

May 25, 2022

AHCL/SE/8/2022-23

The National Stock Exchange of India Limited
"Exchange Plaza", C-1, Block G
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051
ISIN: INE098F01031

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 31st March 2022

Ref: Our earlier announcement no: AHCL/SE/7/2022-23 date 24/05/2022

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 2022.

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
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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 2022

Date: 24th May 2022

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Business Update



- Comfy, Roll-On for Head, Body and Electro Plus continue to be growth drivers.
- Covid related growth is not seen anymore.
- Super Stockist net work continues to be built to drive rural penetration.
- Comfy is the 4th largest Sanitary Napkin brand in India by volume market share (Source: Nielsen)
- Plans are under way to launch various period management products in the coming quarters (menstrual cups, panty liners etc)

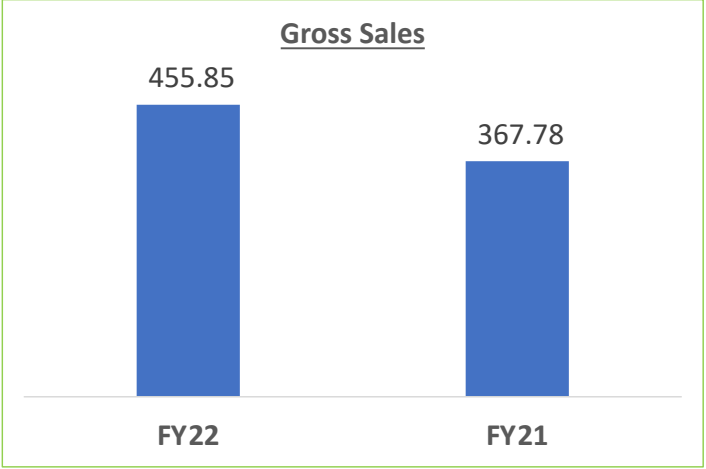


FY22 Performance

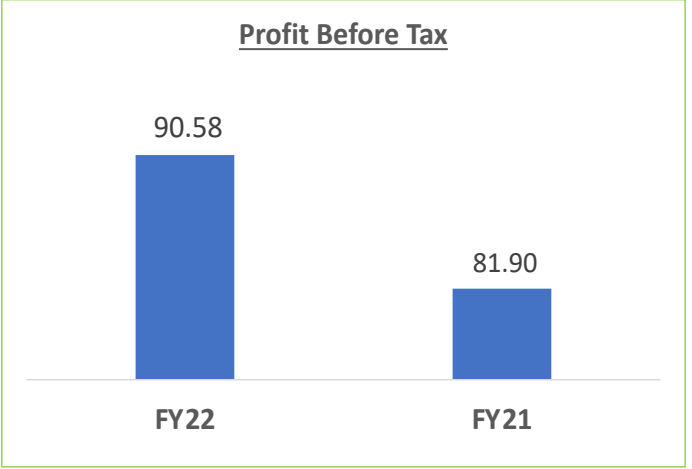


Financials – FY22

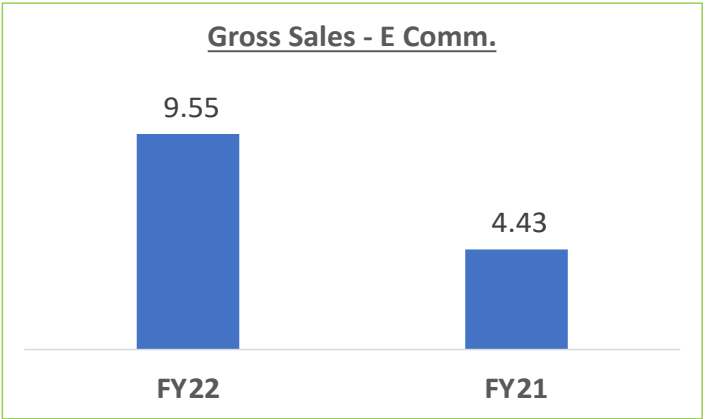
(Rs. in Crores)



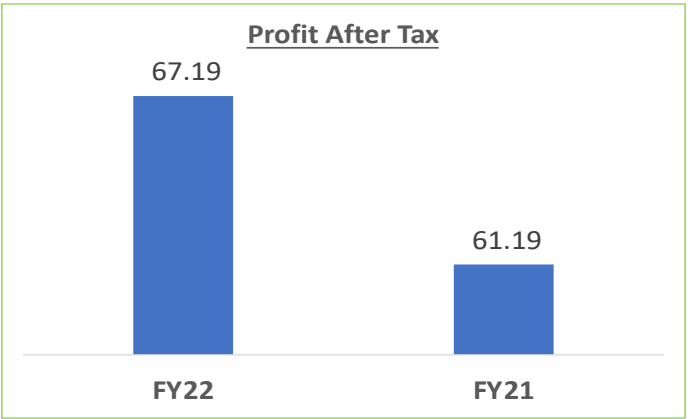
Growth: 23.95%



Growth: 10.60%



Growth: 115.58%

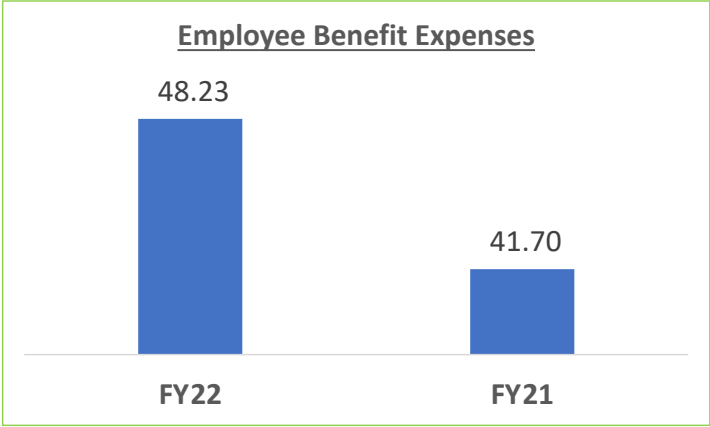


Growth: 9.81%

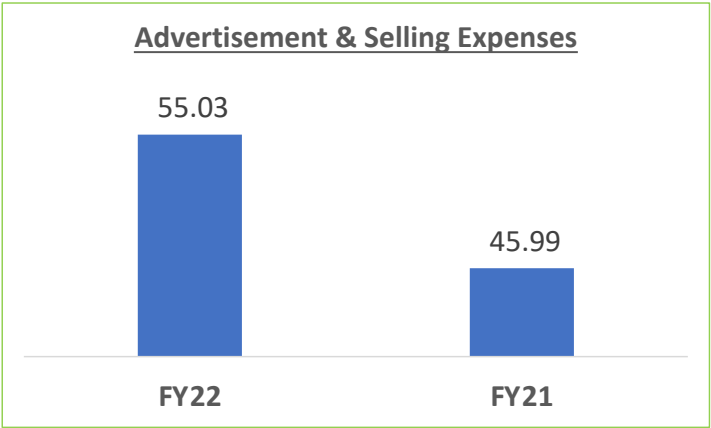


Financials – FY22

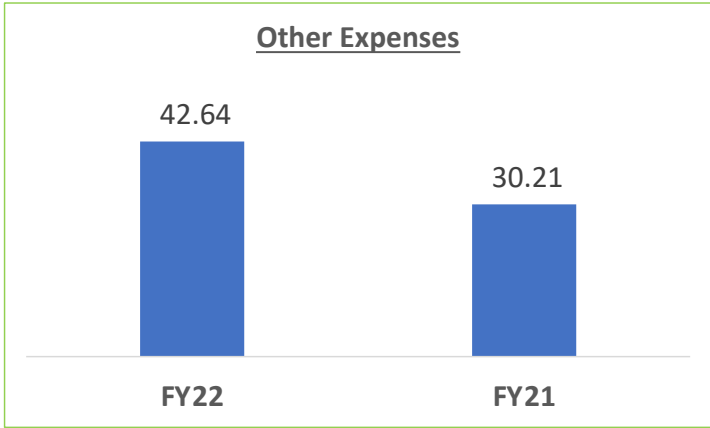
(Rs. in Crores)



Increase: 15.66%



Increase: 19.66%

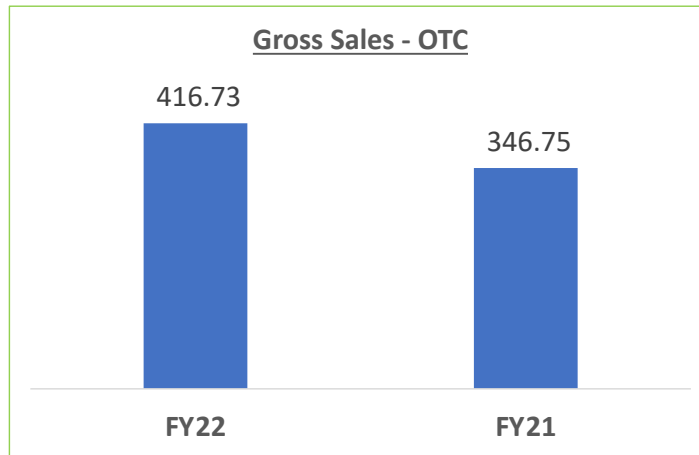


Increase: 41.15%

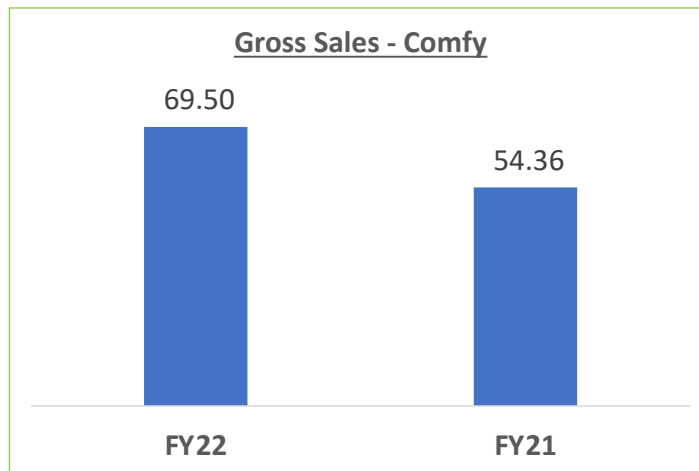


Financials – FY22 – OTC Division

(Rs. in Crores)



Growth: 20.18%



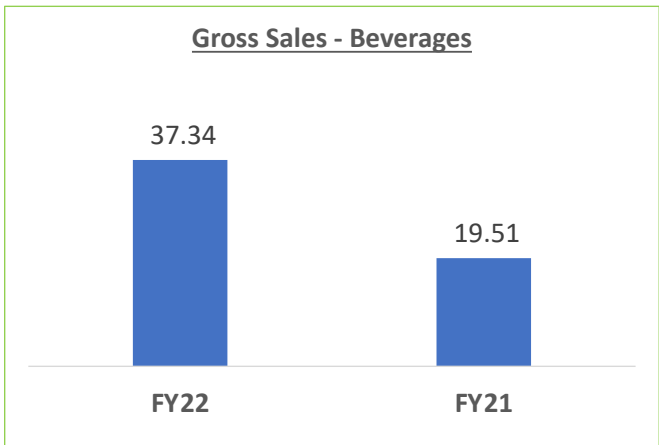
Growth: 27.85%

Notes:

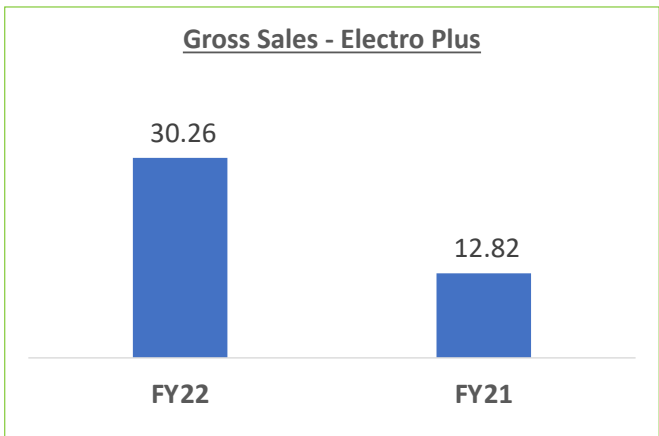
- Key raw material - Menthol Crystal price is lower when compared to FY21.
- The prices of packing materials are higher when compared to FY21.
- Advertisement spend for FY22 is Rs.38.53 cr against Rs.26.52 cr for FY21. Advertisement spend for Comfy has increased from Rs.9.77 cr for FY21 to Rs.17.43 cr for FY22.



Financials – FY22 – Beverage Division (Rs. in Crores)



Growth: 91.39%

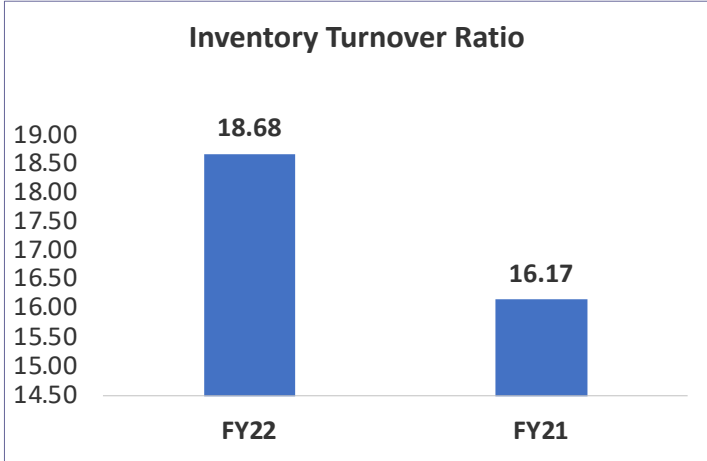
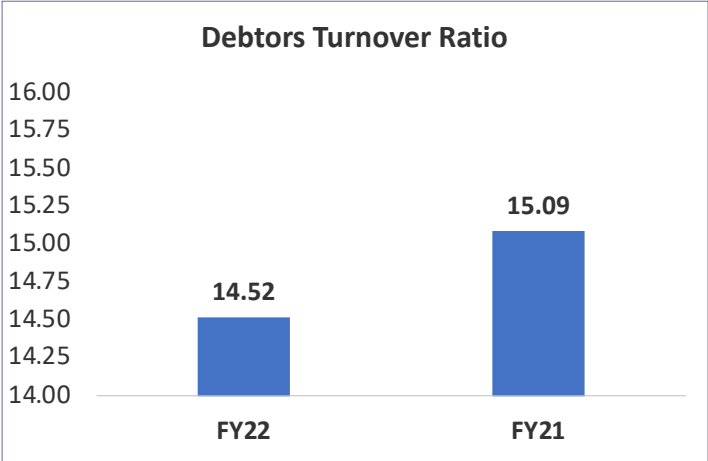
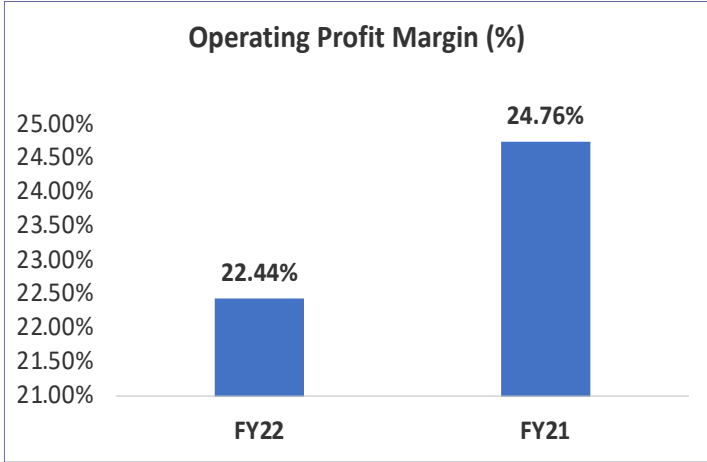
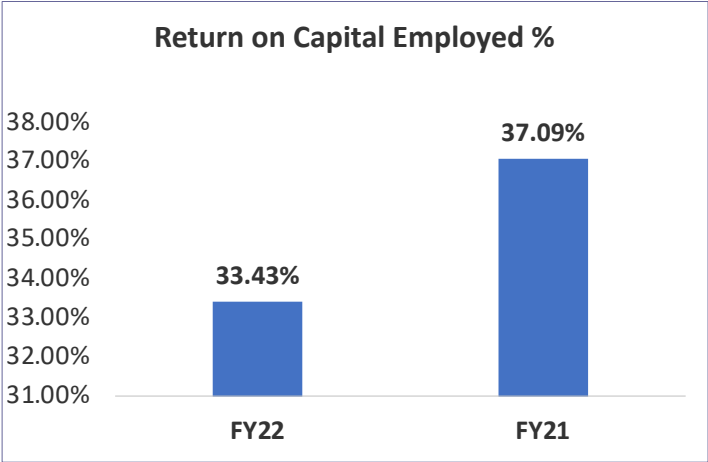


Growth: 136.04%

Notes:

- Gross Margin has improved by 1,131 basis points when compared to FY21 mainly due to product mix.
- Advertisement spend is at 5.57 cr for FY22 against 3.10 cr for FY21.
- Business is continuing to be healthier with complete cash collected for Fruitnik.

Key Financial Ratios



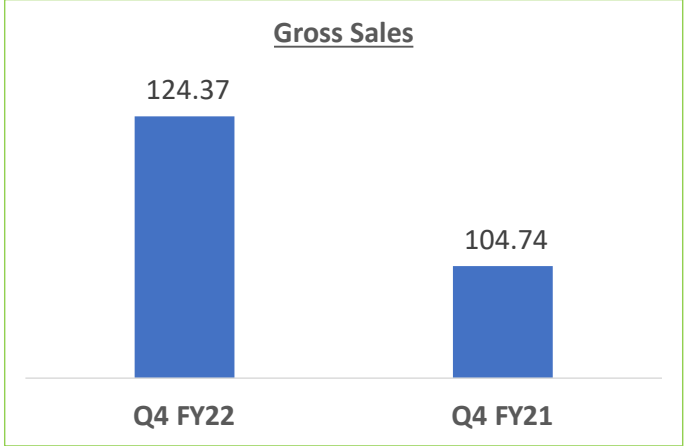


Q4 FY22 Performance

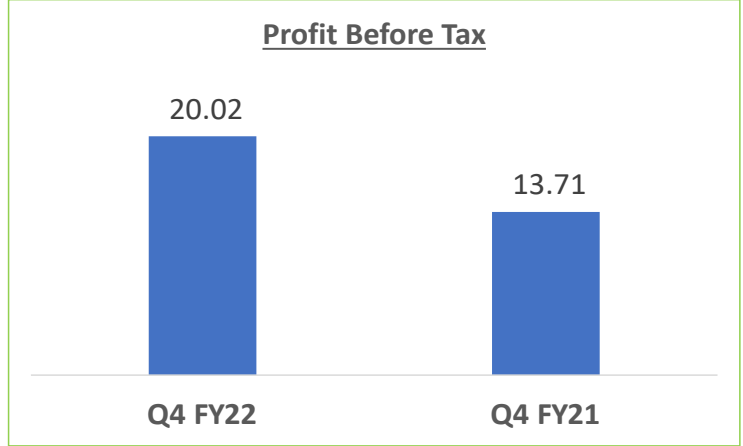


Financials – Q4 FY22

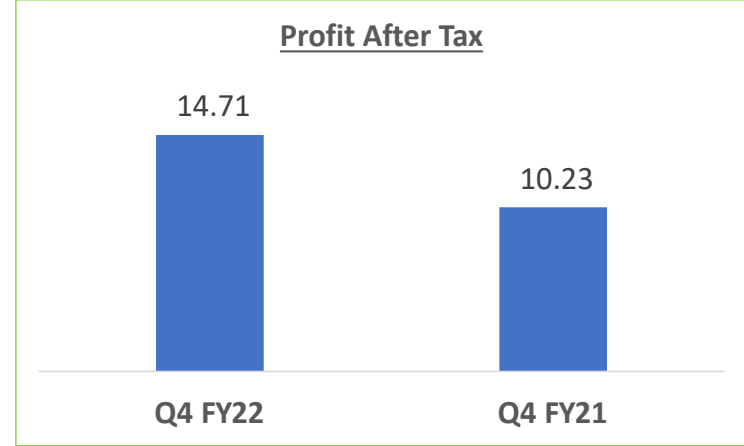
(Rs. in Crores)



Growth: 18.74%



Growth: 46.02%

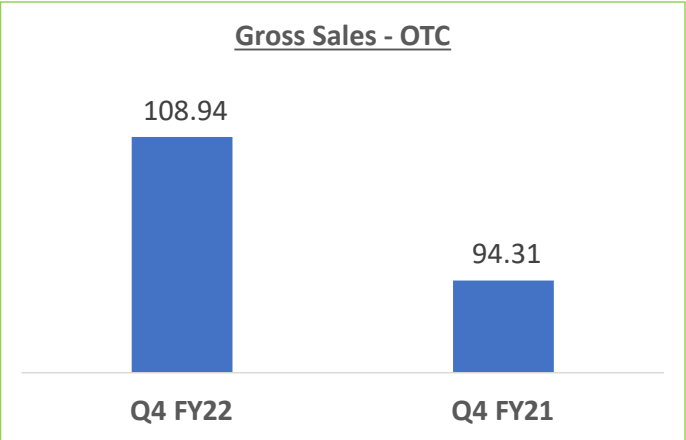


Growth: 43.79%

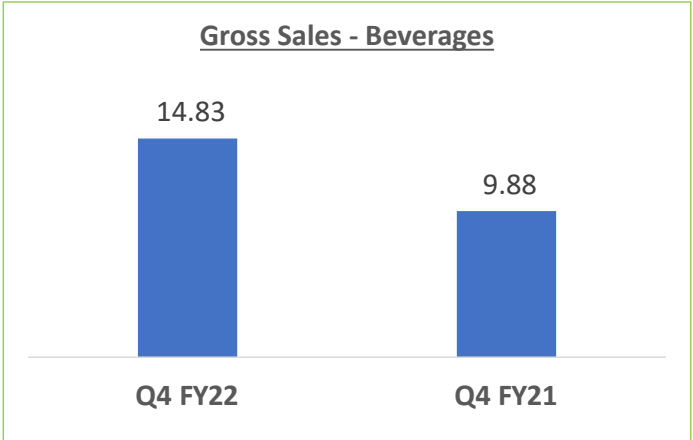


Financials – Q4 FY22

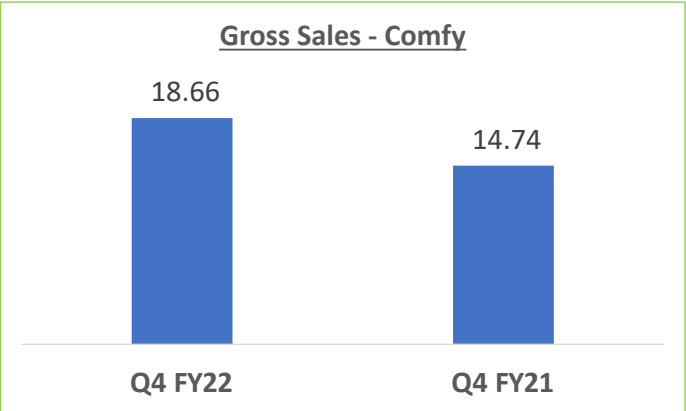
(Rs. in Crores)



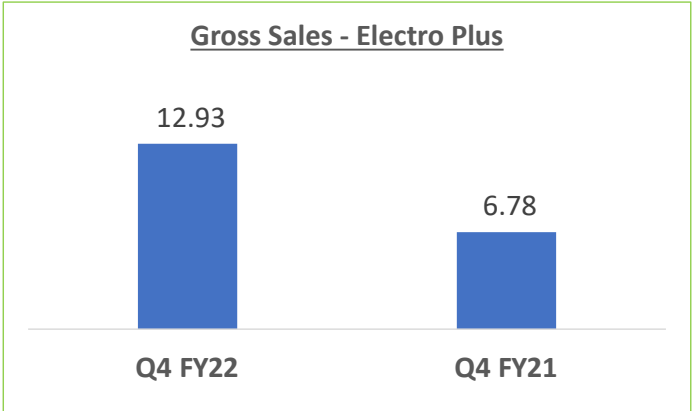
Growth: 15.51%



Growth: 50.10%



Growth: 26.59%



Growth: 90.71%



Way Forward



We remain focused on executing our key priorities:

- Expand distribution
- Go global
- Go digital
- Grow E-Commerce vertical
- Costs control

