



AHCL/ SE/ 29 /2018-19

August 9, 2018

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: Outcome of the Board Meeting

In terms of Regulation 30, 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (SEBI LODR), we wish to inform that the Board of Directors of the Company at its meeting held today (**August 9, 2018**) had inter-alia approved the Un-audited Financial Results for the quarter ended June 30, 2018. The same along with the Limited Review Report issued by M/s. B S R & Co. LLP, Statutory Auditors of the Company is enclosed;

The Board Meeting commenced at 11.00 A.M. and concluded at 17.00 P.M. Request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For **Amrutanjan Health Care Limited**

(M Srinivasan)

Company Secretary & Compliance Officer



Encl:

1. Un-audited Standalone Financials Results for the quarter ended June 30, 2018
2. Limited Review Report
3. Press Release (Highlights)

AMRUTANJAN HEALTH CARE LIMITED

CIN No : L24231TN1936PLC000017

Regd Office: No. 103 (Old No. 42-45), Luz Church Road

Mylapore, Chennai - 600 004

Statement of Unaudited Financial Results for the quarter ended June 30, 2018

(Rs. in Lakhs)

Particulars	Quarter ended			Year ended
	June 30, 2018 (Unaudited)	March 31, 2018 (Audited - refer note 3)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
Continuing operations				
Income from operations				
I Revenue from operations	3,576.84	7,467.97	3,169.57	22,471.40
II Other income	132.01	57.29	128.37	572.82
III Total income (I + II)	3,708.85	7,525.26	3,297.94	23,044.22
IV Expenses				
(a) Cost of materials consumed	1,743.37	2,361.12	1,276.84	7,352.96
(b) Purchases of stock-in-trade	485.22	857.38	611.63	2,306.41
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(430.16)	120.96	(355.00)	13.94
(d) Employee benefits expense	803.73	1,045.43	791.75	3,385.34
(e) Advertisement and selling expenditure	612.65	1,049.55	328.89	3,414.46
(f) Depreciation and amortisation expense	71.85	92.23	58.44	290.59
(g) Finance costs	1.79	2.74	6.20	12.68
(h) Other expenses including excise duty	624.85	955.90	733.44	3,158.96
Total expenses (IV)	3,913.30	6,485.31	3,452.19	19,935.34
V (Loss) / Profit before tax and exceptional items	(204.45)	1,039.95	(154.25)	3,108.88
VI Exceptional item (refer note 6)	-	-	-	186.68
VII (Loss) / Profit before tax	(204.45)	1,039.95	(154.25)	3,295.56
VIII Tax (benefit) / expenses	(64.36)	541.17	(13.41)	1,290.64
IX (Loss) / Profit after tax from continuing operations	(140.09)	498.78	(140.84)	2,004.92
X Discontinued operations				
(Loss) / Profit before tax from discontinuing operations	(13.53)	72.11	(9.81)	(16.18)
Tax (benefit) / expenses	-	(0.72)	0.40	(8.56)
XI (Loss) / Profit after tax from discontinuing operations	(13.53)	72.83	(10.21)	(7.62)
XII (Loss) / Profit for the period (IX + XI)	(153.62)	571.61	(151.05)	1,997.30
XIII Other comprehensive income				
(a) Re-measurement gain / (losses) on defined benefit plans, net of taxes	9.32	(10.46)	-	(25.46)
Total other comprehensive income for the period	9.32	(10.46)	-	(25.46)
XIV Total comprehensive income for the period (XII + XIII)	(144.30)	561.15	(151.05)	1,971.84
Paid-up equity share capital (Face value Re. 1/- each)	292.31	292.31	292.31	292.31
Earnings per equity share for continuing operations				
Basic and diluted earnings per share (refer note - 4)	(0.48)	1.71	(0.48)	6.86
Earnings per equity share for discontinuing operations				
Basic and diluted earnings per share (refer note - 4)	(0.05)	0.25	(0.03)	(0.03)
Earnings per equity share for total operations				
Basic and diluted earnings per share (refer note - 4)	(0.53)	1.96	(0.51)	6.83
<i>See accompanying notes to financial results</i>				



Notes:

1. The unaudited financial results for the quarter ended June 30, 2018 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 meeting held on August 09, 2018. The above results have been subjected to limited review by the statutory auditor of the Company. The report of the statutory auditors are unqualified.
2. 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.
3. The figures for the quarter ended March 31, 2018 are the balancing figures between audited figures in respect of the previous full financial year and published unaudited year to date figures up to the third quarter of the relevant previous financial year, which were subjected to limited review.
4. The share holders of the Company have 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 April 16, 2018. The earnings per share information in the financial results reflect the effect of sub-division for each of the periods presented. Earnings per share for the quarters are not annualised.
5. Revenues pertaining to period commencing from July 01, 2017 is net of Goods and Services Tax ('GST'). However, revenues for the quarter ended June 30, 2017 are inclusive of excise duty and hence the revenues presented in these periods are not comparable.
6. Exceptional item represents profit on sale of land and building during the previous year ended March 31, 2018.
7. 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
		June 30, 2018 (Unaudited)	March 31, 2018 (Audited - refer note 3)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1	Segment revenue				
a	OTC Products	2,812.69	6,180.20	2,291.94	19,509.47
b	Beverages	728.41	1,227.59	789.72	2,651.82
c	Others	35.74	60.18	87.91	310.11
	Total	3,576.84	7,467.97	3,169.57	22,471.40
2	Segment results				
a	OTC Products	6.27	1,075.27	(165.35)	3,347.44
b	Beverages	(295.43)	(52.33)	(90.91)	(537.50)
c	Others	(33.12)	(22.45)	7.71	(20.94)
	Total	(322.28)	1,000.49	(248.55)	2,789.00
	Less :				
i)	Finance costs	1.79	2.74	6.44	12.67
ii)	Other unallocable income net of unallocable expenditure	(119.62)	(42.20)	(100.74)	(332.55)
iii)	Exceptional items	-	-	-	(186.68)
	(Loss) / Profit before tax	(204.45)	1,039.95	(154.25)	3,295.56
3	Segment assets				
a	OTC Products	10,377.62	11,222.57	9,520.06	11,222.57
b	Beverages	1,768.96	1,874.12	1,531.89	1,874.12
c	Others	26.47	27.77	30.09	27.77
d	Unallocated assets	3,899.42	3,473.13	2,831.49	3,473.13
	Total	16,072.47	16,597.59	13,913.53	16,597.59
4	Segment liabilities				
a	OTC Products	1,617.70	2,585.06	1,467.25	2,585.06
b	Beverages	1,176.16	837.02	743.73	837.02
c	Others	102.05	144.46	368.38	144.46
d	Unallocated liabilities	454.94	165.14	-	165.14
	Total	3,350.85	3,731.68	2,579.36	3,731.68
	Total capital employed in the Company	12,721.62	12,865.91	11,334.17	12,865.91

8. During the previous year, the Company has 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
		June 30, 2018 (Unaudited)	March 31, 2018 (Audited - refer note 3)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
I	Total revenue	16.91	131.61	34.60	228.07
II	Total expenses	30.44	59.50	44.41	244.25
III	(Loss) / Profit before tax (I - II)	(13.53)	72.11	(9.81)	(16.18)
IV	Tax benefit	-	0.72	(0.40)	8.56
V	(Loss) / Profit from discontinuing operations (III + IV)	(13.53)	72.83	(10.21)	(7.62)



Date: August 09, 2018
 Place: Chennai

For Amrutanjan Health Care Limited

S Sambhu Prasad
 Chairman & Managing Director

B S R & Co. LLP

Chartered Accountants

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Limited Review Report

To

Board of Directors

Amrutanjan Health Care Limited

We have reviewed the accompanying statement of Unaudited Financial Results ("Statement") of **Amrutanjan Health Care Limited** ("the Company") for the quarter ended June 30, 2018 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI circular dated July 5, 2016 (collectively referred to as "LODR"). Attention is drawn to the fact that the figures for the quarter ended March 31, 2018 as reported in the Statement are the balancing figures between audited figures in respect of the full previous financial year and the published unaudited year to date figures upto the end of the third quarter of the previous financial year. Also, the figures up to the end of the third quarter of the respective previous financial year had only been reviewed and not subjected to audit.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly we do not express an audit opinion.

Corresponding figures for the quarter ended June 30, 2017 included in the Statement were reviewed by the predecessor auditor of the Company who expressed an unmodified opinion dated August 14, 2017. Our conclusion is not modified in respect of this matter.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement for the quarter ended June 30, 2018 prepared in accordance with applicable accounting standards i.e. Indian Accounting Standards ('Ind AS') prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of LODR including the manner in which it is to be disclosed or that it contains any material misstatement.

for **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022



K Raghuram

Partner

Membership No: 211171

Place: Chennai

Date: August 09, 2018



Recognition

Trusted Brand

GOLD Award from Reader's Digest

Amrutanjan Health Care Limited has received the "GOLD Award from Reader's Digest and ranked No. 1 under Pain relief ointments class in the Health and Personal Care Category"

Source: Reader's digest - June 2018

Financial Highlights - Q1 2018-19

- Gross sales of the Company is at 39.33 cr for Q1 2018-19 against 33.91 cr for Q1 2017-18 (Growth – 15.99%)
- Gross sales of the Company is at 39.15 cr for Q1 2018-19 against 33.58 cr for Q1 2017-18 (Growth – 16.60%) (Excluding Discontinued business - Pharmaessence)
- Profit Before Tax is at (2.18) cr for Q1 2018-19 against (1.64) cr for Q1 2017-18
- Profit after Tax is at (1.54) cr for Q1 2018-19 against (1.51) cr for Q1 2017-18
- Total comprehensive income for Q1 2018-19 is (1.44) cr against (1.51) cr for Q1 2017-18
- Focus is to control overheads to compensate the margin pressure.



OTC Division

- Gross sales of OTC is at 30.78 cr for Q1 2018-19 against 24.38 for Q1 2017-18 (Growth – 26.26%)
- Sanitary Napkin – COMFY sales has grown from 3.44 cr (Q1 2017-18) to 5.17 cr (Q1 2018-19)
- There has been a 3.86% drop in gross margin for Q1 2018-19 mainly due to rise in raw material price & product mix
- Impact on account of raw material price increase for YTD June'18 is 1.95 cr
- Comfy continues to do well and has grown 50.20% for YTD June'18 when compared same period last year

Beverages

- Gross sales is at 8.02 cr for Q1 2018-19 against 8.34 cr for Q1 2017-18
- Electro⁺ sales for Q1 2018-19 is at 1.71 cr against 1.58 cr for Q1 2017-18
- Raw Material prices has come down when compared to previous year for this division
- The margin is affected mainly on account of increase in advertisement expenditure
- Advertisement spends have been increased from 0.24 cr to 2.79 cr
- Business is continuing to be healthier with complete cash collected against sales.

APMC

- The Revenue from Amrutanjan Pain Management Centre (APMC) for the period Q1 2018-19 is at 35.74 lakhs against 87.91 lakhs for Q1 2017-18

