

AHCL/ SE/ 12 /2019-20

May 23, 2019

<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: Outcome of the Board Meeting - Regulation 30 and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (SEBI LODR)**

Pursuant to the above regulation(s), we wish to inform that the Board of Directors of the Company at its meeting held today (May 23, 2019) had inter-alia:

- (i) **Approved the Audited Financial Results** for the quarter and year ended March 31, 2019. as recommended by the Audit Committee at its meeting held today (May 23, 2019). The same along with the Independent Auditor's Report issued by M/s. B S R & Co. LLP, Statutory Auditors of the Company is enclosed.
- (ii) **Recommended Final Dividend of Re 1.05 /-**per equity share on **2, 92, 30,630** equity shares of Re. 1/- each fully paid up for the financial year 2018-19. The final dividend, if approved at the Annual General Meeting, will be paid to the eligible shareholders within 30 days of Annual General Meeting.

The Board Meeting commenced at 11.00 A.M. (1ST) and concluded at 4.15 P.M. (1ST).

We request you to take the above on record and acknowledge.

Thanking you,

Yours faithfully,

For **Amrutanjan Health Care Limited**

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

**Encl:**

1. Audited Financial Results for the Quarter and Year ended March 31, 2019
2. Independent Auditor's Report for the Quarter and Year ended March 31, 2019
3. Declaration under Reg. 33(3)(d) of SEBI LODR
4. Investor Presentation.

**Amrutanjan Health Care Limited**

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Mylapore, Chennai - 600 004  
Tamil Nadu, India.  
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Web Site : [www.amrutanjan.com](http://www.amrutanjan.com)  
Toll Free No. : 1 - 800 - 425 - 4545  
CIN - L24231TN1936PLC000017

**AMRUTANJAN HEALTH CARE LIMITED**  
**CIN No : L24231TN1936PLC000017**  
Registered Office: No. 103 (Old No. 42-45), Luz Church Road  
Mylapore, Chennai - 600 004

Statement of Audited Financial Results for the quarter and year ended 31 March 2019

(Rs in Lakhs)

	Particulars	Quarter ended			Year ended	
		31 March 2019 (Audited - refer note 3)	31 December 2018 (Unaudited)	31 March 2018 (Audited - refer note 3)	31 March 2019 (Audited)	31 March 2018 (Audited)
	<b>Continuing operations</b>					
	<b>Income from operations</b>					
I	Revenue from operations	8,596.84	6,993.58	7,303.27	25,322.73	22,153.46
II	Other income	266.97	159.93	57.29	713.09	602.45
III	<b>Total income (I + II)</b>	<b>8,863.81</b>	<b>7,153.51</b>	<b>7,360.56</b>	<b>26,035.82</b>	<b>22,755.91</b>
IV	<b>Expenses</b>					
	(a) Cost of materials consumed	2,523.33	2,628.77	2,327.61	9,052.32	7,204.29
	(b) Purchases of stock-in-trade	1,017.68	1,001.30	857.38	3,164.07	2,306.41
	(c) Changes in inventories of finished goods and stock-in-trade	372.97	(337.34)	120.96	(329.54)	79.89
	(d) Employee benefits expense	944.86	831.20	1,045.43	3,336.35	3,385.35
	(e) Advertisement and selling expenditure	864.70	1,635.16	918.36	4,109.49	3,208.88
	(f) Finance cost	2.86	-	2.74	8.22	12.68
	(g) Depreciation and amortisation expense	82.18	81.40	92.23	315.97	290.59
	(h) Other expenses	1,035.57	557.17	955.90	2,862.21	3,158.94
	<b>Total expenses (IV)</b>	<b>6,844.15</b>	<b>6,397.66</b>	<b>6,320.61</b>	<b>22,519.09</b>	<b>19,647.03</b>
V	<b>Profit before tax and exceptional items (III - IV)</b>	<b>2,019.66</b>	<b>755.85</b>	<b>1,039.95</b>	<b>3,516.73</b>	<b>3,108.88</b>
VI	Exceptional item (refer note 7)	-	-	-	-	186.68
VII	<b>Profit before tax (V + VI)</b>	<b>2,019.66</b>	<b>755.85</b>	<b>1,039.95</b>	<b>3,516.73</b>	<b>3,295.56</b>
VIII	Tax expenses	598.11	203.26	541.17	1,016.96	1,290.64
IX	<b>Profit after tax from continuing operations (VII - VIII)</b>	<b>1,421.55</b>	<b>552.59</b>	<b>498.78</b>	<b>2,499.77</b>	<b>2,004.92</b>
	<b>Discontinued operations</b>					
	Profit / (loss) before tax from discontinued operations	5.55	(23.92)	72.11	(48.34)	(16.18)
	Tax benefit	-	-	(0.72)	-	(8.56)
X	<b>Profit / (loss) after tax from discontinued operations</b>	<b>5.55</b>	<b>(23.92)</b>	<b>72.83</b>	<b>(48.34)</b>	<b>(7.62)</b>
XI	<b>Profit for the period (IX + X)</b>	<b>1,427.10</b>	<b>528.67</b>	<b>571.61</b>	<b>2,451.43</b>	<b>1,997.30</b>
XII	<b>Other comprehensive income</b>					
	Re-measurement losses on defined benefit plans, net of taxes	(45.43)	(20.75)	(10.46)	(56.55)	(25.46)
	<b>Total other comprehensive income for the period</b>	<b>(45.43)</b>	<b>(20.75)</b>	<b>(10.46)</b>	<b>(56.55)</b>	<b>(25.46)</b>
XIII	<b>Total comprehensive income for the period (XI + XII)</b>	<b>1,381.67</b>	<b>507.92</b>	<b>561.15</b>	<b>2,394.88</b>	<b>1,971.84</b>
	Paid-up equity share capital (Face value Re. 1/- each)	292.31	292.31	292.31	292.31	292.31
	<b>Earnings per equity share for continuing operations</b>					
	Basic and diluted earnings per share	4.86 (not annualised)	1.89 (not annualised)	1.71 (not annualised)	8.55 (annualised)	6.86 (annualised)
	<b>Earnings per equity share for discontinued operations</b>					
	Basic and diluted earnings per share	0.02 (not annualised)	(0.08) (not annualised)	0.25 (not annualised)	(0.17) (annualised)	(0.03) (annualised)
	<b>Earnings per equity share for total operations</b>					
	Basic and diluted earnings per share	4.88 (not annualised)	1.81 (not annualised)	1.96 (not annualised)	8.39 (annualised)	6.83 (annualised)
	<i>See accompanying notes to financial results</i>					

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**Notes:**

- The above financial results for the quarter and year ended 31 March 2019 in respect of Amrutanjan Health Care Limited ('the Company') have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 23 May 2019. The statutory auditors have audited the above results for the year ended 31 March 2019 and have issued an unmodified opinion.
- These financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The figures for the quarters ended 31 March 2019 and 31 March 2018 are the balancing figures between audited figures in respect of the full financial years and published unaudited year to date figures upto the end of the third quarter of the relevant financial year, which were subjected to limited review.
- Interim dividend of INR 0.55 per share (55% on par value of INR 1 each), aggregating to INR 193.82 lakhs (including dividend distribution tax) has been paid during the quarter ended 31 March 2019.
- The share holders of the Company had approved the sub-division of 14,615,315 equity shares having a face value of Rs. 2 each into 29,230,630 equity share having a face value of Re. 1 each through postal ballot. The record date for the sub-division was 16 April 2018. The earnings per share information in the financial results reflect the effect of sub-division for each of the periods presented.
- Revenues pertaining to period commencing from 01 July 2017 is net of Goods and Services Tax ('GST').
- Exceptional item represents profit on sale of land and building during the previous year ended 31 March 2018.
- Segment reporting in the financial results:** Based on the 'management approach' as defined in Ind AS 108 "Operating Segments", the Chief Operating Decision Maker evaluates the Company's performance as OTC Products and Beverages.

Particulars	Quarter ended			Year ended	
	31 March 2019 (Audited - refer note 3)	31 December 2018 (Unaudited)	31 March 2018 (Audited - refer note 3)	31 March 2019 (Audited)	31 March 2018 (Audited)
<b>1 Segment revenue</b>					
a OTC Products	7,650.85	6,783.39	6,042.61	23,073.35	19,221.81
b Beverages	893.09	163.57	1,200.48	2,075.98	2,621.54
c Others	52.90	46.62	60.18	173.40	310.11
<b>Total</b>	<b>8,596.84</b>	<b>6,993.58</b>	<b>7,303.27</b>	<b>25,322.73</b>	<b>22,153.46</b>
<b>2 Segment results</b>					
a OTC Products	1,832.96	776.80	1,075.27	3,645.74	3,362.48
b Beverages	131.70	(93.98)	(52.33)	(367.80)	(537.50)
c Others	(28.41)	(46.11)	(22.45)	(153.94)	(20.94)
<b>Total</b>	<b>1,936.25</b>	<b>636.71</b>	<b>1,000.49</b>	<b>3,124.00</b>	<b>2,804.04</b>
Less :					
i) Finance cost	2.86	-	2.74	8.22	12.68
ii) Other unallocable expenditure net of unallocable income	(86.27)	(119.14)	(42.20)	(400.95)	(317.52)
iii) Exceptional items	-	-	-	-	(186.68)
<b>Total profit before tax</b>	<b>2,019.66</b>	<b>755.85</b>	<b>1,039.95</b>	<b>3,516.73</b>	<b>3,295.56</b>
<b>3 Segment assets</b>					
a OTC Products	6,664.80	6,020.90	5,555.02	6,664.80	5,555.02
b Beverages	1,071.10	1,062.74	1,411.63	1,071.10	1,411.63
c Others	88.93	65.06	261.62	88.93	261.62
d Unallocated assets	10,936.51	10,507.31	9,396.75	10,936.51	9,396.75
<b>Total</b>	<b>18,761.34</b>	<b>17,656.01</b>	<b>16,625.02</b>	<b>18,761.34</b>	<b>16,625.02</b>
<b>4 Segment liabilities</b>					
a OTC Products	3,021.25	3,797.45	2,791.94	3,021.25	2,791.94
b Beverages	644.66	214.13	522.20	644.66	522.20
c Others	50.00	51.97	55.87	50.00	55.87
d Unallocated liabilities	471.80	206.69	389.10	471.80	389.10
<b>Total</b>	<b>4,187.71</b>	<b>4,270.24</b>	<b>3,759.11</b>	<b>4,187.71</b>	<b>3,759.11</b>
<b>Total capital employed in the Company</b>	<b>14,573.63</b>	<b>13,385.77</b>	<b>12,865.91</b>	<b>14,573.63</b>	<b>12,865.91</b>

9. During the previous year, the Company had decided to discontinue the operations of its Chemical division. Accordingly, the results for the comparative periods in this Statement have been revised to exclude the operations of the Chemical division. The results of the discontinued operations are presented below:

Particulars	Quarter ended			Year ended	
	31 March 2019 (Audited - refer note 3)	31 December 2018 (Unaudited)	31 March 2018 (Audited - refer note 3)	31 March 2019 (Audited)	31 March 2018 (Audited)
I Total revenue	1.88	2.22	131.61	22.87	228.07
II Total expenses	(3.67)	26.14	59.50	71.21	244.25
III Profit / (loss) before tax (I - II)	5.55	(23.92)	72.11	(48.34)	(16.18)
IV Tax benefit	-	-	(0.72)	-	(8.56)
V Profit / (loss) from discontinued operations (III + IV)	5.55	(23.92)	72.83	(48.34)	(7.62)

For Amrutanjan Health Care Limited

  
S Sambhu Prasad  
Chairman & Managing Director

Date: 23 May 2019  
Place: Chennai



**AMRUTANJAN HEALTH CARE LIMITED**  
CIN No : L24231TN1936PLC000017  
Registered Office: No. 103 (Old No. 42-45), Luz Church Road  
Mylapore, Chennai - 600 004

**Statement of assets and liabilities**

(Rs in Lakhs)

S. No.	Particulars	As at	As at
		31 March 2019	31 March 2018
		Audited	Audited
<b>A</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	(a) Property, plant and equipment	2,527.59	2,733.28
	(b) Intangible assets	42.31	20.77
	(c) Financial assets		
	Loans	56.15	57.47
	Investments	1,581.24	758.30
	Other financial assets	28.12	411.00
	(d) Tax assets	27.44	27.44
	(e) Deferred tax assets (net)	424.15	394.88
	(f) Other non-current assets	112.64	86.82
	<b>Total non-current assets</b>	<b>4,799.64</b>	<b>4,489.96</b>
<b>2</b>	<b>Current assets</b>		
	(a) Inventories	1,457.68	1,035.77
	(b) Financial assets		
	Investments	170.52	-
	Trade receivables	3,293.35	2,796.12
	Cash and cash equivalents	1,458.55	1,138.34
	Other bank balances	6,672.27	6,172.95
	Other financial assets	320.18	253.55
	(c) Other current assets	589.15	738.33
	<b>Total current assets</b>	<b>13,961.70</b>	<b>12,135.06</b>
	<b>Total assets (1+2)</b>	<b>18,761.34</b>	<b>16,625.02</b>
<b>B</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1</b>	<b>Equity</b>		
	(a) Equity share capital	292.31	292.31
	(b) Other equity	14,281.32	12,573.60
	<b>Total equity</b>	<b>14,573.63</b>	<b>12,865.91</b>
<b>2</b>	<b>Liabilities</b>		
	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	Other financial liabilities	27.60	27.60
	(b) Provisions	548.54	493.93
	<b>Total non-current liabilities</b>	<b>576.14</b>	<b>521.53</b>
<b>3</b>	<b>Current liabilities</b>		
	(a) Financial liabilities		
	Trade payables	2,987.39	2,644.05
	Other financial liabilities	183.53	122.64
	(b) Provisions	230.63	247.77
	(c) Other current liabilities	210.02	223.12
	<b>Total current liabilities</b>	<b>3,611.57</b>	<b>3,237.58</b>
	<b>Total equity and liabilities (1+2+3)</b>	<b>18,761.34</b>	<b>16,625.02</b>

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# BSR & Co. LLP

Chartered Accountants

KRM Tower, 1<sup>st</sup> & 2<sup>nd</sup> Floor,  
No 1, Harrington Road, Chetpet,  
Chennai - 600 031, India.

Telephone : +91 44 4608 3100  
Fax : +91 44 4608 3199

## **Auditors' Report on annual financial results of Amrutanjan Health Care Limited pursuant to Regulation 33 of SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of **Amrutanjan Health Care Limited**

We have audited the annual financial results of **Amrutanjan Health Care Limited** ('the Company') for the year ended 31 March 2019 ('financial results'), attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that figures for last the quarter ended 31 March 2019 and the corresponding quarter ended in the previous year as reported in these annual financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These annual financial results have been prepared on the basis of the annual financial statements and reviewed financial results up to the end of the third quarter of respective financial year, which is the responsibility of the Company's Management. Our responsibility is to express an opinion on these annual financial results based on our audit of the annual financial statements which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the annual financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by Management. We believe that our audit provides a reasonable basis for our opinion.

In our opinion and to the best of our information and according to the explanations given to us these financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (ii) give a true and fair view of the net profit, other comprehensive income and other financial information for the year ended 31 March 2019.

for **BSR & Co. LLP**

Chartered Accountants

Firm's registration no: 101248W/W-100022

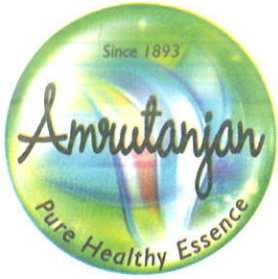
**K Raghuram**

Partner

Membership no. 211171

Place: Chennai

Date: 23 May 2019



May 23, 2019

<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: Declaration on Auditor's Report along with unmodified opinion under Regulation 33(3) (d) of SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015.**

We Mr. S Sambhu Prasad, Chairman and Managing Director and Mr. N. Swaminathan Chief Financial Officer of the Company "**Amrutanjan Health care Limited**" (CIN: L24231TN1936PLC000017) ,hereby declare in terms of above said regulations as amended by SEBI (Listing Obligation and Disclosure Requirements) Amendment Regulations 2016 vide /notification no SEBI/LAD-NRO/GN/2016-1 dated May 25, 2016 and circular no CIR/CFD/CMD/56/2016, dated May 27, 2016, the Statutory Auditors of the Company M/s. B S R & Co. LLP Chartered Accountants (ICAI FRN:101248W/W-100022) have issued an Audit report with unmodified opinion on Audited Financial Results of the Company for the quarter and year ended March 31 2019.

Kindly request to take this declaration on record.

Thanking you

Yours faithfully

For **Amrutanjan Health Care Limited**

**(S.Sambhu Prasad)**  
Chairman and Managing Director

**(N. Swaminathan)**  
Chief Financial Officer.



# Amrutanjan Health Care Limited

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## Investor Presentation

– Quarter & Year Ended 31<sup>st</sup> March 2019

Date: 23<sup>rd</sup> May 2019

# Contents



**a. 2018-19 Performance**

**b. Q4 2018-19 Performance**

**c. Concern Areas & Actions**



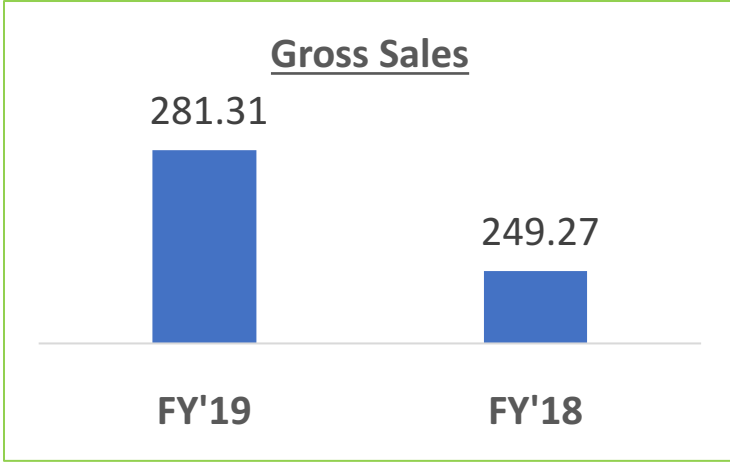


## 2018-19 Performance

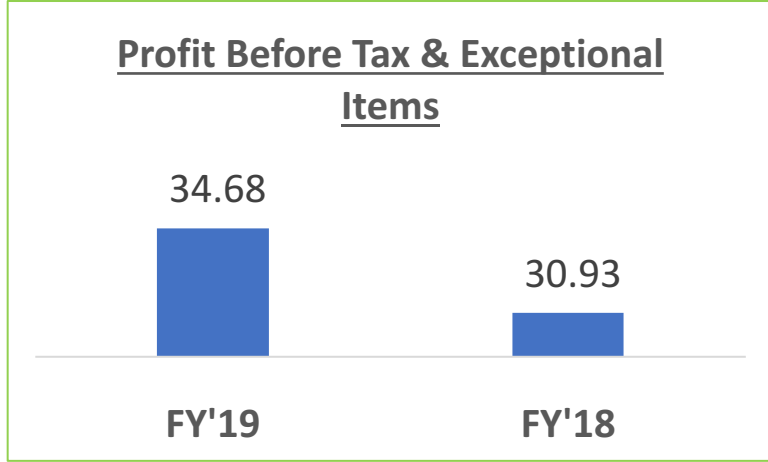


# Financials

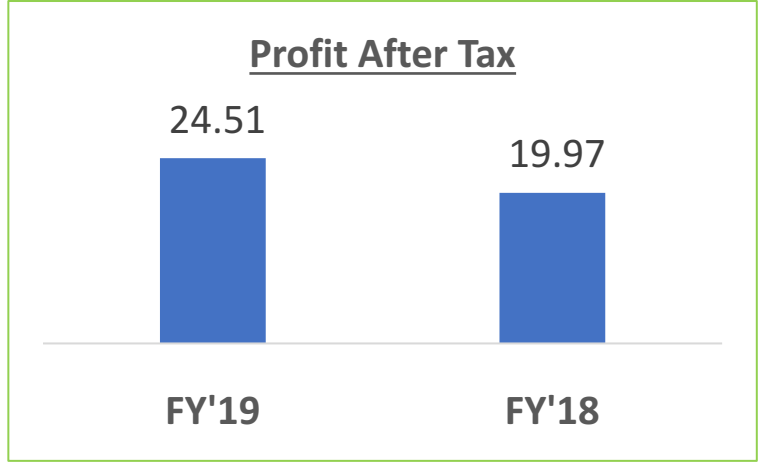
(Rs. in Crores)



Growth: 12.85%



Growth: 12.12%



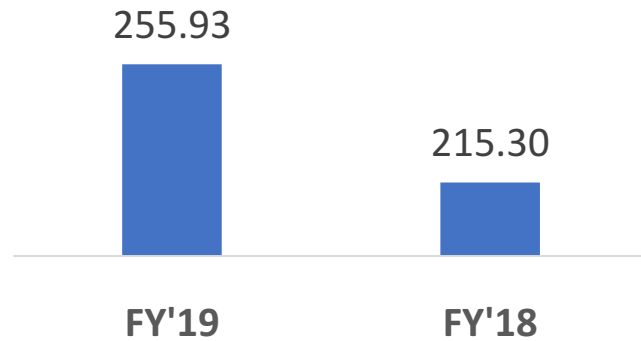
Growth: 22.73%

Note: Profit Before Tax & Exceptional items and Profit After Tax includes Profit / Loss from discontinued operations

# Financials – OTC Division

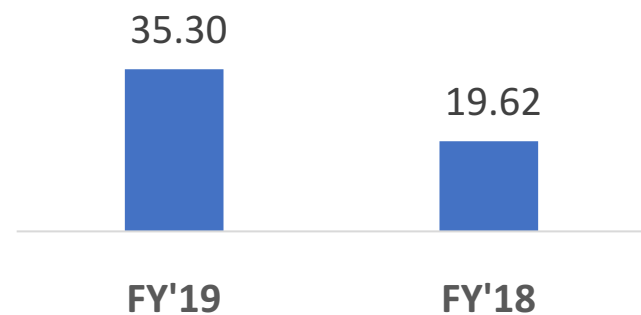
(Rs. in Crores)

## Gross Sales - OTC



Growth: 18.87%

## Gross Sales - Comfy



Growth: 79.92%

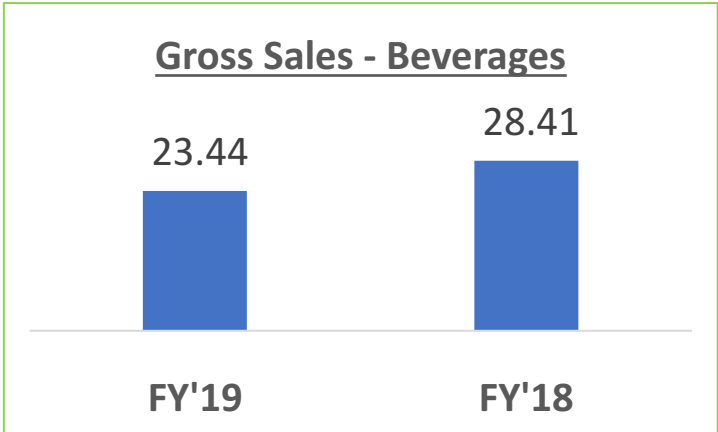
## Costs:

- There has been a 4.09% drop in gross margin for the year 2018-19 due to rise in commodity prices, compared to 2017-18
- Menthol costs have risen to highest levels this year
- Impact on account of raw material & packing material price increase for the year 2018-19 is Rs.13.49 cr

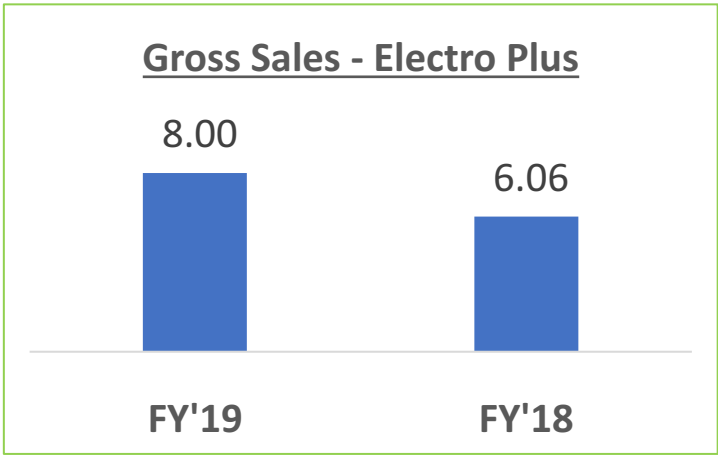


# Financials – Beverage Division

(Rs. in Crores)



Growth: -17.49%



Growth: 32.01%

Costs:

- The margin is affected due to increase in advertisement costs
- Advertisement spends have been increased from Rs.1.93 cr (2017-18) to Rs.3.29 cr (2018-19)
- Business is continuing to be healthier with complete cash collected for Fruitnik

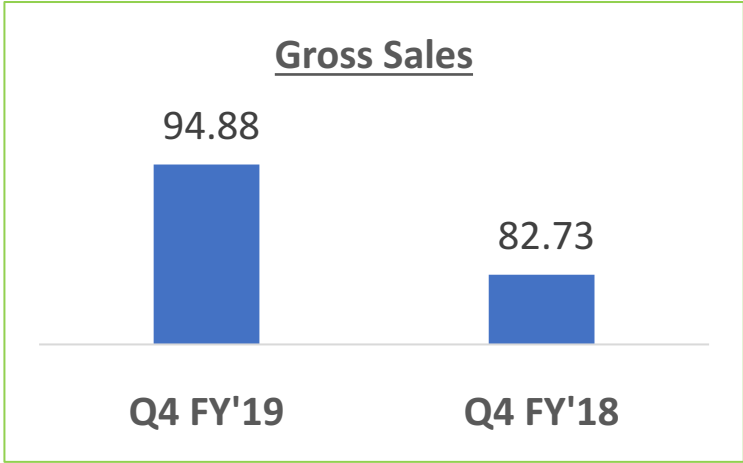


## Q4 2018-19 Performance

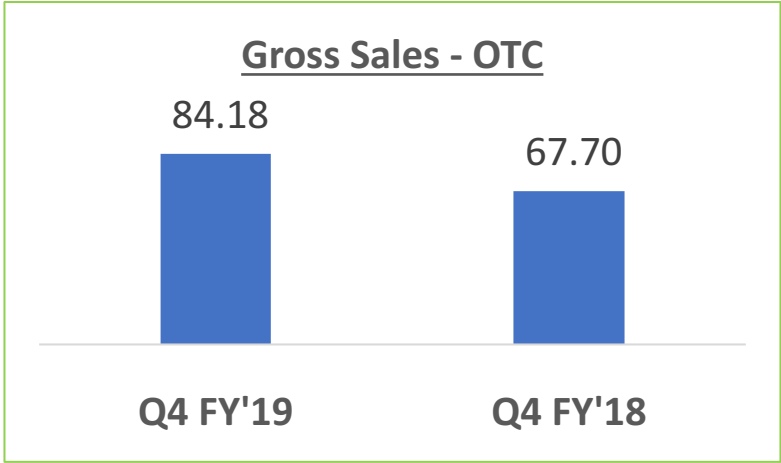


# Financials - Q4 2018-19

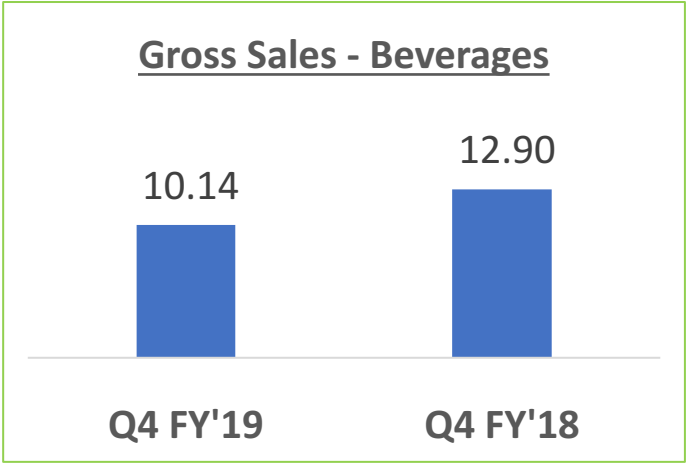
(Rs. in Crores)



Growth: 14.69%



Growth: 24.33%



Growth: -21.39%





## **Concern Areas & Actions**



## Concern Areas:

- Raw Material & Packing Material prices has increased to the highest level
- Sanitary Napkin – Comfy:
  - GST Input tax credits became costs, which is affecting the margin of this business
  - Input costs increased due to Rupee depreciation against US Dollar

## Action taken for cost control:

- Logistics costs start reducing due to induction of additional service providers & optimizing the usage

