



AHCL/ SE/ 14/2021-22

May 27 2021

<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 2021**

Ref: Our earlier announcement no: **AHCL/ SE/ 13 /2021-22** dated 27/05/2021

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 2021

Request you to take the same on record.

Thanking you  
Yours Faithfully

**For Amrutanjan Health Care Limited**

DocuSigned by:  
**Srinivasan M**  
 B1B2BB667E1745F...

**(M Srinivasan)**  
**Company Secretary & Compliance Officer**

**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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**– Quarter & Year Ended 31<sup>st</sup> March 2021**

**Date: 27<sup>th</sup> May 2021**

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# Business Update

# Business Update



- Despite restrictions for field force during lockdown, our wholesale channel was picking up. This shows our Brand strength.
- The increase in purchase volume by the distributors has contributed to the growth factor.
- Consumers' current preference of Balms over Tablets remains to be seen for its longevity.
- Demand continues to grow for our core products – Balms & Women Hygiene (Comfy).
- Some consumers reportedly using our balms for steam inhalation.
- Our Health Drink - Electro+ with Vitamin-C content is an area identified for brand investments in future.
- Company has strictly adhered to the government guidelines on COVID 19 and has taken utmost care of safety for our work force.

# Business Update



- Cash reserve as on 31<sup>st</sup> March 2021 is at Rs.191 crs (Rs.105 crs as on 31<sup>st</sup> March 2020)
- Continue to be a "No debt company"

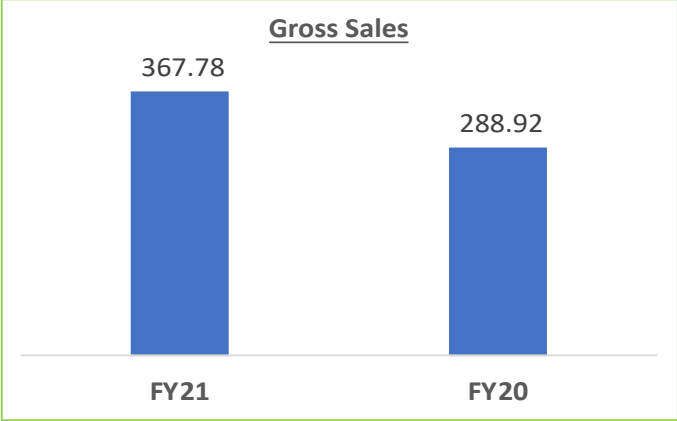


## **FY21 Performance**

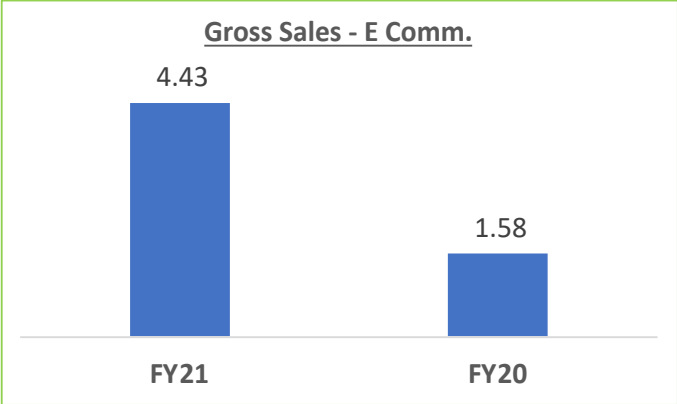


# Financials – FY21

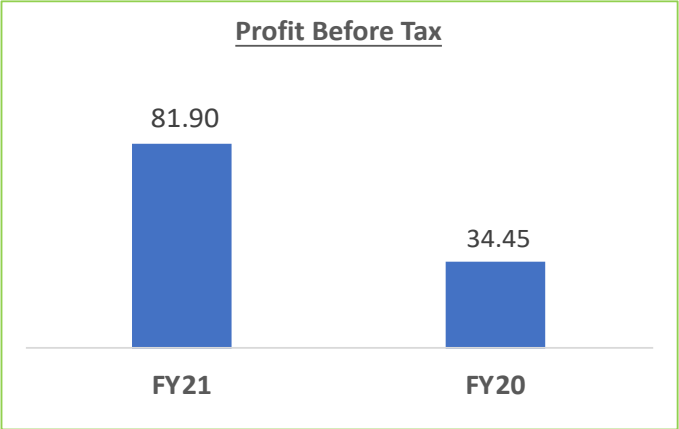
(Rs. in Crores)



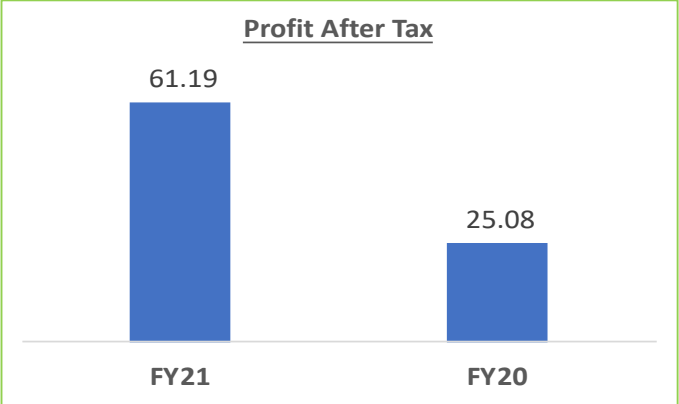
Growth: 27.29%



Growth: 180.38%



Growth: 137.74%



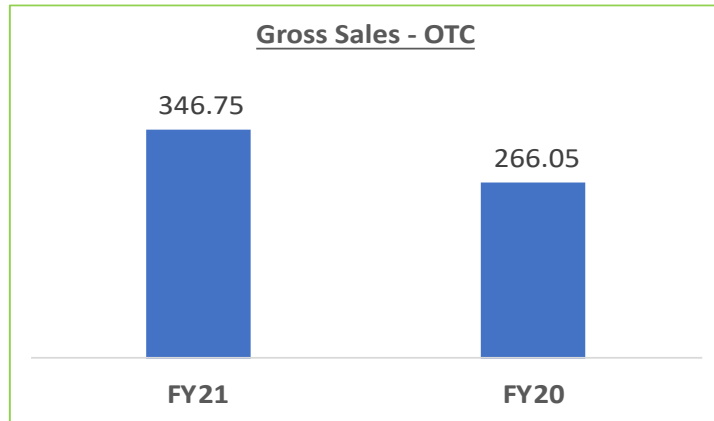
Growth: 143.98%



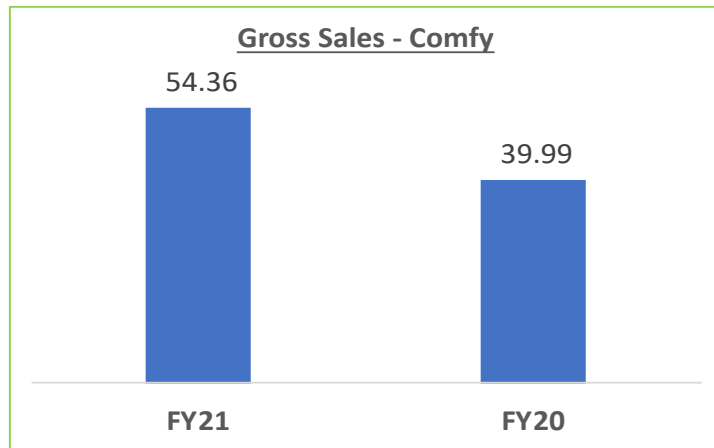


# Financials – FY21 – OTC Division

(Rs. in Crores)



Growth: 30.33%



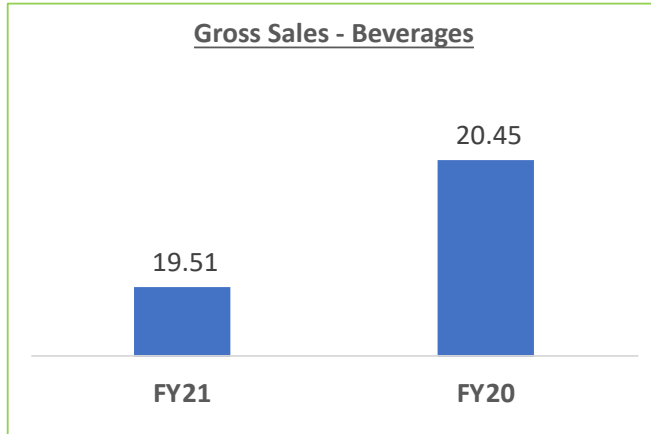
Growth: 35.93%

## Costs:

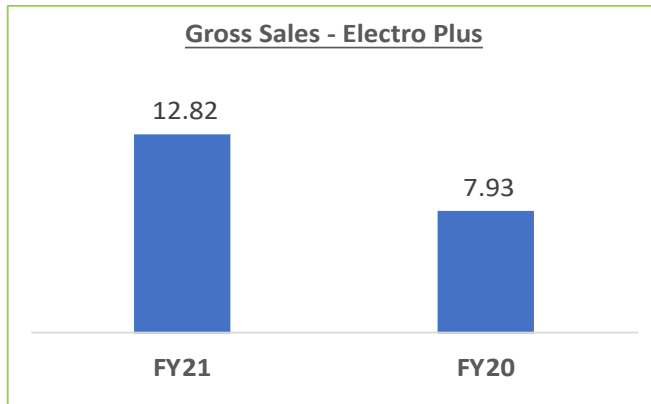
- OTC sales has grown by 30.33% for FY21 even though in Q1 sales was affected due to Covid 19 lockdown.
- Key raw material prices including Menthol are lower when compared to FY20.
- Gross Margin has improved by 229 basis points when compared to FY20.
- Advertisement spend for FY21 is Rs.26.52 cr against Rs.32.66 cr for FY20.



# Financials – FY21 – Beverage Division (Rs. in Crores)



Growth: -4.60%

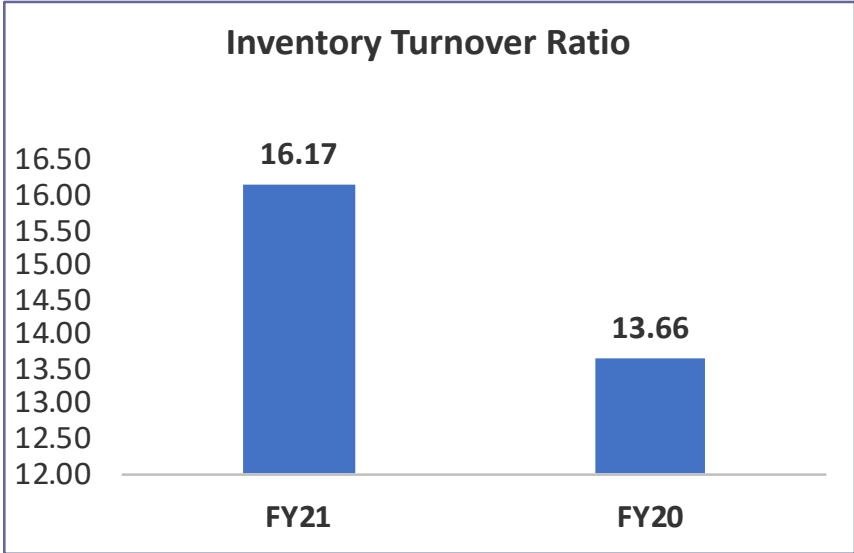
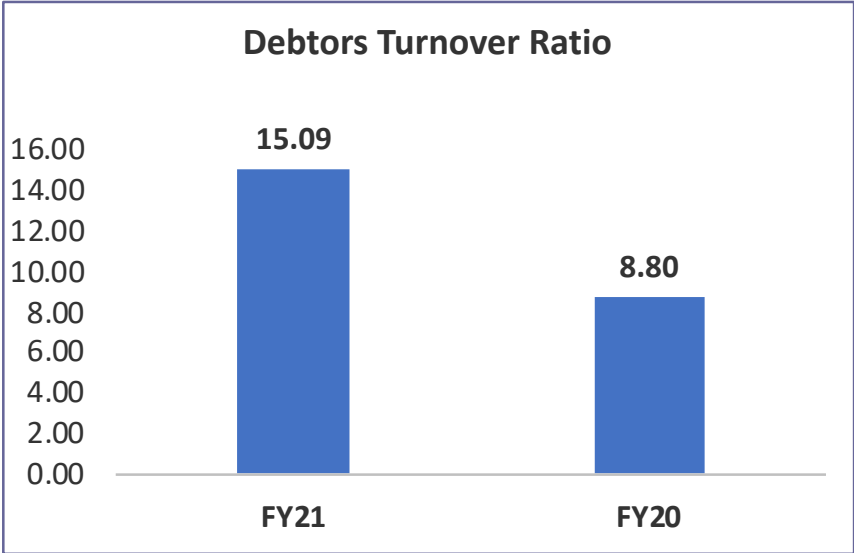
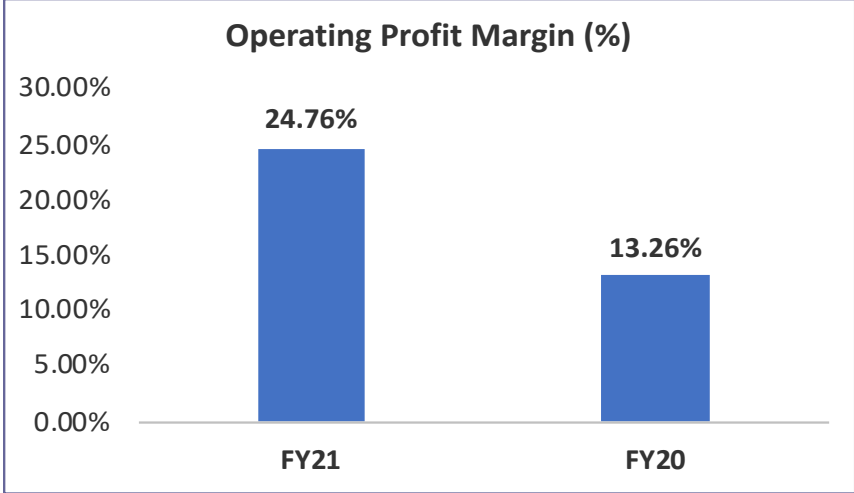
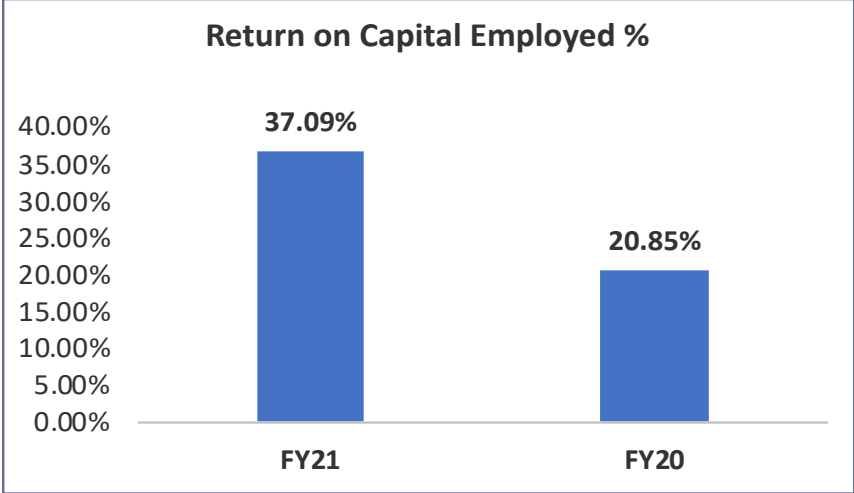


Growth: 61.66%

## Costs:

- Gross Margin has improved by 855 basis points when compared to FY20 mainly due to product mix.
- Advertisement spends is Rs.3.10 cr for FY21 against Rs.0.81 cr for FY20.
- Business is continuing with cash & carry model for Fruitnik.

# Key Financial Ratios



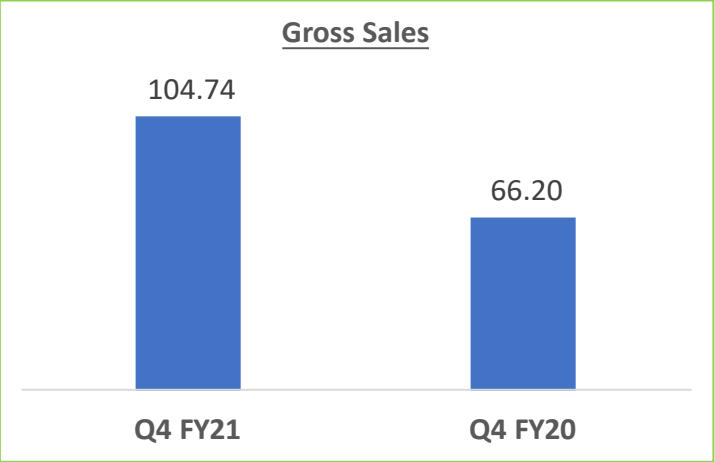


## Q4 FY21 Performance

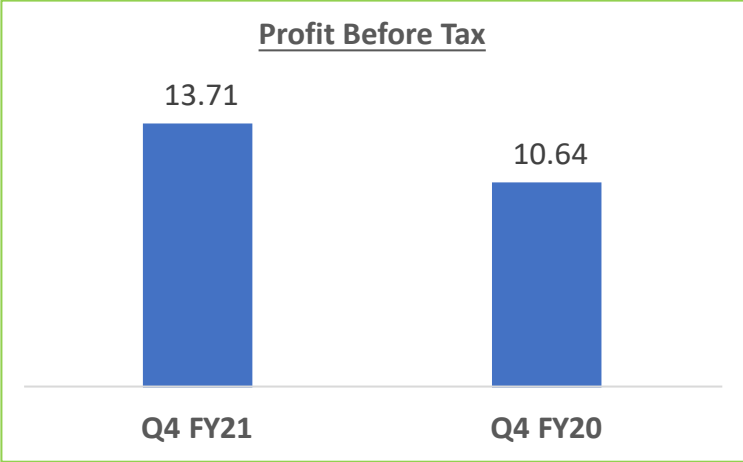


# Financials – Q4 FY21

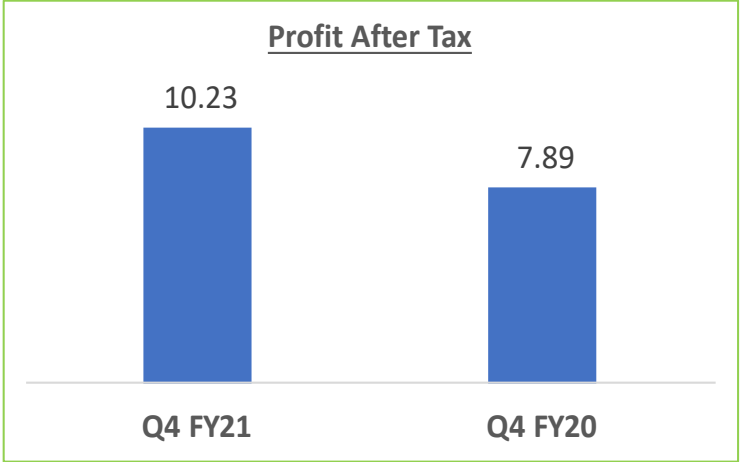
(Rs. in Crores)



Growth: 58.22%



Growth: 28.85%

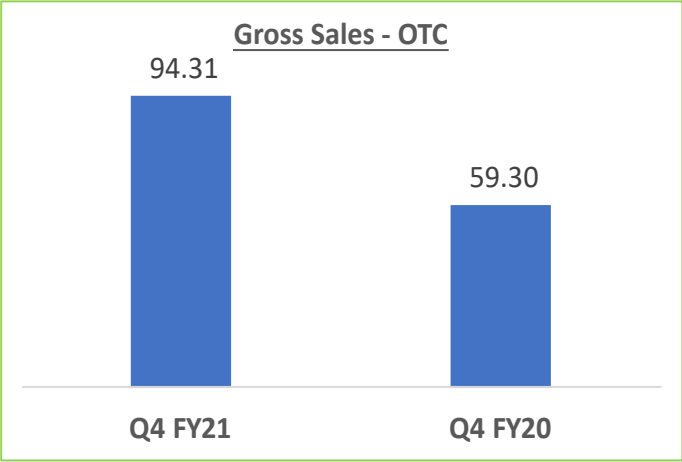


Growth: 29.66%

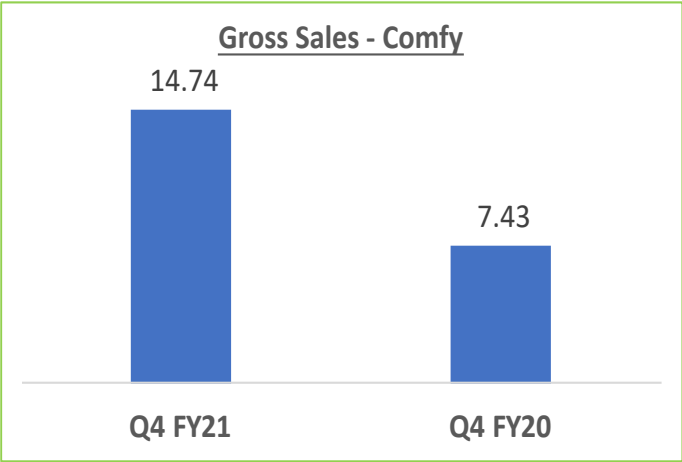


# Financials – Q4 FY21

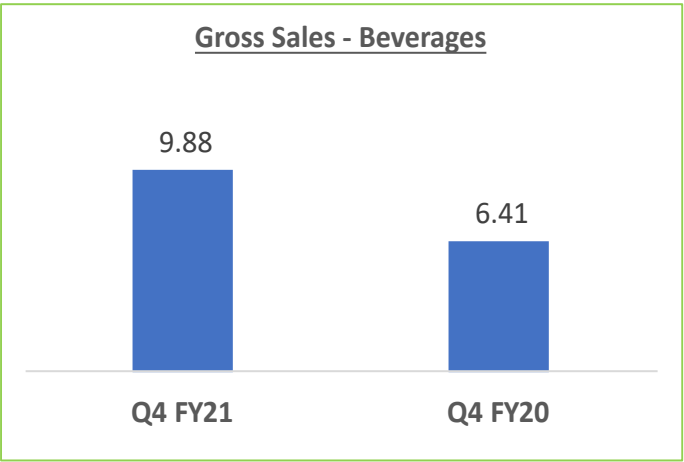
(Rs. in Crores)



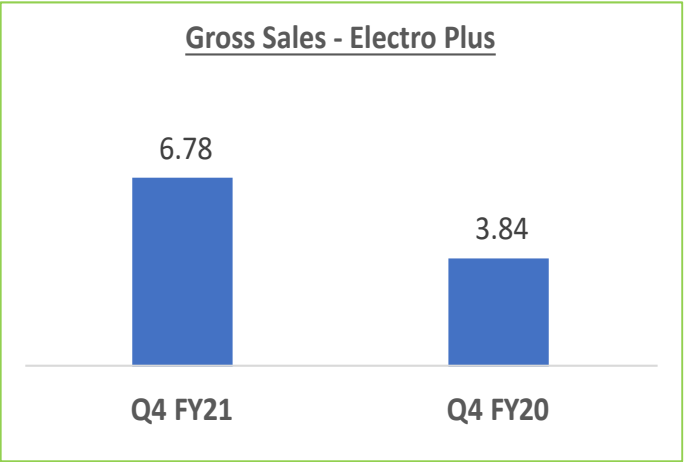
Growth: 59.04%



Growth: 98.38%



Growth: 54.13%



Growth: 76.56%



# Way Forward



## We remain focused on executing our key priorities:

- Expand distribution
- Grow E-Commerce vertical
- Strengthen Beverage business
- Costs control



