



AHCL/ SE/ 50//2019-20

February 12 2020

<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 ended 31.12.2019**

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 31<sup>st</sup> December 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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Toll Free No. : 1 - 800 - 425 - 4545  
CIN - L24231TN1936PLC000017



# **Amrutanjan Health Care Limited**

## **Investor Presentation**

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**– Period & Quarter Ended 31<sup>st</sup> December 2019**

**Date: 12<sup>th</sup> February 2020**

# Contents



**a. YTD Dec'19 Performance**

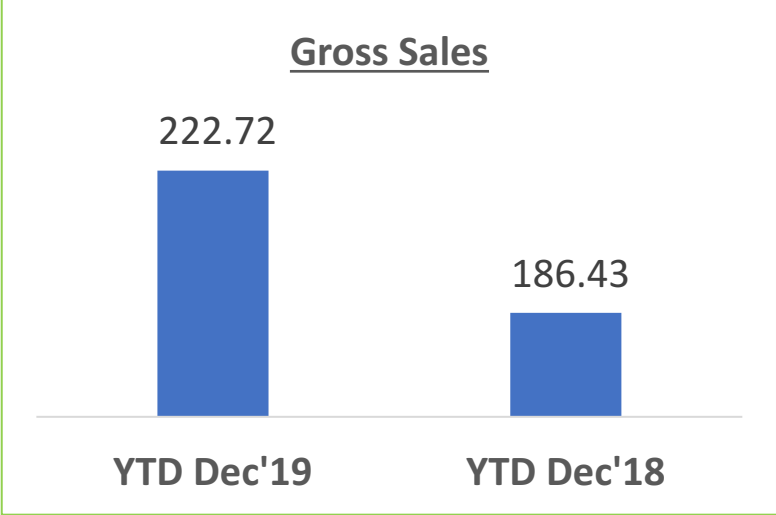
**b. Q3 FY'20 Performance**



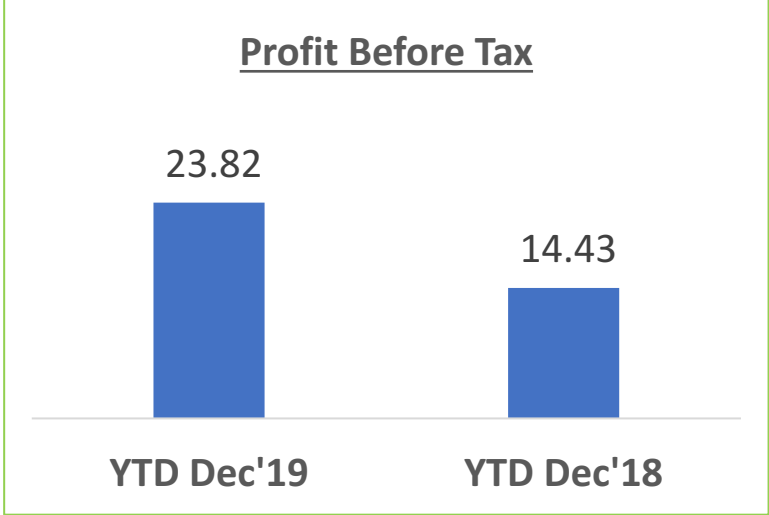
## YTD Dec'19 Performance



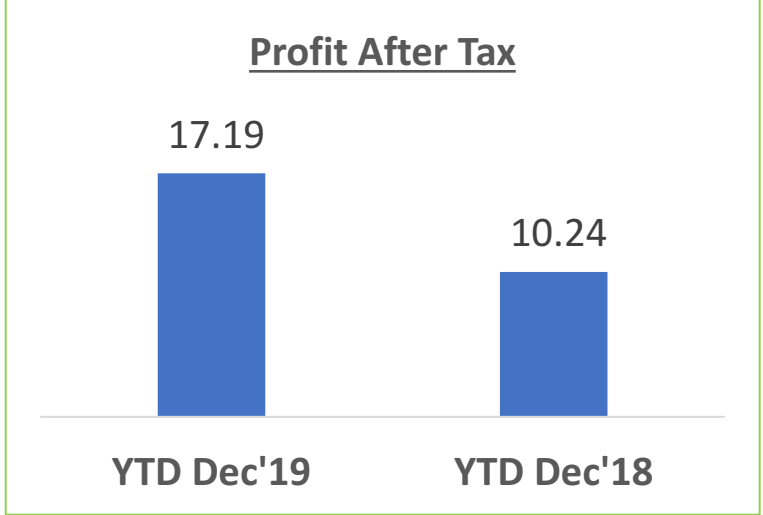
# Financials – YTD Dec'19 (Rs. in Crores)



Growth: 19.46%



Growth: 65.07%



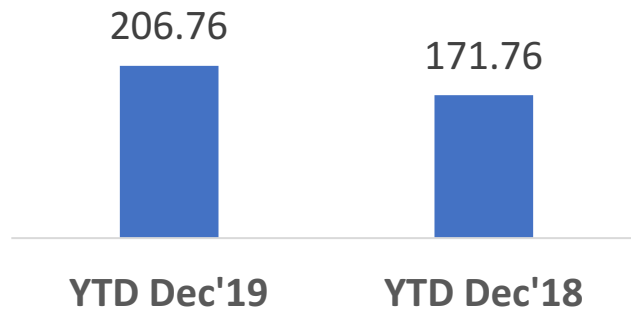
Growth: 67.90%

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



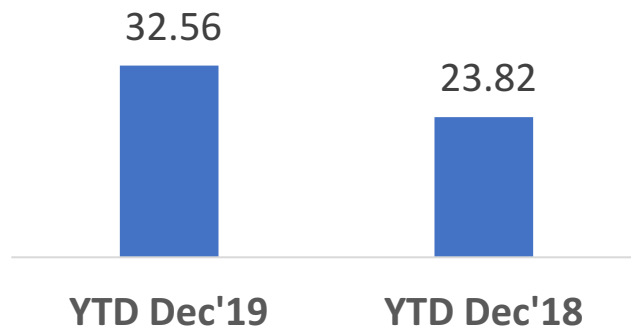
# Financials – YTD Dec'19 – OTC Division (Rs. in Crores)

## Gross Sales - OTC



Growth: 20.40%

## Gross Sales - Comfy



Growth: 36.70%

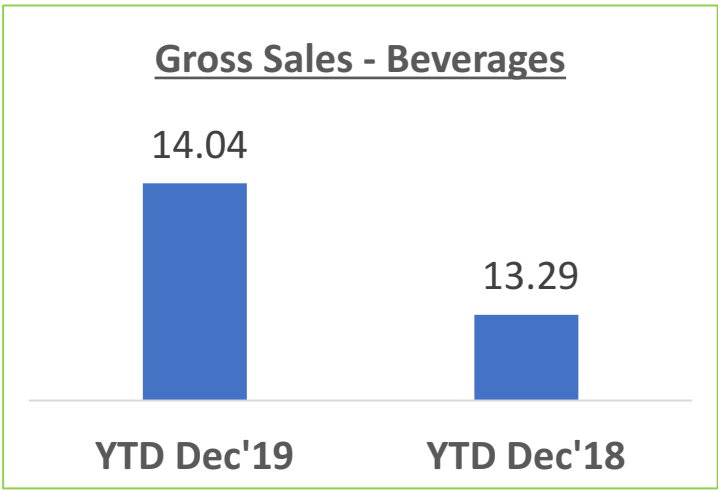
## Notes:

- Key raw material prices including Menthol are lower when compared to last year (YTD Dec'18).
- Gross Margin has improved by 197 basis points when compared to same period last year.
- We expect that the downward trend of major Key raw material prices will continue in Q4.
- Advertisement spend has increased from Rs.21.44 cr (YTD Dec'18) to Rs.27.13 cr (YTD Dec'19).

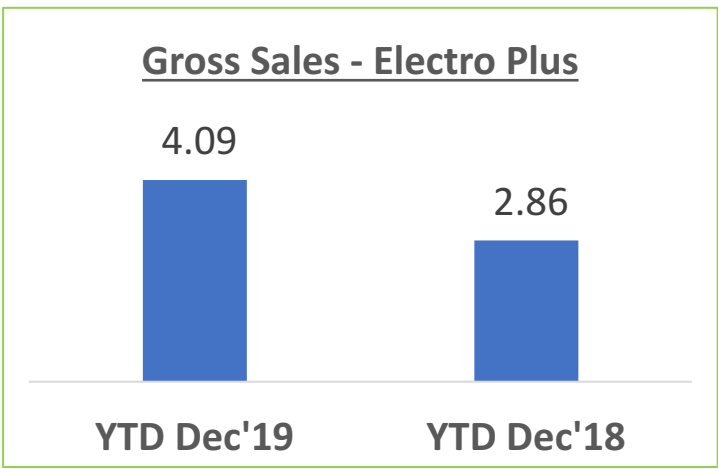


# Financials – YTD Dec'19 – Beverage Division

(Rs. in Crores)



Growth: 5.60%



Growth: 43.00%

Notes:

- Margins are improving due to favorable material cost, product mix & actions taken to control costs.
- Advertisement spend is at Rs.0.68 cr for YTD Dec'19 against Rs.3.10 cr for YTD Dec'18.
- Business is continuing to be healthier with complete cash collected for Fruitnik.



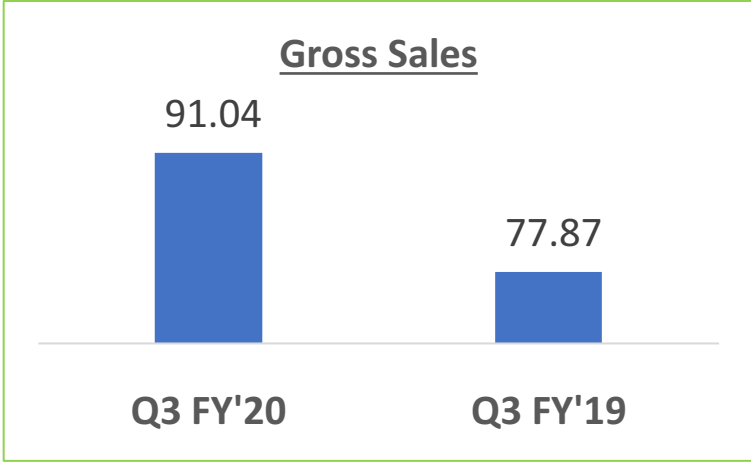
## Q3 2019-20 Performance



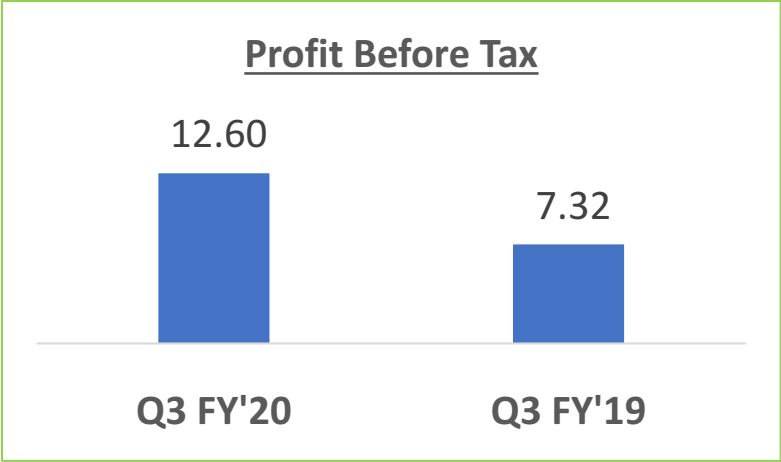


# Financials – Q3 2019-20

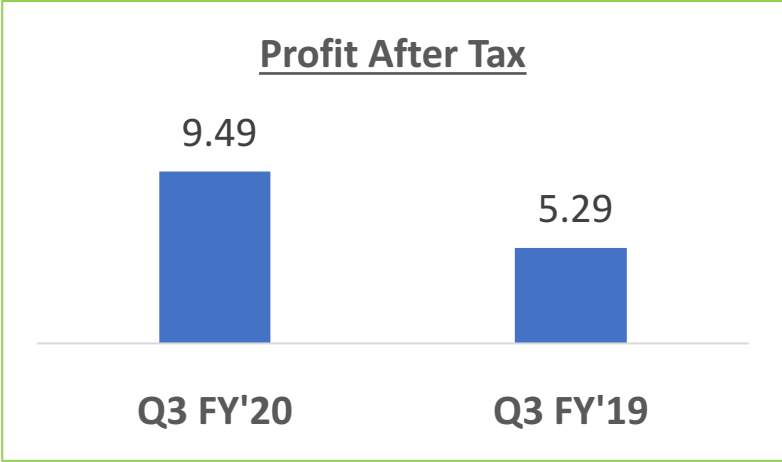
(Rs. in Crores)



Growth: 16.90%



Growth: 72.00%



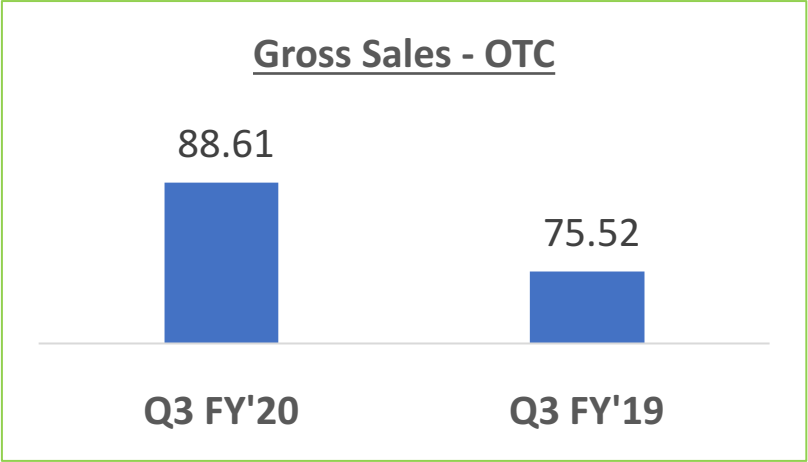
Growth: 79.40%

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

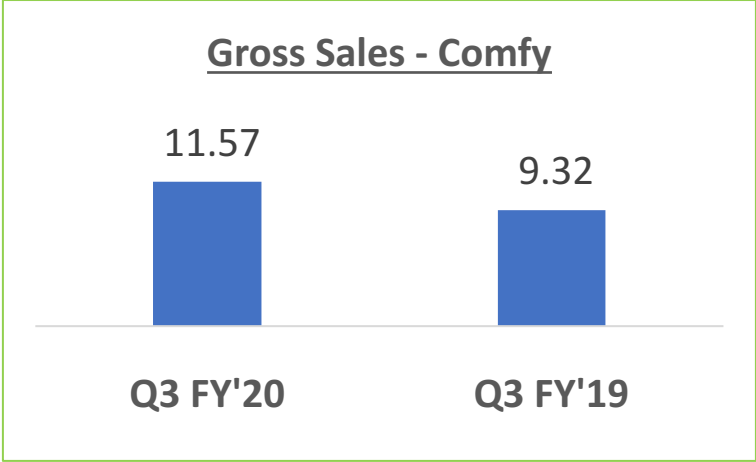


# Financials – Q3 2019-20

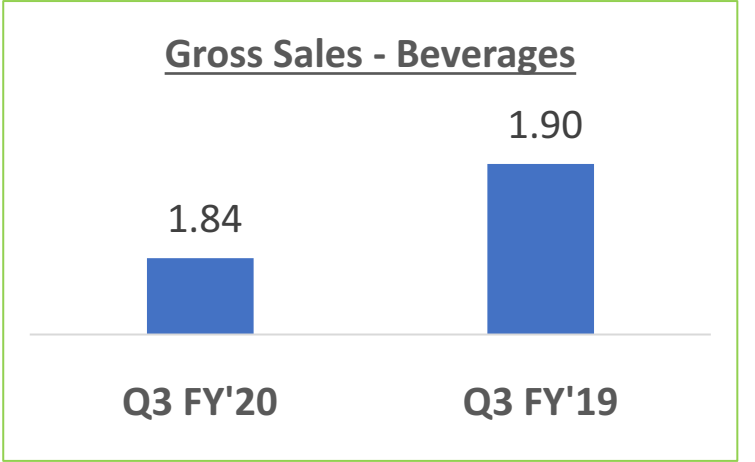
(Rs. in Crores)



Growth: 17.30%



Growth: 24.14%



Growth: -3.16%