AHCL/SE/25/2026-27 August 12, 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 30th June 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 ended 30th June 2026.

Request you to take the above on record.

For **Amrutanjan Health Care Limited**

GAGAN PREET SINGH

Digitally signed by GAGAN PREET SINGH
Date: 2026.08.12 20:32:20 +05'30'

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

Amrutanjan Health Care Limited

Investor Presentation

Quarter Ended 30th June 2026

Date: 11th August 2026

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Business Update

AHCL Power Brands

(Gross Sales Nos.)

Brand Amrutanjan

Pain Management: 57.0 Crs

Brand Relief

Congestion: 2.3 Crs

Brand Comfy

Women's Hygiene: 36.9 Crs

Brand Enerlyte/ Electro+

Rehydration: 9.3 Crs

Q1 FY 26-27: Women's Hygiene witnessed double digit growth along with growth in Congestion and Rehydration (Gross Sales Growth)

Pain Management

Brand Amrutanjan

Growth Q1 FY 26-27

Overall Pain Category	▼	-9%
Head ache	▼	-10%
Body ache	▼	-9%

Congestion

Brand Relief

Growth Q1 FY 26-27

Relief Range	▲	2%

Women's Hygiene

Brand Comfy

Growth Q1 FY 26-27

Overall Comfy	▲	21%

Rehydration

Brand Electro+/ Enerlyte

Growth Q1 FY 26-27

Electro+/ Enerlyte	▲	7%

Segment Performance: Pain Management and Congestion

Head ache (Brand Amrutanjan)

Q1 FY 26-27: Performance of SKUs

Small SKU (1ml)	**20%**
Head Roll On	**1%**
8ml	-23%

Body ache (Brand Amrutanjan)

Q1 FY 26-27: Performance of SKUs:

Maha Strong	-21%
Back Pain Roll On	**0%**

Congestion (Brand Relief)

Gross Sales Growth Drivers (Q1 FY 26-27):

Relief Rubs	**50%**
Relief Mint	**20%**
Relief Cough Syrup	**5%**

Segment Performance: Women's Hygiene and Rehydration

Women's Hygiene (Brand Comfy)

Gross Sales Growth Drivers (Q1 FY 26-27):

Comfy XL Variant	▲ **43%**
Value Pack (18 Units Pack)	▲ **24%**

Increase in Comfy's Contribution to Overall AHCL: 33% in Q1 FY 26-27 Vs. 29% YA

Rehydration (Electro+ & Enerlyte)

Gross Sales Growth Drivers (Q1 FY 26-27):

Electro+ (Tetra)	▲ **4X VS LY**

New Launches Performance

New Launches Contribution to Overall AHCL

- In line with the strategic objectives, AHCL entered into new categories, that complements the existing portfolio. Across categories, the following brands were launched in Q4 FY 26 – Women's Razors, Men's Razors, Antiseptic Plaster, Ortho Pain Oil, Nasal Spray
- The new launches has good acceptance among the retailers and consumers with significant repeat orders
- This was witnessed in the contribution to the overall AHCL Sales

Smoothe Men's Razors

Comfy Women's Razors Range

Amrutanjan Plastry

Razors and Plastry Contributed to 4% of the Total AHCL Sales in Q1 FY 26-27

Sanitary Napkins Manufacturing Facility

Sanitary Napkins Factory

- AHCL has commissioned its new Greenfield Sanitary Napkin Manufacturing Facility in Telangana
- Commissioned recently, the ₹150 crore investment marks a major milestone in the company's manufacturing journey and strengthens its commitment to delivering high-quality feminine hygiene products under the Comfy brand
- Spread across 10 acres with a 1.4 lakh sq. ft. built-up area, the facility is Amrutanjan's fifth manufacturing plant
- Designed as a state-of-the-art manufacturing facility, the plant features two fully automated high-speed production lines from Japan among India's fastest sanitary napkin manufacturing facilities
- This investment reflects Amrutanjan Healthcare Limited's vision of building future-ready manufacturing capabilities enabling "Make in India" initiative

Operations Update – Sales and Distribution

Distribution

Sales

In line with AHCL's strategic priorities, several execution enhancement initiatives were implemented to improve operational effectiveness. These Interventions resulted in positive momentum across key sales metrics during Q1 FY 26-27.

Sales Infrastructure (Stockist Network)
Increased by 7%

Total Outlets Coverage
Increased by 17%

Effective Outlet Coverage
Increased by 8%

Productive Calls
Increased by 9%

Total Lines Sold
Increased by 20%

Operations Update – HR

HR Initiatives

Labour Codes Salary Restructuring

- Completed the salary restructuring in line with new wage code

Digitisation Projects

- HR had completed the modules through our HRMS, VIBE (Social media platform and digitized R & R Module)

Training

- Sales /Product training for all our field employees (CSEs, ISRs and ABMs). Also new self paced online trainings initiated for mid level managers

Financials

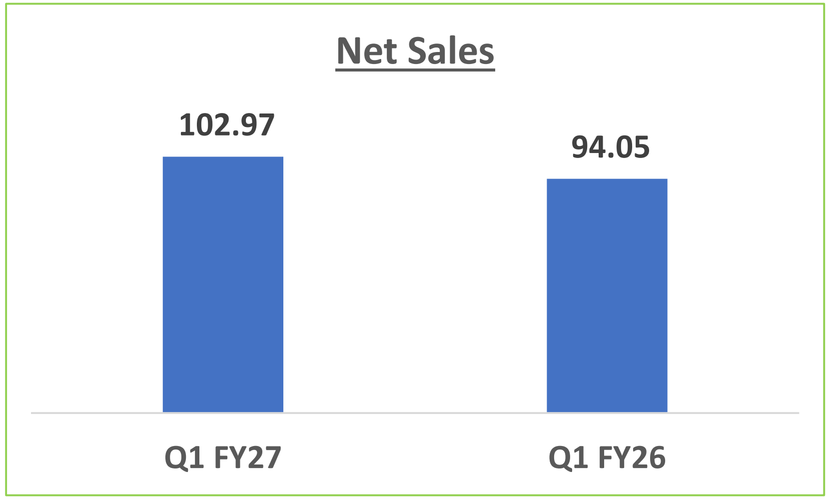
Note on Exceptional Item

Exceptional item:

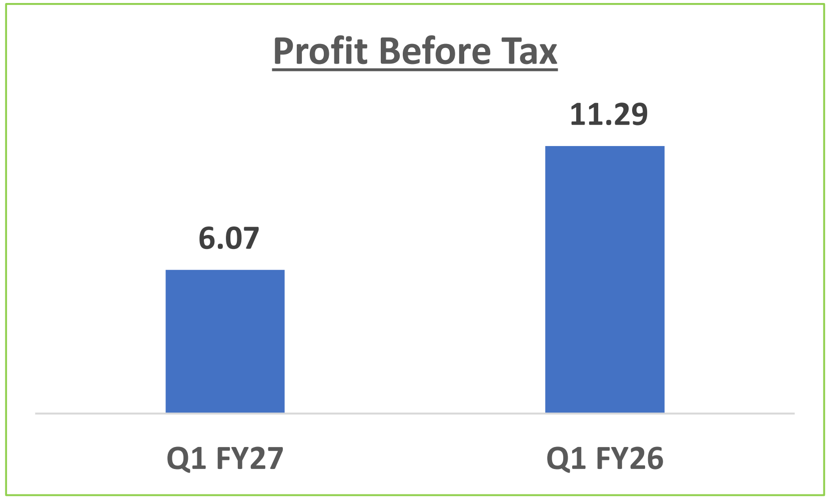
- During the financial year 2005-06, the Government of Tamil Nadu retrospectively revised the lease rent for a leasehold land, effective from November 2001, by determining fair rent under Section 34A of the Tamil Nadu Hindu Religious and Charitable Endowments Act, 1959. Pursuant to this revision, a demand notice was issued to the Company. Accordingly, the Company had filed a Writ Petition before the High Court of Judicature, Madras challenging the fair rent determination, contending that the revision was exorbitant and not legally tenable. On 25 September 2025, the High Court of Judicature, Madras dismissed the petition and upheld the rent fixed by the Fair Rent Committee constituted by the Government of Tamil Nadu. Based on the advice from the external consultant, the Company filed an appeal on 9 December 2025 before the Division Bench of the High Court of Judicature, Madras and the appeal was dismissed on 16 March 2026. Accordingly the Company has created a provision for INR 760.50 lakhs in the previous year. In July 2026 the Company has received the demand notice for INR 974.67 lakhs with arrears. The same has been paid by the Company on 1 August 2026 & hence the additional required provision for **INR 202.75** lakhs has been created in this quarter. This is an one time impact as the possession of land was already handed over to the Government of Tamil Nadu in May 2018. The impact has been presented under "Exceptional Item“

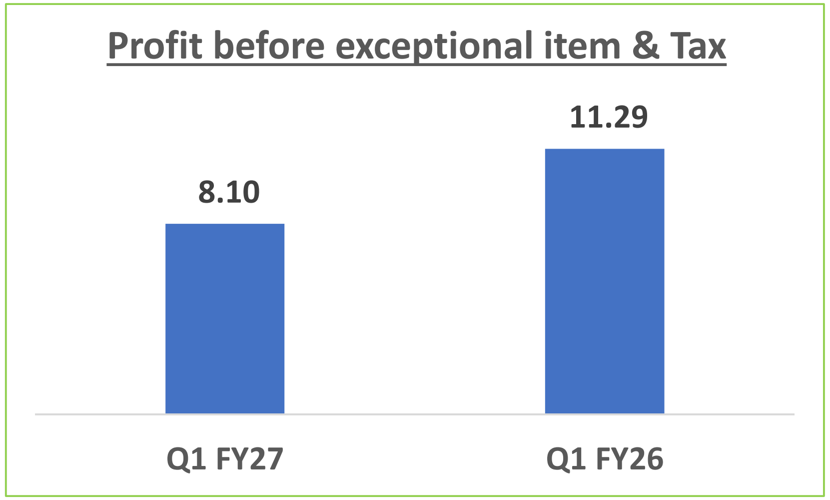
Financials – Q1 FY27

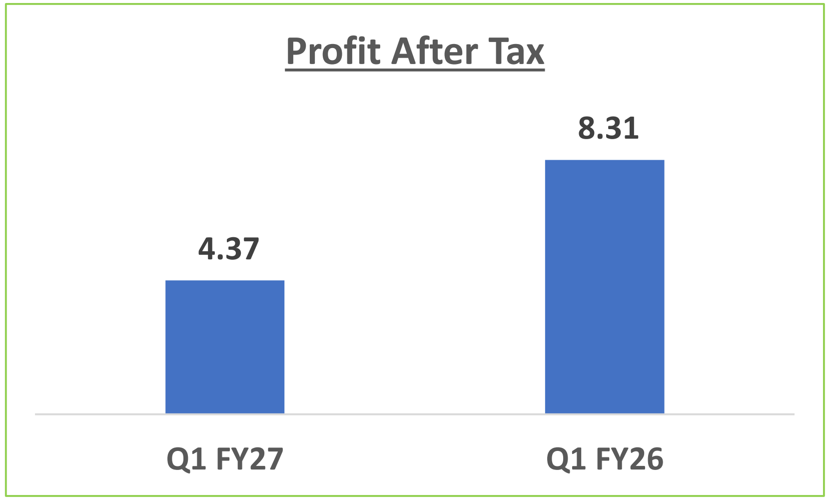
(Rs. in Crores)



Growth: 9.48%



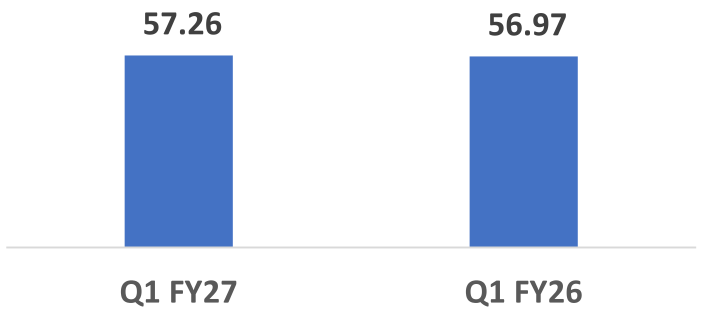




Segment results – Q1 FY27

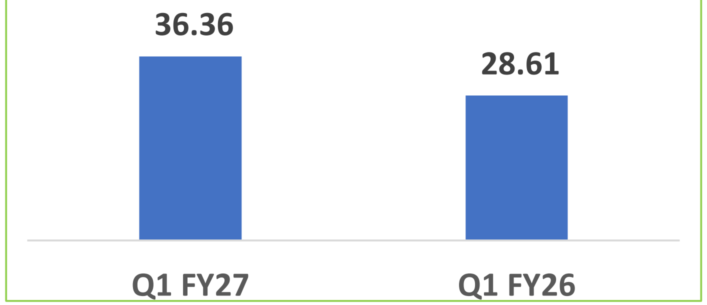
(Rs. in Crores)

Net Sales - OTC Products



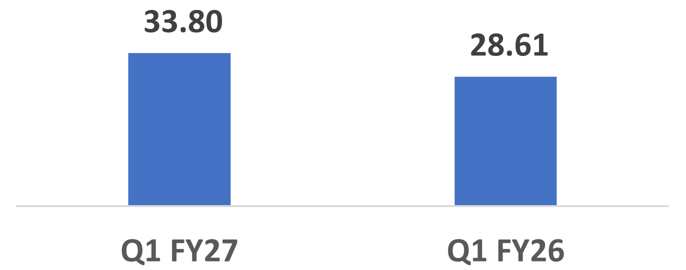
Growth: 0.51%

Net Sales – Women's Hygiene & Personal Care



Growth: 27.09%

Net Sales - Comfy

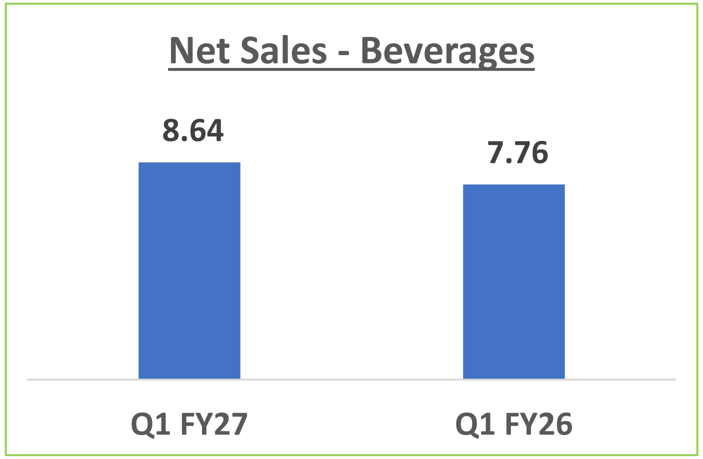


Growth: 18.14%

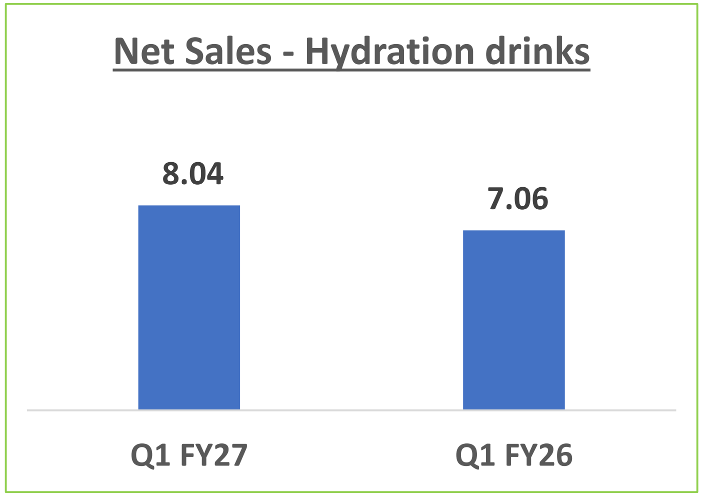
Notes:

- Majority of Raw material & Packing material prices are higher than Q1 FY26. Menthol Crystal price is lower than Q1 FY26.
- Advertisement spend for Q1 FY27 is at Rs. 3.03 Cr against Rs. 1.59 Cr for Q1 FY26. Advertisement spend for Comfy is at Rs. 2.14 Cr for Q1 FY27 against Rs. 0.48 Cr for Q1 FY26.

Segment results – Q1 FY27
(Rs. in Crores)



Growth: 11.34%

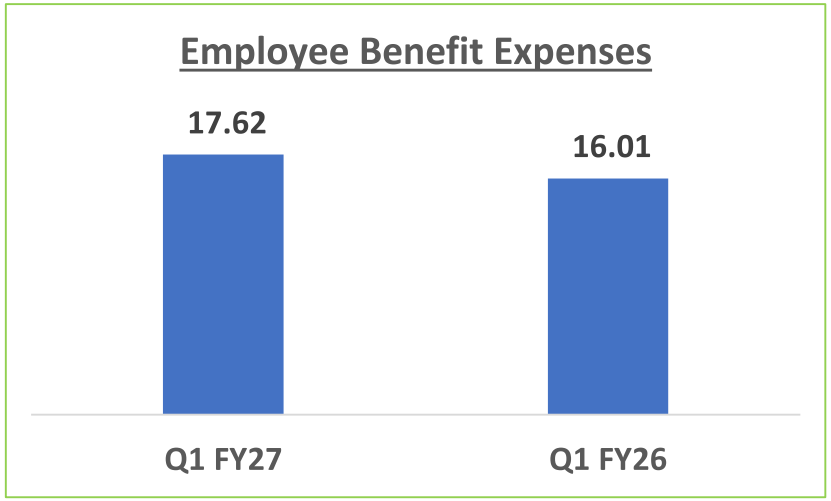


Growth: 13.88%

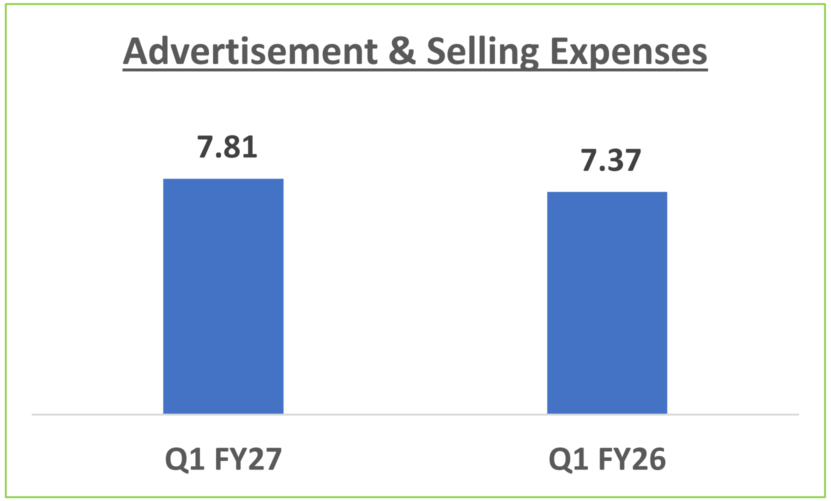
- Raw material prices are marginally lower than Q1 FY26 and Packing material prices are higher than Q1 FY26.

- Advertisement spend for Q1 FY27 is at Rs. 0.33 Cr against Rs. 2.08 Cr for Q1 FY26.

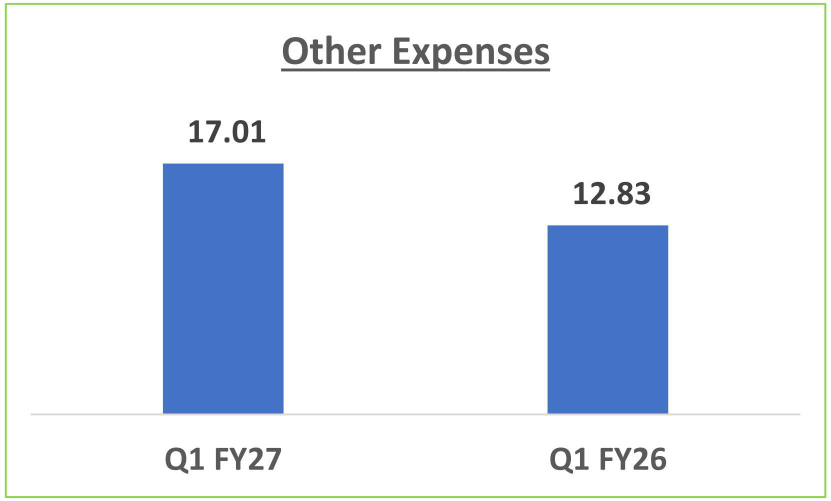
Expenses – Q1 FY27
(Rs. in Crores)



Increase : 10.06%



Increase : 5.97%



Increase : 32.58%

Management Commentary

Management Commentary

A. As investors know, 65% of company revenue is contributed from the Pain Management category. When this slows down it has an impact on overall performance

Performance of pain management category-

Per IQVIA data, the volume growth of the category in Q1 was -3.4% over same period last year.

The category had grown by 6.6% in the Q1 Quarter of FY 26

Reasons for decline: The category growth started slowing down post GST implementation in q3 as retailers faced ambiguity in pricing of products and had reduced purchases. This is a retailer demand erosion that has continued into Q1.

There was also a high base effect from Q1 of FY 26 and for the first time we see value share of analgesic pills surpass rubs category. We are monitoring this closely to see if this trend holds.

B. Women's hygiene category continues to grow robustly with demand across town classes and the larger pads leading this growth.

C. Personal care portfolio-

The Comfy Close and Clean women's razor and Amrutanjan Smoothe Men's razor generated revenue of 3 cr in this quarter and have reached a distribution presence of 70k outlets. We are projecting annual revenues of 15 cr for these brands this year.

D. Beverage business

We have two brands representing the Electrolyte fortified drinks category. Electro+ WHO ORS and the juice based Enerlyte brand. The category as a whole continues to remain soft as it transitions to the new FSSAI regime that has levied restrictions on how Electrolyte drinks can be marketed. The beverage category posted a 11% growth in the period under review.

E. New launches

The Plastry line of Wound Care products were well received with revenue of 1.12 cr this quarter and projections for the year targeted at 10 cr

Management Commentary

Outlook:

Last year saw a robust growth in operating income. The year also saw multiple one time charges (lease rent matter, wage code, inventory loss due to FSSSAI issue)to P and L that would not continue into the new year(the lease rent matter is closed & the additional provision made in Q1 of Fy 27). The reduction in interest income(investment in new plant) will be offset by the reduction in one time charges to the P and L that will not continue into FY 27.

Our team's focus is to monetize the new Comfy Plant and ensure brand turns profitable for the year.

While there has been an impact to COGS due to the war in West Asia, the price increases we have taken will cover some of these inflationary pressures.

We are confident of revenue and operating profits to grow by double digits for the year.