



**MANPASAND
BEVERAGES LTD.**

February 12, 2019

To,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai- 400 001.
Security Code:- **539207**
ISIN:- **INE122R01018**

To,
The Listing Department,
National Stock Exchange of India Limited
5th Floor, "Exchange Plaza", Bandra-Kurla
Complex," Bandra (East), Mumbai-400 051.
Security ID:- **MANPASAND**
ISIN:- **INE122R01018**

Dear Sir/Madam,

Sub.:- Disclosure under Clause 30 of SEBI (LODR) Regulations, 2015

In compliance with the Clause 30 of SEBI (LODR), Regulations, 2015, we hereby submit Media Release on Un-Audited Financial Result for the Quarter and Nine months ended on December 31, 2018.

You are requested to take note of the same.

Thanking you,

For **Manpasand Beverages Limited**

Bhavesh Jingar
Company Secretary
Mem. No. A28011



Encl:

Media Release



Manpasand Beverages Ltd announces Q3 & 9MFY19 results

Q3FY19

Revenue at Rs. 165.89 cr; EBITDA stood at Rs 36.89 cr

PAT reported at Rs. 9.83 cr

Vadodara, 12th February, 2019: Manpasand Beverages Ltd, one of India's leading fruit drinks company, has announced its financial results for the quarter ended December 31st, 2018.

For the third quarter ended December 31, 2018:

Revenue from operations for the quarter ended December 31st, 2018 stood at Rs. 163.52 crore, as compared to Rs. 143.13 crore in the same period last year.

Manpasand's Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q3FY19 stood at Rs. 36.89 crore, up 38.01%. The company's EBITDA margin improved from 18.01% in Q3FY18 to 22.24 % in Q3FY19.

For the nine months ended December 31, 2018:

Revenue from operations for 9MFY19 ended December 31st, 2018 stood at Rs. 672.40 crore, as compared to Rs. 570.41 crore in the same period last year.

Manpasand's Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Nine months ended December 31, 2018 stood at Rs. 133.42 crore, up 27.56%.

Other Highlights of MAT MAR'18

As per a recent Nielsen Report based on MAT MAR'18 data, for General Trade and Modern Trade channels, across India, Manpasand's steady performance in the Mango based Drink category, over various parameters:

- Manpasand retains its position as the 4th largest brand and remains the 2nd largest Indian brand in the Mango based Drink category
- Manpasand has emerged as the 3rd largest Mango based Drink in the Modern Trade Channel, pan India
- Rural sales contribute to 58% of Manpasand's overall sales

- Mirroring the industry trend, North India remains the highest Mango Drink contributor for Manpasand too
- In the 5 states where Manpasand & Parle Products are jointly distributing their products, during off-season where key competitors show downward trend in reach in Orissa, Manpasand has shown increased distribution efforts, across general trade and modern trade channels
- In the state of West Bengal, as per Nielsen's report, Manpasand has shown steady growth in reach, vis a vis its competitors

*The channels covered in the Nielsen Report include Grocers, General Stores, Semi-retailers, Food Stores, Eateries (RWB & RWoB), Paan bidi, Chemists and Modern Trade. Highways, Railways, Bus Depots and Hotels are either under represented or uncovered

About Manpasand Beverages Ltd: (www.manpasand.co.in)

One of the country's leading fruit juice players with Rs. 955 crore plus turnover in FY2018, Manpasand Beverages Limited has the unique distinction of being the first pure play Company in this sector in the Indian capital market. With its flagship brand Mango Sip and a host of other products, Manpasand Beverages represents the successful story of a visionary first generation entrepreneur, Dharendra Singh. Manpasand has seven manufacturing facilities located in various parts of India: three at Vadodara (Gujarat), two in Varanasi (UP), one in Dehradun (Uttarakhand) and one at Ambala (Haryana). The Company is also on track to complete the construction of its new plant in Sri City (Andhra Pradesh). The Company has recently performed ground-breaking ceremony for its new plant in Khurda (Odisha).

In the fast and ever-growing fruit-based beverages market in India, the Company has emerged as a significant and formidable brand with its customer-centric approach, value-for-money offerings, strong focus on affordable price points, innovation and research, brand building, aggressive production capacity expansions and strong distribution strategies are the Company's major strengths.

DISCLAIMER:

Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, import duties, labor relations, litigation, etc. Actual results might differ substantially from those expressed or implied. Manpasand Beverages Ltd. will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.