AHCL/SE/37/2026-27 **November 3, 2026**

The National Stock Exchange of India Limited "Exchange Plaza", C-1, Block G Bandra-Kurla Complex, Bandra (E) Mumbai 400 051 ISIN: INE098F01031	**BSE Limited** Department of Corporate Services 1st Floor, P.J. Towers, Dalal Street, Mumbai 400 001
Symbol: AMRUTANJAN	**Scrip Code: 590006**

Dear Sir/ Madam,

Sub: Investor Presentation for the quarter ended September 30, 2026

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 half year ended 30th September 2026.

Request you to take the above on record.

For **Amrutanjan Health Care Limited**

GAGAN PREET SINGH

Digitally signed by GAGAN PREET SINGH
Date: 2026.11.03 23:34:42 +05'30'

(GAGAN PREET SINGH)
General Manager - Legal
Company Secretary & Compliance Officer

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CIN-L24231TN1936PLC000017

Amrutanjan Health Care Limited

Focused Execution Stronger Momentum



INVESTOR PRESENTATION

Quarter & Half Year Ended 30th September 2026

Date: 3rd November 2026

Contents

a. Business Update
   1. Segment Performance
   2. Operations

b. Financials
   1. Q2 FY27 Performance
   2. H1 FY27 Performance

c. Management Commentary

Business Update

Sustainable growth in our core business while expanding into strategic categories

H1 FY26-27		Q2 FY26-27		Outlets
₹249.3 Cr	13.0%	₹141.6 Cr	15.3%	1.1 Mn*
Net Sales	Growth YOY	Net Sales	Growth YOY	

*Outlets covered as per IQVIA MAT Sep26



Balanced growth across our portfolio underscores structural resilience of our brands

	Pain Management	Women's Hygiene	Congestion Management	Rehydration
H1	₹141.9 Cr 6.1% Growth over LY	₹80.3 Cr 20.5% Growth over LY	₹6.2 Cr 0.5% Growth over LY	₹12.3 Cr 1% Growth over LY
Q2	₹87.6 Cr 13.5% Growth over LY	₹43.4 Cr 20.4% Growth over LY	₹3.9 Cr -3.7% Growth over LY	₹3.5Cr -21.4% Growth over LY



Pain Management



Women's Hygiene



Congestion Management



Rehydration

Head and Body Roll-On driving growth for Pain Management



Head Roll On ↑ **27%**



Body Roll On ↑ **19%**



Large Packs ↑ **13%**



Our strategic focus on increasing market penetration continues to drive consistent, high growth in the Women's Hygiene category



Regular Pads ↑ **7%**



Dry XL Pads ↑ **43%**



Value Packs ↑ **32%**



Congestion Management is mirroring broader FMCG health care trends



Cough Drops ↑ **14%**



Cold Rub Large Packs ↑ **25%**



Electro+ ORS addressing rehydration needs of new consumer segments



ORS Orange ↑ **6.2X**



ORS Apple ↑ **94%**



Strategic Pillars – Update in H1 FY26-27

Strategic Pillars	Update
Portfolio: Strengthen Power brands and expand into adjacencies	Launched new variants in Pain Management like Cool Balm, Hero Balm
Brand Building: Bring in new consumers	Continued investments across all media platforms for all power brands
Reach and Availability: Expand into West and North, Grocers and Quick Commerce	Focused approach in expanding to new towns, villages and placement of relevant SKUs across channel types
Operational Excellence: Improve operating leverage by enhancing process capabilities across organization	Creation of infrastructure and working towards automation of processes in all possible areas
People and Skills- Retain. Grow. Attract	Work on succession planning, career development, competency assessment

Addressing needs of new consumer segments with Cool Balm and driving penetration through Hero Balm

INITIATIVES | New Product Launch

Cool Balm

No Burning No Irritation Cooling Sensation Balm

Hero Balm

Small pack to increase penetration

Initial acceptance among the retailers and consumers is encouraging for both the products







Induce trials, create awareness and consideration for existing and new products in the pain management category across 11 States, 32 towns, 4+ Lakhs consumers

INITIATIVES | Marketing









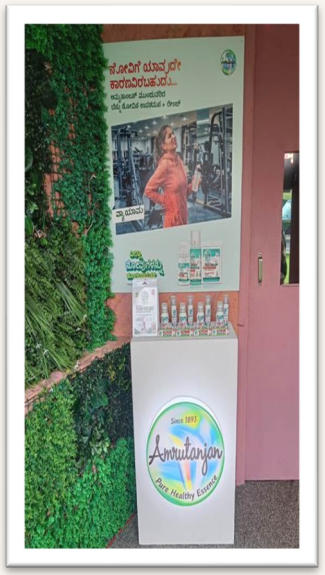


Associating with high impact properties to drive awareness and consideration for brand Amrutanjan

INITIATIVES | Marketing

Sponsor Big Boss Kannada





KBC Association

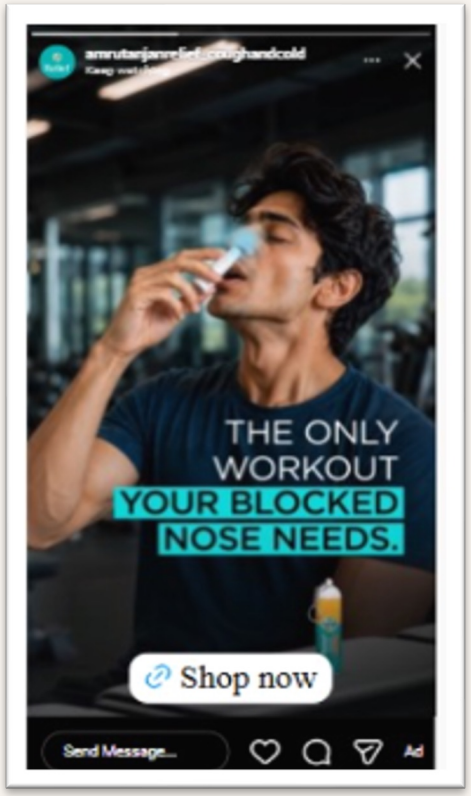


Drove awareness for brand Relief through investments in Digital and in shop activities

INITIATIVES | Marketing



Digital Media Campaign





Educating school girls about menstrual hygiene across 5 states reaching 2.5 + lakh students

INITIATIVES | Marketing





Continued high investments in TV and Digital media coupled with on-ground activities for brand Comfy

INITIATIVES | Marketing





Enerlyte restores electrolytes lost during daily work, marathons, and sporting events, impacting over 1 lakh consumers

INITIATIVES | Marketing









Educate consumers on the need for electrolytes through Digital and on ground initiatives

INITIATIVES | Marketing

Digital Media Campaign







Sales and Distribution Initiatives in H1 FY26-27

Sales Infrastructure (Stockiest Network)

Increased by 7%



Productive Calls

Increased by 9%



Total Outlets Coverage

Increased by 19%



Total Lines Sold

Increased by 19%



Effective Outlet Coverage

Increased by 5%



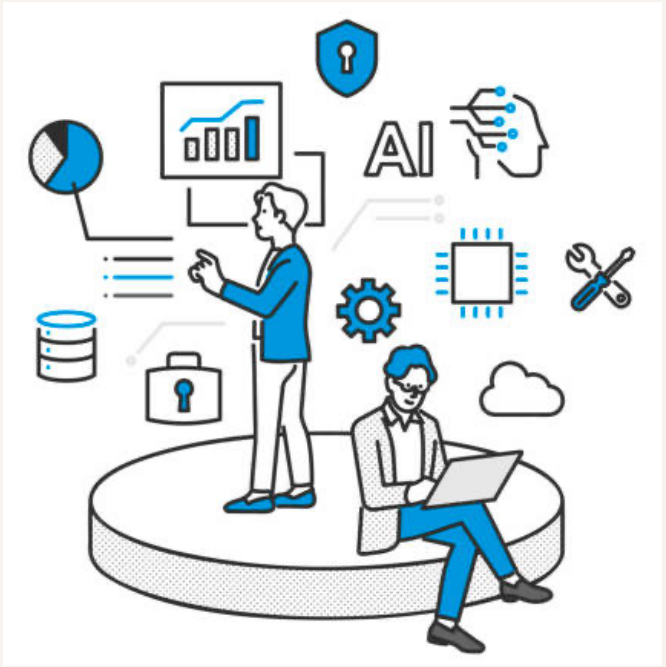
Information Technology: Digitization for Efficiency Improvement

SAP initiatives

SAP implementation for new Comfy plant completed

Sales Digitization

Distributor Management System (DMS), SAP Payroll Implementation in progress



Human Resource: Enhancing Capabilities and Competence

New Labour Code & PF Notification

Salary restructuring and PF changes completed as per new wage code and PF notification

Training

Sales /Product training for all our field and Mid level managerial employees

Competence Assessments

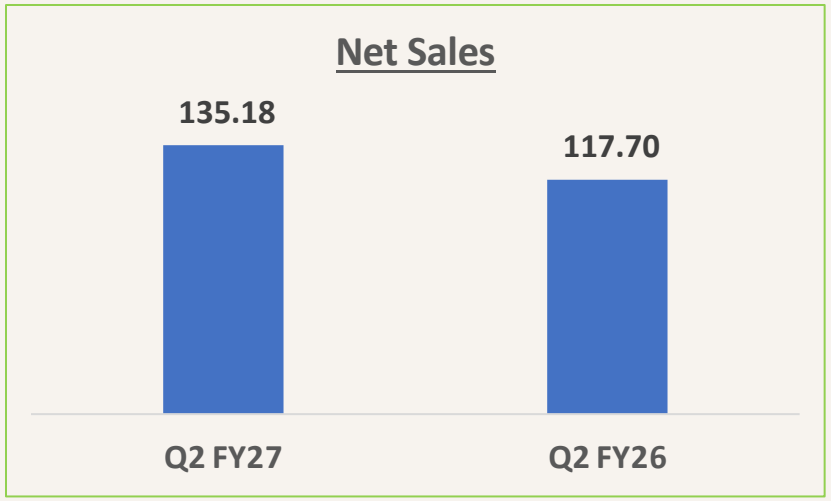
Competency Assessments and career development activities initiated



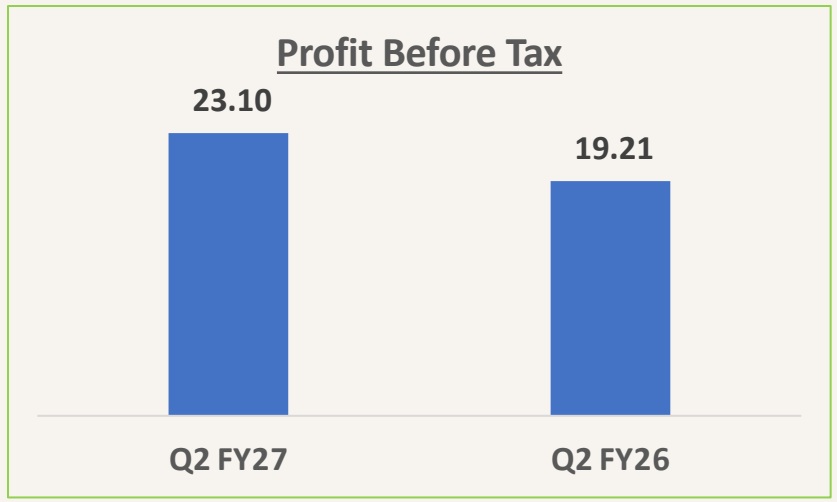
Financials

Financials – Q2 FY27

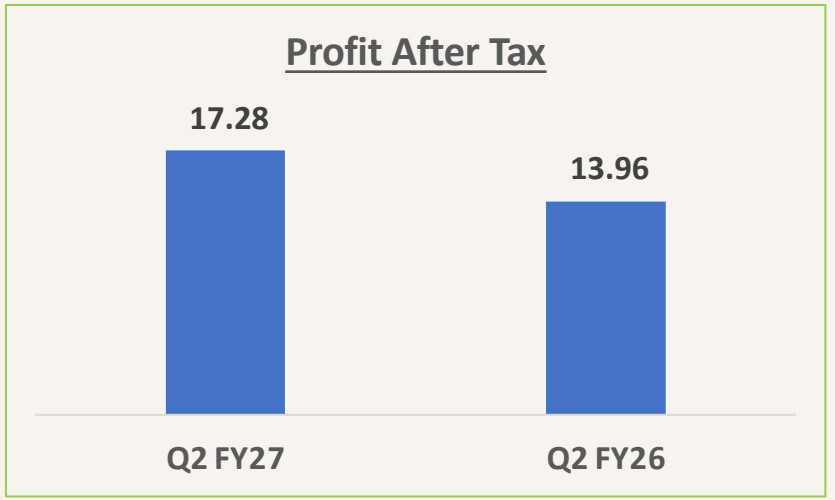
(Rs. in Crores)



Growth: 14.85%



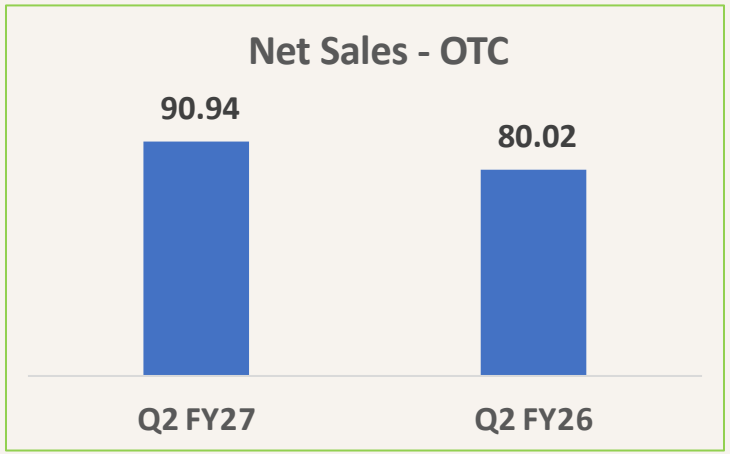
Growth: 20.25%



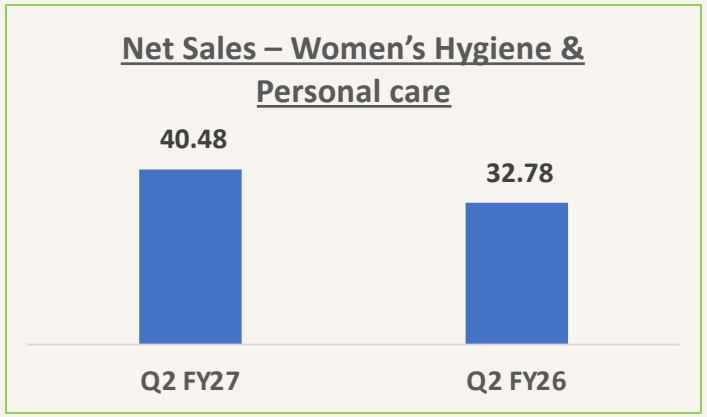
Growth: 23.78%

Segment results – Q2 FY27

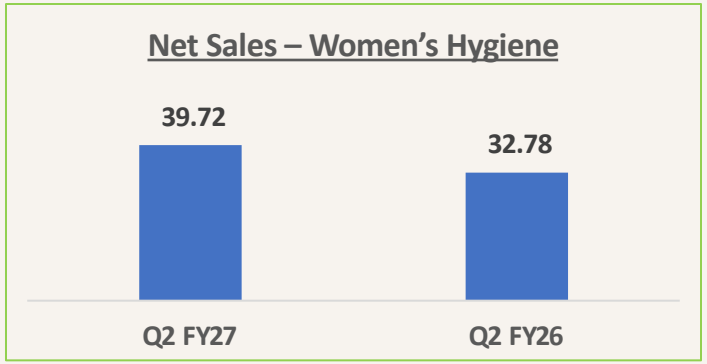
(Rs. in Crores)



Growth: 13.65%



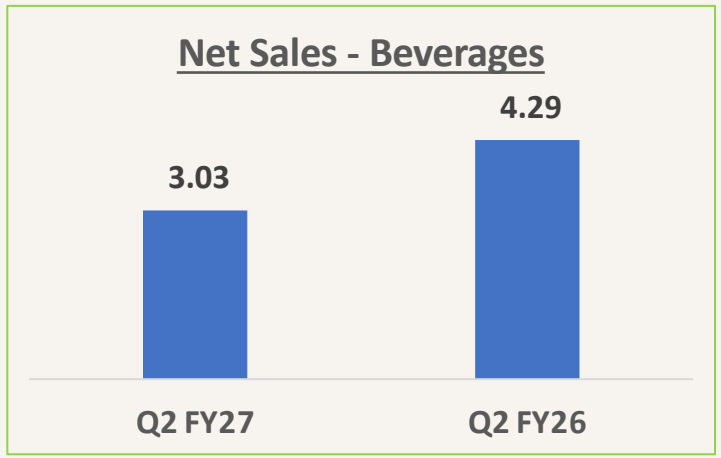
Growth: 23.49%

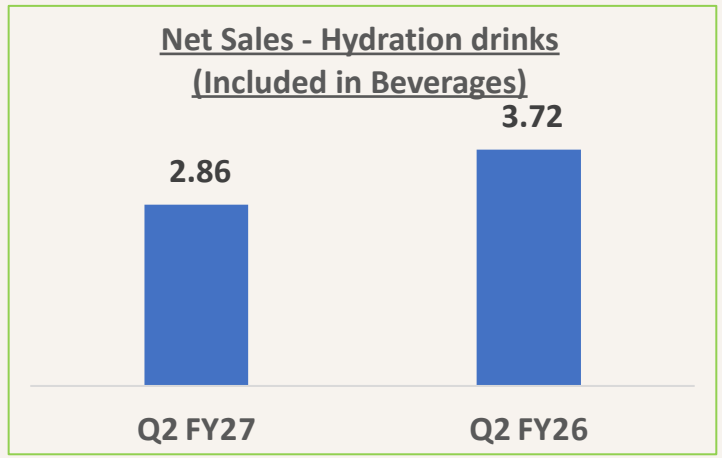


Growth: 21.17%

Segment results – Q2 FY27

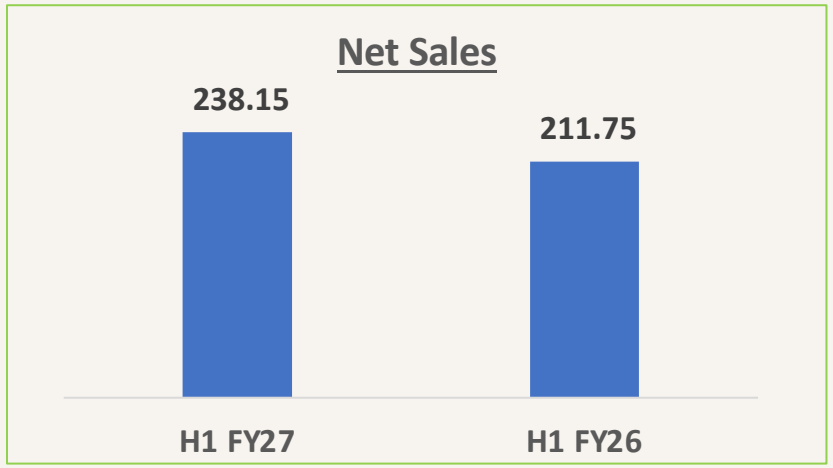
(Rs. in Crores)



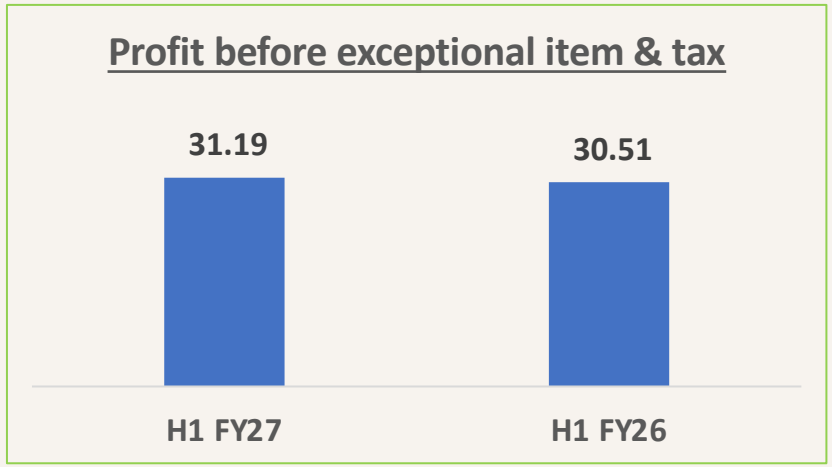


Financials – H1 FY27

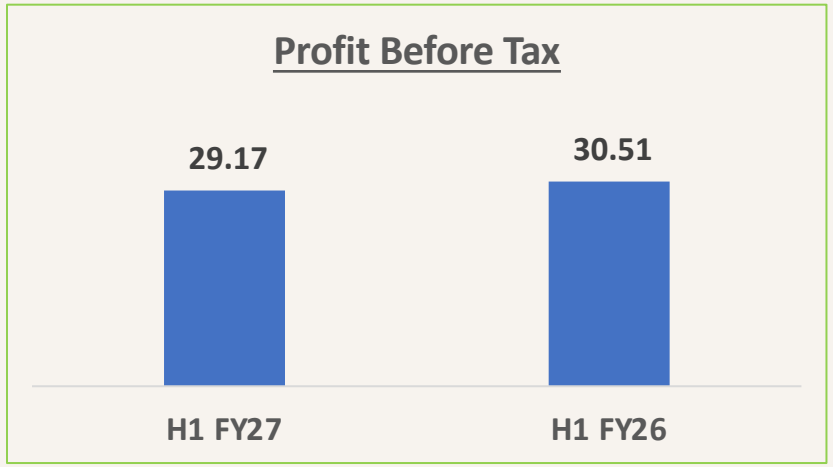
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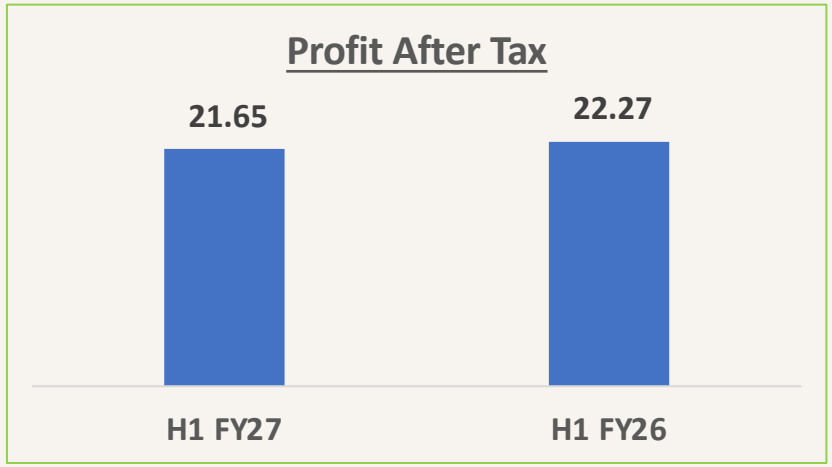


Growth: 12.47%



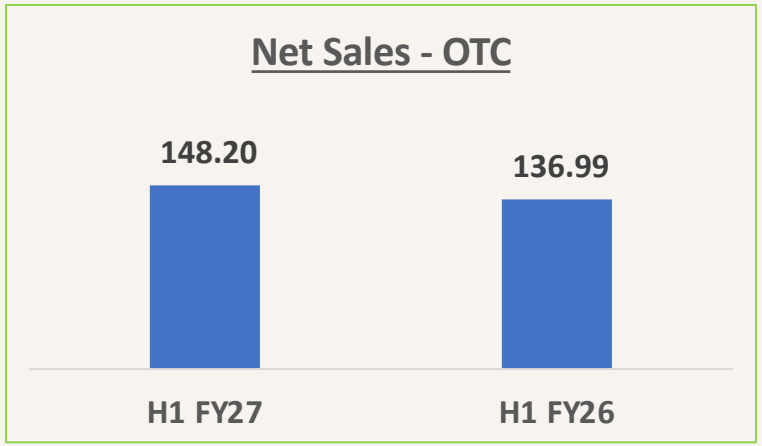
Growth: 2.23%



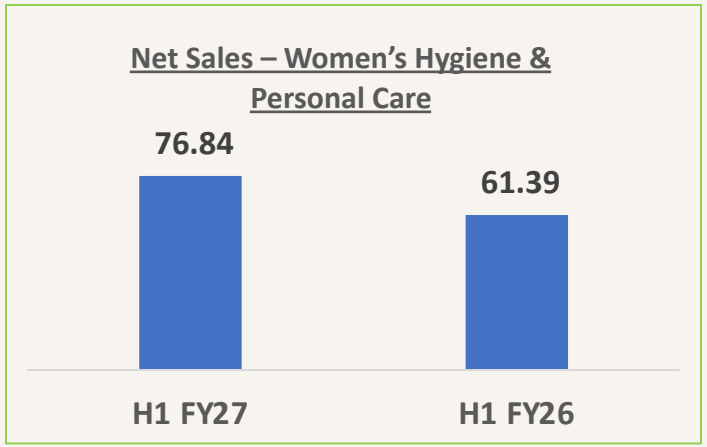


Segment results – H1 FY27

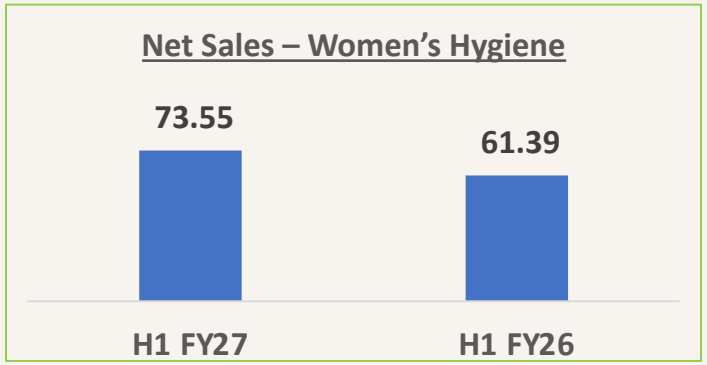
(Rs. in Crores)



Growth: 8.18%



Growth: 25.17%



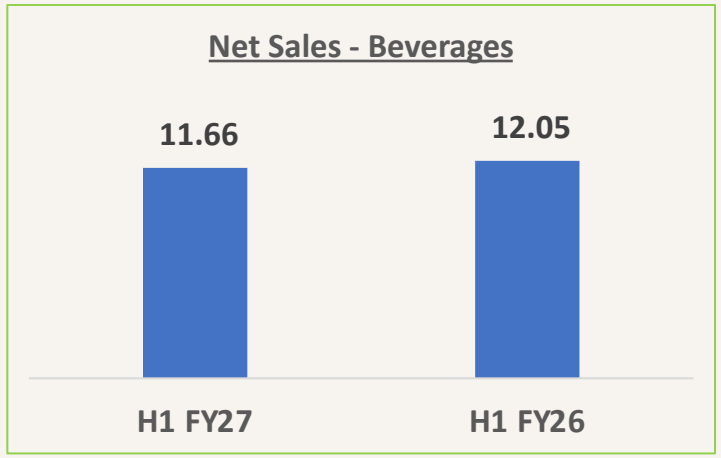
Growth: 19.81%

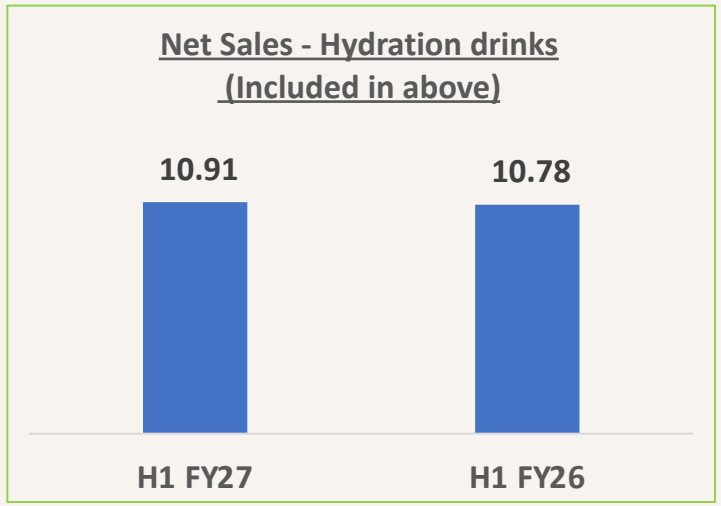
Notes:

- Majority of Raw material & Packing material prices are higher than H1 FY26. Menthol Crystal price is higher than H1 FY26.
- Advertisement spend for H1 FY27 is at Rs. 12.76 Cr against Rs. 10.63 Cr for H1 FY26. Advertisement spend for Comfy is at Rs. 5.54 Cr for H1 FY27 against Rs. 2.71 Cr for H1 FY26.

Segment results – H1 FY27

(Rs. in Crores)





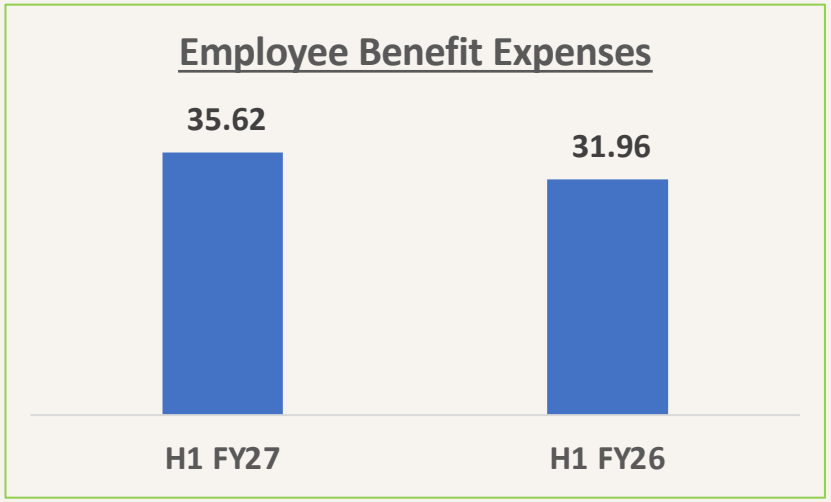
Growth: 1.21%

- Raw material and Packing material prices are higher than H1 FY26.
- Advertisement spend for H1 FY27 is at Rs. 0.56 Cr against Rs. 2.36 Cr for H1 FY26.

Expenses – H1 FY27

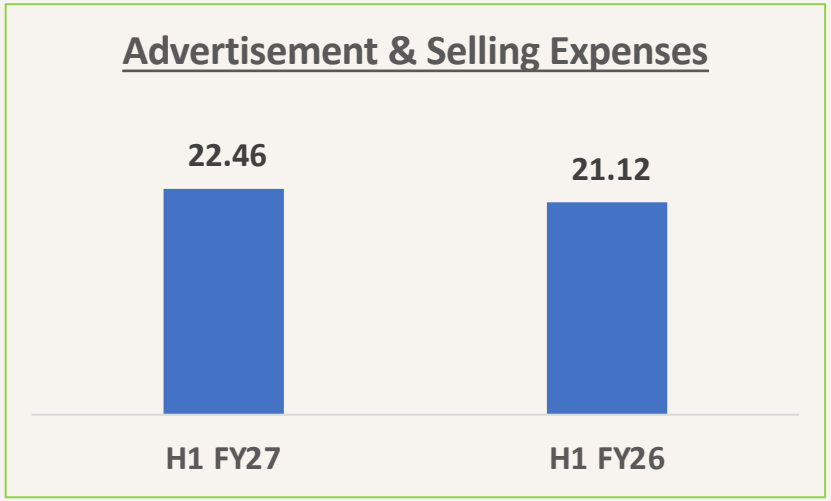
(Rs. in Crores)

Employee Benefit Expenses



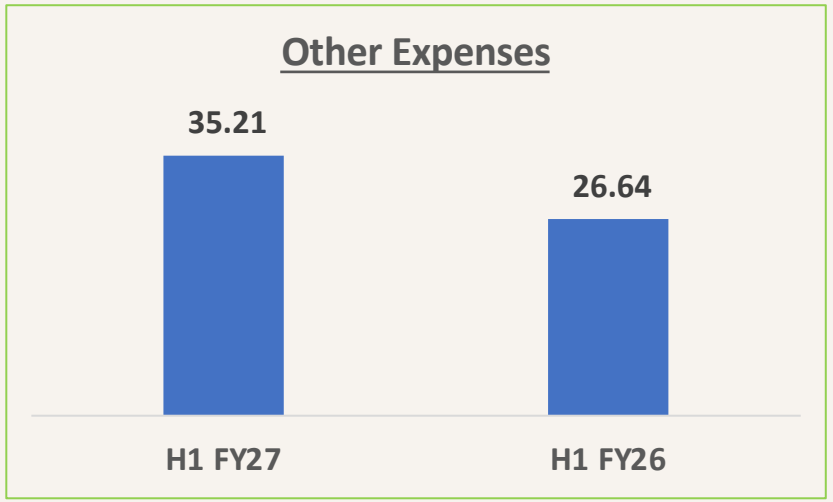
Increase : 11.45%

Advertisement & Selling Expenses



Increase : 6.34%

Other Expenses



Increase : 32.17%

Management Commentary

Management Commentary

This quarter can be summed as a return to growth with brand Amrutanjan (pain management) posting high single digit revenue increase combined with sustained momentum from brand Comfy (Sanitary Napkins) category. Our operating margins expanded by 200 basis points in Quarter 2 in spite of inflationary pressures on COGS from the war on Iran. The margin erosion in quarter 1 was largely made up as a result of efficient operating leverage in Q2. The fixed asset created to produce Sanitary Napkins also became fully operational in Q2 with peak Gross Margins reaching the targeted levels of 50% (September month). The average Gross Margin in Q2 is at 41% vs 30-32% historical averages.

The Rubs and Balms category continues to show negative growth at the consumer level due to high base effect of comparable previous quarters but the rate of fall has come down in Q2 vs Q1.
Brand Comfy remains to be the fastest growing sanitary pad in the economy segment and having reached a house hold penetration of 1.4 cr homes.(sources: Nielsen and Kantar)

Outlook:
We are guiding revenue growth in the 12-15% range for the year. We have witnessed above average price inflation in packaging materials due to war on Iran with plastic prices reaching 1.5x last year levels. We also see pulp prices(for sanitary pads) go up by 20% as well.

While price increases have mitigated the prices to a large extent, the Gross Margin at enterprise level is projected to drop by 200 basis points for the year. Our goal is to sustain the operating profit margin of 12% which was achieved last year.


Since 1893
Amrutanjan
Pure Healthy Essence