

Press Release – For Immediate Publication

JHS Svendgaard Laboratories Limited announces Consolidated Q1 FY19-20 results Revenues at Rs. 27.04 crore

New Delhi, August 06, 2019: JHS Svendgaard Laboratories Ltd. (JHS) one of India’s leading Oral-care manufacturing companies **today reported** its financial results for the first quarter ending 30th June, 2019.

FY Q1/19-20 Highlights (Consolidated):	FY Q1/18-19 Highlights (Consolidated)
<ul style="list-style-type: none"> ▪ Total Income at Rs 27.04 crore ▪ EBIDTA at Rs 1.54 crore ▪ EBITDA Margin at 5.71% ▪ Net profit at Rs (0.75) crore 	<ul style="list-style-type: none"> ▪ Total Income were at Rs 21.33 crore ▪ EBIDTA was at Rs 1.24 crore ▪ EBITDA Margin stood at 5.82% ▪ Net profit was at Rs (0.54) crore
FY Q1/19-20 Highlights (Standalone):	FY Q1/18-19 Highlights (Standalone)
<ul style="list-style-type: none"> ▪ Total Income at Rs 24.60 crore ▪ EBIDTA at Rs 2.89 crore ▪ EBITDA Margin at 11.74% ▪ Net profit at Rs 0.48 crore 	<ul style="list-style-type: none"> ▪ Total Income were at Rs 20.36 crore ▪ EBIDTA was at Rs 2.52 crore ▪ EBITDA Margin stood at 12.40% ▪ Net profit was at Rs 0.43 crore

Operational Highlights

- The revenues for the quarter are 26.7% up for the first quarter, when compared to same quarter of previous year.
- JHS successfully commercialized the new Ayurvedic Range of Toothpaste under Private Label for one its existing marquee clients;
- JHS Svendgaard Brand Limited (JHS Brands) further expands its distribution network to the Western region of the country and in Nepal;
- JHS Brands further added another Modern Trade chain which is an extension of an MLM company as its distribution partner for “**aquawhite**”;
- “**aquawhite**” has become the clear number two player in Kids oral-care Category in Delhi / NCR with “**aquawhite**” gaining market share in double-digit.
- “**aquawhite**” has been recognized as an innovator in the Kids Oral-Care by **Economic Times Label Award & License India** and has been awarded the ‘**Best Character Licensee of the Year**’.
- The campaign around Brand “**aquawhite**” has been launched in print and social media platforms. Further the audio-video commercial shot with Tiger Shroff has also been launched in Television on Kids channel & Cinemas in Delhi and Gurgaon.
- JHS through its subsidiary JHS Svendgaard Retail Ventures Pvt. Ltd. has signed LOI for setting up two (2) more retail outlets of Patanjali at Kolkata Airport. The company is well geared up to increase its presence across all major Airports in India and with the upcoming stores once in operation, the presence will increase to Seven (7) retail outlets at major airports in India.

Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director (JHS),** said, “Under the private label business, we are striving to add more clients at-least one every quarter. On the Brand side, there is a huge untapped potential in the Kids Oral-care category and we have been able to rightly identify the same. It gives me immense confidence that in less than six months of aquawhite being launched in Delhi market, it has become 2nd most preferred brand in kids oral-care in Delhi.

We are also aiming at enhancing our customer base and generating awareness about dental hygiene through various print and social media platforms. Our kids focused brand “aquawhite” understands the basic need of a kid and parent hence made the task of brushing more exciting and engaging with innovations like music and flash light in toothbrushes”. **Mr. Nanda added further.**



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About JHS Svendgaard Laboratories Limited (JHS):

JHS is 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 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, Peppa Pig, Hello Kitty, Angry Birds** 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

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