

**JHS Svendgaard Laboratories Limited announces
Consolidated Q2 FY19-20 results
Revenues at Rs. 37.72 crore**

New Delhi, November 12, 2019: JHS Svendgaard Laboratories Ltd. (JHS) one of India’s leading Oral-care manufacturing companies **today reported** its financial results for the second quarter ending 30th September, 2019.

<p><u>FY Q2/19-20 Highlights (Consolidated):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs. 37.72 crore ▪ EBIDTA at Rs. 1.81 crore ▪ EBITDA Margin at 4.81% ▪ Net profit at (Rs.1.94 crore) 	<p><u>FY Q2/18-19 Highlights (Consolidated)</u></p> <ul style="list-style-type: none"> ▪ Total Income were at Rs. 31.77 crore ▪ EBIDTA was at Rs. 1.02 crore ▪ EBITDA Margin stood at 3.21% ▪ Net profit was at (Rs. 1.01 crore)
<p><u>FY Q2/19-20 Highlights (Standalone):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs. 35.76 crore ▪ EBIDTA at Rs. 4.09 crore ▪ EBITDA Margin at 11.44 % ▪ Net profit at Rs. 0.88 crore 	<p><u>FY Q2/18-19 Highlights (Standalone)</u></p> <ul style="list-style-type: none"> ▪ Total Income were at Rs. 31.32 crore ▪ EBIDTA was at Rs. 2.66 crore ▪ EBITDA Margin stood at 8.49 % ▪ Net profit was at Rs. 0.32 crore

Operational Highlights

- The revenues for the quarter are 18.73% up for the second quarter, when compared to same quarter of previous year;
- Following its participation in the international Private label exhibitions, the company has been successfully able to convert some leads into commercial supplies adding Greece as geography under its international outreach. The company shall continue to participate at such platforms in future to create a bigger market share;
- The company has been awarded as the Second Largest Exporter of Toothbrushes consecutively for 2 years (2017-18 & 2018-19) by PLEX council of India;
- **“aquawhite”** added another Modern Trade chain ‘Vestige Deals’ which is an offline network of stores of the second largest MLM company in India;
- JHS Svendgaard Retail Ventures Pvt. Ltd. commenced its operations at the 4th store at Terminal 3, Indira Gandhi International Airport, New Delhi w.e.f. August 2019.

Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director (JHS)**, said, “in continuation with its efforts, the company has not only been able to stay consistent but has also expanded its segment by adding another client to its private label portfolio. Coupled with the impact of change in the credit policy for the proprietary brand **“aquawhite”**, the sales for the branded products has encountered a decline due to overall slowdown in the economy. Having said that, the team is geared up to make strategic changes with respect to the proprietary brand so as to expand its outreach in a phased manner. Moreover, under the private label business, we are in advanced stage of discussions with certain overseas FMCG companies.”



Press Release – For Immediate Publication

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 Square Pants*. **aquawhite™** manufacture compliance inducing kids Oral Care range and is also known for manufacturing ‘Flouride Free’ toothpaste for the safe usage and overall well-being of kids 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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