

JHS Svendgaard Laboratories Limited announces Consolidated Q3 FY18-19 results Revenues were at Rs. 39.05 crore

New Delhi, February 12, 2019: JHS Svendgaard Laboratories Ltd. (JHS) one of India's leading Oral-care manufacturing companies reported its financial results for the third quarter ended 31st December, 2018

Q3FY19 Highlights:

- Total revenues were at Rs 39.05 crore
- EBIDTA was at Rs 3.76 crore
- EBITDA Margin stood at 9.63%
- Net profit was at Rs 0.84 crore

9M FY19 Highlights:

- Total revenues were at Rs 92.15 crore
- EBIDTA was at Rs 2.73 crore
- EBITDA Margin stood at 2.96%
- Net profit was at Rs -0.55 crore

Operational Highlights

- The revenues for the quarter are 30% up for the third quarter, when compared to previous quarter. This was because of correcting supply chain issues with one of its clients under contract manufacturing business. Current quarter revenues also includes export revenues which has resulted in better capacity utilization
- JHS through its subsidiary JHS Svendgaard Retail Ventures Pvt. Ltd. has opened two more retail outlets at Swami Vivekanand Airport, Raipur, Chhattisgarh and Chandigarh International Airport Limited, Mohali besides New Delhi Terminal 2 for Patanjali. The company is well geared up to increase its presence across all 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 by making product available at Big Bazaar, Relay stores at airport, Easy Day, 37 Krishna Marche.
- JHS Svendgaard Brands Ltd. has signed one more kid's favorite character 'Angry Birds' in its character portfolio for kid's oral-care range
- JHS Svendgaard Brands Ltd. has signed celebrity actor Tiger Shroff as brand ambassador for “**aquawhite**”

*Final
check*



Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director**, said, “We are very happy to deliver revenue growth during the quarter on a sequential quarter basis. Our branded product under “aquawhite” is focusing on distribution channels to increase contribution from this segment is expected to grow in the 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 the time of replacing the brush with changing demographics of economy. We are focused to further increase our market share and expand our customer base in Northern and Western markets by streamlining our distribution.”

About JHS Svendgaard Laboratories Limited (JHS):

JHS is a 14 year old company listed on the National Stock Exchange (“**NSE – JHS**”) and Bombay Stock Exchange (“**BSE – 532771**”) of India.

JHS with an experience of around 3 decades into manufacturing of complete Oral-Care range and is catering to an extensive range of Oral Care products for some of the largest Brands into the Oral Care category.

Apart from the private label manufacturing business, the company under its subsidiary JHS Svendgaard Brands Ltd. possesses proprietary brand “**aquawhite**” and is the largest licensor of the most prominent kids characters in India such as **Chhota Bheem, Angry Birds, Pokemon, SpongeBob SquarePants, Shimmer & Shine, Shiva, Jungle Books, PAW Patrol** and many more to manufacture Oral Care range for kids in India.

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

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

Key Contacts:

Corp Communications: Ms. Neetal Narang President – Corporate Affairs neetal@svendgaard.com 011-29949675	Investor Relations: Mr. Ashish Goel Group CFO ashish@svendgaard.com 011-29949675
---	--

Handwritten signature and date: 12/07/19