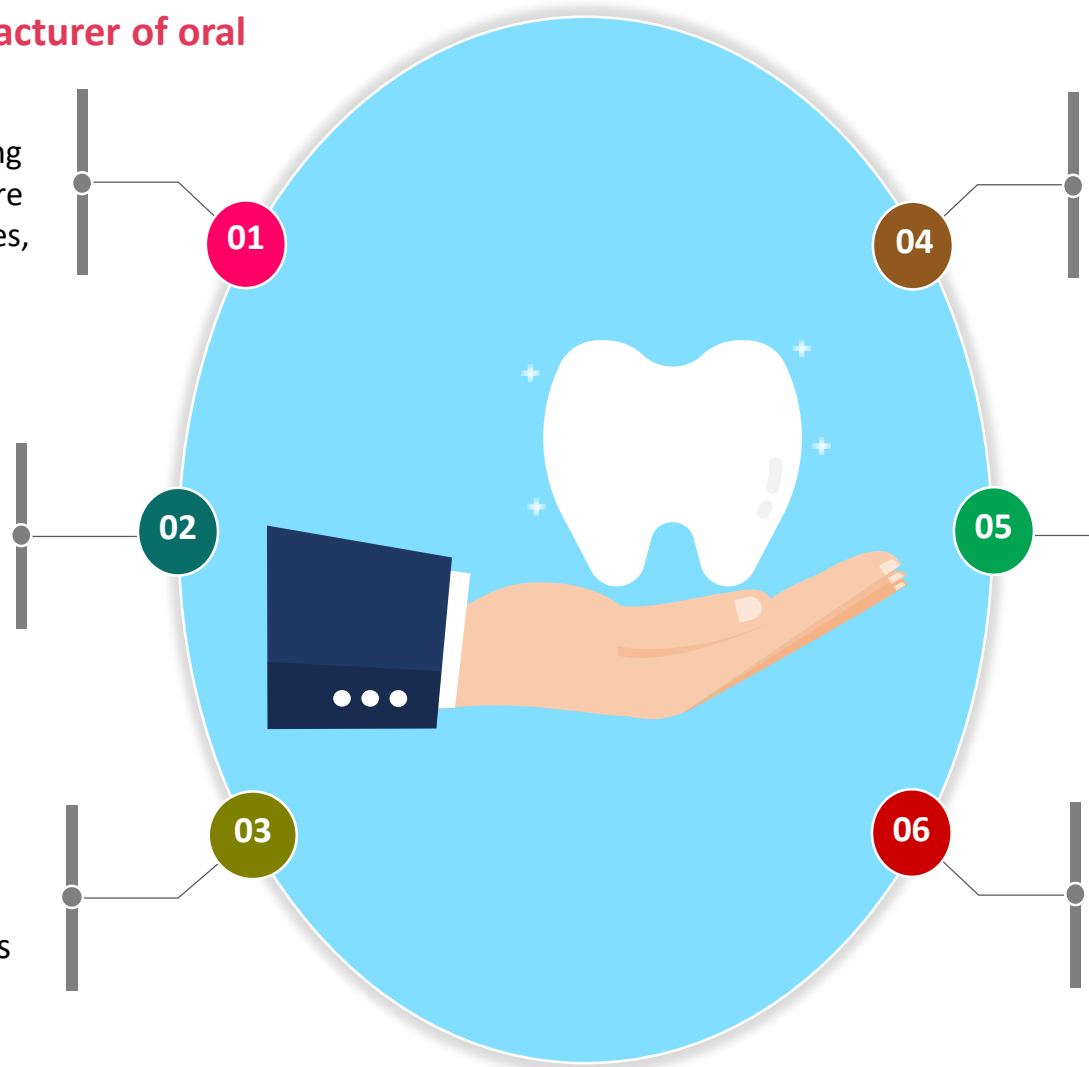
- Incorporated in 1997 as India's leading private label manufacturer of oral care products – Toothbrushes, Toothpastes, Mouthwashes and Denture Tablets
- Headquarter in New Delhi

Diversified Product Portfolio

- Leading manufacturer of Oral Care range for both Kids and Adult segments.
- Manufactures and sells oral care products under its proprietary brand 'Aquawhite'. Brand specializes in kids oral care products

Strong R&D Facility

- In house R & D means "Constant Innovation". This leads to quality products & newer concepts



Unique Manufacturing Facility

- Located in Kala Amb (Himachal Pradesh) spreading across 20 acres with 6 manufacturing units
- 2 toothbrush units, 2 tooth paste Units – Ayurveda and Cosmetic .Additional Injection molding units
- Upcoming Plant for personal care products such as Talc, Lotion, Shampoo etc.
- Over 200 Employees engaged at plant site

Experienced Sales & Distribution

- Well established sales & distribution system spread across entire India
- Supplies and access to strategic export markets such as US, Europe, Middle East, SE Asia etc.

Strong Financial Performance

- Conservative Balance sheet – Net Debt to Equity ratio was (0.21) in FY23
- Virtually debt free

Journey so far...

- Founded as proprietary firm . Involved in manufacturing of Toothbrushes



1996

- 1997 – Entered into contract with Gillette for mfg. of **Oral-B** Toothbrushes
- 2020 - Partnered with **Amway** for manufacturing of their oral care products

1997 -20



- 2001 – Addition of Toothpaste manufacturing facility in Delhi
- 2003 – Addition of two more facilities for manufacturing of toothpastes, mouthwashes, denture tablets



2001 -03

- Got listed on National Stock Exchange and Bombay Stock Exchange through successful IPO



2006

- Set-up India's 1st Tax free contract manufacturing location in Himachal Pradesh
- Started working with **'Wella'** for their Hair care products . Also private label for Wal-Mart & Boots



2008

- Established green field project for **P&G** (Brand –Tide Detergent Powder)
- Commissioned 72,000 tonnes annual capacity plant in record time of 11 months .(time from land acquisition to first commercial shipment)



2009

- Largest contract mfg. facility in Oral Care Industry inaugurated by then Hon. CM of Himachal Pradesh : **Prof. Prem Kumar Dhumal**



2011

- Became **Debt Free** Company
- India's Top Consumer Market Research Fund – **Sixth Sense Ventures** headed by Mr. Nikhil Vora invests in JHS



2015 -16

- Crossed Rs.1 Billion sales turnover. Entered into contract for manufacturing of toothpaste for **Patanjali** . Additional investment done to enhance toothbrush capacity



2017

- Doubled toothpaste capacity with separate Ayurveda & Cosmetic manufacturing facility.
- Expanding toothbrush capacity from 100 mn PA to 200 mn PA
- Became exclusive master franchisee of **Patanjali** for **Airport Retail** through subsidiary



2018

- Ventured into proprietary brand business at subsidiary level.
 - Launched kids oral care brand ("**Aquawhite**")
 - Acquired beauty accessory brand ("**Panache**")



2019

- Expanded client portfolio by adding India's largest consumer care Company, **Hindustan Unilever Ltd** for Close Up toothpaste



2020

- Added 4 new clients in pvt. label business in Q4 FY22
- Exclusive supplier for 'Artsana Group' - commenced production and supply of toothpaste for Brand 'Chicco'



2021-23

Founder & Lead Management's Experienced Profile



Nikhil Nanda

Founder & Managing Director

JHS is led by young, dynamic & self-motivated visionary, **Mr. Nikhil Nanda**. First-generation entrepreneur, man of strong judgment and deep insight, whose committed focus and dedicated passion has enabled JHS to emerge as one of leading oral-care manufacturers facility in country.

A postgraduate from one of premier B-schools in India, Fore School of Management. He worked for year before he pursuing his MBA. Mr. Nanda worked as summer trainee under MD of Gillette in year 1996 where he was drawn towards building his own business and not taking up job during campus placement with Nestle.

Driving forces behind getting into manufacturing of Oral Care space were these thoughts:

In year – 1997, Mr. Nanda's entrepreneurial journey began with three fundamental principles:

- ✓ Demand for oral care products was directly proportional to India's fast growing population .There was huge market for expansion due to product's low penetration (49% in 1996). Entry of big brand names in segment created high opportunity for growth.
- ✓ Line model of manufacturing and technology creating multiplier effect.
- ✓ Excise Exemption and SSI reserved product, hence excellent opportunity for contract manufacturing.

This led to creation of Svendgaard Labs later merged to form JHS, enterprise which initially manufactured toothbrushes followed by many more FMCG products. His strong business acumen and skills saw him bid for manufacturing mandates from various International & National oral care brands

JHS has grown over years because of Mr. Nanda's sharp skills as well as by adopting right growth strategy. This led to building its market presence and leadership in Oral Care category

JHS will respond with speed and sensitivity to great Indian consumption boom. We shall be **brand behind brands** . Strive to be most visible Indian brand capturing attractive upside of Indian consumption journey for our customers and shareholders

Strong Experienced Board of Directors

Our Board of Directors & advisors consists of professional from varied field with relevant experience, to ignite and lead new ideas as well as drive growth through their diverse experience



Mr. Nikhil Vora

- Best Analyst of India for consumer companies .
- MD-Sixth sense ventures.
- Heading Top PE fund of India



Mr. Rajagopal Chakravarthi Venkateish

- IIT-M & IIM-C,
- Ex -Country Head Oral-B, India.
- Held Management position in FMCG & Sports Industry



Mr. Safir Anand

- IP expert, Brand Strategist and Advisory to Fortune 500 companies



Mr. Kapil Manoch

- Specializes in Asset and Project Management, FDI investments, seed/ First Round Funding, strategy development, dispute Resolution



Smt. Balbir Verma, IRS (Retd.)

- Principal Chief Commissioner of Income Tax with over 37 years in department at various positions including 15 years in Mumbai as Commissioner of corporate circle



Mr. Mukul Pathak

- Associated with reputed Civil Services mentorship institutions over years

Paramveer Singh

(Chief Executive Officer)

- Area of Expertise: Process innovation/optimization, formulation and fabrication in Chemical, Process, Food & Beverage, EPC, Cosmetics, Pharmaceutical, Railways
- Industrial engineer with 20 years of experience in process, formulation and fabrication. His expertise encompasses erection, commissioning & maintenance of equipment for manufacturing oral care, cosmetics, chemicals and plastics

Ashish Goel

(Chief Financial Officer)

- Area of Expertise: FMCG, Corporate Finance, Strategy, Banking, Fund Raising, Imports & Exports, Execution, Team Building
- M.B.A with over 11 years of experience as Finance Professional Skilled in Private Equity Funding, Mergers & Acquisitions (M&A), OTS, Capital Structuring, Focused Strategy Execution, Banking, Working Capital Management, Procurement, Imports & Exports, Commercial Contracts and Litigation

Jitender Sharma

(QA Head)

- Area of Expertise: New product development, Consumer insighting, Regulatory and Quality Assurance with strong knowledge of quality standards
- Experience of over 15 Years with Planning and project management skills, strong ability to lead and motivate team; Works on different kind of formulation like Toothpaste (medicinally & Ayurvedic), Kids Toothpaste, Mouthwashes, Shampoo, Hand wash, Sanitizer and other type of personal care products & Home Hygiene care products (Detergents & cleansers)

Kashyap Boruah

(GM – Private Label)

- Area of Expertise: Product launch, market plans execution, pre sales efforts, competition and market analysis
- Experience of 15 years in areas of Chemicals, Packaging and Contract Manufacturing

Key Strengths

- Leading manufacturer of oral care range for two and half decades
- Manufacturers of Toothbrushes, Toothpastes, Mouthwashes, Laundry detergents, Hand sanitizers, Room Fresheners and Denture Tablets
- **Biggest USP: Single entity across world to manufacture both toothbrush and toothpaste in one campus . This ensures cost saving upto 10% for combo / value products**
- State-of-the-art manufacturing facilities located at Kala Amb, Himachal Pradesh.
- Additional land bank and tax benefits for immediate capacity / category expansion.
- Toothpaste unit continues to enjoy tax benefits under new GST policy
- Conservative Balance sheet – Net Debt to Equity ratio was (0.21) in FY23
- Virtually debt free



- Closely working with reputed FMCG brands - domestic and global.
- Majority of outsourcing relationships with customers are long-term contracts. Every year new SKU's are being added to product line providing adequate revenue visibility
- Managing Director, Mr. Nikhil Nanda engaged in oral care business for more than two decades.
- Dynamic & rich experience across business verticals.
- Diverse team with right mix of operational & technical expertise .
- A dedicated and skilled employee base



Business Overview

Leading oral care brand in Country, gradually growing as overall FMCG outsourcing hub



Private labelling for prestigious Brands

PATANJALI



TRIPLE ACTION ACTIVE CARE CURVY SENSITIVE JUNIOR ALL IN ONE CARBON HD

CLASSICO BRANDS



English-perfect Flexi

LEEFORD



Enshine

AMWAY



PERSONA CLASSIC PERSONA JUNIOR PERSONA ADVANCED AMWAY GLISTER

DABUR TOOTHBRUSH



Binaca Top Lg Binaca Fnt Binaca Clean Duo Binaca Super Clean Binaca Top

PHARMEASY



PACK OF 2

PAM



Pam Sensitive-pro

SPENCERS



Bath & Beauty Active Clean Pack Of 4 Bath & Beauty Popular Flexi Pack Of 4 Bath & Beauty Popular Flexi Pack Of 8 Bath & Beauty Tongue Cleaner Bath & Beauty Sensitive Pack Of 4

Private labelling for prestigious Brands contd...

DABUR TOOTHPASTE



DABUR BABOOL



DABUR BABOOL
AYURVEDIC



DABUR
MESWAK

VESTIGE



DENTASSURE
TOOTHPASTE

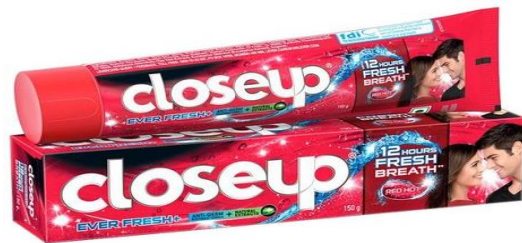


DENTASSURE
MOUTHWASH



DENTASSURE
TOOTHBRUSH

HUL



CLOSE UP- FRESH BREATH

ME N MOM



MEE MEE
STRAWBERRY TOOTHPASTE



MEE MEE
ORANGE TOOTHPASTE

Manufacturing Facilities

- ISO-certified, state-of-art manufacturing facilities at Kala-Amb (Himachal Pradesh), India with additional land bank and built-up unit to turn around any new initiatives / projects immediately
- Fully integrated oral care unit to manufacture toothpastes and toothbrushes in same premises, reconciling completely different manufacturing competencies - mechanical and chemical under one roof



Toothpaste Manufacturing



Toothpaste Unit



Main Mixing Tank

Toothbrush Manufacturing



Moulding Shop Floor



Bristling Operations



**Zahoransky Tufting &
Trimming Machine**



- In house R & D means **“Powerhouse of Innovation”**
- **Client’s products, formulae, or ideas-** All this can be turned into customized commercial products. JHS has its own internal target to distinguish themselves from any other manufacturers . It has customized capabilities to develop and manufacture each product with complete responsibility for best quality and available to all sections of society

Key highlights of Research and Development at JHS are:

- R&D for oral care for any new formulation in both Ayurvedic & Cosmetic category
- R&D for Personal Care & Toiletries at South available but still under negotiation for acquisition
- Immediate team of R&D consultant available to develop formulation for Personal and Toiletries if required now





Toothbrushes

- High end rotating, Hot runner mold with Twin Barrel machine for premium quality Injection Molding of double & triple color component handle;
- 33 + 4 (Single barrel / Double Barrel) Horizontal Injection Molding Machines of L&T and Haitian
- 27 Vertical Injection Molding Machines and 4 rotatory machines
- 74 [6 (Integrated) + 41 (Tufting) + 27 (Trimming)] Bristling Machines from ZAHORANSKY of Germany, Boucherie of Belgium and Alpha Plus from Taiwan
- 5 Auto Packaging Machines from ZAHORANSKY, Hoonga & Boucherie to Form / Seal / Cut Toothbrushes automatically
- 2-layer manufacturing facility for low cost as well as high-cost toothbrushes at separate locations with requisite GMP standards as per product/customer requirements



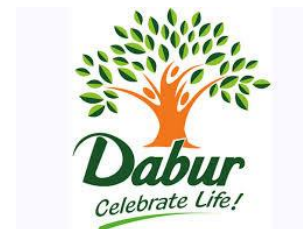
Oral Care, Personal Care and Health & Hygiene

- 4 & 5 Tonnes capacity of Main Mixing Tanks
- Separate facility & licenses for Cosmetic & Ayurvedic Products
- 75 + 50 Tones Storage tanks of Sorbitol tank
- 3 nos. Storage tanks of Paste Holding
- Paste contacting areas are with MOC of SS316L.
- Completely automated PLC controlled batch making process
- Class 100,000 certified site as per PHARMACOPIA
- USP 32 Grade of DI Water System to provide injectable grade of filtered water to support Micro free production / product
- 5 Micron Filtered AHU
- 7 + 1 Nos. High Speed fully integrated filling lines of 120 TPM & 150 TPM from Wimco
- FDA Norm compliant site



Mouthwashes

- 2.5 Tones of main mixing tank
- 2 Tones of storage tank
- 1 Nos. 6 Nozzle high speed fully integrated filling lines
- Fully automatic packaging machine
- 5 Micron Filtered AHU
- Alcoholic and Non – Alcoholic formulations developed



* erstwhile clients

- As responsible Corporate Entity, committed towards society for up-liftment and development of local communities and NGOs. JHS leverages its resources, experience and geographic spread, to undertake initiatives with lasting results, benefiting communities around
- Goal is to address social, spiritual, environmental, and ethical aspects responsibly. This helps us coexist sustainably and in harmony with environment and communities. We continue donating Food, Books and Oral hygiene products to children on many occasions :

GOD HANUMAN Ji's STATUE :

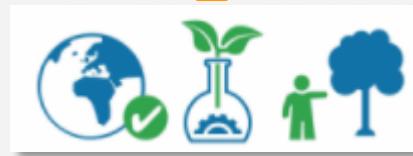
- **At Shimla - Capital of Indian State at Himachal Pradesh:**
 - ✓ Place: JAKHU Hill Temple – World's highest 108 ft. idol of God Hanuman installed in 2008
- **At Morbi – in State of Gujarat :**
 - ✓ Place: Khokara Mandir, Bela Road, Bharatpur, 108 ft. statue - under construction
- **At Rameshwaram - Southern India State of Tamil Nadu**
 - ✓ Land already purchased, currently applied for Govt. Permission to construct 108 ft. Statue of God Hanuman Ji

DONATION :

- **Sahyog Trust - Delhi** : Donate regularly Food items like Rice, Pulses etc.
- **Morbi Temple School** : Donate Oral Hygiene products, helping in Education of Girl Child by providing books, benches, uniforms and sport-kits
- **Seva Bharti Charitable Trust** – Delhi : Regular donation given to this NGO with their focus areas on Poor children education, Health care for poor and under privileged, Social welfare centers by helping poor girls education, their marriage, health care, helping poor by giving them training in centers at various places for sewing classes, computer learning, beauty job training etc.
- **SVHM (Swami Vivekananda Charitable Hospital)** – Dehradun : Donated to this Charitable hospital which is running for under privileged sections of society

“There is nothing more rewarding than giving back to society and making positive difference!”

ESG Initiatives



Environment

- Committed towards cleaner, greener and healthier environment
- Waste generated is regularly recycled and used
- Have Waste Management Company on board - in case of any left overs for proper disposal of waste
- Green Category operations duly followed and complied with
- ETP / STP installed to recycle water.
- Increasing green cover around all plants



Social

- Contribute towards education of underprivileged children
- Facilitating treatment of needy people suffering from chronic diseases
- Contribution to Charitable society for religious / cultural development
- Contribute towards skill development among local population
- Recruitment of rural youth for manufacturing operations



Governance

- M/s S.N. Dhawan & Co. for statutory audit and M/s VSD & Associates for internal audit and M/s Mohit & Associates, Company Secretaries for Secretarial Audit
- M/s Corporate Professionals on board for complete handholding and diligence on Corporate & Secretarial Matters
- Four independent board members out of Six
- Widespread shareholding of Company, with more than 25K public shareholders holding approx. 60% equity

Way Ahead





Plans to expand geographical footprint

- By way of M&A, planning to expand its footprints in Central and Southern parts of India

Venture into new project/ product development

- Expanding product portfolio by including Talcum Powder, Soap Bars, Food category (quick snack range) and Personal care products

Plans to expand customer base

- With enhanced portfolio of product categories and geographical footprints, penetrating with existing client base

Growth and expansion of existing product verticals

- Constantly develop new products through in-house R&D
- Expand existing product portfolio to newer geographies

Plans to grow Capacities

- Enhancing capacity for existing product categories
- Focusing on entire range of ayurvedic products



Thank You



For further information, please contact:

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