

## Press Release

Page 1 of 2

7 May 2019

**Q4FY19 Results: Sales up by 30%, Profit up by 37%**

**FY19 Results: Sales up by 27%, Profit up by 44%**

**Company recommends a final dividend of INR 7 per share**

### Financial Highlights

(INR in Million)

	Q4			12 Months		
	FY19	FY18	Growth	FY19	FY18	Growth
<b>Net Sales</b>	488.29	374.83	30%	1,711.87	1,352.53	27%
<b>Net Profit</b>	123.77	90.14	37%	438.52	305.58	44%
<b>EPS (In INR)</b>	14.55	10.60	37%	51.55	35.92	44%

### Business Overview

#### Hester India

The year has been satisfactory in terms of achieving financial and non-financial objectives.

- We continue to improve our bottom line.
- We have made progress in our objective to systematically reduce the dependency on one division.

Division	FY18		FY19	
	Sales in million	Contribution	Sales in million	Contribution
Poultry Health care	1,138.74	84%	1,306.20	76%
Animal Health care	178.58	13%	354.85	21%
Other	35.21	3%	50.82	3%
<b>TOTAL</b>	<b>1,352.53</b>	<b>100%</b>	<b>1,711.87</b>	<b>100%</b>

- Exports were a challenge in FY19. We are working upon the same and hope to have a huge upswing in this financial year. Nonetheless, to meet over-all sales targets, we covered up the deficit through domestic sales
- The board of directors had declared and paid an interim dividend of INR 2 per equity share (20%) in Q1FY19 as well as on Q2FY19, totaling to INR 4 per equity share (40%). The board has further recommended an additional final dividend of INR 7 per equity share (70%) for FY19, subject to the approval of the shareholders. Total Dividend therefore for FY19 would be INR 11 per equity share (110%) as against the INR 10 per equity share (100%) for FY18.

#### Hester Nepal

Worldwide PPR tenders continue to remain slow but other efforts have shown yielding results, thereby improving the topline substantially in FY19. The focus continues to establish a domestic marketing network to derive sales within Nepal, besides continuing the efforts to spur exports.

#### Texas Lifesciences

Hester India continues to transfer the manufacturing of its products to Texas, thereby ensuring a healthy financial growth at Texas, besides being assured of timely supply of quality products.

#### Hester Africa

The progress in the project is as per schedule. We are currently in the construction phase.

## Q4FY19 & FY19 Key Financials

Page 2 of 2

### Hester INDIA

#### Revenue Growth in INR Million - Division

	Division	Q4FY19	Q4FY18	Growth	FY19	FY18	Growth
1	Poultry Healthcare	377.87	331.01	<b>14.15%</b>	1306.20	1138.74	<b>14.71%</b>
2	Animal Healthcare	103.94	28.22	<b>268.34%</b>	354.85	178.58	<b>98.70%</b>
3	VSB*	06.48	-		42.48	-	
4	Other Operating Income	00.00	15.60		08.34	35.21	
	<b>Net Sales</b>	<b>488.29</b>	<b>374.83</b>	<b>30.27%</b>	<b>1,711.87</b>	<b>1,352.53</b>	<b>26.57%</b>

\* Veterinary Social business division. This is the first year for this division.

#### Revenue Growth in INR Million - Geography

	Territory	Q4FY19	Q4FY18	Growth	FY19	FY18	Growth
1	Domestic	466.30	321.56	<b>45.01%</b>	1,565.27	1,192.14	<b>31.30%</b>
2	Export	21.99	37.83	<b>-41.88%</b>	138.26	126.99	<b>8.87%</b>
	<b>Net Sales*</b>	<b>488.29</b>	<b>359.38</b>		<b>1,703.53</b>	<b>1,319.13</b>	

\*Net Sales are excluding other operating income.

#### Profitability Analysis

	Particular	Q4FY19	Q4FY18	Up/(Down)	FY19	FY18	Up/(Down)
1	GP Margin	62.03%	58.89%	<b>3.14%</b>	67.21%	64.90%	<b>2.31%</b>
2	EBIDTA Margin	38.65%	29.75%	<b>8.90%</b>	39.58%	36.67%	<b>2.91%</b>
3	NP Margin	25.35%	24.05%	<b>1.30%</b>	25.62%	22.59%	<b>3.03%</b>
4	EPS in INR Non Annualised	14.55	10.60	<b>3.95</b>	51.55	35.92	<b>15.63</b>

### Hester NEPAL

#### Financials in INR Million

	Particular	Q4FY19	Q4FY18	FY19	FY18
1	Net Sales	61.37	4.81	90.34	14.78
2	Net Profit / (Loss)	27.09	(19.08)	(30.29)	(73.58)

### Texas Lifesciences

#### Financials in INR Million

	Particular	Q4FY19	Q4FY18	FY19	FY18
1	Net Sales	22.17	6.02	83.50	14.69
2	Net Profit / (Loss)	(0.64)	(0.01)	04.18	00.45