AHCL/ SE/ 14//2019-20

May 24, 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 1st Floor, P.J. Towers, Dalal Street, Mumbai 400 001
Symbol : AMRUTANJAN	**Scrip Code: 590006**

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 31st 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

103, (Old No. 42-45), Luz Church Road,
Mylapore, Chennai - 600 004
Tamil Nadu, India.
Tel :+91-44 - 2499 4465
+91-44 - 2466 9000
Fax :+91-44 - 2499 4585

E-mail : customercare@amrutanjan.com
Web Site : www. amrutanjan.com
Toll Free No. : 1 - 800 - 425 - 4545
CIN - L24231TN1936PLC000017

Amrutanjan Health Care Limited

Investor Presentation

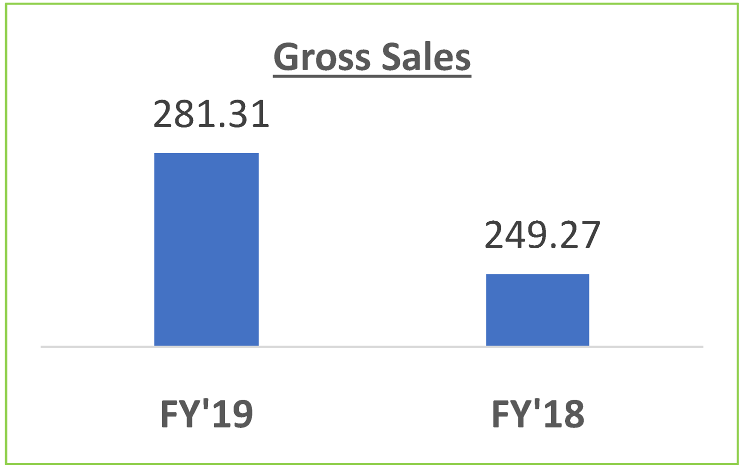
– Quarter & Year Ended 31st March 2019

Date: 23rd May 2019

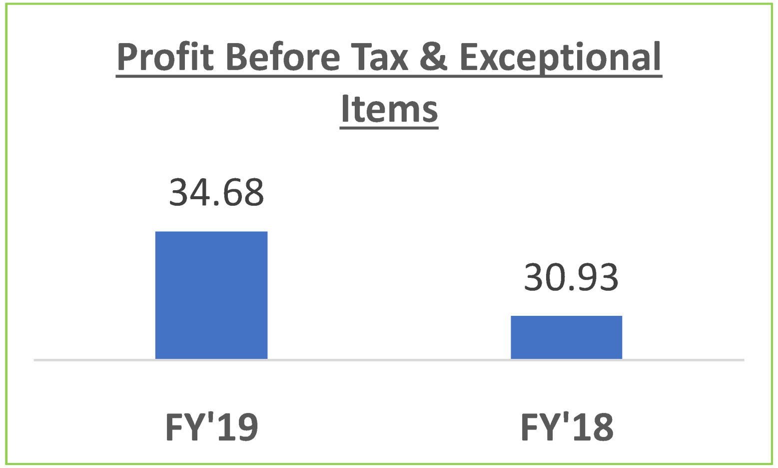
Contents

2018-19 Performance

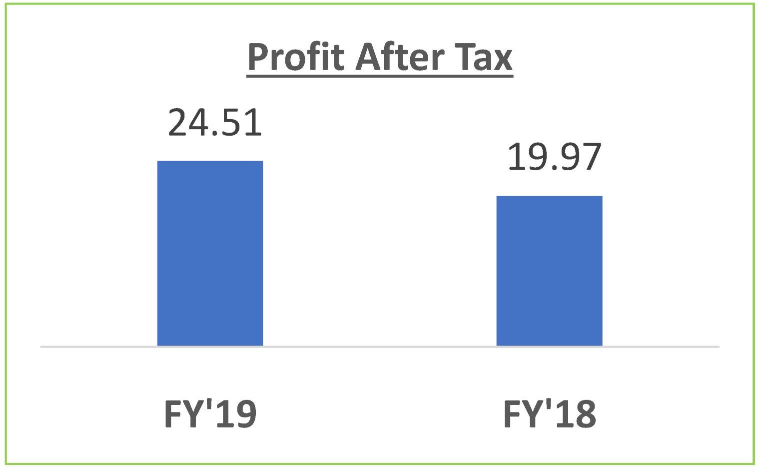
Financials
(Rs. in Crores)



Growth: 12.85%



Growth: 12.12%

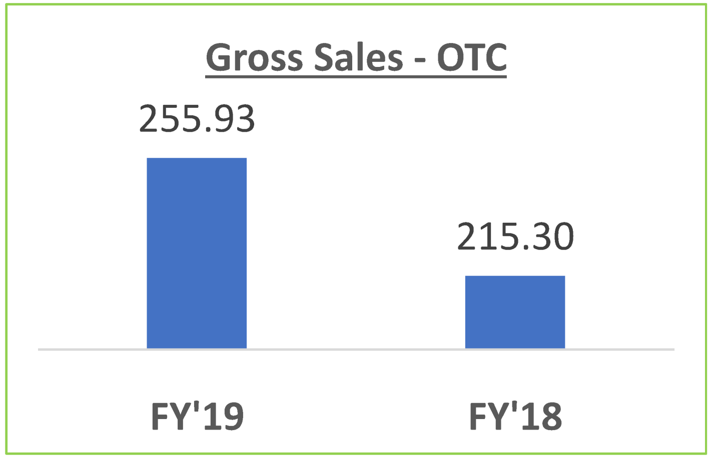


Growth: 22.73%

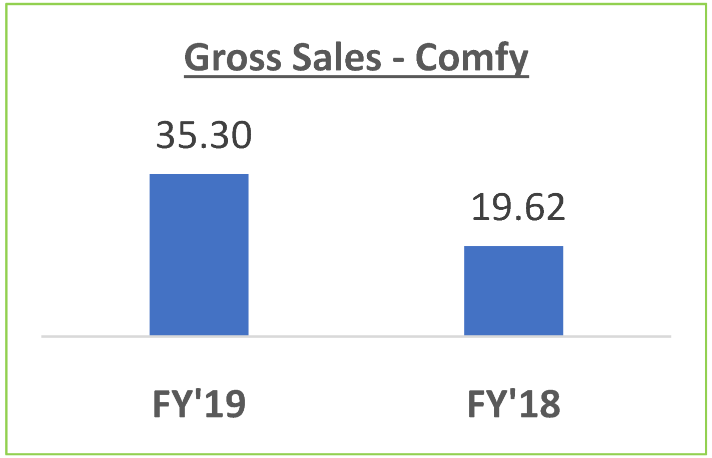
Note: Profit Before Tax & Exceptional items and Profit After Tax includes Profit / Loss from discontinued operations

Financials – OTC Division

(Rs. in Crores)



Growth: 18.87%



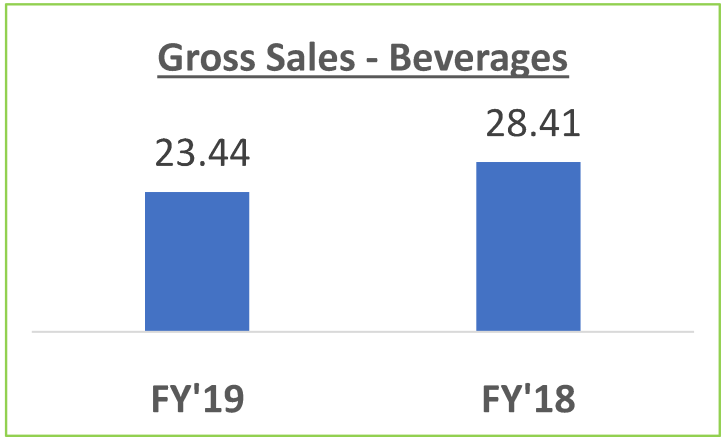
Growth: 79.92%

Costs:

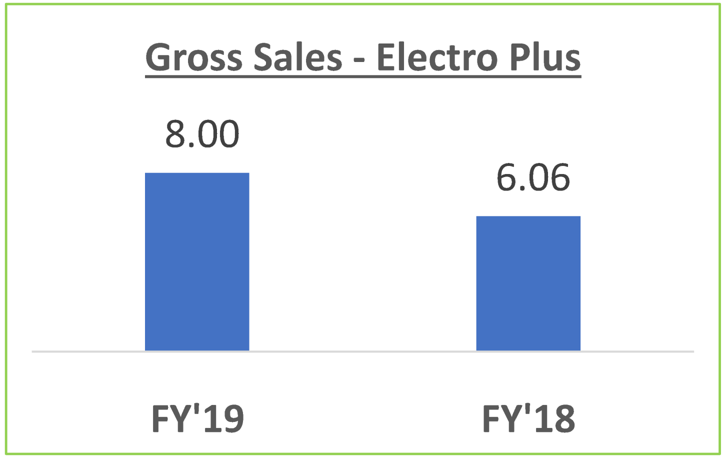
- There has been a 4.09% drop in gross margin for the year 2018-19 due to rise in commodity prices, compared to 2017-18
- Menthol costs have risen to highest levels this year
- Impact on account of raw material & packing material price increase for the year 2018-19 is Rs.13.49 cr

Financials – Beverage Division

(Rs. in Crores)



Growth: -17.49%



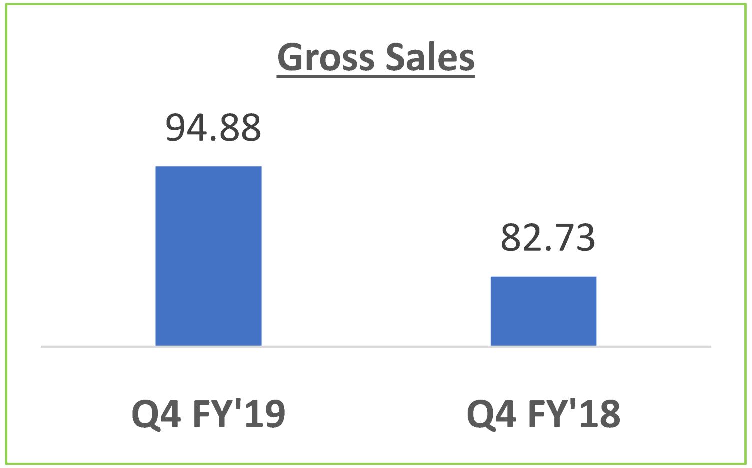
Growth: 32.01%

Costs:

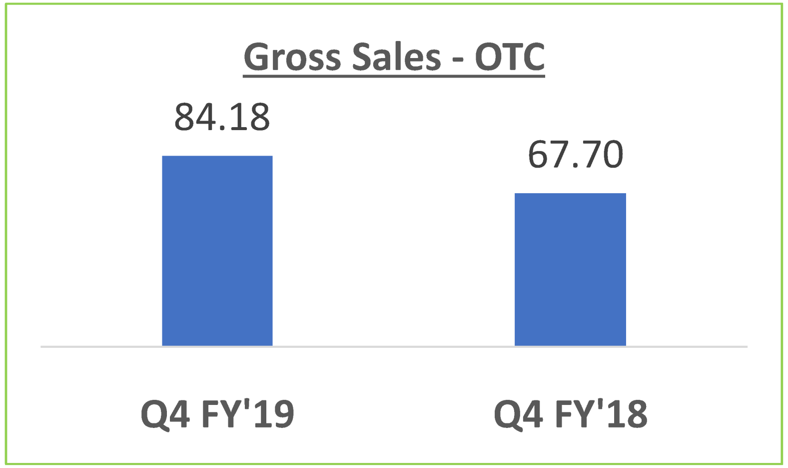
- The margin is affected due to increase in advertisement costs
- Advertisement spends have been increased from Rs.1.93 cr (2017-18) to Rs.3.29 cr (2018-19)
- Business is continuing to be healthier with complete cash collected for Fruitnik

Q4 2018-19 Performance

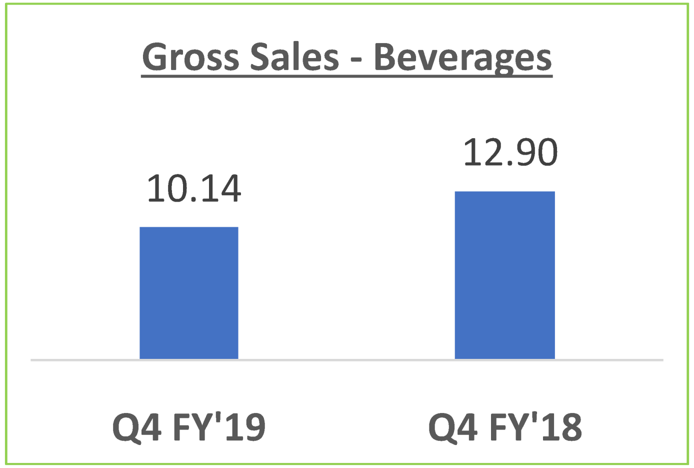
Financials - Q4 2018-19
(Rs. in Crores)



Growth: 14.69%



Growth: 24.33%



Growth: -21.39%

Concern Areas & Actions

Concern Areas & 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

Since 1893

Amrutanjan

Pure Healthy Essence