

May 21, 2024

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

Dear Sir,

Pursuant to the Regulation 30(6) of the SEBI (Listing and Obligations Disclosure Requirements) Regulations, 2015, please find enclosed herewith Presentation for the conference call with analysts and investors to discuss the financial and operational performance of the Company for Q4 & Financial Year 2024 scheduled to be held on May 21, 2024.

This will also be hosted on Company's website at: <https://www.svendgaard.com/Earnings%20Call.html>.

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

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

**Komal Jha
Company Secretary & Compliance Officer**

Encl: A/a



JHS Svendgaard Laboratories Limited

Investor Presentation
Q4 & FY24

Disclaimer

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Consolidated Financial Highlights



Company Overview



Industry Overview



Business Overview



Way Ahead

Corporate Snapshot

- One of the world's largest Oral care products manufacturing company and the only fully integrated facility in Asia Pacific region
- Partner to leading Indian and global FMCG Brands
- Clientele includes some of the elite FMCG companies both domestically and worldwide.

<ul style="list-style-type: none"> ● Listed On Exchanges: NSE & BSE ● Industry: FMCG ● Headquarter: New Delhi, India ● Area Served: Domestic & International 	<ul style="list-style-type: none"> ● Key people: Nikhil Nanda (MD) Paramvir Singh (CEO) Ashish Goel (CFO) Deepesh Sharma (VP) ● Employees: 200+ ● Subsidiaries: ✓ JHS Svendgaard Mechanical and Warehouse Pvt. Ltd.
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Vision mission and principles



Product Mix

Oral Healthcare	<ul style="list-style-type: none"> ▪ Tooth Brush ▪ Tooth Paste ▪ Mouth Wash
Other Segments	Talcum Powder
Prospective Upcoming Segments	Nutraceuticals and Food Items Industry
Personal Care Segment	Soaps & Cosmetics

About JHS Svendgaard Laboratories Limited

Oral Health Care

- Commenced the business in 1997 and JHS got incorporated in 2004
- Headquarters in New Delhi
- India's largest private label manufacturer of oral care products
- Diversified Portfolio - Toothbrushes, Toothpastes, Mouthwashes and Denture Tablets



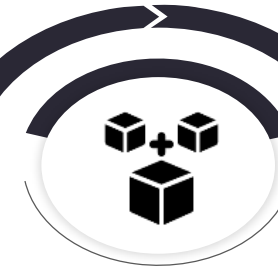
One-of-a-Kind Manufacturing Facility

- Kala Amb (Himachal Pradesh) spreading across 20 acres with 6 manufacturing units
- 3 toothbrush units, 2 tooth paste Units - Ayurveda and Cosmetic and 1 Talcum Unit
- Upcoming Plant for personal care products such as Lotion, Shampoo etc.



Diversification

- Talcum powder is the latest edition
- Planning to add personal care products
- Tied up with largest company in Talcum powder segment, commences operations to manufacture talcum powder under their Nycil brand, Amway and Persona



Strategic location & Logistics Connectivity

- Proximity to key transport hubs - 1 hour distance from rail, road, air and dry port



Robust R&D Infrastructure

- Constant Innovation is what in-house R&D stands for.
- Results in higher-quality products and newer concepts

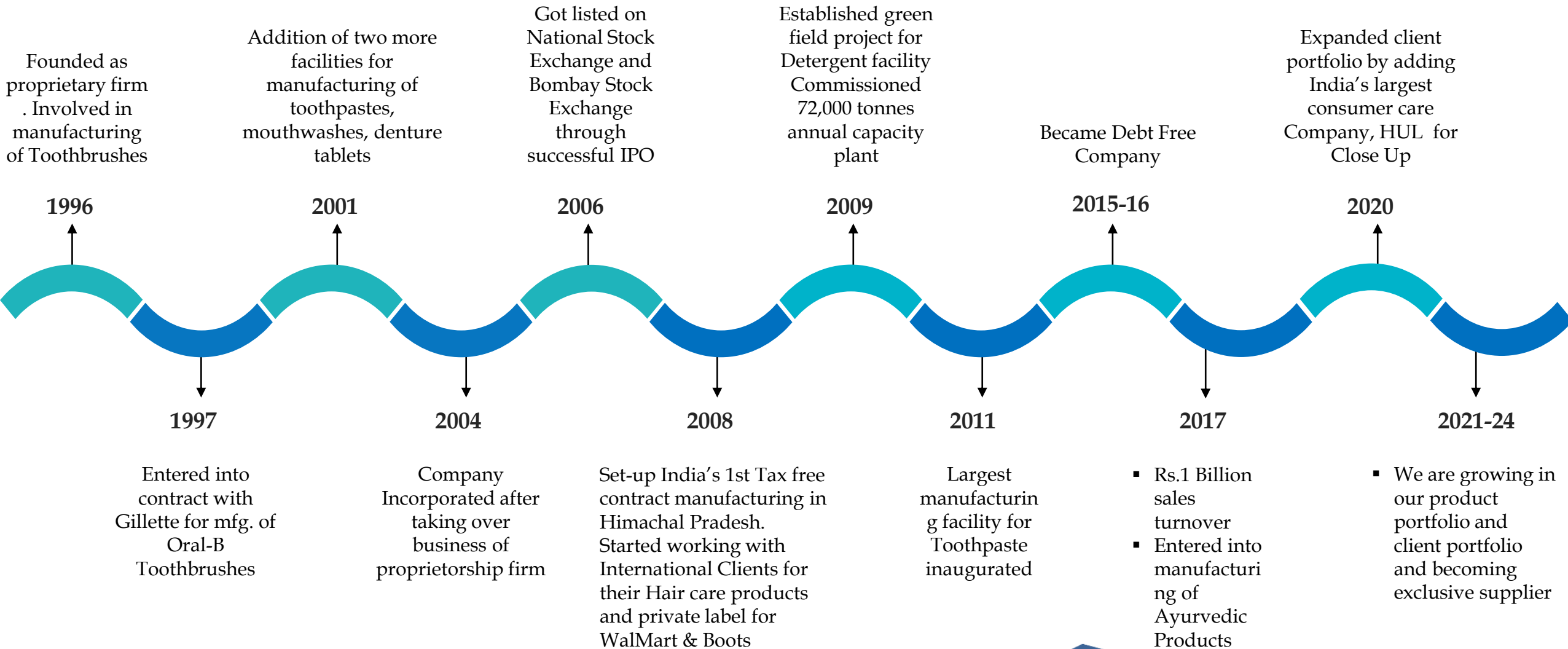


Strong Financial Performance

- Debt free balance sheet
- Substantial improvement in net cash flows
- Substantial Reduction in working capital despite slowdown in business



Journey until now..



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 Nanda

- First-generation entrepreneur with a vision to make India a world leader in dental care products, created JHS-Svendgaard in 1996



Mr. Vinay Mittal

- Alumnus of Doon School, Dehradun and St. Stephen's College, Delhi - B.A. (Hons.) - English Literature, and he also subsequently studied Law from Delhi University



Mrs. Upma Chawdhry

- Over 3 decades of leadership experience from grassroots implementation to policy formulation at levels of both Government of India (Federal) and the State Government (Provincial).



Mr. Rajagopal Chakravarthi Venkateish

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



Mr. Kapil Minocha

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



Mr. Mukul Pathak

- Associated with reputed Civil Services mentorship institutions over years

Key Managerial Personnel



Mr. Nikhil Nanda

Managing Director

- First-generation entrepreneur with a vision to make India a world leader in dental care products, created JHS-Svendgaard in 1996. A postgraduate from Fore School of Management, one of India's top business institutions. JHS has expanded throughout the years as a result of Mr. Nanda's keen skills and the proper expansion strategy. As a result, its market presence and leadership in the Oral Care area have grown



Mr. Paramveer Singh

Chief Executive Officer

- 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



Mr. Ashish Goel

Chief Financial Officer

- M.B.A with over 14 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



Mr. Jeetender Sharma

QA Head

- Area of Expertise: New product development, Consumer in-sighting, Regulatory and Quality Assurance
- Experience of over 15 Years with planning and project management skills
- Works on different kind of formulation like Toothpaste, Mouthwashes, Shampoo, Hand wash, Sanitizer and other type of personal & Home Hygiene care products



Mr. Deepesh Sharma

Vice president_ Business & Strategy

- Area of Expertise : Business Management and Corporate Finance
- CFA with over 12 years of experience as Finance Professional skilled in corporate finance, business management with Top MNC

Key Strengths

Synergies

Single entity across world to manufacture both toothbrush and toothpaste in one campus



State of the art Facilities

State-of-the-art manufacturing facilities located at Kala Amb, Himachal Pradesh



Balance Sheet

Company's low leverage allows it to maintain its position even in times of low growth



Management

Led by one of the most energetic, progressive, and talented individuals with the necessary & essential expertise.

Diversification

Diversification accelerate the company's portfolio in the fast-growing FMCG industry, creating value for all stakeholders



Compelling Branding

Established good reputation among prominent FMCG brands, both domestic and international.

Majority of outsourcing contracts with customers are long-term. SKUs added every year to the product line, ensuring enough revenue visibility



Business Overview

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

Chicco



3 Yr. Plus, 6 Months, 6 Months, 3 Yr. Plus

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



LIVEASY TONGUE CLEANER

Reliance



Calident Sensitive Toothbrush, Calident Kids Toothbrush

Medplus



Crocco, Swirls ZigZag Toothbrush

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

Dabur Toothpaste



Dabur Babool



Dabur Babool Ayurvedic



Dabur Meswak



Dentassure Toothpaste

Vestige

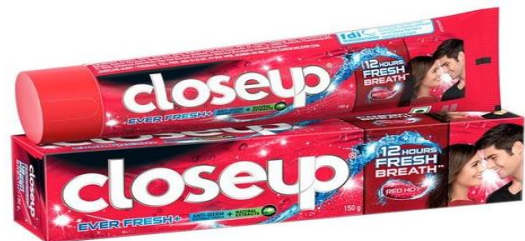


Dentassure Mouthwash



Dentassure Toothbrush

HUL



Close Up- Fresh Breath

Chicco



Close Up- Fresh Breath

Me N Mom



Mee Mee Strawberry Toothpaste



Mee Mee Orange Toothpaste

Manufacturing Facilities

Toothpaste Manufacturing



Toothpaste Unit



Main Mixing Tank

Talcum Powder Manufacturing



Toothbrush Manufacturing



Moulding Shop Floor



Bristling Operations



Zahoransky Tufting & Trimming Machine

- 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

Best in Category Capabilities



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

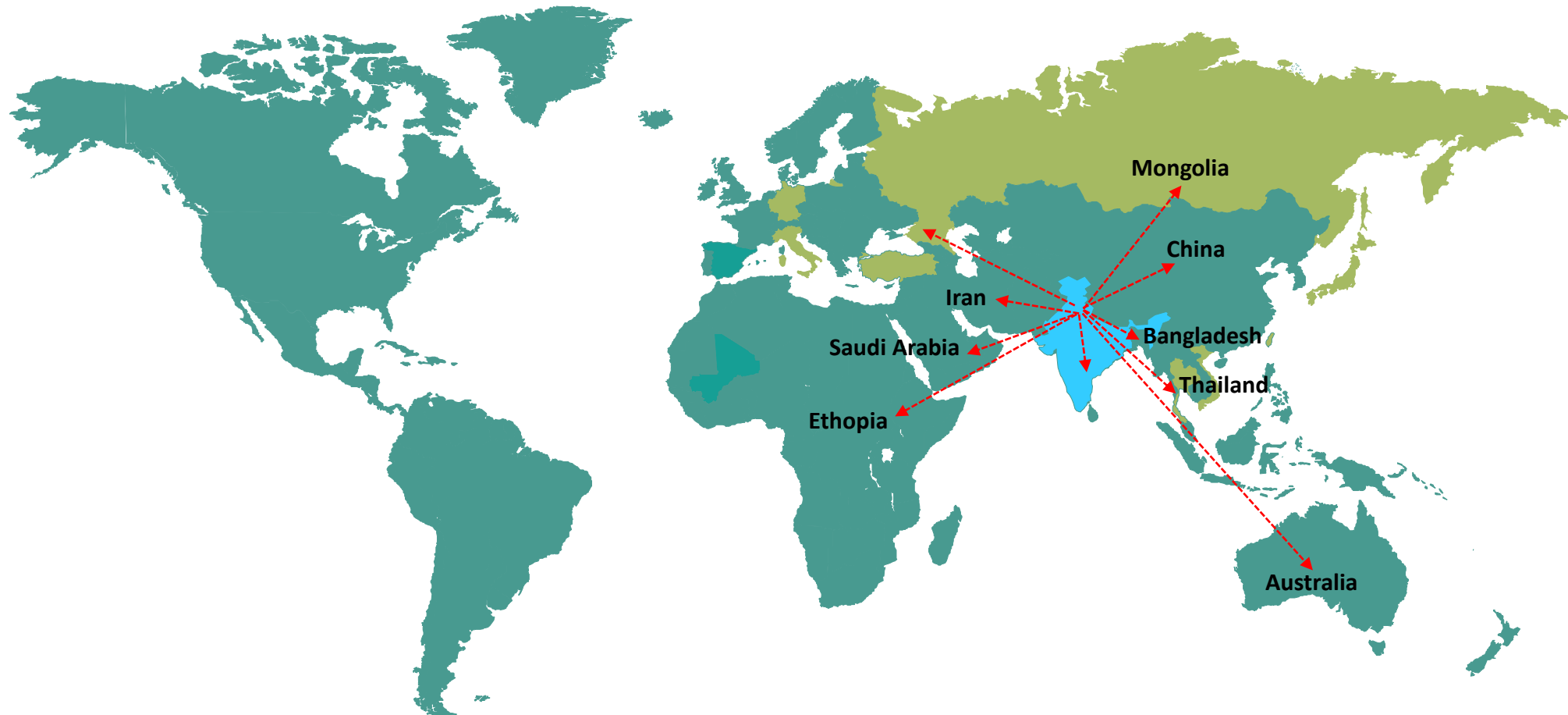
- 4 & 5 Tonnes capacity of Main Mixing Tanks
- Separate facility & licenses for Cosmetic & Ayurvedic Products
- 75 + 50 Tones Storage tanks of Sorbitol tank
- 3 nos. Storage tanks of Paste Holding
- Paste contacting areas are with MOC of SS316L.
- Completely automated PLC controlled batch making process
- 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

Geographical Presence - Omnipresent in India



- Fully integrated oral care facility at Kala Amb, Himachal Pradesh, from proprietary firm to world class facility
- Proximity to key transport hubs - 1 hour distance from rail, road, air and dry port



Industry Overview

Industry Review

Oral health Care Industry

- The global oral care market size was valued at USD 33.4 billion in 2021. It is projected to reach USD 56.91 billion by 2030, growing at a CAGR of 6.1%.
- Asia-Pacific is the most significant global oral care market shareholder and is expected to grow at a CAGR of 6.40% during the forecast period. The Asia-Pacific region will dominate the oral care industry over the forecast period due to its massive population.
- Based on type, the global oral care market is bifurcated into toothbrush, toothpaste, mouthwash/rinse, denture products, and dental accessories. The toothbrush segment is the highest contributor to the market and is expected to grow at a CAGR of 7.35%.
- Market is growing at a fast pace, per capita consumption of oral care products in India is very low as compared to countries like U.S, China etc.

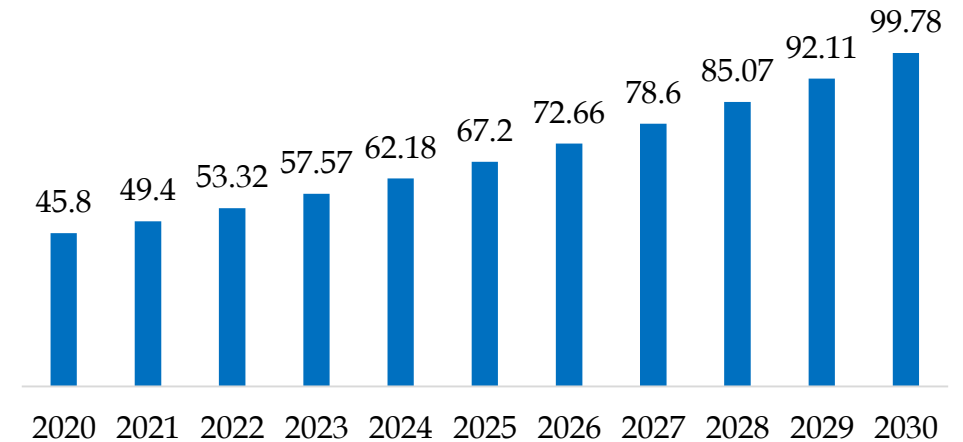
www.dentistry33.com/news/market/3026/global-oral-care-market-size-is-estimated-to-reach-usd-56-91-billion-by-2030.html

Personal Care Industry

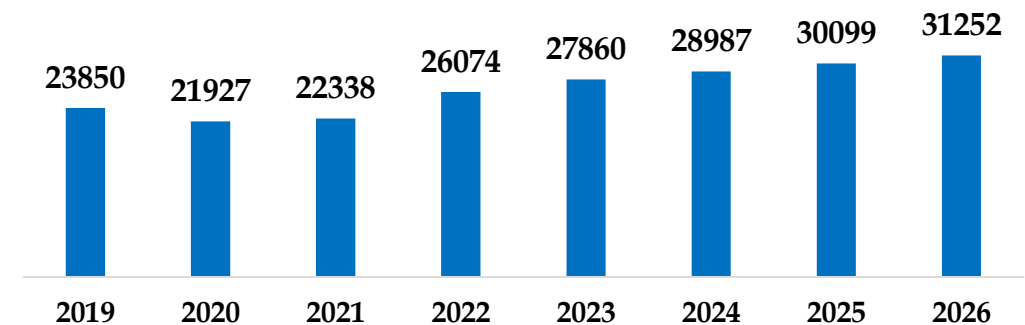
- India's beauty and personal care market - Estimated to amount to \$25.9 billion in 2020 and is projected to reach \$32.7 billion by 2023, growing at a CAGR of 8.1%, according to Statista. In 2023, the personal care segment is estimated to account for 46% of the overall market, having grown at a CAGR of 8.3% – making it the largest and fastest growing category.
- 50-60% of India's production is exported to Western and Middle-Eastern markets, with USA, Hong Kong and UAE the top countries for exports
- Herbal cosmetics products are driving growth due to increasing adoption, and the segment alone is expected to grow at 15-20%

Source : <https://www.precedenceresearch.com/oral-care-market>
<https://coresight.com/research/how-big-is-indias-beauty-and-personal-care-market>
<https://www.mordorintelligence.com/industry-reports/india-personal-care-packaging-market>

Oral Care Market Size (USD Billion)



India : Beauty and Personal Care Market in India (USD Million)



Contract Manufacturing

The **market for contract manufacturing** in India stands at USD 19.63 billion in 2023, and it is estimated to be worth USD 38.92 billion by 2028



Role of Contract Manufacturing in Boosting the 'Make in India' Initiative:

- Attracting investment from domestic and international companies.
- Strengthen manufacturing ecosystem in India, fostering innovation, collaboration, and overall competitiveness of Indian businesses on a global scale

Exploring India's Potential as a Contract Manufacturing Hub

- India's manufacturing sector has witnessed significant growth, supported by favourable government policies and infrastructure development.
- With a robust supply chain, advanced technological capabilities, and a vast network of suppliers, India has positioned itself as a formidable player in the global manufacturing landscape, including contract manufacturing opportunities in India

<https://oakter.com/exploring-contract-manufacturing-opportunities/>



Financial Overview

Managing Director's Message

Commenting on Q4 & FY24 results, Mr. Nikhil Nanda, Managing Director, said :

During the quarter ended March 31st, 2024, our Company registered a revenue of Rs.21.66 crores which has been relatively better performing quarter as compared to the previous quarters in FY 24. Further the strategy adopted by the Company to focus on better margin products despite the temporary blip in the revenue has turned out effectively stronger, with EBIDTA margins improving in FY 24 as compared to FY 23, despite the 17% decline in Sales viz-a-viz FY 23.

Export business has also started regaining its space in the overall business via international tie up with Artsana for Toothbrushes and Company is working to add more geographies in the portfolio. The Company is also getting ahead to add clients in the Oral Care portfolio, which are otherwise non-core in the FMCG business but has huge market / distribution network. We look forward to more such brand partnerships. We are also leveraging on our expertise in research and development, to continuously come up with better ideas, designs etc. to stay ahead of the ever-changing trends.

We are continuously focused on developing new relationships and adding potential clients. Our strategy is to leverage our manufacturing expertise for more and more customers and a wider product portfolio, with a focus on value-added products.

I would like to thank each member of the JHS family. I would also like to thank our Clients, Creditors, Banks, Financial Institutions, and all other Stakeholders. Their faith in us and extended support makes it easier for us to strive and excel."

Q4 FY24 Consolidated Financial Highlights

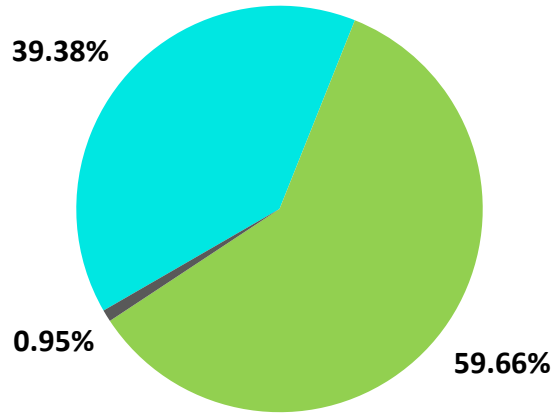
Particulars (Rs. Crs)	Q4 FY24	Q4 FY23	YoY%	Q3 FY24
Total Income from Operations	21.66	21.72	(0.26%)	14.30
Cost of Material Consumed	14.36	14.27		6.52
Purchase of stock in trade	0.14	0.65		1.05
Changes in Inventories	0.15	0.44		0.09
Total Raw Material Expenses	14.65	15.36	(4.60%)	7.65
Employee Expenses	2.48	1.96		2.47
Other Expenses	3.69	7.96		4.24
Total Expenditure	20.83	25.28	(17.60%)	14.36
EBITDA	0.84	(3.56)	123.51%	(0.06)
EBITDA Margin	3.86%	(16.37%)	2,023 bps	(0.41%)
Other Income	1.37	7.09		2.34
Depreciation	1.90	1.61		1.63
Interest / Finance Cost	0.13	0.11		0.11
Exceptional Item (Gain) / Loss	0.00	(18.63)		0.00
Share of (profit)/loss from investment in associate	0.00	0.00		0.00
PBT	0.18	(16.83)	101.07%	0.55
Tax	0.93	(6.12)		0.54
PAT	(0.75)	(10.71)	92.98%	0.01
PAT Margin	(3.47%)	(49.30%)	4,583 bps	0.09%
EPS (In Rs.)	(0.10)	(1.37)	92.70%	0.00

- Slight decline in Revenue mainly due to realignment of Sales Mix with better margin products being in focus but compared to the previous quarter it is increased by 51% due to increased business in toothbrush segment both in domestic and export
- EBITDA improved mainly on account of change in sales mix ,decrease in raw material and other expenses

Revenue Break-up - Private Label

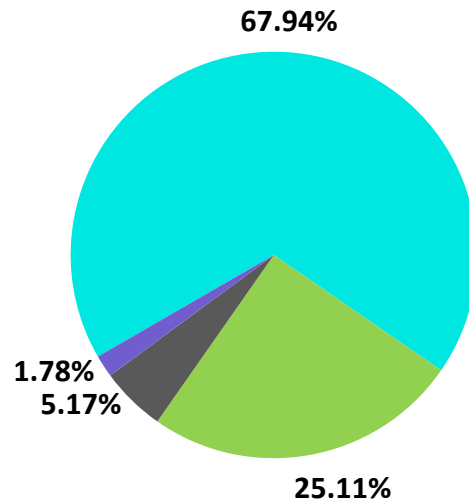
Product wise Revenue Break-up

Q4 FY23



■ Tooth Brush ■ Tooth Paste ■ Others

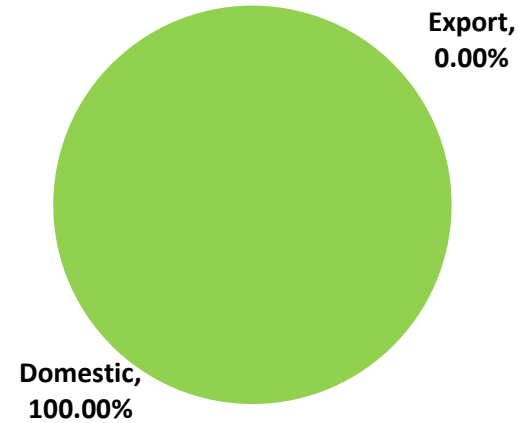
Q4 FY24



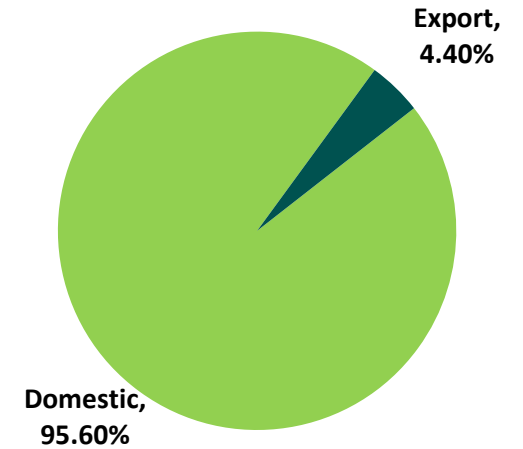
■ Tooth Brush ■ Tooth Paste
■ Talcum ■ Others

Geographical Revenue Break-up

Q4 FY23



Q4 FY24



With adopted strategy exports business picking up

FY24 Consolidated Financial Highlights

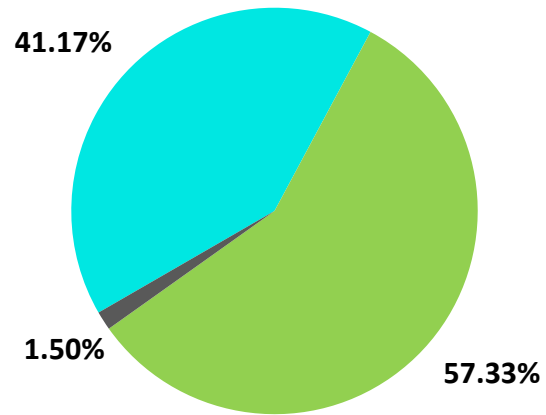
Particulars (Rs. Crs)	FY24	FY23	YoY%
Total Income from Operations	70.80	84.81	(16.53%)
Cost of Material Consumed	40.81	56.04	
Purchase of stock in trade	2.01	1.34	
Changes in Inventories	1.33	3.03	
Total Raw Material Expenses	44.15	60.41	(26.91%)
Employee Expenses	9.21	10.19	
Other Expenses	18.37	23.30	
Total Expenditure	71.74	93.89	(23.60%)
EBITDA	(0.94)	(9.08)	89.68%
EBITDA Margin	(1.32%)	(10.70%)	938 bps
Other Income	4.31	11.32	
Depreciation	6.35	6.02	
Interest / Finance Cost	0.46	0.55	
Exceptional Item (Gain) / Loss	0.00	(18.63)	
Share of (profit)/loss from investment in associate	0.00	0.00	
PBT	(3.43)	(22.95)	85.06%
Tax	0.63	(4.61)	
PAT	(4.06)	(18.34)	77.88%
PAT Margin	(5.73%)	(21.62%)	1,589 bps
EPS (In Rs.)	(0.52)	(2.34)	77.78%

- Slight decline in Revenue mainly due to realignment of Sales Mix with better margin products being in focus
- EBITDA improved mainly on account of change in sales mix ,decrease in employee and other expenses

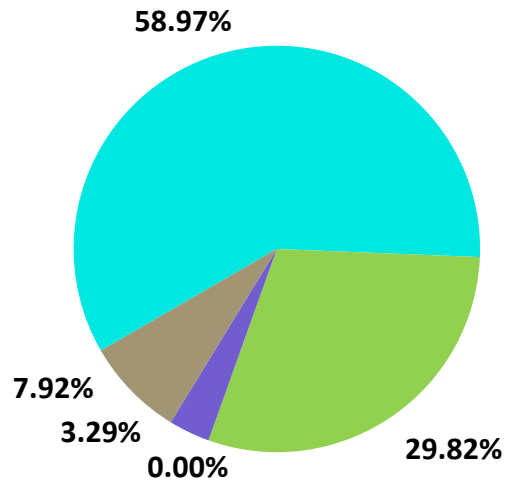
Revenue Break-up - Private Label

Product wise Revenue Break-up

FY23



FY24

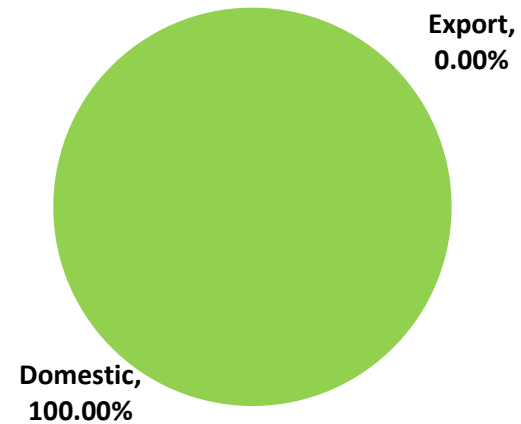


■ Tooth Brush ■ Tooth Paste ■ Others

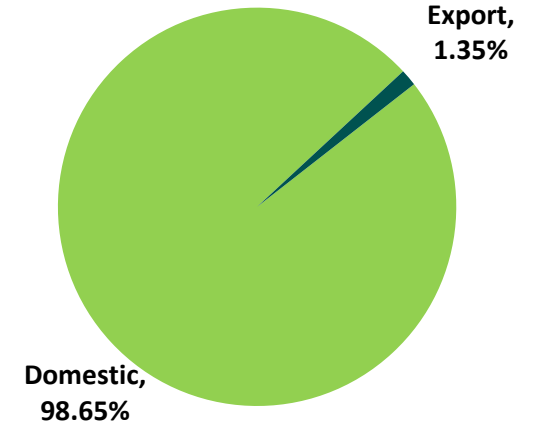
■ Tooth Brush ■ Tooth Paste
 ■ Mouthwash ■ Talcum Powder
 ■ Others

Geographical Revenue Break-up

FY23



FY24



With adopted strategy exports business picking up

Annual Consolidated Balance Sheet

Rs. In Crs	As on 31 st Mar'24	As on 31 st Mar'23
Shareholders Funds	169.88	173.84
Equity Share Capital	78.40	78.40
Other Equity	91.49	95.44
Non Controlling Interest	0.00	0.00
Non Current Liabilities	3.83	17.67
Borrowings	0.12	0.24
Lease liabilities	1.05	1.83
Provisions	1.48	1.37
Other Non Current Liabilities	1.19	14.24
Other Financial Liabilities	0.00	0.00
Current Liabilities	23.34	37.71
Borrowings	3.44	0.14
Trade Payables		
- Micro and Small Enterprises	3.82	1.80
- Other than micro and small Enterprises	10.28	19.19
Lease Liabilities	0.52	0.37
Other Financial Liabilities	4.43	4.71
Other Current Liabilities	0.73	11.38
Provisions	0.12	0.12
Total Equity & Liabilities	197.05	229.22

Rs. In Crs	As on 31 st Mar'24	As on 31 st Mar'23
Non Current Assets	153.39	143.38
Property, Plant and Equip	85.53	62.75
Capital Work in progress	0.82	8.57
Rights of use assets	1.46	1.52
Goodwill on consolidation	0.80	0.80
Other Intangible Assets	2.62	0.01
Investments	3.45	2.97
Loans	1.58	0.49
Others	1.24	2.92
Non-Current Tax Assets (net)	0.96	0.85
Deferred Tax Assets (net)	10.52	11.28
Other Non-Current Assets	44.41	51.24
Current Assets	43.66	85.84
Inventories	12.65	13.00
Trade Receivables	12.88	19.53
Cash & Cash Equivalents	9.10	37.25
Other Bank Balances	1.26	1.40
Loans	0.02	2.80
Others	1.06	3.73
Current Tax Assets	0.00	0.00
Other Current Assets	6.69	8.13
Total Assets	197.05	229.22

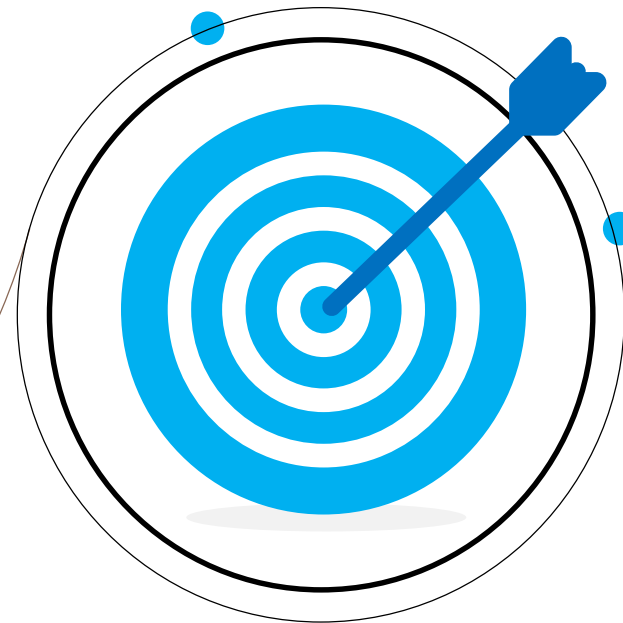
Our target

Focusing on Contract Manufacturing

- By becoming a most preferred contract manufacturer
- By acquiring or creating own facilities in each zone of the country
- By bringing our own brand to the fore

Plans to expand customer base & Capacities

- With enhanced portfolio of product categories and geographical footprints, penetrating with existing client base
- Enhancing capacity for existing product categories
- Focusing on entire range of Ayurvedic products



Growth and expansion of existing product verticals

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



THANK YOU

For further information, please contact:

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