

Press Release

25 January 2016

Q3FY16 Results – Profitability up by 41 %

	FY16 - FY15 Q3 Comparison			FY16 - FY15 Nine Months Comparison		
	FY16	FY15	Growth	FY16	FY15	Growth
Net Sales (INR Million)	241.77	218.83	10%	727.11	666.76	9%
Net Profit (INR Million)	47.58	33.71	41%	137.18	104.55	31%
EPS (INR)	5.59	3.96	29%	16.13	12.29	31%

Q3 Highlights

1. Hester has reported a Net Sales of INR 241.77 Mn in Q3FY16 as compared to INR 218.83 Mn for the previous corresponding period, thereby registering a growth of 10%.
2. Net Profit for Q3FY16 is recorded at INR 47.58 Mn as against INR 33.71 Mn for the previous corresponding period, thereby registering a growth of 41%.
3. Earnings Per Share for the Q3FY16 is at INR 5.59 as against INR 3.96 for Q3FY15.

Nine Months Highlights

1. Hester has reported a Net Sales of INR 727.11 Mn in Nine months ended FY16 as compared to INR 666.76 Mn for the previous corresponding period, thereby registering a growth of 9%.
2. Net Profit for Nine months ended FY16 is recorded at INR 137.18 Mn against INR 104.55 Mn for the previous corresponding period, thereby registering a growth of 31%.
3. Earnings Per Share for Nine months ended FY16 is at INR 16.13 as against INR 12.29 for the Nine months ended FY15.

Business Overview

Sales

1. With poultry vaccines still being the primary contributor towards sales, the recent slump in the poultry industry impacted the sales of poultry vaccines and health products. Poultry meat and egg producers were unable to recover their production costs thereby resulting into decrease in the poultry population across the country. The situation has considerably improved since mid December 2015 and the industry is back on an upswing.
2. Large animal vaccines and health products together have grown by 33% cumulatively in 9 months as compared to last year.
3. Exports are growing faster than the forecasts.
4. Our current imperative remains to increase the sales contribution of the large animal divisions thereby having a balanced topline.

Nepal plant

The challenging social, political and economic environment continues to daunt us. Trial production has commenced at the Nepal plant.



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