

## Press Release

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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.

1. We continue to improve our bottom line.
2. 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>

3. 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
4. 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

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### 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

  
**Rajiv Gandhi**  
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 CEO & Managing Director