

JHS Svendgaard Laboratories Limited announces Consolidated Q3 FY19-20 results *Consolidated revenue grows to Rs. 39.11 crore*

New Delhi, February 11, 2020: JHS Svendgaard Laboratories Ltd. (JHS) one of India’s leading Oral-care manufacturing companies **today reported** its financial results for the third quarter ending 31st December, 2019.

<p><u>FY Q3/19-20 Highlights (Consolidated):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs. 39.11 crore ▪ EBITDA at Rs. 2.79 crore ▪ EBITDA Margin at 7.12% ▪ Net profit at Rs. 0.38 crore 	<p><u>FY Q3/18-19 Highlights (Consolidated)</u></p> <ul style="list-style-type: none"> ▪ Total Income were at Rs. 39.05 crore ▪ EBITDA was at Rs. 3.37 crore ▪ EBITDA Margin stood at 8.64% ▪ Net profit was at Rs. 0.58 crore
<p><u>FY Q3/19-20 Highlights (Standalone):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs. 36.82 crore ▪ EBITDA at Rs. 3.74 crore ▪ EBITDA Margin at 10.14 % ▪ Net profit at Rs. 1.53 crore 	<p><u>FY Q3/18-19 Highlights (Standalone)</u></p> <ul style="list-style-type: none"> ▪ Total Income were at Rs. 37.28 crore ▪ EBITDA was at Rs. 4.68 crore ▪ EBITDA Margin stood at 12.54 % ▪ Net profit was at Rs. 1.57 crore

Operational Highlights

- **“aquawhite”**, has launched kids oral care products with two new popular characters – Peppa Pig and Hello Kitty.
- **“aquawhite”** has already secured the position of the 2nd most preferred Kids Oral Care Brand in Delhi NCR within 15 months of its launch;
- **“aquawhite”** expanded its geography also, by launching its character based Innovative Kids Oral Care range in Hyderabad across regional modern trade formats and general trade;
- JHS Svendgaard Retail Ventures Pvt. Ltd. commenced its operations at the 5th and the largest Patanjali Airport Retail store till now, spread across 1000 Sq. Ft. at Terminal 3 of Delhi Airport. w.e.f. 25th January, 2020.

Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director (JHS)**, said, “We have been consistent with our third quarter results. Going forward, we are looking to augment our topline by adding a couple of private label deals for some leading brands in the industry.

We have continued with aggressive investments in Aquawhite and aim to make it the largest kids’ oral care brand in the country, and beyond.

We remain optimistic about the opportunities ahead of us, and will continue our efforts to keep up the momentum and deliver further value for our customers and shareholders.”



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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