

AHCL/ SE/ 13 /2020-21

June 18 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 and year ended 31<sup>st</sup> March 2020**

Ref: Our earlier announcement no: **AHCL/ SE/ 12 /2020-21** dated 18/06/2020

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 2020

Request you to take the same on record.

Thanking you  
Yours Faithfully

For Amrutanjan Health Care Limited

  
(M Srinivasan)

Company Secretary & Compliance Officer





# **Amrutanjan Health Care Limited**

## **Investor Presentation**

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**– Quarter & Year Ended 31<sup>st</sup> March 2020**

**Date: 18<sup>th</sup> June 2020**

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# Business Update

# Business Update – COVID



Particulars	FY20	FY19	GROWTH	SALES LOST DUE TO COVID	FY20 SALES IF NO COVID	GROWTH
Gross Sales (Rs. In Crores)	288.92	281.31	7.61	33.00	321.92	40.61
Growth %	2.71%					
Growth % (if no COVID)	14.44%					

- Due to COVID we have lost the revenue of INR 33 cr in the month of March20. The revenue growth for FY20 will be 14.44% instead 2.71% in case of no COVID.
- We are seeing improvement in the revenue of the company in the months of May & June20
- Cash: There is no liquidity issue faced by the company due to COVID. Cash reserve as on 31<sup>st</sup> March 2020 is INR 105 cr
- Continue to be “No Debt company”

# Relaunched “NOGERMS” Hand Sanitizer



**AMRUTANJAN  
NOGERMS™  
HAND SANITIZER**

ADVANCED

PREVENTION IS BETTER

KILLS 99.9% GERMS

NO WATER REQUIRED

LEMON FRAGRANCE

KILLS 99.9% GERMS

NO WATER REQUIRED

LEMON FRAGRANCE

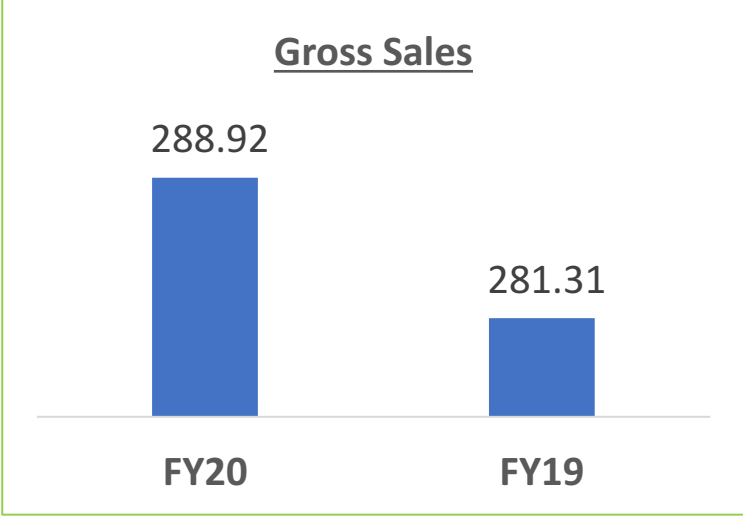


# FY20 Performance

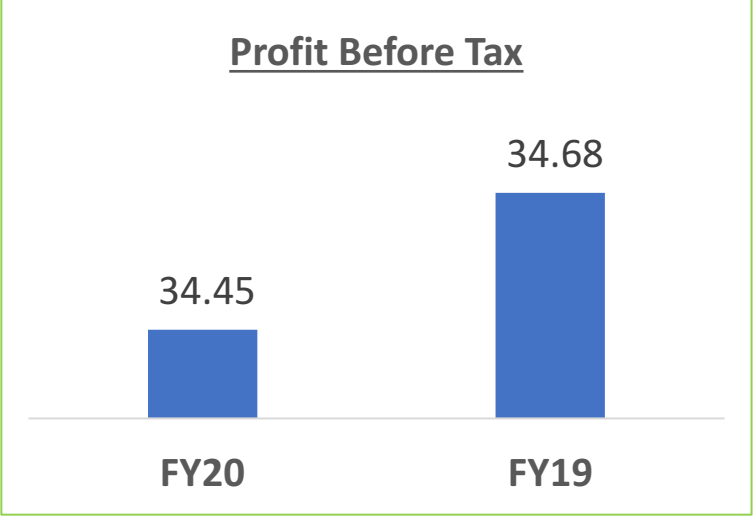


# Financials – FY20

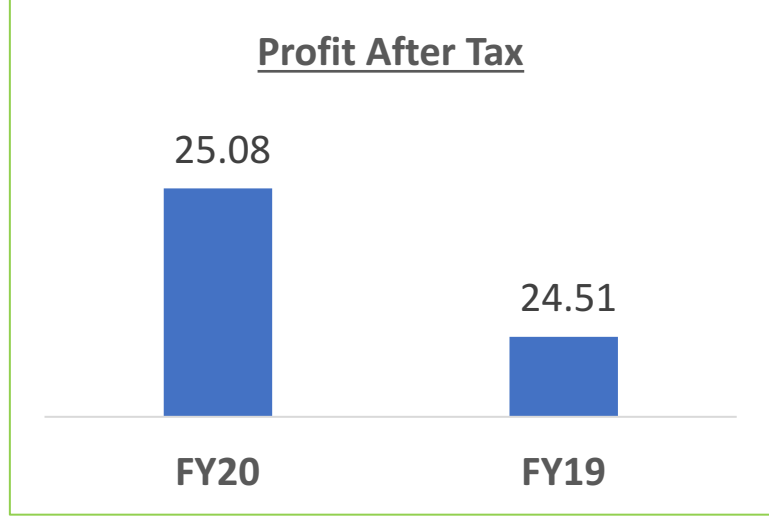
(Rs. in Crores)



Growth: 2.71%



Growth: - 0.66%



Growth: 2.33%

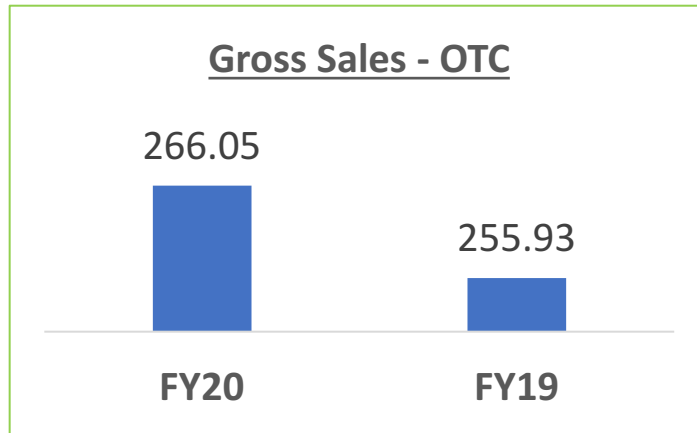
*Note: Profit Before & After Tax includes Profit / Loss from discontinued operations for last year.*



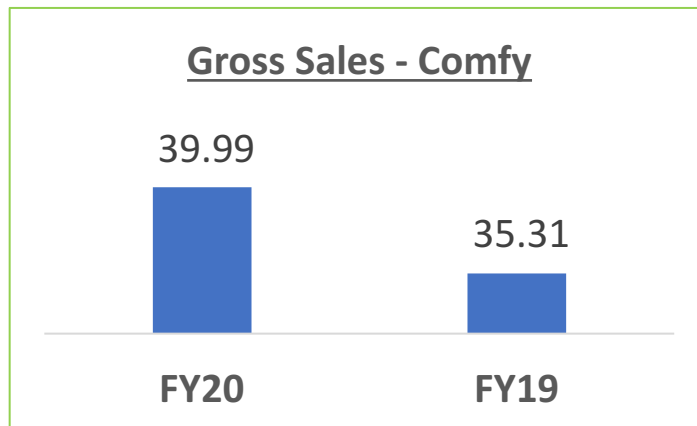


# Financials – FY20 – OTC Division

(Rs. in Crores)



Growth: 3.95%



Growth: 13.25%

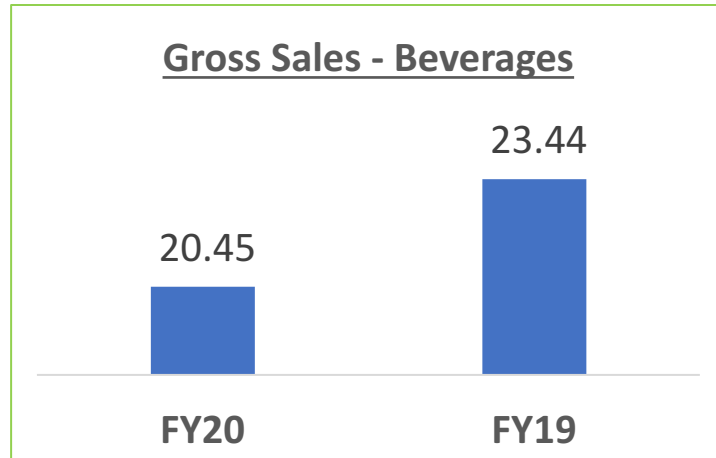
## Notes:

- Key raw material prices including Menthol are lower when compared to FY19.
- Gross Margin has improved by 260 basis points when compared to last year.
- Advertisement spend has increased from Rs.26.07 cr (FY19) to Rs.32.66 cr (FY20).

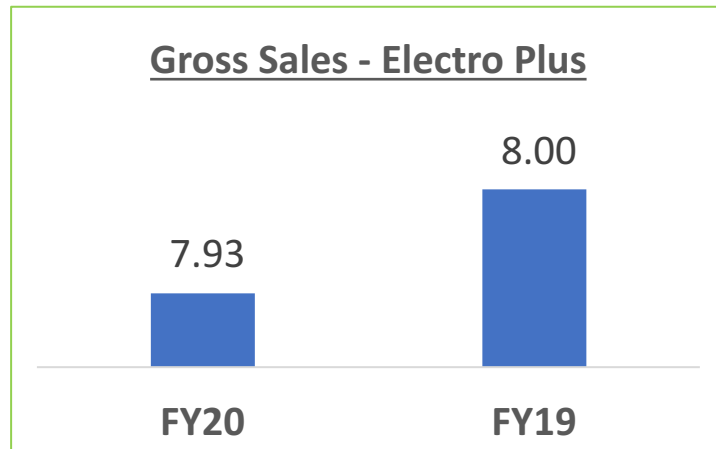


# Financials – FY20 – Beverage Division

(Rs. in Crores)



Growth: -12.76%

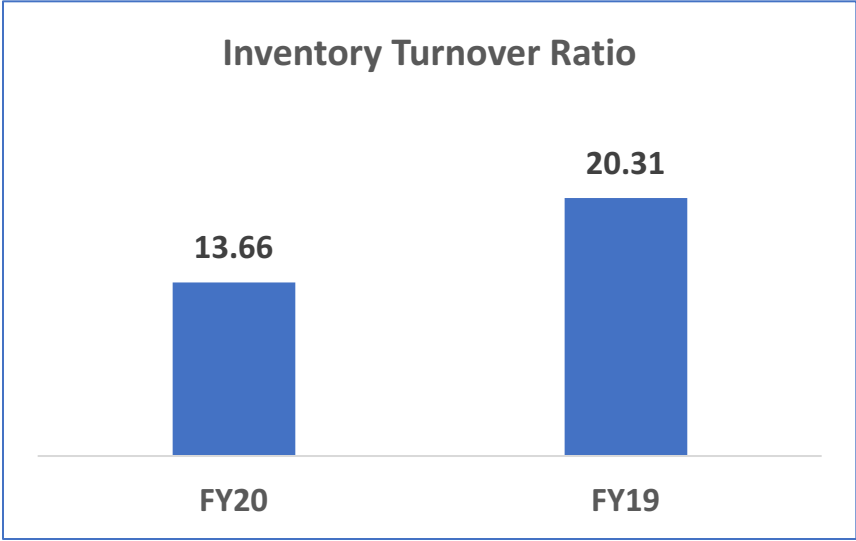
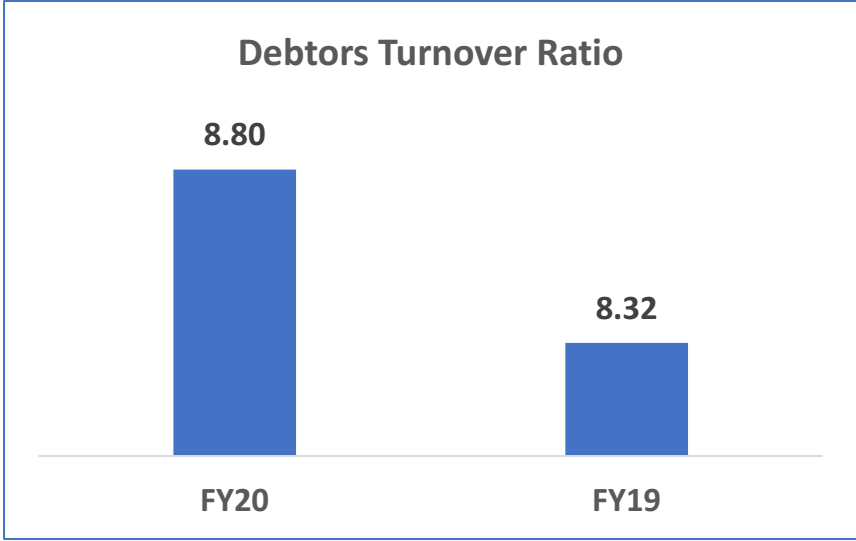
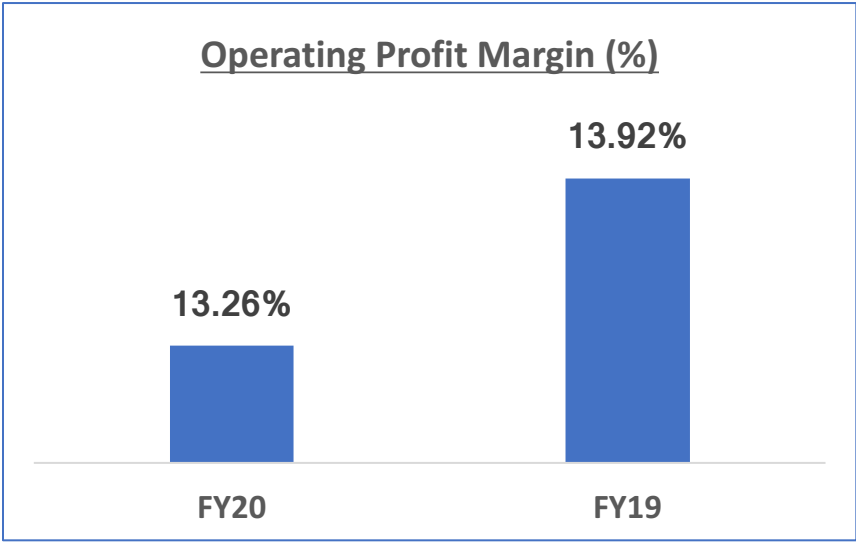
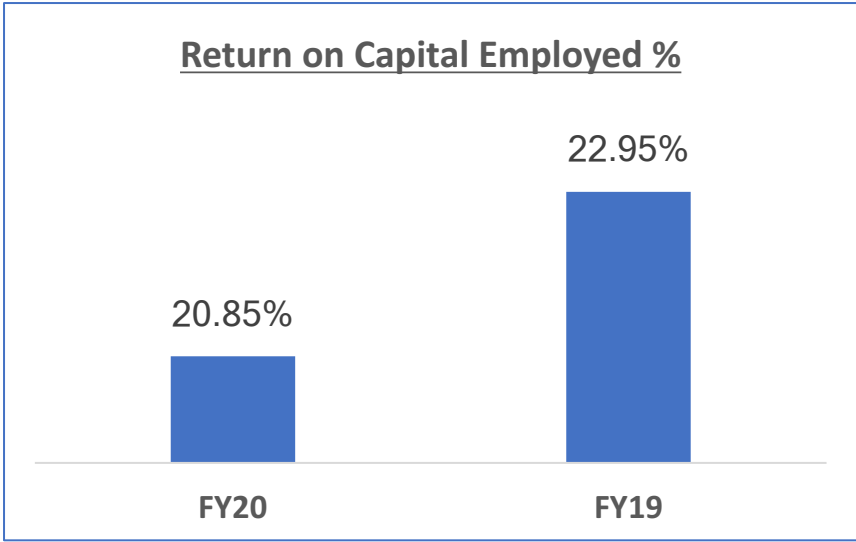


Growth: -0.88%

## Notes:

- Loss from this business are coming down for the last 2 years.
- Advertisement spend is Rs.0.81 cr for FY20 against Rs.3.30 cr for FY19.
- Business is continuing to be healthier with complete cash collected for Fruitnik.

# Key Financial Ratios



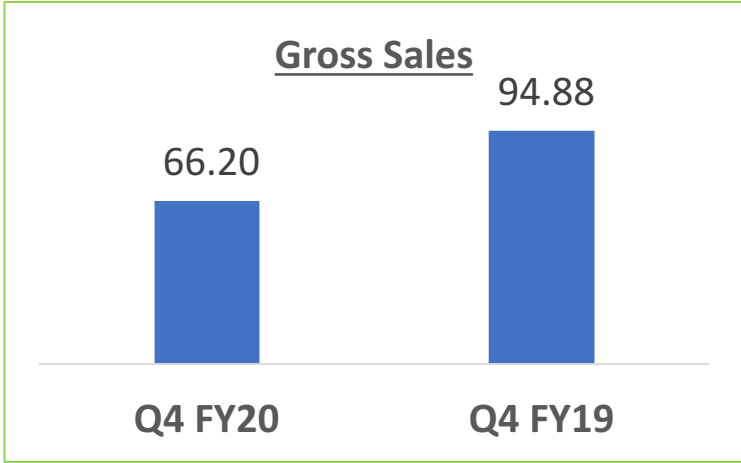


## Q4 FY20 Performance

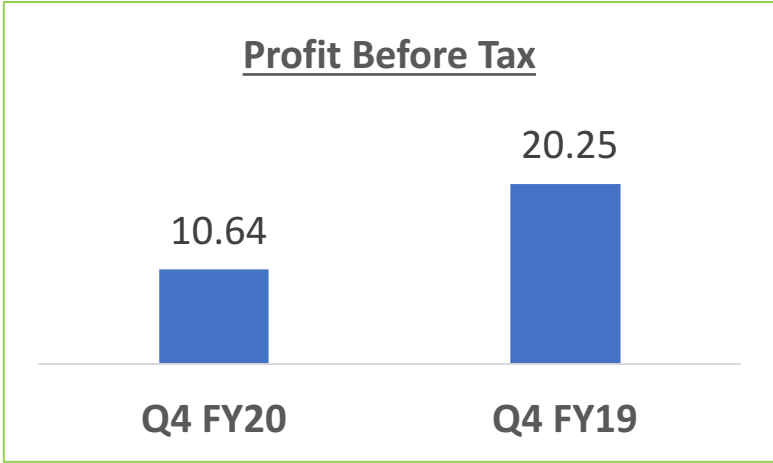


# Financials – Q4 FY20

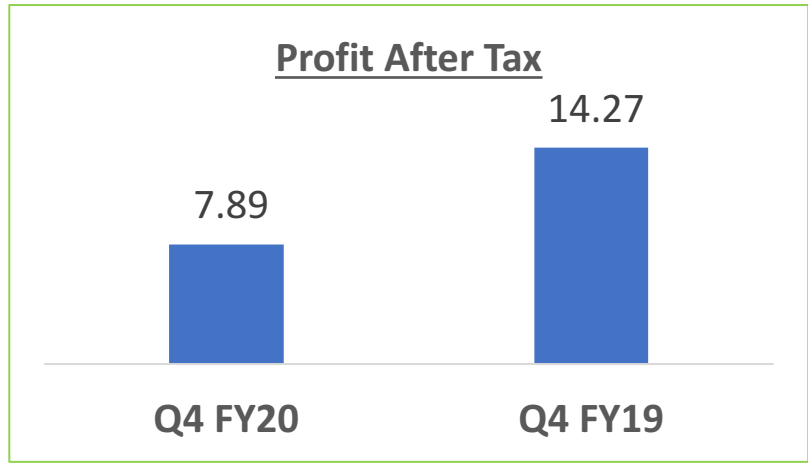
(Rs. in Crores)



Growth: -30.23%



Growth: -47.46%



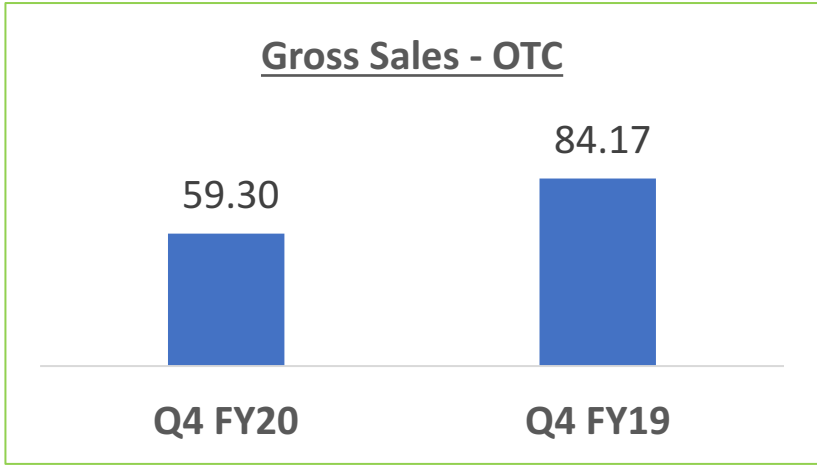
Growth: -44.71%

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

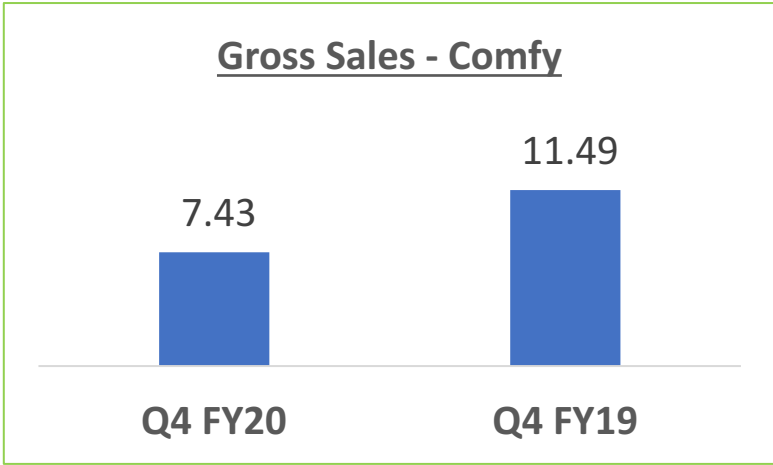


# Financials – Q4 FY20

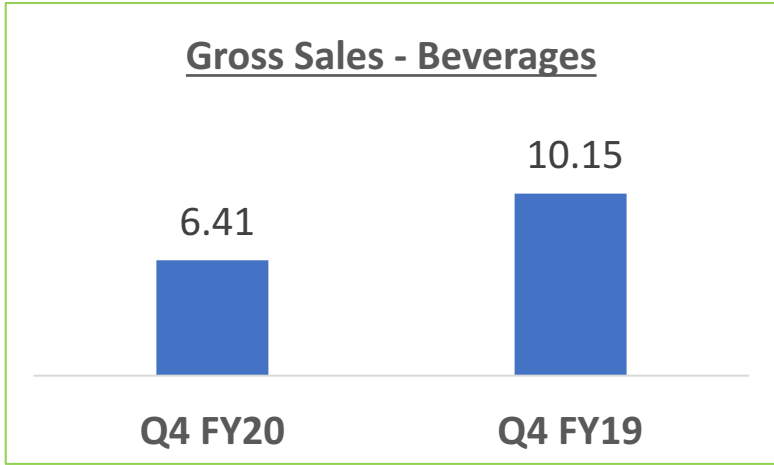
(Rs. in Crores)



Growth: -29.55%



Growth: -35.34%



Growth: -36.85%



# Way Forward

# Way Forward



- Focus remains on expansion of distribution
- Costs control
- Expanding E-Commerce business



