



AHCL/ SE/ 26//2019-20

August 13, 2019

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

Dear Sir / Madam,

Sub: Investor Presentation for the quarter ended 30.06.2019

Ref: Our earlier announcement no: AHCL/SE/23/2019-20 dated 13-08-2019.

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 ended 30th June 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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Web Site : www.amrutanjan.com
Toll Free No. : 1 - 800 - 425 - 4545
CIN - L24231TN1936PLC000017



Amrutanjan Health Care Limited

Investor Presentation

– Quarter Ended 30th June 2019

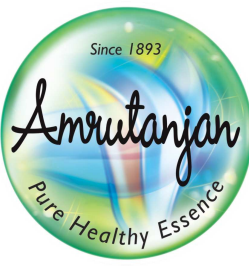
Date: 13th August 2019

Contents



a. Q1 2019-20 Performance

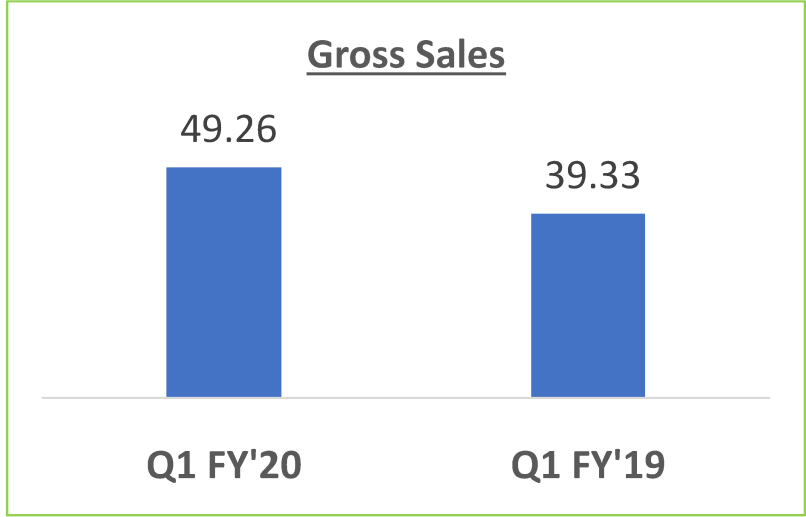
b. Concern Areas & Actions



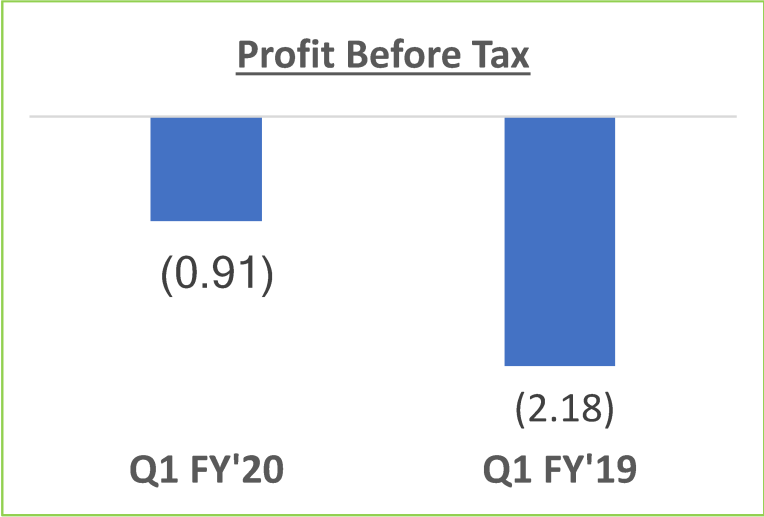
Q1 2019-20 Performance

Financials – Q1 2019-20

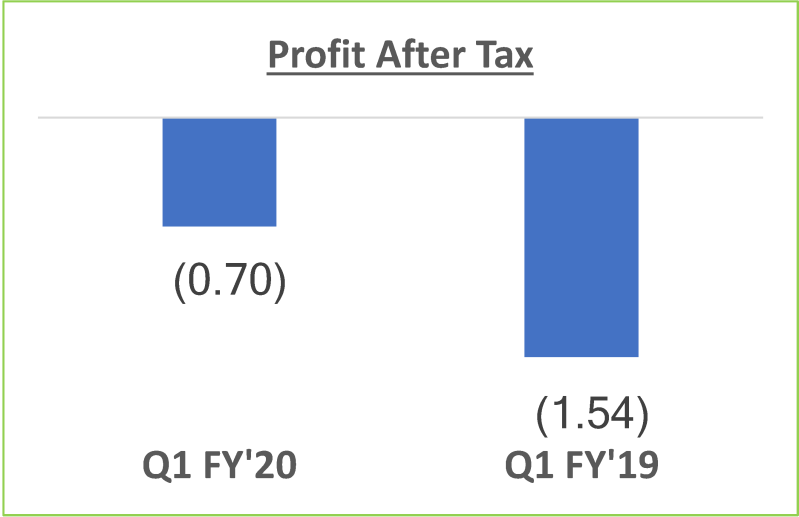
(Rs. in Crores)



Growth: 25.25%



Loss reduced by: 58.26%



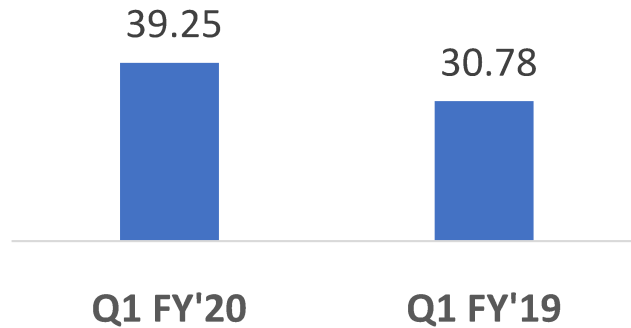
Loss reduced by: 54.55%

Note: Profit Before & After Tax includes Profit / Loss from discontinued operations for last year quarter.

Financials – Q1 2019-20 – OTC Division

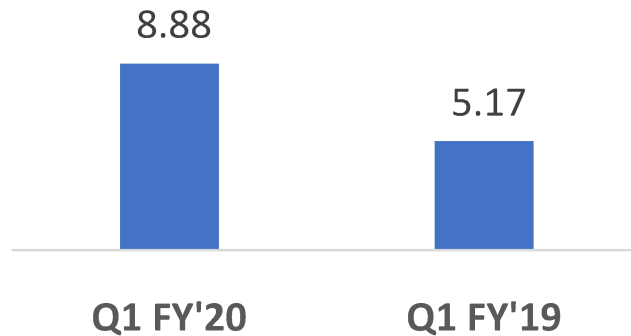
(Rs. in Crores)

Gross Sales - OTC



Growth: 27.52%

Gross Sales - Comfy



Growth: 71.76%

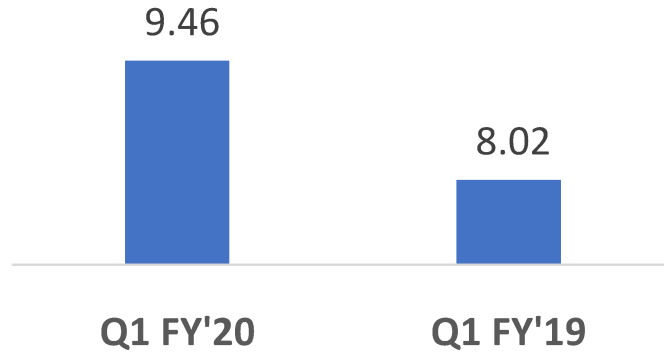
Costs:

- There has been a 4.47% drop in gross margin for Q1 2019-20 compared to Q1 2018-19 mainly due to rise in commodity prices.
- Menthol cost is higher when compared to Q1 2018-19.
- Impact on account of raw material & packing material price increase for Q1 2019-20 is Rs.0.81 cr.

Financials – Q1 2019-20 – Beverage Division

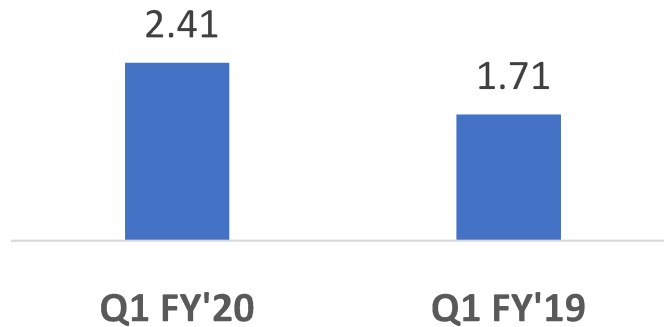
(Rs. in Crores)

Gross Sales - Beverages



Growth: 17.96%

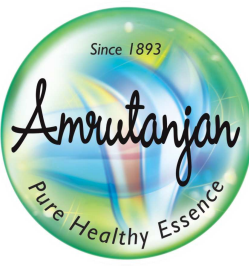
Gross Sales - Electro Plus



Growth: 40.94%

Costs:

- Margins are improving due to favorable material cost, product mix & actions taken to control costs.
- Advertisement spends is at Rs.0.41 cr for Q1 2019-20 against Rs.2.79 cr for Q1 2018-19.
- Business is continuing to be healthier with complete cash collected for Fruitnik.



Concern Areas & Actions

Concern Areas:

- Raw Material & Packing Material prices are higher compared to last year quarter for OTC business.
- Sanitary Napkin – Comfy:
 - GST Input tax credits became cost, which is affecting the margins of this business.
 - Input costs are higher due to Rupee depreciation against US Dollar.

Action taken for cost control:

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

