

**JHS Svendgaard Laboratories Limited
announces Consolidated Q2 FY 20-21 results
Consolidated revenue grows to Rs.32.11 crore**

New Delhi, November 03, 2020: JHS Svendgaard Laboratories Ltd. (JHS) one of India's leading Oral-care manufacturing company reported its financial results for the first quarter ending 30th September, 2020.

<p><u>FY Q2/20-21 Highlights (Consolidated):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs.32.11 crore ▪ EBITDA at Rs.3.39 crore ▪ EBITDA Margin at 10.57% ▪ Net Profit at Rs.0.89 crore 	<p><u>FY Q1/20-21 Highlights (Consolidated):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs.18.73 crore ▪ EBITDA at Rs. (0.96) crore ▪ EBITDA Margin at (5.11)% ▪ Net loss at Rs.2.50 crore
<p><u>FY Q2/20-21 Highlights (Standalone):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs.30.61 crore ▪ EBITDA at Rs.3.50 crore ▪ EBITDA Margin at 11.42 % ▪ Net Profit at Rs.1.49 crore 	<p><u>FY Q1/20-21 Highlights (Standalone):</u></p> <ul style="list-style-type: none"> ▪ Total Income at Rs.17.79 crore ▪ EBITDA at Rs. (0.63) crore ▪ EBITDA Margin at (3.55)% ▪ Net loss at Rs.1.99 crore

Management Comments:

Commenting on the results, **Mr. Nikhil Nanda, Managing Director (JHS), said**, “Your Company has regained the growth momentum in the current quarter that was disrupted for a short while in the previous quarter due to the overall economic slowdown caused by the pandemic.

We have rather come out much stronger with improved operating profitability by ~ 1500 basis points {EBIDTA Margin Q2, FY 20-21: 11.42%, Q1, FY 20-21: (3.55%)}. The company has added one new private label client and has also successfully completed the commercial trials, with now being listed as supplier to one of the largest consumer products company in the world during the quarter ending 30th September, 2020. Going forward, we will continue to work towards augmenting our topline, as well as product range, by adding more of private label business for some leading brands in the industry.

The company has also done rationalization in its expenditures to improve the operating margins. While the company is working on some aggressive business enquiries from new overseas customers but for the interregnum has counterbalanced the slowdown in the export business caused due to COVID-19 with the increased domestic private label business, having good operating margins and reduced credit cycle.



Press Release – For Immediate Publication

Further your company has also realigned its distribution strategy for its proprietary brand business of “**aquawhite**” oral care products. Your company shall strengthen up its distribution base for Kids Oral Care segment and shall also venture into the institutional sales channel with the vision 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.” COVID-19 is a special situation and we all shall recover from it jointly and stronger. Stay Healthy and stay safe.

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 - *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.

Another subsidiary of the company, i.e. JHS Svendgaard Retail Ventures Pvt. Ltd. is also the exclusive partner of **Patanjali Ayurved Ltd.** for setting up, maintaining and operating retail stores exclusively at Airports across the country. The company is currently operating four retail outlets at IGIA, Delhi and Raipur, Chhattisgarh.

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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