

AHCL/ SE/ 13 /2020-21

June 18 2020

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 1 st 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 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 31st 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

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CIN - L24231TN1936PLC000017



Amrutanjan Health Care Limited

Investor Presentation

– Quarter & Year Ended 31st March 2020

Date: 18th June 2020

Contents



a. Business update

b. FY20 Performance

c. Q4 FY20 Performance

d. Way Forward



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 31st March 2020 is INR 105 cr
- Continue to be “No Debt company”

Relaunched “NOGERMS” Hand Sanitizer



KILLS
99.9% GERMS



NO WATER
REQUIRED



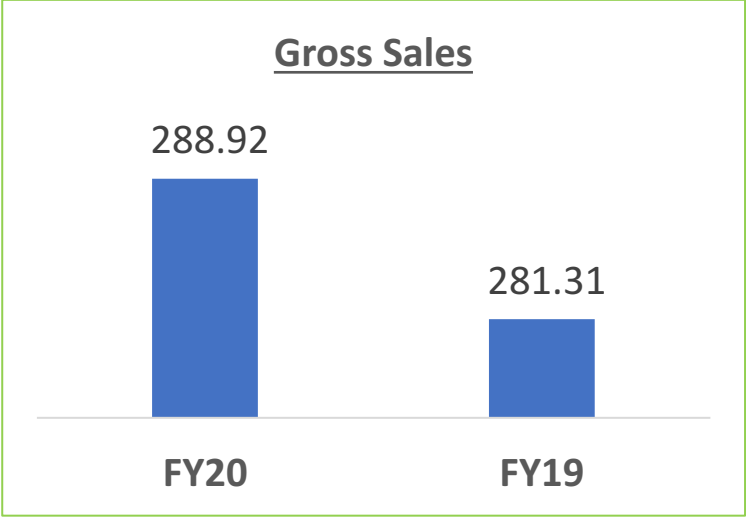
LEMON
FRAGRANCE



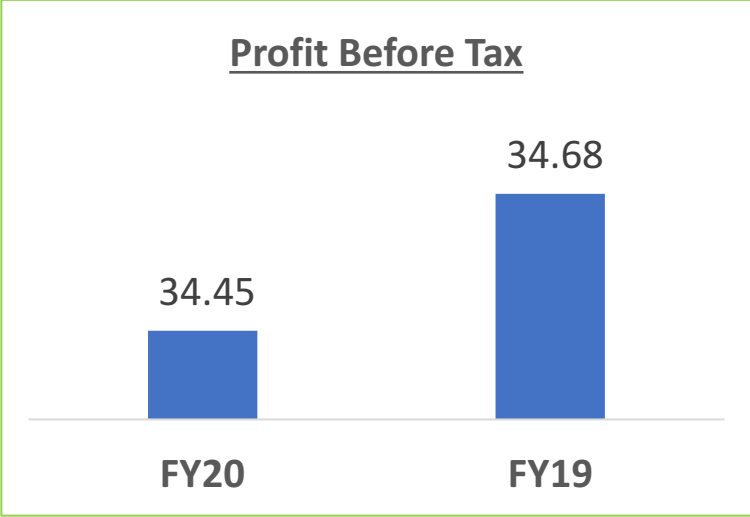
FY20 Performance

Financials – FY20

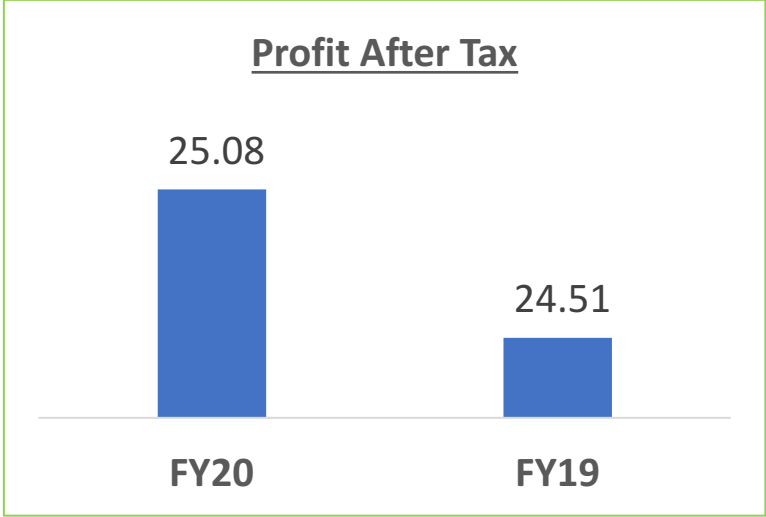
(Rs. in Crores)



Growth: 2.71%



Growth: - 0.66%



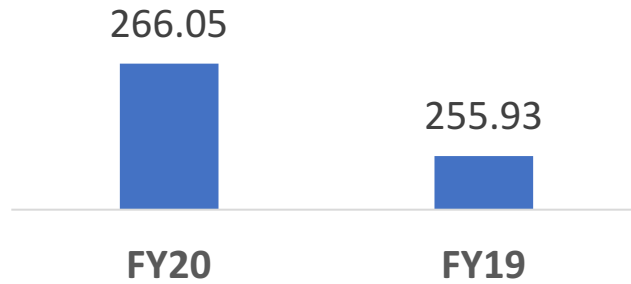
Growth: 2.33%

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

Financials – FY20 – OTC Division

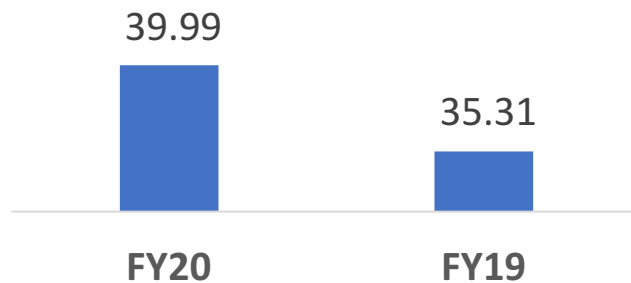
(Rs. in Crores)

Gross Sales - OTC



Growth: 3.95%

Gross Sales - Comfy



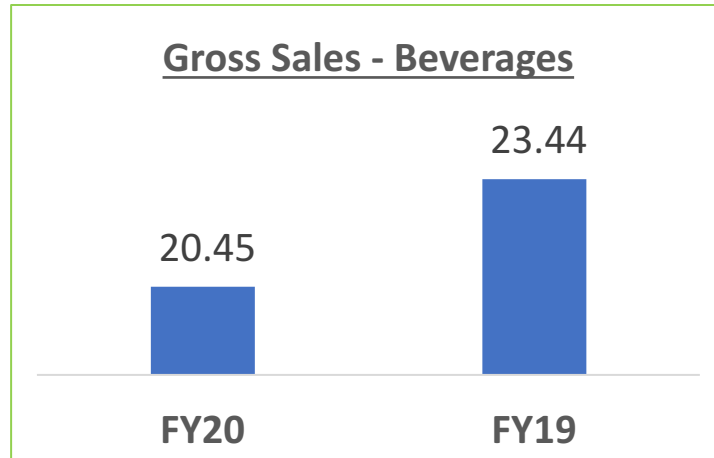
Growth: 13.25%

Notes:

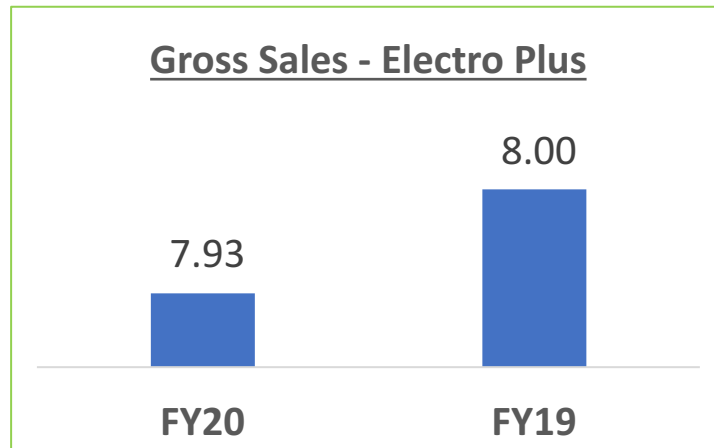
- Key raw material prices including Menthol are lower when compared to FY19.
- Gross Margin has improved by 260 basis points when compared to last year.
- Advertisement spend has increased from Rs.26.07 cr (FY19) to Rs.32.66 cr (FY20).

Financials – FY20 – Beverage Division

(Rs. in Crores)



Growth: -12.76%

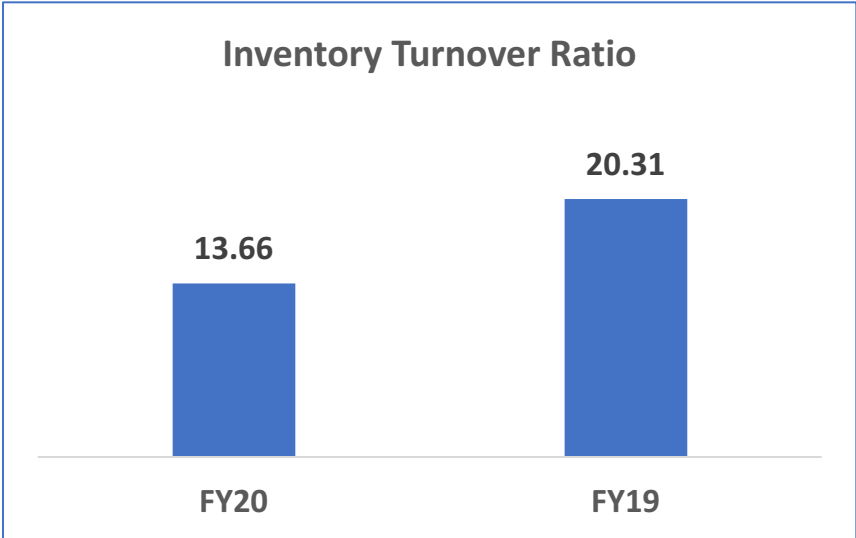
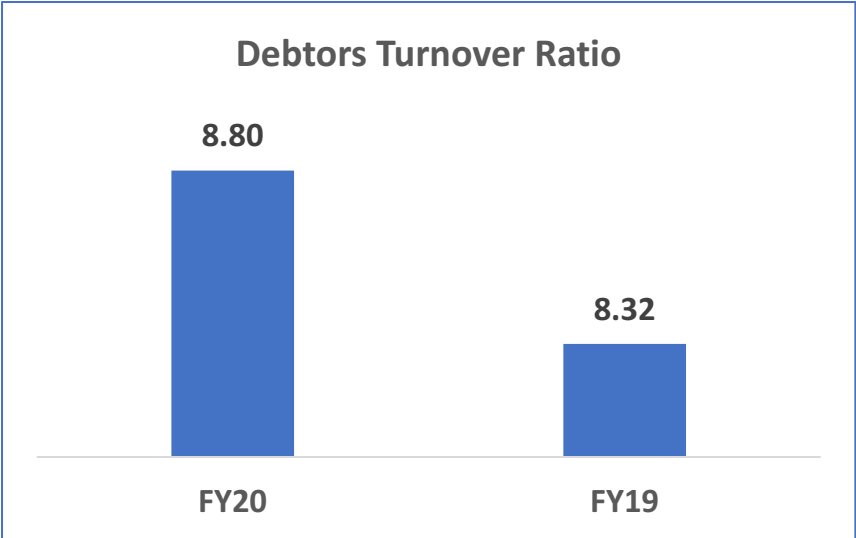
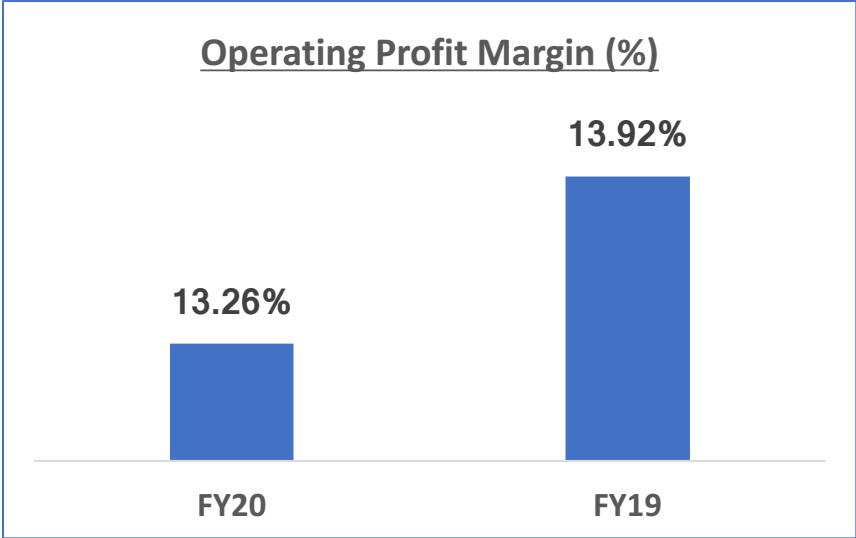
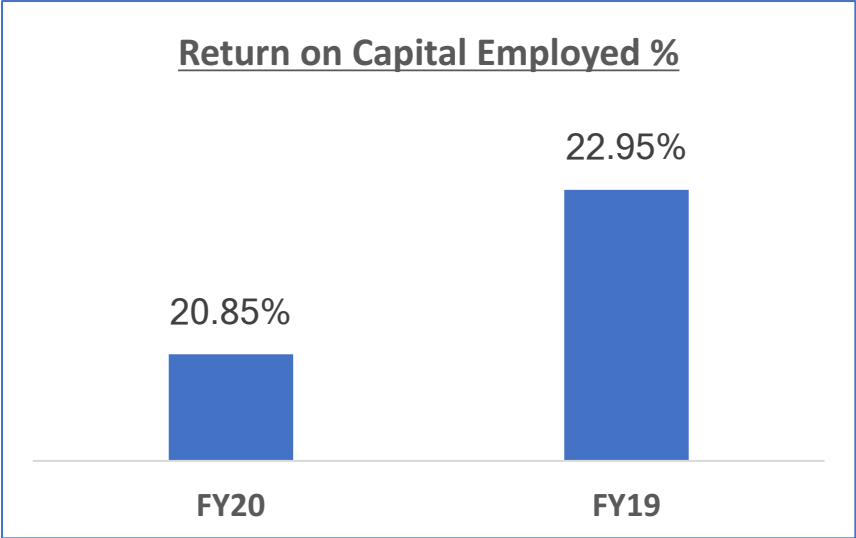


Growth: -0.88%

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

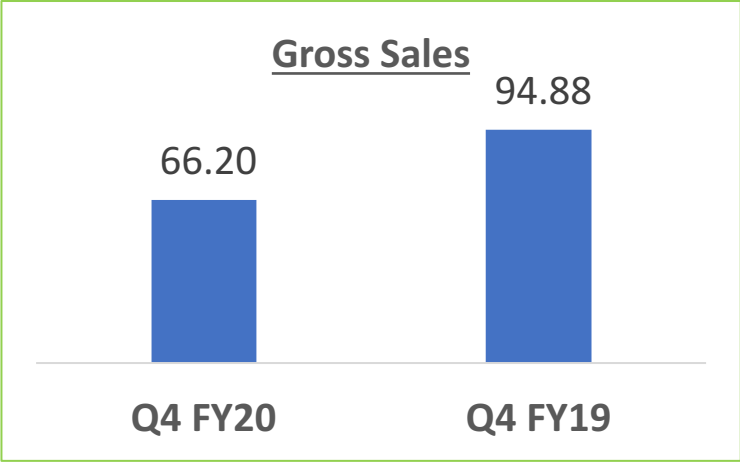




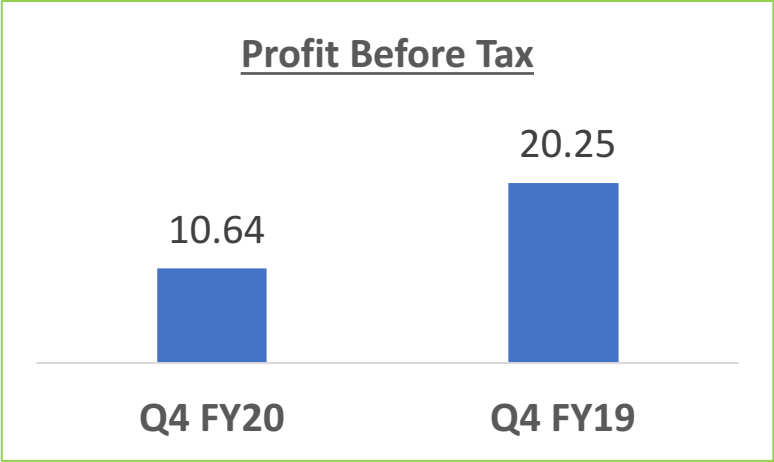
Q4 FY20 Performance

Financials – Q4 FY20

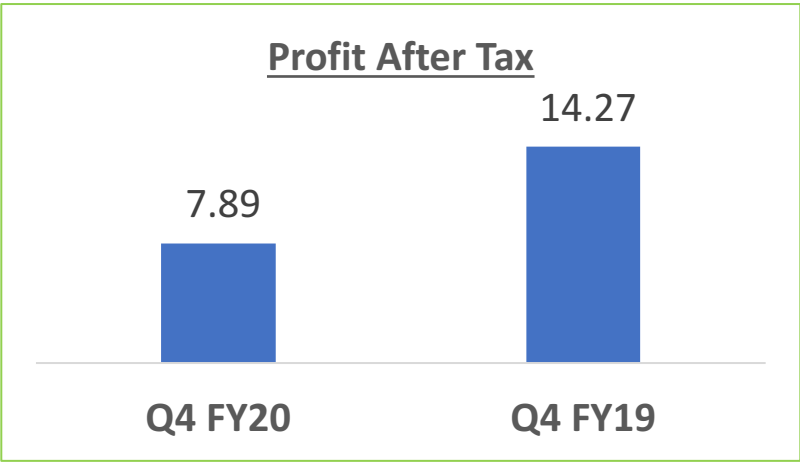
(Rs. in Crores)



Growth: -30.23%



Growth: -47.46%

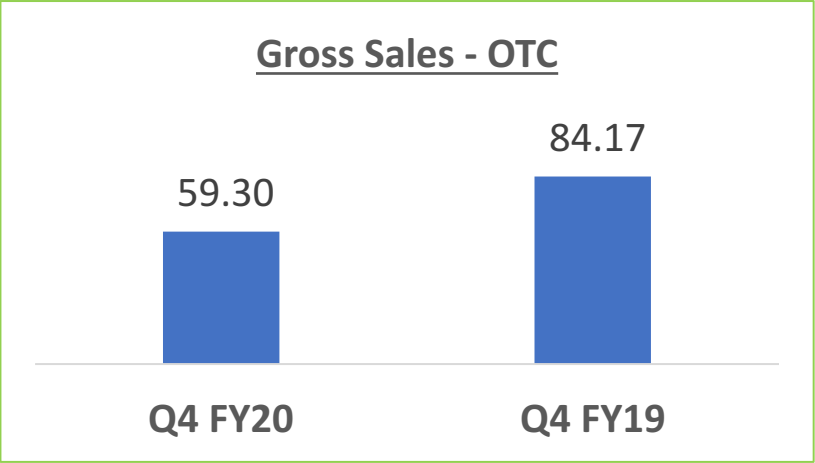


Growth: -44.71%

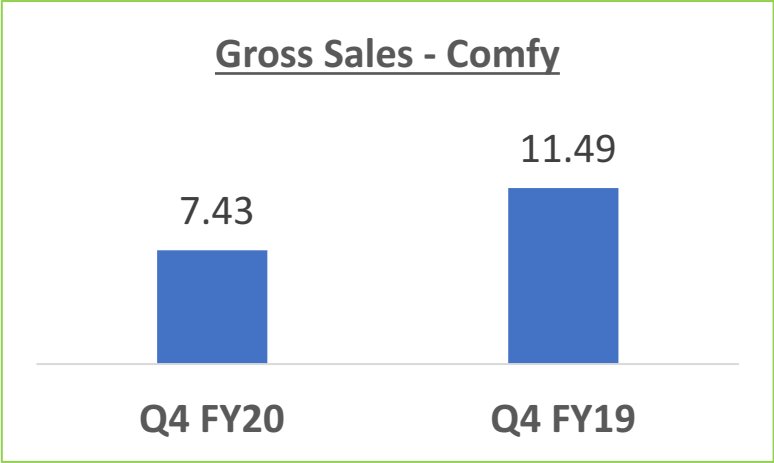
Note: Profit Before & After Tax includes Profit / Loss from discontinued operations for last year.

Financials – Q4 FY20

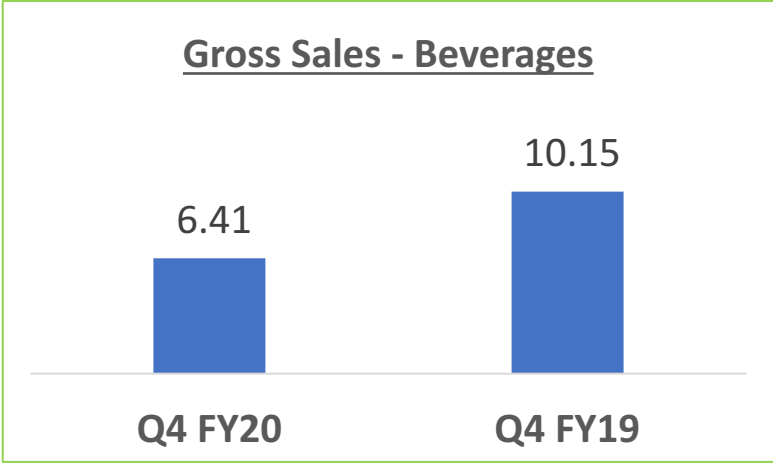
(Rs. in Crores)



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

