



CIN : L74110HP2004PLC027558

August 11, 2021

**BSE Limited**  
**Department of Corporate Services**  
**Phiroze Jeejeebhoy Towers, Dalal Street**  
**Mumbai – 400 001**

**National Stock Exchange of India Limited**  
**Exchange Plaza,**  
**Bandra Kurla Complex**  
**Mumbai – 400 051**

**Scrip Code: 532771**

**Trading Symbol: JHS**

**Subject: Presentation on the Un-Audited Financial Results of the Company for the quarter ended on 30<sup>th</sup> June, 2021**

Dear Sir/Madam

Please find enclosed a presentation on the Un-Audited Financial Results of JHS Svendgaard Laboratories Limited for the quarter ended on 30<sup>th</sup> June, 2021.

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

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

**Kirti Maheshwari**  
**Company Secretary and Compliance Officer**





# JHS Svendgaard Laboratories Limited

Investor Presentation  
August 2021

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01

**Company Overview**

02

**Business Overview**

03

**Consolidated Financial Highlights**

04

**Way Ahead**





# Company Overview

*India's largest integrated manufacturer of oral care products*



## India's largest integrated manufacturer of oral care products

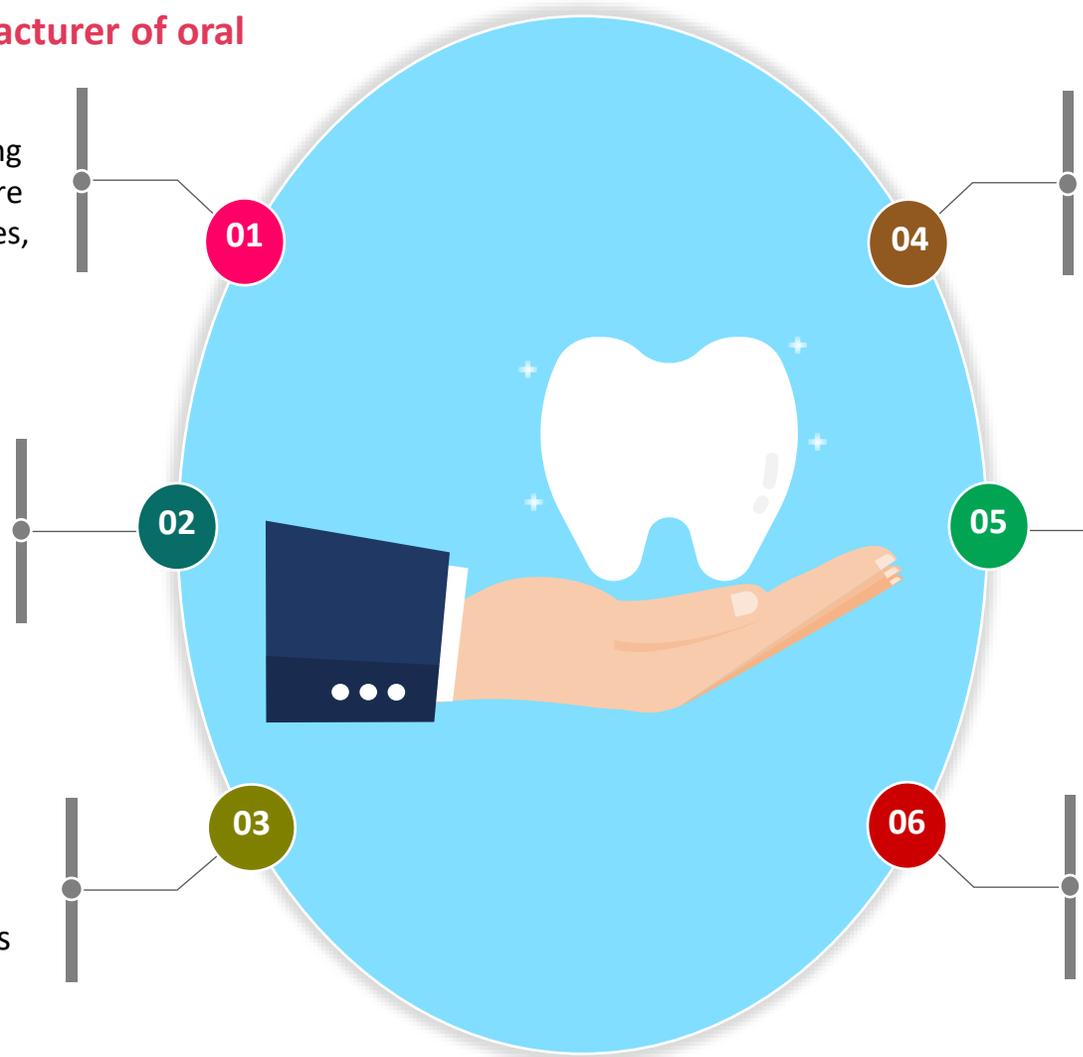
- Incorporated in 1997 as India's leading private label manufacturer of oral care products – Toothbrushes, Toothpastes, Mouthwashes and Denture Tablets
- Headquarter in New Delhi

## Diversified Product Portfolio

- Leading manufacturer of Oral Care range for both Kids and Adult segments.
- Manufactures and sells oral care products under its proprietary brand 'Aquawhite'. The brand specializes in kids oral care products

## Strong R&D Facility

- In house R & D means "Constant Innovation". This leads to quality products & newer concepts



## Unique Manufacturing Facility

- Located in Kala Amb (Himachal Pradesh) spreading across 20 acres with 6 manufacturing units
- 2 toothbrush units, 2 tooth paste Units – Ayurveda and Cosmetic .Additional Injection molding units
- Upcoming Plant for personal care products such as Talc, Lotion, Shampoo etc
- Over 200 Employees engaged at plant site

## Experienced Sales & Distribution

- Well established sales & distribution system spread across entire India
- Supplies and access to strategic export markets such as US, Europe, Middle East, SE Asia etc

## Strong Financial Performance

- Conservative Balance sheet – Net Debt to Equity ratio -0.10 in FY21
- Virtually debt free

# Journey so far...

- Founded as a proprietary firm . Involved in manufacturing of Toothbrushes



1996

- 1997 – Entered into contract with Gillette for mfg. of **Oral-B** Toothbrushes
- 2020 - Partnered with **Amway** for manufacturing of their oral care products

1997 -20



- 2001 – Addition of Toothpaste manufacturing facility in Delhi
- 2003 – Addition of two more facilities for manufacturing of toothpastes, mouthwashes, denture tablets

2001 -03



- Got listed on National Stock Exchange and Bombay Stock Exchange through a successful IPO



2006

- Set-up India's 1st Tax free contract manufacturing location in Himachal Pradesh
- Started working with **'Wella'** for their Hair care products . Also private label for Wal-Mart & Boots

2008



- Established a green field project for **P&G** ( Brand –Tide Detergent Powder)
- Commissioned 72,000 tonnes annual capacity plant in record time of 11 months .(time from land acquisition to first commercial shipment)



2009

- Largest contract mfg. facility in Oral Care Industry inaugurated by then Hon. CM of Himachal Pradesh : **Prof. Prem Kumar Dhumal**

2011



- Became **Debt Free** Company
- India's Top Consumer Market Research Fund – **Sixth Sense Ventures** headed by Mr. Nikhil Vora invests in JHS



2015 -16

- Crossed Rs.1 Billion sales turnover. Entered into contract for manufacturing of toothpaste for **Patanjali** . Additional investment done to enhance toothbrush capacity

2017



- Doubled toothpaste capacity with separate Ayurveda & Cosmetic manufacturing facility.
- Expanding toothbrush capacity from 100 mn PA to 200 mn PA
- Became an exclusive master franchisee of **Patanjali** for **Airport Retail** through a subsidiary



2018

- Ventured into proprietary brand business at subsidiary level.
  - ✓ Launched kids oral care brand ("**Aquawhite**")
  - ✓ Acquired beauty accessory brand ("**Panache**")



2019

- Expanded client portfolio by adding India's largest consumer care Company, **Hindustan Unilever Ltd** for Close Up toothpaste



2020

- Got LOI from one of its esteemed MNC Client and expanded its product portfolio to include Personal Care Products as well



2021

## Founder & Lead Management's Experienced Profile



**Nikhil Nanda**

Founder & Managing Director

JHS is led by young, dynamic & self-motivated visionary, **Mr. Nikhil Nanda**. A first-generation entrepreneur, a man of strong judgment and deep insight, whose committed focus and dedicated passion has enabled JHS to emerge as one of the leading Oral-care manufacturers facility in the country.

A postgraduate from one of premier B-schools in India, Fore School of Management. He worked for a year before he pursuing his MBA. Mr. Nanda worked as a summer trainee under MD of Gillette in the year 1996 where he was drawn towards building his own business and not taking up a job during campus placement with Nestle.

### Driving forces behind getting into manufacturing of Oral Care space were these thoughts:

In the year – 1997, Mr. Nanda's entrepreneurial journey began with three fundamental principles:

- ✓ Demand for oral care products was directly proportional to India's fast growing population. There was a huge market for expansion due to product's low penetration (49% in 1996). Entry of big brand names in the segment created a high opportunity for growth.
- ✓ Line model of manufacturing and technology creating the multiplier effect.
- ✓ Excise Exemption and SSI reserved product, hence an excellent opportunity for contract manufacturing.

This led to the creation of Svendgaard Labs later merged to form JHS, an Enterprise which initially manufactured toothbrushes followed by many more FMCG products. His strong business acumen and skills saw him bid for manufacturing mandates from various International & National oral care brands

JHS has grown over the years because of Mr. Nanda's sharp skills as well as by adopting the right growth strategy. This led to building its market presence and leadership in Oral Care category

JHS will respond with speed and sensitivity to great Indian consumption boom. We shall be the **brand behind brands**. Strive to be the most visible Indian brand capturing attractive upside of Indian consumption journey, for our customers and shareholders

## 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 Vora**

- Best Analyst of India for consumer companies .
- MD-Sixth sense ventures.
- Heading Top PE fund of India



**Mr. Rajagopal Chakravarthi Venkateish**

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



**Mr. Safir Anand**

- IP expert, Brand Strategist and Advisory to Fortune 500 companies



**Mr. Kapil Manoch**

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



**Smt. Balbir Verma, IRS (Retd.)**

- Principal Chief Commissioner of Income Tax with over 37 years in department at various positions including 15 years in Mumbai as Commissioner of corporate circle



**Mr. Mukul Pathak**

- Associated with reputed Civil Services mentorship institutions over years

## Paramveer Singh

### (Chief Executive Officer)

- Area of Expertise: Process innovation/optimization, formulation and fabrication in Chemical, Process, Food & Beverage, EPC, Cosmetics, Pharmaceutical, Railways
- 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

## Ashish Goel

### (Chief Financial Officer)

- Area of Expertise: FMCG, Corporate Finance, Strategy, Banking, Fund Raising, Imports & Exports, Execution, Team Building
- M.B.A with over 11 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

## Jitender Sharma

### (QA Head)

- Area of Expertise: New product development, Consumer insighting, Regulatory and Quality Assurance with strong knowledge of quality standards
- Experience of over 15 Years with Planning and project management skills, strong ability to lead and motivate a team; Works on different kind of formulation like Toothpaste (medicinally & Ayurvedic), Kids Toothpaste, Mouthwashes, Shampoo, Hand wash, Sanitizer and other type of personal care products & Home Hygiene care products (Detergents & cleansers)

## Kashyap Boruah

### (GM – Private Label)

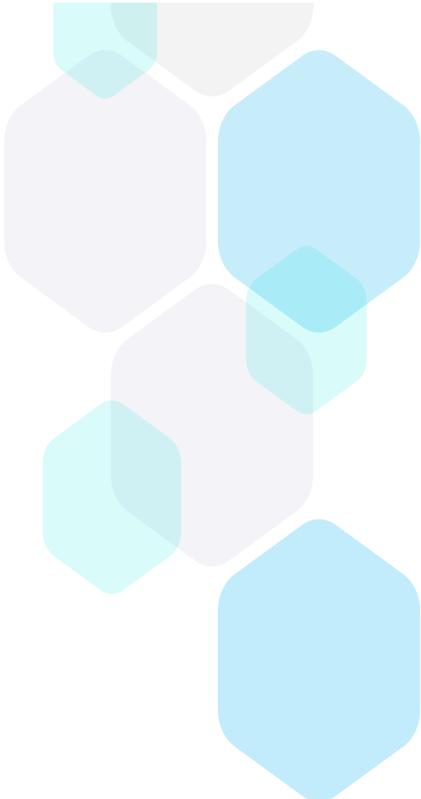
- Area of Expertise: Product launch, market plans execution, pre sales efforts, competition and market analysis
- Experience of 15 years in the areas of Chemicals, Packaging and Contract Manufacturing

# Key Strengths

- Leading manufacturer of oral care range for two and a half decades . Caters to both Kids and Adult segment.
- Manufacturers of Toothbrushes, Toothpastes, Mouthwashes, Laundry detergents, Hand sanitizers, Room Fresheners and Denture Tablets
- **Biggest USP: Single entity across the world to manufacture both toothbrush and toothpaste in one campus . This ensures cost saving upto 10% for combo / value products**
- State-of-the-art manufacturing facilities located at Kala Amb, Himachal Pradesh.
- Additional land bank and tax benefits for immediate capacity / category expansion.
- Toothpaste unit continues to enjoy tax benefits under new GST policy
- Conservative Balance sheet – Net Debt to Equity ratio -0.10 in FY21
- Virtually debt free



- Closely working with reputed FMCG brands - domestic and global.
- Majority of outsourcing relationships with customers are long-term contracts. Every year new SKU's are being added to product line providing adequate revenue visibility
- Managing Director, Mr. Nikhil Nanda engaged in oral care business for more than two decades.
- Dynamic & rich experience across business verticals.
- Diverse team with right mix of operational & technical expertise .
- A dedicated and skilled employee base



# Business Overview

*A leading oral care brand in Delhi and the NCR region*



## PATANJALI



TRIPLE ACTION    ACTIVE CARE    CURVY    SENSITIVE    JUNIOR    ALL IN ONE    CARBON HD

## CLASSICO BRANDS



English-perfect Flexi

## LEEFORD



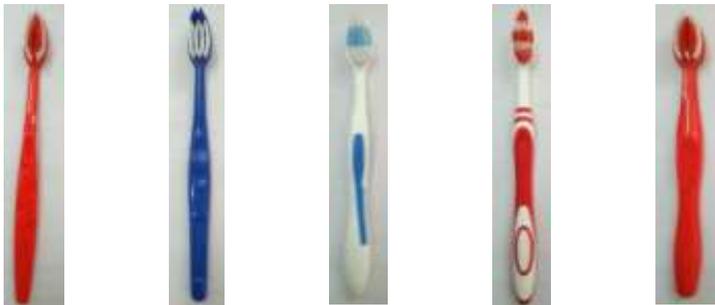
Enshine

## AMWAY



PERSONA CLASSIC    PERSONA JUNIOR    PERSONA ADVANCED    AMWAY GLISTER

## DABUR TOOTHBRUSH



Binaca Top Lg    Binaca Fnt    Binaca Clean Duo    Binaca Super Clean    Binaca Top

## PHAMEASY



## PAM



## 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

## DABUR TOOTHPASTE



DABUR BABOOL



DABUR BABOOL  
AYURVEDIC



DABUR  
MESWAK

## VESTIGE



DENTASSURE  
TOOTHPASTE



DENTASSURE  
MOUTHWASH



DENTASSURE  
TOOTHBRUSH

## HUL



CLOSE UP- FRESH BREATH

## ME N MOM



MEE MEE  
STRAWBERRY TOOTHPASTE



MEE MEE  
ORANGE TOOTHPASTE

- 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



## Toothpaste Manufacturing



**Toothpaste Unit**



**Main Mixing Tank**

## Toothbrush Manufacturing



**Moulding Shop Floor**



**Bristling Operations**



**Zahoransky Tufting &  
Trimming Machine**



- In house R & D means “Powerhouse of innovation”
- **Client’s products, formulae, or ideas-** All this can be turned into customized commercial products. JHS has its own internal target to distinguish themselves from any other manufacturers . It has customized capabilities to develop and manufacture each product with complete responsibility for best quality and available to all sections to our society.

### Key highlights of Research and Development at JHS are:

- R&D for oral care for any new formulation in both Ayurvedic & Cosmetic category.
- R&D for Personal Care & Toiletries at South available but still under negotiation for acquisition
- Immediate team of R&D consultant available to develop formulation for Personal and Toiletries if required now





### 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 to do low cost as well as high-cost toothbrushes at separate locations with requisite GMP standards as per product/customer requirements



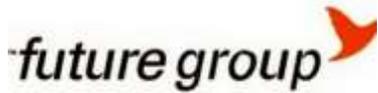
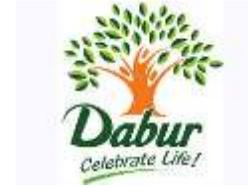
### Oral Care, Personal Care and Health & Hygiene

- 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



\* erstwhile clients

- In 2013 – The group ventured into marketing of own brands through its subsidiary “JHS Svendgaard Brands Ltd” with Aquawhite™ as **it’s proprietary brand**. Aquawhite products are being manufactured in the same facility which does the contract manufacturing for acclaimed global brands .
- **In 2018, brand developed and promoted a strong focus on Kids Oral Care range** with industry first safety and compliance features

### *Focus on Kids segment*



Impetus on product innovation and tactful use of licensing of kid's favourite characters has created a strong portfolio targeting kids . The Company is all set to make the mundane brushing activity more fun and exciting for kids i.e., by developing kid’s friendly products promoting Better Health / “Two Two ka Formula”

### *Innovation in design and formulation*



- Products are testimony to innovative approach
- Toothbrushes are specially designed to help children understand “Two Two ka Formula” with products like ‘2-minute auto off **Music**’ in toothbrush, ‘2-minute auto off **Flashlight** in toothbrush’ and **Sand Timer** to time the brushing
- These are flagship models that demonstrate innovation at its best and make kids brush for stipulated time in a playful manner to aid habit formation
- Licensed usage of characters like Chhota Bheem, PAW Patrol etc are being utilised in a manner that integrates characters into products

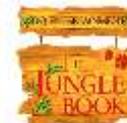
**Fluoride Free’** toothpaste ensures **well-being of kids even when swallowed**, and compliance is induced through various **flavours** and a range of **exciting engagements through their favourite characters**

# First Company offering diverse products in OHS\*

- ① Unique Designs
- ② Innovation
- ③ Exclusive Character Tie-up
- ④ Presence in all ranges



Character Tie-up



## Character Associations

- **Aquawhite** is only brand that has a huge kid's character in its portfolio. Official brand-tie-ups and licensed usage of popular & favorite kid's characters like – Chhota Bheem, Chutki, Shimmer & Shine, PAW Patrol, Pokémon, SpongeBob Square Pants, Angry Birds, Peppa Pig, Shiva, Hello Kitty gives us an edge over competition. This makes for an instant connect with kid's attraction & attention, thereby giving their mothers one less reason to worry about



## Communication

- Emphasis on communication is basic proposition of brand being a playful partner to kids ,to aid healthy habit of brushing for 2 minutes, 2 times a day. To a mother, the brand is a helping hand who alleviates task of brushing which is hitherto been a difficult one. Created **"BRUSH-MATES"**, a property to let kids pick up their favourite Brush-Mate

Hum hain aapke  
**BRUSH-MATES™**  
 Din aur Raat, Suraksha mein saath saath



*Within the year of launch Aquawhite is amongst top 3 kids brands in Delhi-NCR*

# Awards & Achievements



- As a responsible Corporate Entity, we are committed towards the society for up-liftment and development of local communities and NGOs. We leverage our resources, experience and geographic spread, to undertake initiatives with lasting results, benefiting communities around.
- Our goal is to address social, spiritual, environmental, and ethical aspects responsibly. This helps us coexist sustainably and in harmony with environment and communities. We continue donating Food, Books and Oral hygiene products to children on many occasions :

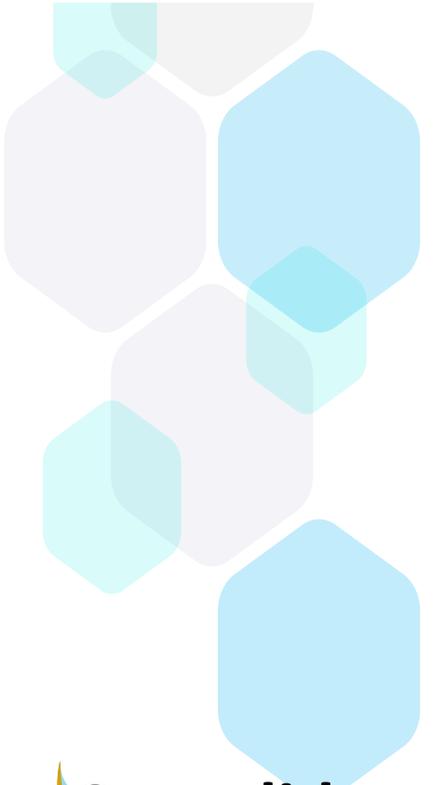
## GOD HANUMAN Ji's STATUE :

- **At Shimla - Capital of Indian State at Himachal Pradesh:**
  - ✓ Place: JAKHU Hill Temple – Worlds highest 108 ft. idol of God Hanuman was installed, in 2008
- **At Morbi – in the State of Gujarat :**
  - ✓ Place: Khokara Mandir, Bela Road, Bharatpur, 108 ft. statue is under construction
- **At Rameshwaram - Southern India State of Tamil Nadu**
  - ✓ Land is already purchased, currently applied for Govt. Permission to construct 108 ft. Statue of God Hanuman Ji

## DONATION :

- **Sahyog Trust - Delhi** : Donate regularly Food items like Rice, Pulses etc.
- **Morbi Temple School** : Donate Oral Hygiene products, helping in Education of Girl Child by providing books, benches, uniforms and sport-kits
- **Seva Bharti Charitable Trust** – Delhi : Regular donation is given to this NGO with their focus areas for Poor children education, Health care for poor and under privileged, Social welfare centers by helping poor girls education, their marriage, health care, helping poor by giving them training in centers at various places for sewing classes, computer learning, beauty job training etc.
- **SVHM (Swami Vivekananda Charitable Hospital)** – Dehradun : Donated to this Charitable hospital which is running for under privileged sections of the society

There is nothing more rewarding than giving back to society and making a positive difference



# Consolidated Financial Highlights



*Partner to leading Indian and global FMCG brands*



### Commenting on Q1 FY22 results, Mr. Nikhil Nanda, Managing Director, said :

“During the first quarter we registered 28.69% year-on-year rise in revenue at Rs. 21.59 cr. This growth in revenue has been on account of higher sales from Toothpaste category. We are yet to witness the desired and much needed performance in the Toothbrush category and in the other segments. During last year, while the company witnessed a jump in demand during Q3-FY21, as the supply chains were all dried up during the earlier phase because of hoarding surrounded by the uncertainty and supply chains had to be replenished with stocks later. Whereas this year, despite the lockdowns, people have acted more sensible in their purchases, thus there were lesser disruptions.

The ongoing COVID-19 calamity hampered our growth in the last fiscal and created headwinds during the first quarter as well. We tried our best to help our employees and their families and otherwise in ways we could. Such calamities force us to sit back and reassess the ways in which we do our business.

Exports which are an important segment of revenue for the company, continued to witness the impact since the pandemic hit worldwide. While the domestic business is scaling up, but overall utilisations levels have still been on the lower side impacting our overall efficiencies. Due to this we are still away from achieving the desired product mix. We have utilised this period to re-design our strategy. We endeavour to slowly move on the path of long-term sustainable growth.

Our reading of the market is that it is showing signs of improvement on ground but due to continued uncertainty it is slower than the requisite pace. We are hopeful of improving our utilisation levels as we move further into this year. We are cautiously optimistic for the coming quarters based on the market scenario, rising demand and opening up of markets in the post- COVID environment. We are continuing to work on new customers and product categories as well.

Our team has been the most important asset and the members have shown great maturity and sense of belonging by keeping each other motivated in recent challenging times. I would like to take this opportunity 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 support extended makes it easier for us to strive and excel.”



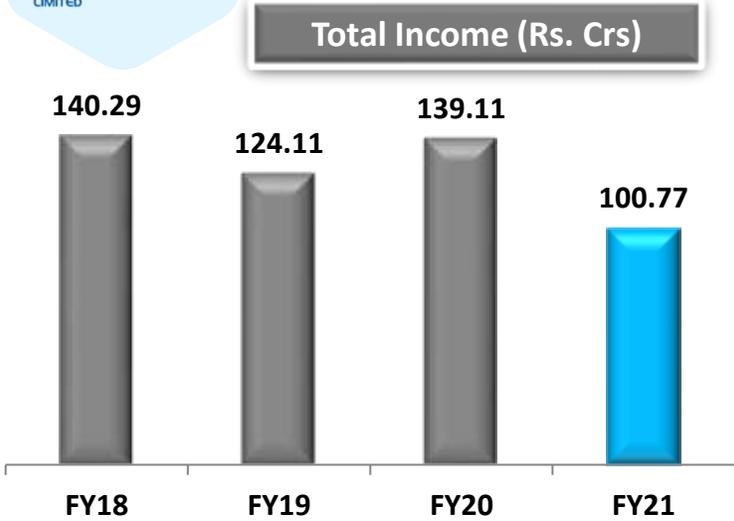
## Q1 FY22 Consolidated Financial Highlights

Particulars (Rs. Crs)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%
<b>Total Income from Operations</b>	<b>21.59</b>	<b>16.77</b>	<b>28.69%</b>	<b>25.38</b>	<b>-14.95%</b>
Cost of Material Consumed,	13.88	13.36		14.37	
Purchase of stock in trade	0.68	0.32		0.69	
Changes in Inventories	1.57	1.97		-0.09	
<b>Total Raw Material Expenses</b>	<b>16.13</b>	<b>15.65</b>		<b>14.96</b>	
Employee Expenses	2.59	1.62		3.37	
Other Expenses	3.56	2.41		6.99	
<b>Total Expenditure</b>	<b>22.28</b>	<b>19.69</b>		<b>25.33</b>	
<b>EBITDA</b>	<b>-0.70</b>	<b>-2.92</b>		<b>0.05</b>	
<b>EBITDA Margin</b>	<b>-3.24%</b>	<b>-17.38%</b>	<b>1417 bps</b>	<b>0.21%</b>	<b>-345 bps</b>
Other Income	2.58	1.96		4.39	
Depreciation	1.79	1.91		1.62	
Interest / Finance Cost	0.24	0.33		0.31	
Exceptional Item (Gain) / Loss	0.00	0.00		0.00	
Share of (profit)/loss from investment in associate	0.00	0.00		0.00	
<b>PBT</b>	<b>-0.16</b>	<b>-3.19</b>		<b>2.52</b>	
Tax	0.13	-0.69		-0.34	
<b>PAT</b>	<b>-0.29</b>	<b>-2.50</b>		<b>2.85</b>	
<b>PAT Margin</b>	<b>-1.73%</b>	<b>-14.92%</b>	<b>1319 bps</b>	<b>11.24%</b>	<b>-1297 bps</b>
<b>EPS (In Rs.)</b>	<b>-0.02</b>	<b>-0.41</b>		<b>0.44</b>	

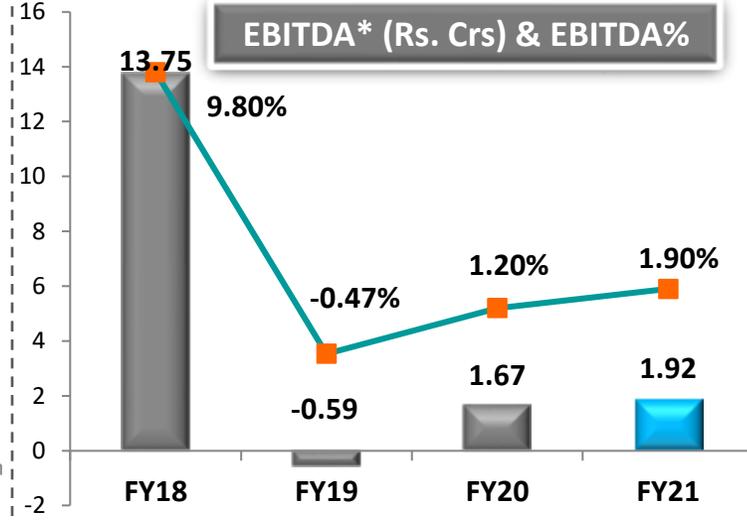
- Despite lockdown in Q1 FY 22, supply chain disruptions were comparatively lower as compared to Q1 FY 21 leading to higher revenue
- Current quarter witnessed better utilisation levels giving advantage of scale resulting in operational efficiency vis-à-vis Q1FY21 resulting in better profit margins
- Absence of Exports and lower than optimum capacity utilisation continue to impact profitability

# Consolidated Annual Financial Highlights

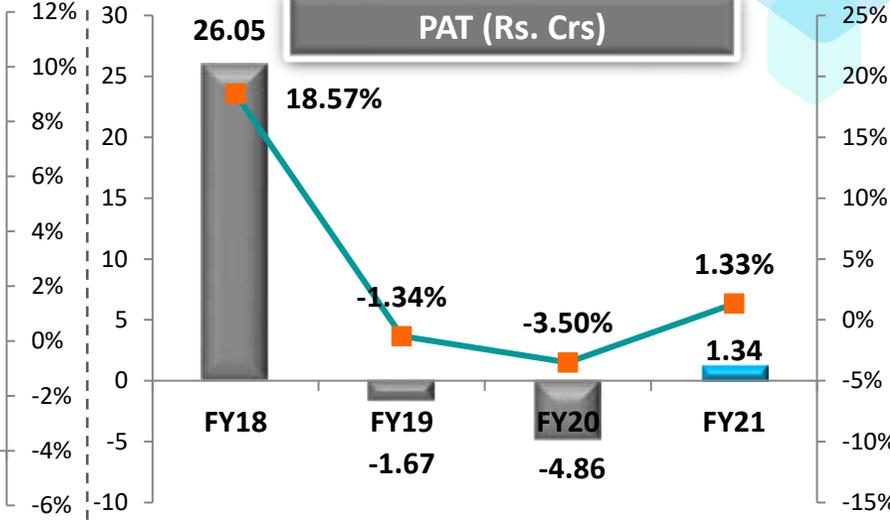
**Total Income (Rs. Crs)**



**EBITDA\* (Rs. Crs) & EBITDA%**

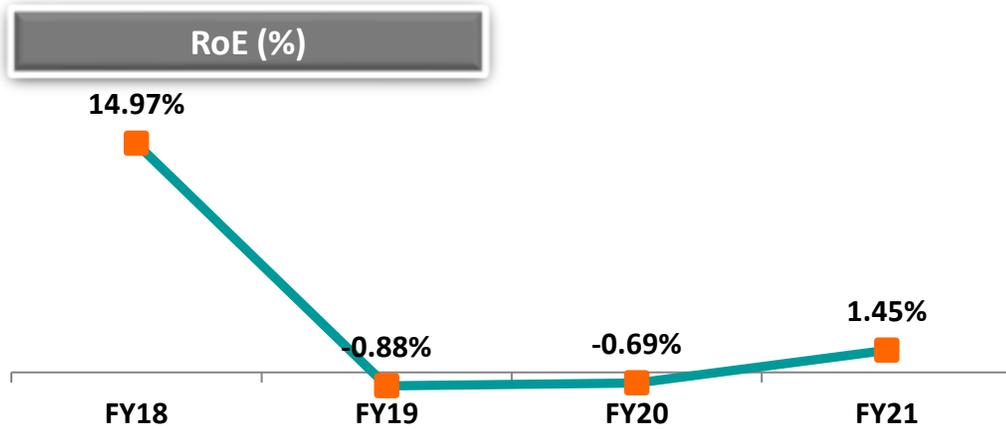


**PAT (Rs. Crs)**

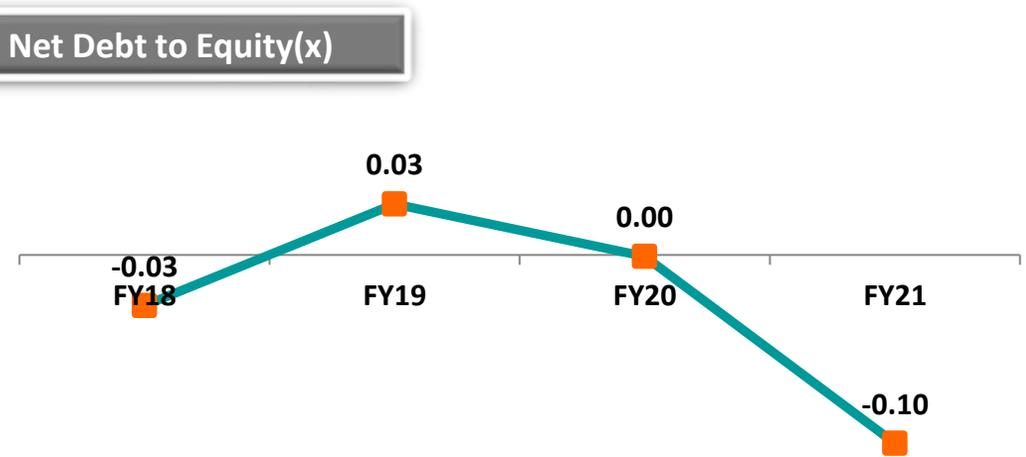


**FY21- Exports significantly reduced due to Covid Pandemic & strategic focus on domestic business, impacting overall Financial performance**

**RoE (%)**



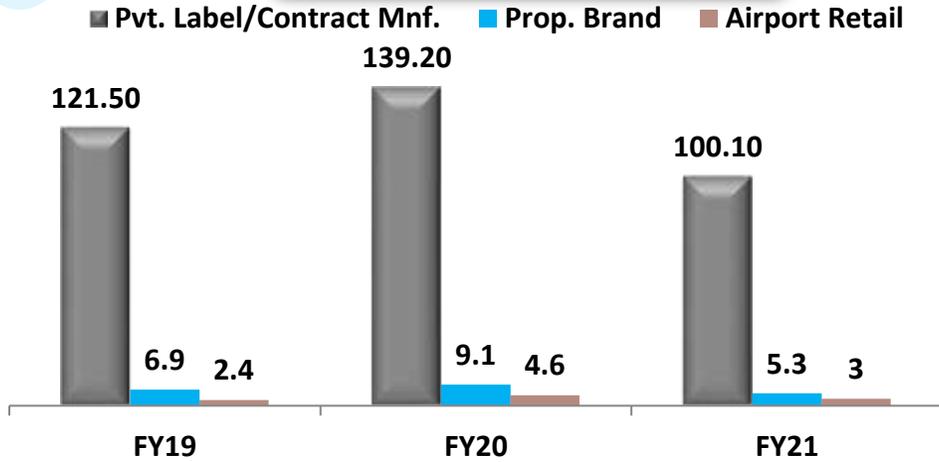
**Net Debt to Equity(x)**



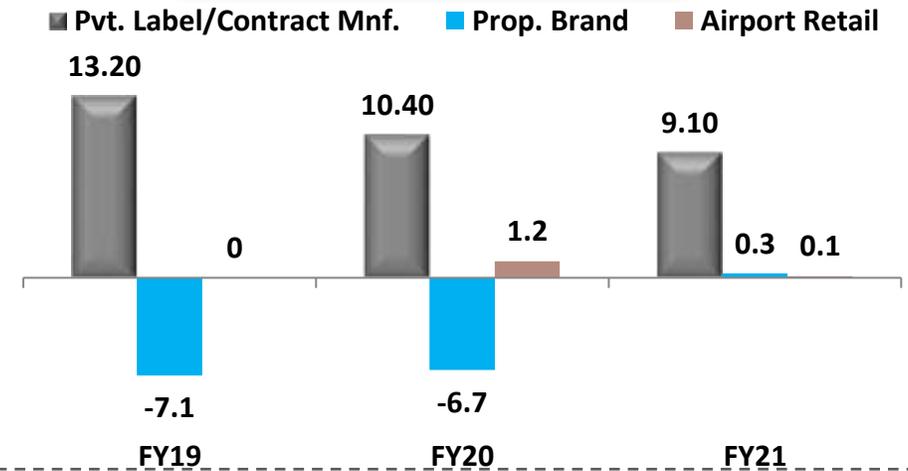
RoE = Net Profit/Net Worth  
\*EBITDA excluding other income

# Consolidated Segment wise Revenue Break-up

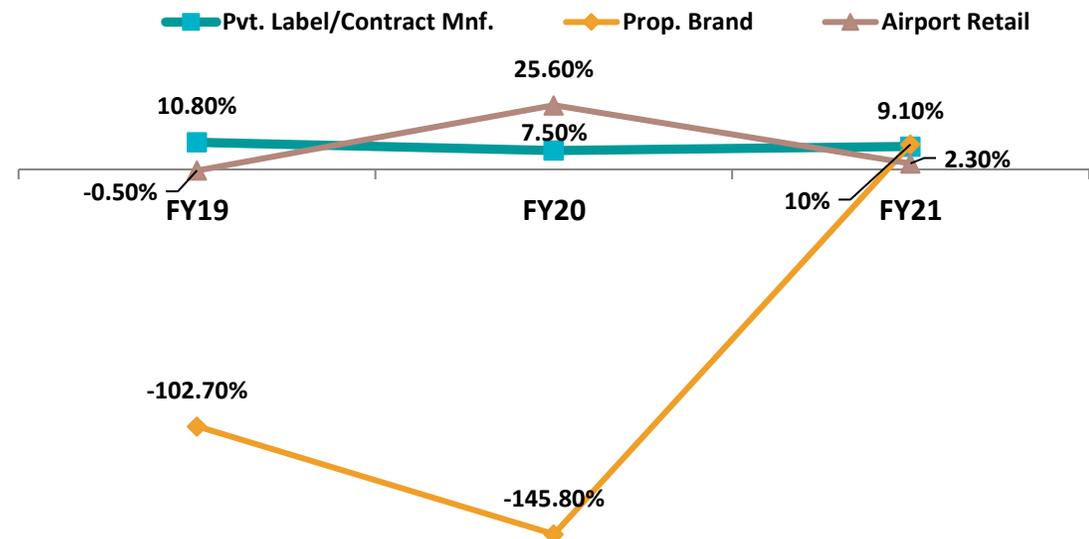
Segmental Income\* (Rs. Crs)



EBITDA (Rs. Crs)



EBITDA Margin (%)



**FY20 & FY21 – Strategic & Significant focus on domestic private label business**

\* Segmental Income includes Other Income from each segment respectively



# Revenue Break-up - Private Label

## Product wise Revenue Break-up

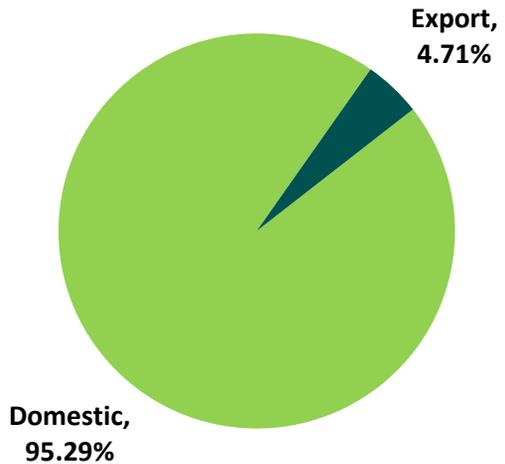
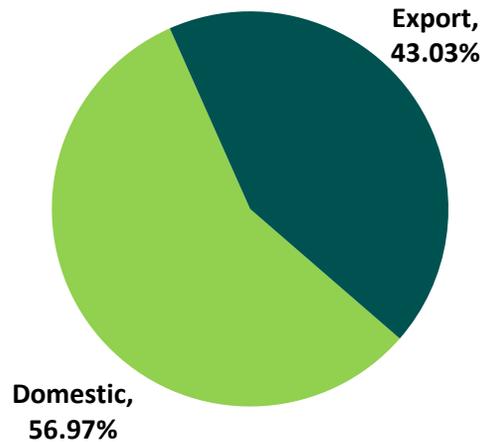
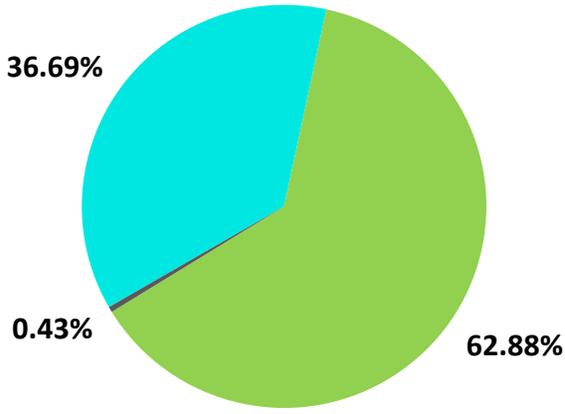
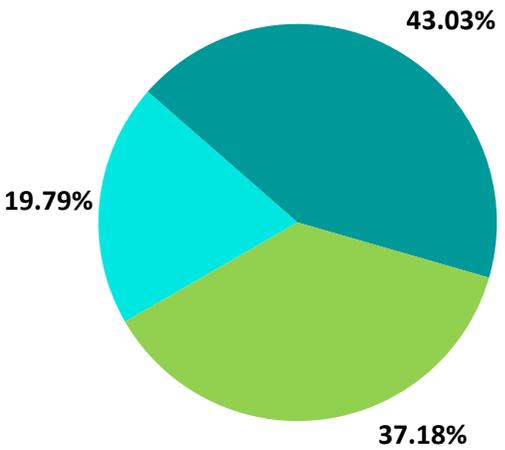
## Geographical Revenue Break-up

FY20

FY21

FY20

FY21\*



- Tooth Brush Domestic
- Tooth Brush Exports
- Tooth Paste Domestic
- Mouthwash Domestic

**\*FY21- Exports have been significantly impacted due to Pandemic combined with strategic focus on domestic business**

# Consolidated Financial Highlights

Particulars (Rs. Crs)	FY18	FY19	FY20	FY21*
Revenue from Operation	142.64	124.11	139.11	100.77
Other Operating Income	0.00	0.00	0.00	0.00
Excise Duty	2.35	0.00	0.00	0.00
<b>Total Income from Operations</b>	<b>140.29</b>	<b>124.11</b>	<b>139.11</b>	<b>100.77</b>
Cost of Material Consumed,	82.14	81.72	94.96	64.02
Purchase of stock in trade	1.16	3.10	3.37	2.84
Changes in Inventories	6.77	2.08	1.30	1.48
<b>Total Raw Material Expenses</b>	<b>90.07</b>	<b>86.90</b>	<b>99.63</b>	<b>68.34</b>
Employee Expenses	12.10	13.52	13.44	10.08
Other Expenses	24.37	24.28	24.37	20.43
<b>Total Expenditure</b>	<b>126.54</b>	<b>124.70</b>	<b>137.44</b>	<b>98.85</b>
<b>EBITDA</b>	<b>13.75</b>	<b>-0.59</b>	<b>1.67</b>	<b>1.92</b>
<b>EBITDA Margin</b>	<b>9.80%</b>	<b>-0.47%</b>	<b>1.20%</b>	<b>1.90%</b>
Other Income	4.98	6.66	13.84	7.54
Depreciation	6.81	7.09	8.76	7.25
Interest / Finance Cost	0.74	1.03	1.95	1.24
Exceptional Item (Gain) / Loss	27.24	0.00	-10.64	0.00
Share of (profit)/loss from investment in associate	0.00	0.00	0.00	0.00
<b>PBT</b>	<b>38.42</b>	<b>-2.04</b>	<b>-5.84</b>	<b>0.97</b>
Tax	12.37	-0.38	-0.98	-0.37
<b>PAT</b>	<b>26.05</b>	<b>-1.67</b>	<b>-4.86</b>	<b>1.34</b>
<b>PAT Margin</b>	<b>18.57%</b>	<b>-1.34%</b>	<b>-3.50%</b>	<b>1.33%</b>
<b>EPS (In Rs.)</b>	<b>4.61</b>	<b>-0.11</b>	<b>-0.032</b>	<b>0.20</b>

**\*FY21- Exports significantly reduced due to Covid Pandemic and combined with strategic focus on growing domestic business - thereby impacting overall Financial performance**

## Consolidated Balance Sheet Highlights

Rs. In Crs	FY18	FY19	FY20	FY21
<b>Shareholders Funds</b>	<b>174.27</b>	<b>180.64</b>	<b>184.60</b>	<b>197.96</b>
Equity Share Capital	60.90	60.90	60.90	64.40
Other Equity	113.36	115.94	117.10	124.30
Non Controlling Interest	-0.10	3.79	6.60	9.27
<b>Non Current Liabilities</b>	<b>1.94</b>	<b>1.84</b>	<b>7.87</b>	<b>6.87</b>
Borrowings	1.10	0.81	0.52	0.47
Lease liabilities	0.00	0.00	6.13	5.03
Other Non Current Liabilities	0.77	0.96	1.22	1.36
Provisions	0.06	0.08	0.00	0.00
<b>Current Liabilities</b>	<b>31.75</b>	<b>38.71</b>	<b>48.45</b>	<b>23.13</b>
Borrowings	0.00	5.00	0.00	0.00
Lease liabilities	0.00	0.00	1.61	1.14
Trade Payables				
Micro and Small Enterprises	0.00	2.30	3.39	2.88
Other than micro and small Enterprises	23.72	20.92	32.73	13.10
Other Financial Liabilities	5.94	8.84	6.79	4.07
Other Current Liabilities	2.00	1.54	2.23	1.80
Provisions	0.09	0.12	1.69	0.14
<b>Total Equity &amp; Liabilities</b>	<b>207.85</b>	<b>221.19</b>	<b>240.92</b>	<b>227.96</b>

Rs. In Crs	FY18	FY19	FY20	FY21
<b>Non Current Assets</b>	<b>105.11</b>	<b>119.55</b>	<b>110.70</b>	<b>107.01</b>
Property, Plant and Equip	71.34	69.62	57.21	57.99
Rights of use assets	0.00	0.00	7.26	4.08
Capital Work in progress	0.51	4.80	7.05	8.92
Other Intangible Assets	0.07	0.08	0.06	0.04
Goodwill on consolidation	0.00	1.11	1.11	1.11
Investments	0.00	5.12	0.00	0.00
Loans	0.33	0.60	1.21	1.19
Other Financial Assets	0.32	0.40	0.69	0.61
Deferred Tax Assets (net)	6.54	8.31	11.31	10.53
Non Current Tax Assets (net)	1.42	0.92	0.75	1.11
Other Non-Current Assets	24.58	28.59	24.06	21.43
<b>Current Assets</b>	<b>102.74</b>	<b>101.64</b>	<b>130.22</b>	<b>120.95</b>
Inventories	<b>9.54</b>	<b>9.02</b>	<b>5.61</b>	11.64
Investments	18.19	4.63	<b>6.03</b>	2.05
Trade Receivables	42.73	53.81	96.15	58.71
Cash & Cash Equivalents	5.93	0.81	0.68	20.79
Other Bank Balances	0.38	0.27	0.25	0.36
Loans	2.97	8.25	4.05	4.22
Others	11.89	3.29	1.45	4.86
Current Tax Assets	11.06	21.53	0.00	0.01
Other Current Assets	0.00	0.00	15.90	18.32
Assets held for sale	0.04	0.04	0.11	0.00
<b>Total Assets</b>	<b>207.85</b>	<b>221.19</b>	<b>240.92</b>	<b>227.96</b>

**Way Ahead**





### Plans to expand geographical footprint

- By way of M&A, planning to expand its footprints in Central and Southern parts of India

### Venture into new project/ product development

- Expanding product portfolio by including Talcum Powder, Soap Bars, Food category (quick snack range) and Personal care products

### Plans to expand customer base

- With enhanced portfolio of product categories and geographical footprints, penetrating with existing client base

### Growth and expansion of existing product verticals

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

### Plans to grow Capacities

- Enhancing capacity for existing product categories
- Focusing on entire range of ayurvedic products



Thank You



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