

AHCL/ SE/ 14//2019-20

May 24, 2019

<b>The National Stock Exchange of India Limited</b> "Exchange Plaza", C-1, Block G Bandra-Kurla Complex, Bandra (E) Mumbai 400 051	<b>BSE Limited</b> Department of Corporate Services 1 <sup>st</sup> Floor, P.J. Towers, Dalal Street, Mumbai 400 001
<b>Symbol : AMRUTANJAN</b>	<b>Scrip Code: 590006</b>

Dear Sir / Madam,

**Sub: Investor Presentation for the quarter and year ended 31.03.2019**

**Ref: Our earlier announcement no: AHCL/SE/12/2019-20 dated 23-05-2019.**

Pursuant to Regulation 30 read with Para A of Part A of schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we hereby enclose the Investor Presentation for the quarter and year ended 31<sup>st</sup> March 2019.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Amrutanjan Health Care Limited**

**(M Srinivasan)**  
**Company Secretary & Compliance Officer**

**Encl: As above**



# Amrutanjan Health Care Limited

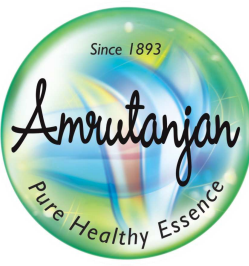
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## Investor Presentation

– Quarter & Year Ended 31<sup>st</sup> March 2019

Date: 23<sup>rd</sup> May 2019

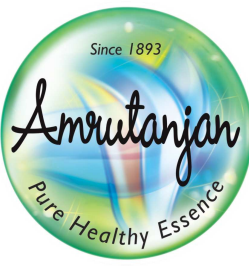
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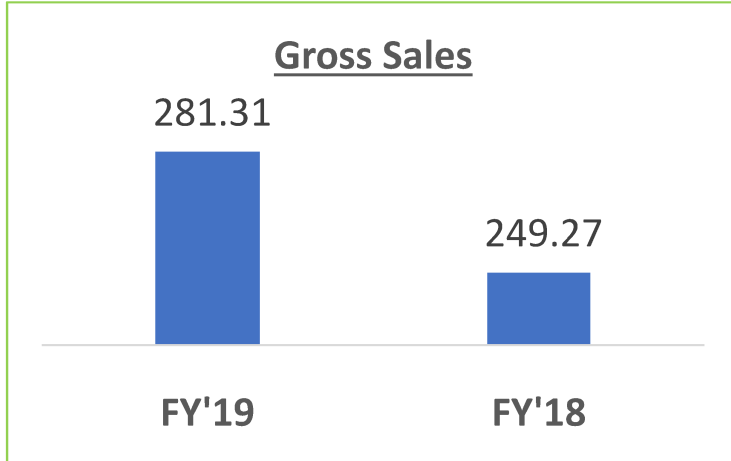


## 2018-19 Performance

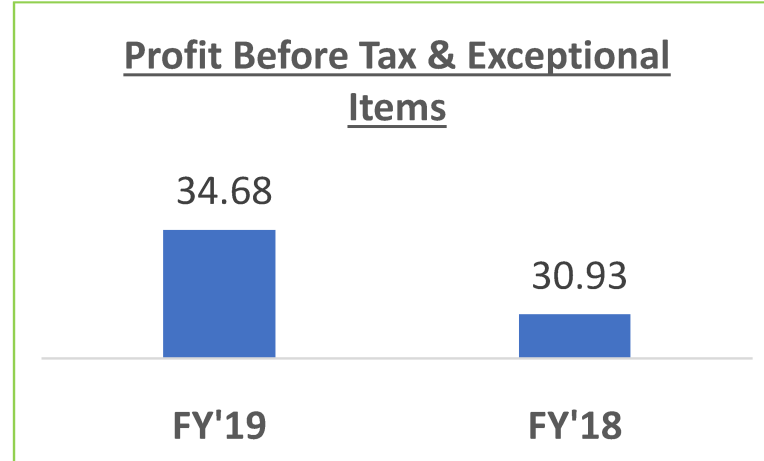


# Financials

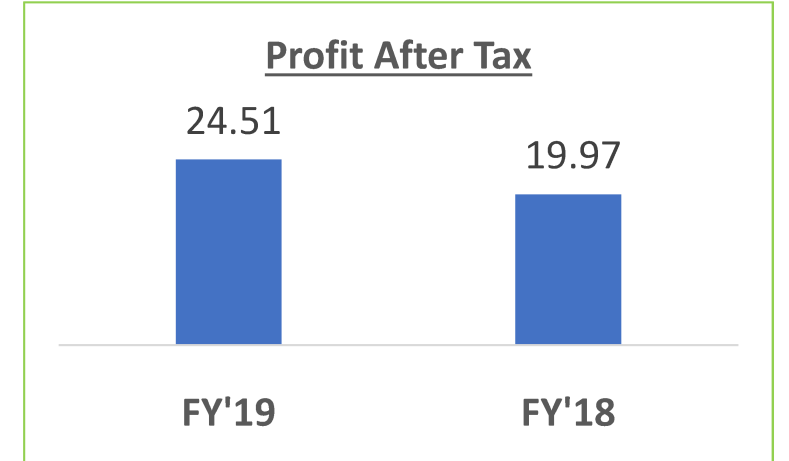
(Rs. in Crores)



Growth: 12.85%



Growth: 12.12%

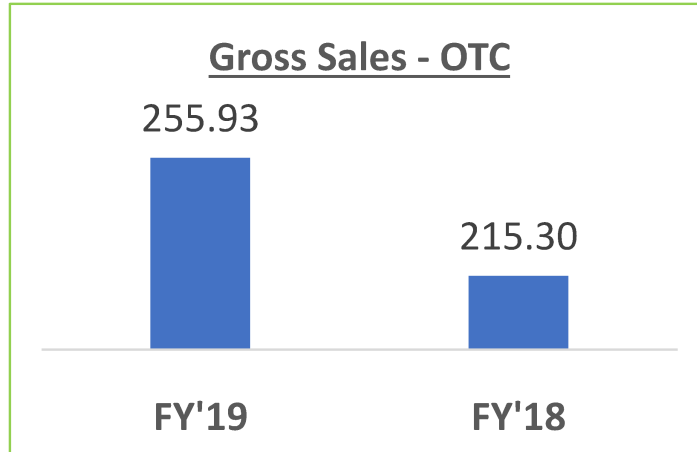


Growth: 22.73%

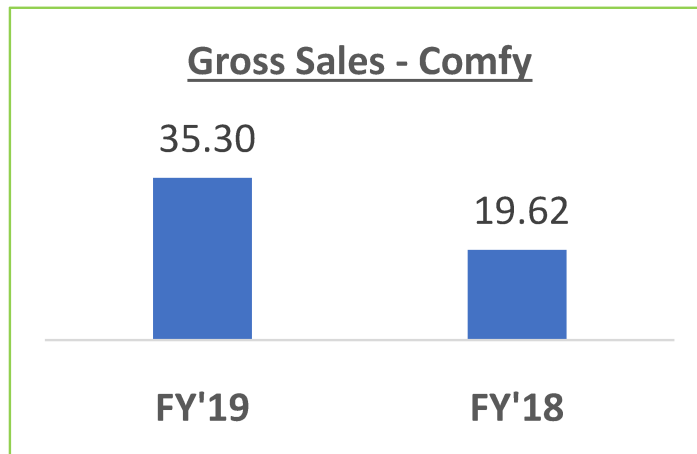
Note: Profit Before Tax & Exceptional items and Profit After Tax includes Profit / Loss from discontinued operations

# Financials – OTC Division

(Rs. in Crores)



Growth: 18.87%



Growth: 79.92%

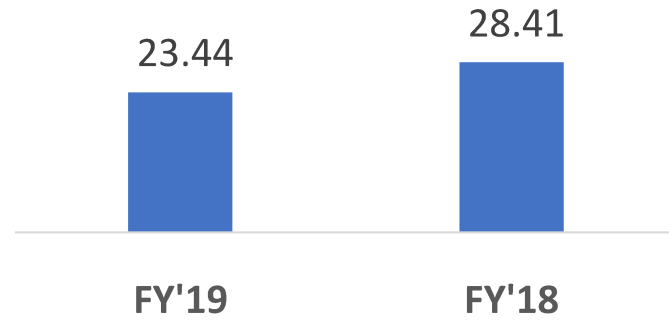
## Costs:

- There has been a 4.09% drop in gross margin for the year 2018-19 due to rise in commodity prices, compared to 2017-18
- Menthol costs have risen to highest levels this year
- Impact on account of raw material & packing material price increase for the year 2018-19 is Rs.13.49 cr

# Financials – Beverage Division

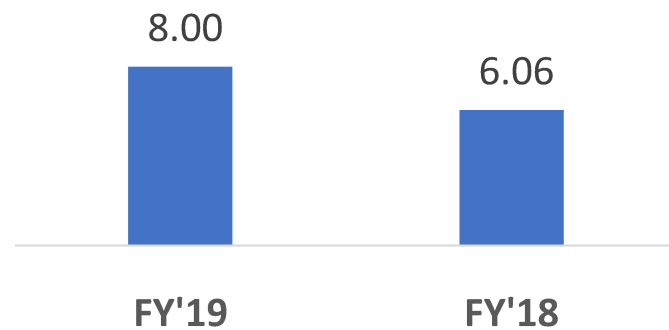
(Rs. in Crores)

## Gross Sales - Beverages



Growth: -17.49%

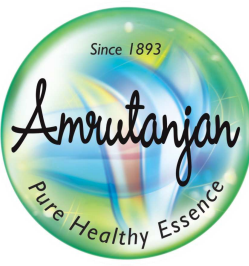
## Gross Sales - Electro Plus



Growth: 32.01%

## Costs:

- The margin is affected due to increase in advertisement costs
- Advertisement spends have been increased from Rs.1.93 cr (2017-18) to Rs.3.29 cr (2018-19)
- Business is continuing to be healthier with complete cash collected for Fruitnik

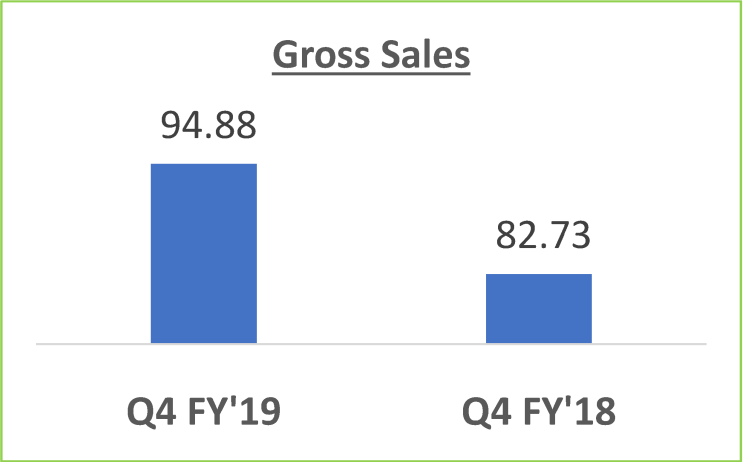


## Q4 2018-19 Performance

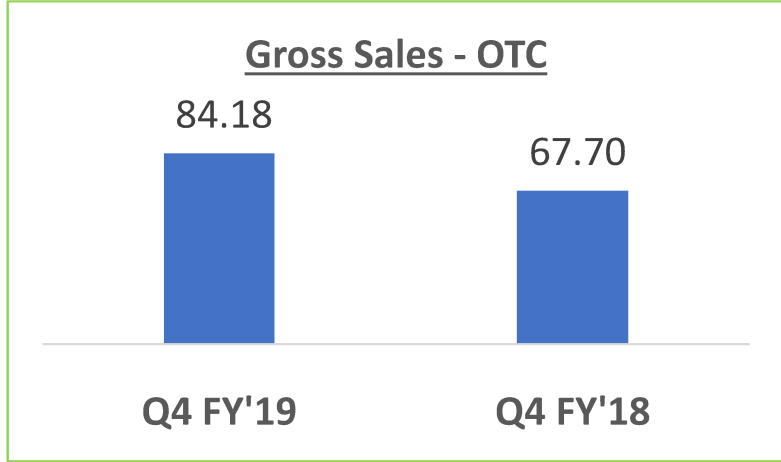


# Financials - Q4 2018-19

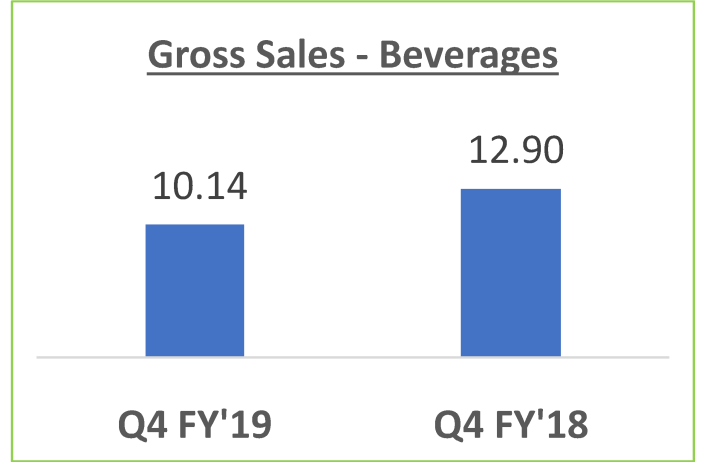
(Rs. in Crores)



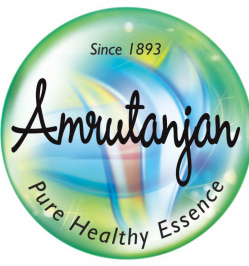
Growth: 14.69%



Growth: 24.33%



Growth: -21.39%



## **Concern Areas & Actions**



## Concern Areas:

- Raw Material & Packing Material prices has increased to the highest level
- Sanitary Napkin – Comfy:
  - GST Input tax credits became costs, which is affecting the margin of this business
  - Input costs increased due to Rupee depreciation against US Dollar

## Action taken for cost control:

- Logistics costs start reducing due to induction of additional service providers & optimizing the usage

