



AHCL/SE/40/2025-26

February 4, 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 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 ended December 31, 2025

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 Nine months ended December 31, 2025.

Request you to take the above on record.

For **Amrutanjan Health Care Limited**

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



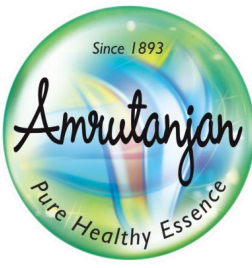
Amrutanjan Health Care Limited

Investor Presentation

Quarter & Period Ended 31st December 2025

Date: 3rd February 2026

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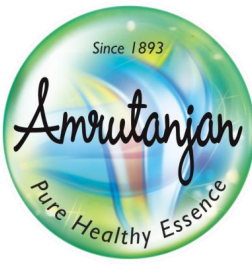
a. Business Update

- 1. Segment Performance**
- 2. Activities**
- 3. Operations**

b. Financials

- 1. Q3 FY26 Performance**
- 2. YTD Dec'25 Performance**

c. Management Commentary



Business Update

AHCL Power Brands

(Gross Sales Nos.)



Brand Amrutanjan



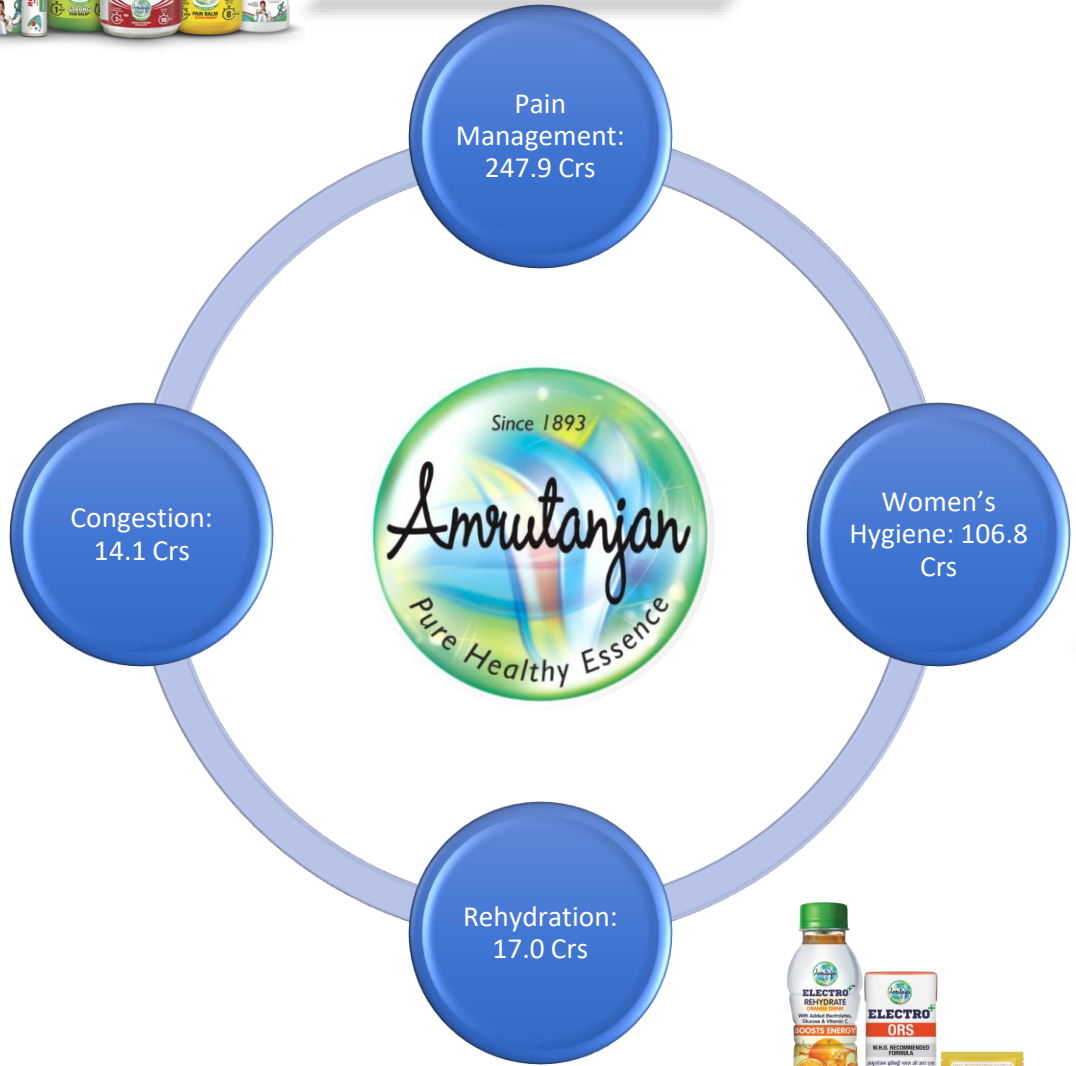
Brand Relief



Brand Comfy



Brand Electro+



YTD Dec FY '26: Pain Management (Gross Sales Growth) continued its growth momentum resulting in double digit growth



Pain Management



Brand Amrutanjan

Growth YTD Dec FY '26

Overall Pain Category	▲	12%
Head Category	▲	11%
Body Category	▲	18%

Congestion



Brand Relief

Growth YTD Dec FY '26

Relief Range	▲	8%
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Women's Hygiene



Brand Comfy

Growth YTD Dec FY '26

Overall Comfy	▲	17%
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Rehydration



Brand Electro+

Growth YTD Dec FY '26

Electro+	▼	-13%
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Segment Performance: Pain Management



Head Category (Brand Amrutanjan)

Gross Sales Growth Drivers (YTD Dec FY'26): All variants (Yellow Balm, White Balm and Head Roll On) contributed to the growth

Head Roll On	▲	27%
Big SKUs (27.5ml & 50ml)	▲	18%
8ml	▲	6%



Body Category (Brand Amrutanjan)

Gross Sales Growth Drivers (YTD Dec FY'26): Growth led by Back Pain Roll On (BPRO) and Maha Strong



BRPO	▲	22%
Maha Strong	▲	21%

Segment Performance: Congestion and Women's Hygiene



Congestion (Brand Relief)



Gross Sales Growth Drivers (YTD Dec FY'26):

Relief Rubs		27%
Relief Inhaler		19%



Women's Hygiene (Brand Comfy)

Gross Sales Growth Drivers (YTD Dec FY'26):

Comfy XL Variant		41%
Value Pack (18 Units Pack)		46%

Increase in XL Variant's contribution to Overall Comfy Sales: 37% in YTD Dec FY'26 Vs. 31% YA

Key Strategic Objectives

- Drive Penetration through:
 - Strengthening our presence in core markets
 - Investing and developing low contribution markets
- Grow the sales network thereby increasing the reach
- Expanding the product portfolio through building new categories, formats and brands



- Increased TV media spends with high impact properties
- Adopt digital media for specific brands to reach the relevant audience
- On-ground and In-shop visibility
- Trial generation activities
- Rural Van drive to reach lower town classes and villages



Comfy Night Pads

- In line with our plan to launch premium napkins, Comfy Slimfit XXL (Night pads) was launched in Q3 FY’26
- With increasing consumer demand, nights pads is a fast growing segment in the Sanitary napkins category
- The launch was supported with adequate in-shop activation



In-Shop Visibility Elements

Reaching the Last Mile Retailer: Van Initiative

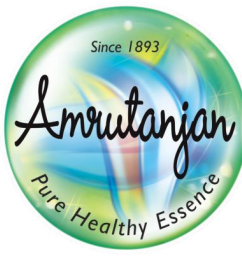


Rural Van Activity

- Objective: Expansion of the rural market coverage of AHCL and expanding Sub distributor coverage
- Markets Covered: Uttar Pradesh, Tamil Nadu, Maharashtra, Gujarat, Madhya Pradesh, Chhattisgarh, Jharkhand, Andhra Pradesh and Telangana



Marketing Interventions: Head and Body



TV Campaign and High Impact Properties

- AHCL continued with the high impact TV campaign in Q3 FY '26 as well. HSM media has started during this period with high impact properties
- **Objective of the Campaign:** Build awareness for the brands
- **Markets:** All the key States of Pain category



Kaun Banega Crorepati Association

Marketing Interventions: Head and Body



High Impact Properties: Bigg Boss

- **Objective:** Build awareness and Consideration
- **Markets:** Karnataka



Bigg Boss Kannada Association

In-Store Activities

- **Objective of the activity:** Build awareness and Consideration
- **Markets:** Across all key markets



In-Store Visibility

Consumer Engagement Activities: Head and Body



Sampling: On Ground Activity

Objective: To drive Awareness and Trial. The plan is to reach around 300K consumers across different segments. The touch points include high foot fall areas, corporates, pilgrimage and mandis

Markets: Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Maharashtra and Gujarat



Marketing Interventions: Women's Hygiene



TV Campaign

AHCL continued with the high impact TV campaign in Q3 FY '26 as well
Objective: To drive awareness for Comfy and its variants
Markets: Tamil Nadu, Karnataka, Kerala, West Bengal, Orissa, Uttar Pradesh and Bihar



Consumer Engagement: Sampling

Objective: To drive Awareness and Trial
Markets: The activity was done in schools in the states of Tamil Nadu, Andhra Pradesh, Telangana, Uttar Pradesh and Jharkhand. Around 250K school girls will be sampled through this activity



Operations Update – Sales and Distribution



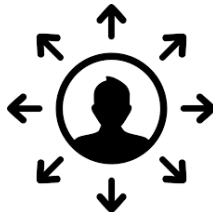
Distribution

Sales

In line with our strategic objectives, specific execution enhancement measures were undertaken to strengthen the operational efficiency. As a result, most key sales metrics recorded positive momentum during the quarter



**Sales Infrastructure
(Stockist Network)**
Increased by 6%



Manpower
Increased by 4%



**Effective Outlet
Coverage**
Increased by 10%



Productive Calls
Increased by 16%



Total Lines Sold
Increased by 73%



Closing Stock
Decreased by 13 days

HR Initiatives

Transitioning to the new Labour

Codes

- Restructuring the salary in line with the code on wage
- Review compliance requirement in line with the code
- Review the HR policies in line with the new labour code

Code of Conduct

- A code of conduct was updated by using a thematic technique for easy understanding and HR had conducted communication sessions covering all employees



Employee Engagement Surveys

- HR had launched employee engagement survey to assess the engagement levels. Gaps had been identified and overall action plan has been worked out

Training

- Sales /Product training for all our field employees (CSEs, ISRs and ABMs)



Financials

Explanatory Note on IND AS 115 Adjustments on Revenue:



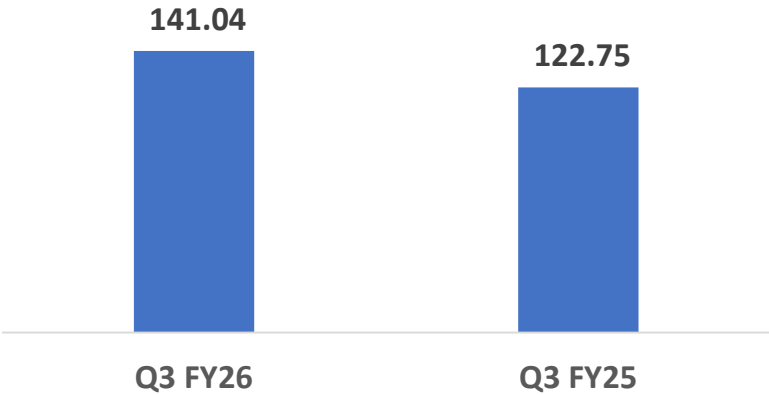
An entity shall account for consideration payable to a customer as a reduction of the transaction price and, therefore, of revenue. Consideration payable to a customer includes cash amounts that an entity pays, or expects to pay, and also includes credit or other items. The reduction towards variable consideration in our revenue under IND AS 115 represents stockist incentives, discounts, schemes and claims passed on to the customers.

Financials – Q3 FY26

(Rs. in Crores)

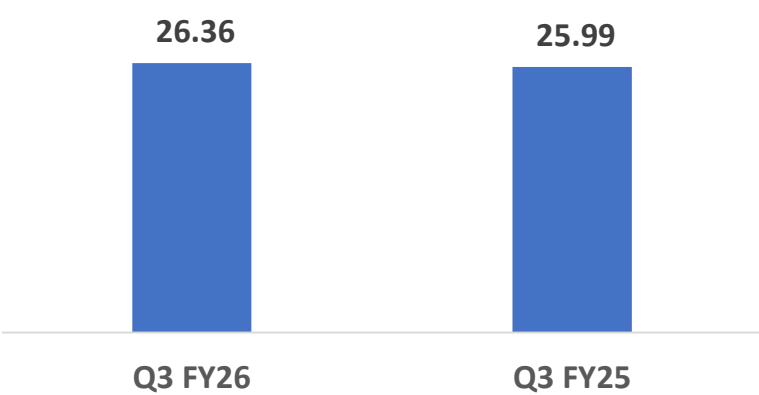


Net Sales



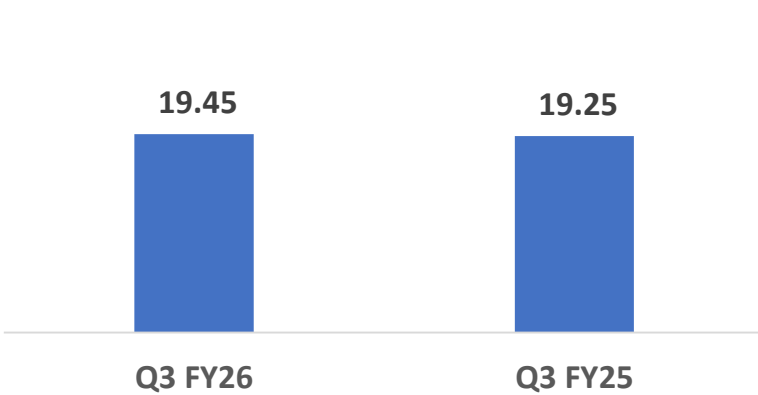
Growth: 14.90%

Profit Before Tax



Growth: 1.42%

Profit After Tax



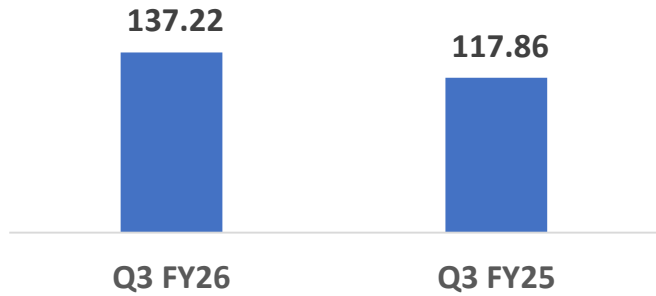
Growth: 1.04%

Particulars	Q3 FY26	Q3 FY25	Growth
Revenue from Operations	141.03	122.75	14.90%
Less : Other Operating Revenue	0.17	0.59	
Add : IND AS 115 adjustments	6.68	4.46	
Add : GST	5.15	11.28	
Gross Sales	152.69	137.89	10.73%

Financials – Q3 FY26

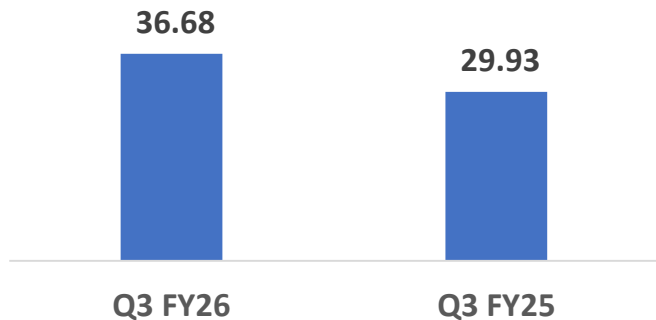
(Rs. in Crores)

Net Sales - OTC



Growth: 16.43%

Net Sales - Comfy (Included in above)



Growth: 22.55%

Gross Sales - OTC

Particulars	Q3 FY26	Q3 FY25	Growth
Revenue from Operations	137.22	117.86	16.43%
Less : Other Operating Revenue	0.16	0.59	
Add : IND AS 115 adjustments	6.30	3.92	
Add : GST	4.97	10.69	
Gross Sales	148.33	131.87	12.48%

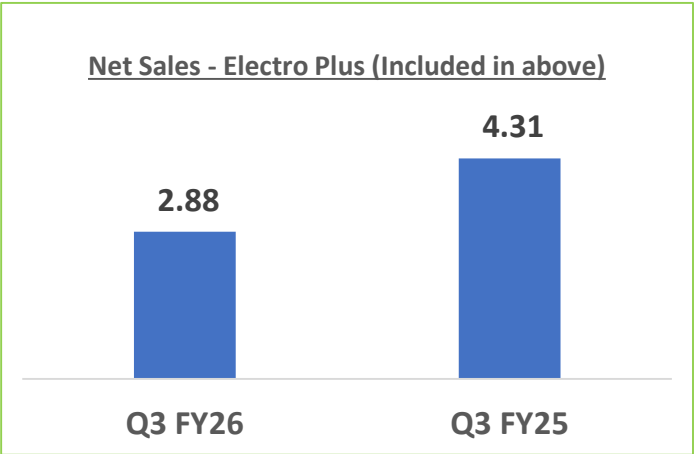
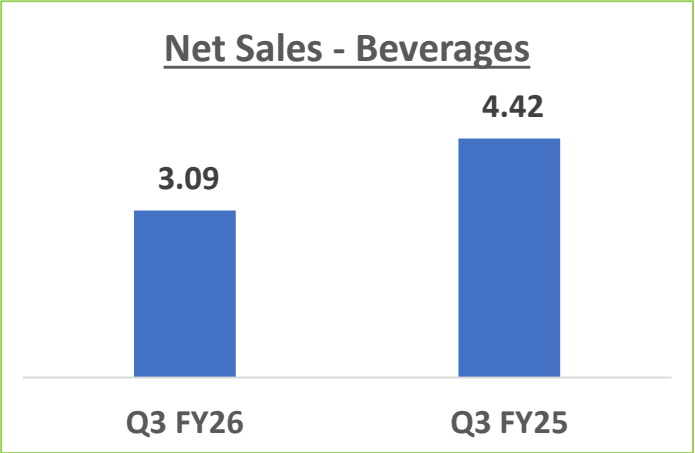
Gross Sales – Comfy (Included in above)

Particulars	Q3 FY26	Q3 FY25	Growth
Revenue from Operations	36.68	29.93	22.55%
Add : IND AS 115 adjustments *	3.54	0.68	
Gross Sales	40.22	30.61	31.39%

* Increase in current year is mainly on account of Quantity Purchase Scheme(QPS) was converted from Products to Credit note

Financials – Q3 FY26

(Rs. in Crores)



Gross Sales - Beverages

Particulars	Q3 FY26	Q3 FY25
Revenue from Operations	3.09	4.42
Less : Other Operating Revenue	0.01	0.01
Add : IND AS 115 adjustments	0.38	0.54
Add : GST	0.18	0.59
Gross Sales	3.64	5.54

Gross Sales – Electro Plus (Included in above)

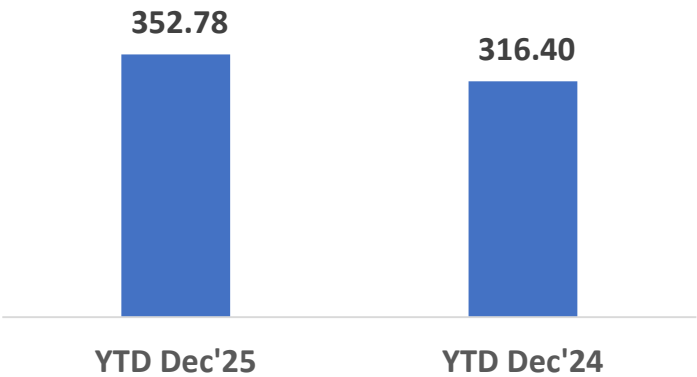
Particulars	Q3 FY26	Q3 FY25
Revenue from Operations	2.88	4.31
Add : IND AS 115 adjustments	0.38	0.54
Add : GST	0.19	0.58
Gross Sales	3.45	5.42

Financials – YTD Dec'25

(Rs. in Crores)

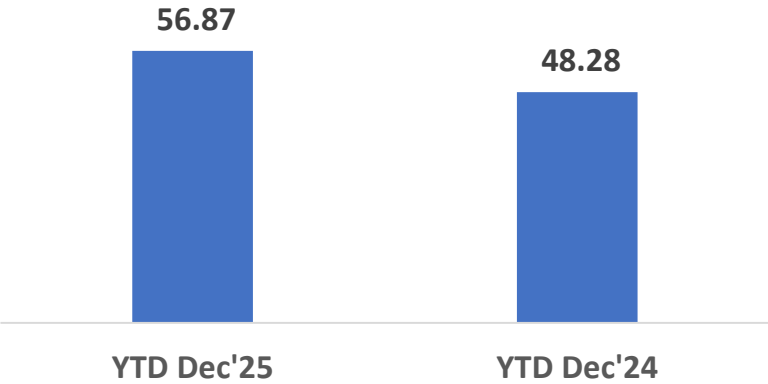


Net Sales



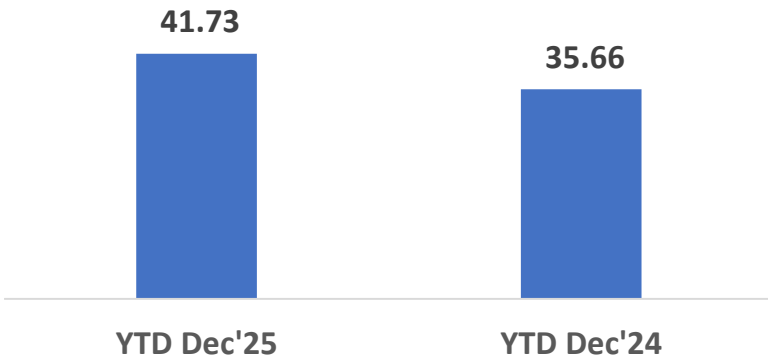
Growth: 11.50%

Profit Before Tax



Growth: 17.79%

Profit After Tax



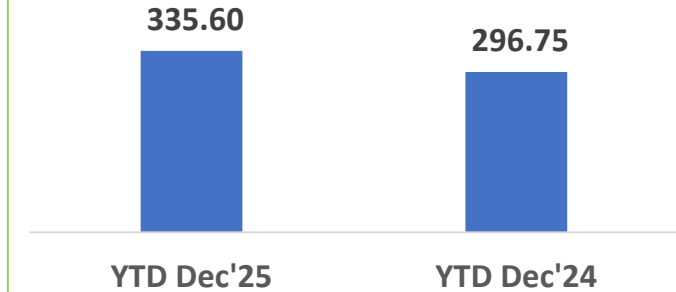
Growth: 17.02%

Particulars	YTD Dec25	YTD Dec24	Growth
Revenue from Operations	352.78	316.40	11.50%
Less : Other Operating Revenue	0.59	1.13	
Add : IND AS 115 adjustments	18.30	9.56	
Add : GST	21.88	27.33	
Gross Sales	392.37	352.16	11.42%

Financials – YTD Dec'25

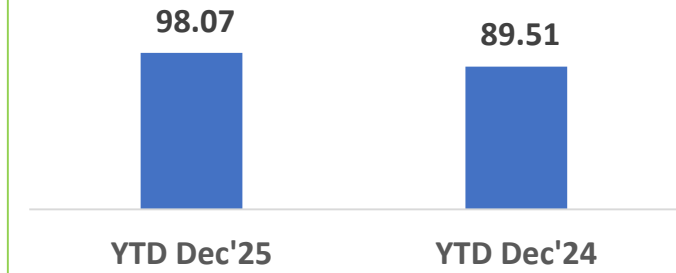
(Rs. in Crores)

Net Sales - OTC



Growth: 13.09%

Net Sales – Comfy (Included in above)



Growth: 9.56%

Gross Sales - OTC

Particulars	YTD Dec25	YTD Dec24	Growth
Revenue from Operations	335.60	296.75	13.09%
Less : Other Operating Revenue	0.54	1.06	
Add : IND AS 115 adjustments	16.35	8.30	
Add : GST	20.34	24.93	
Gross Sales	371.75	328.92	13.02%

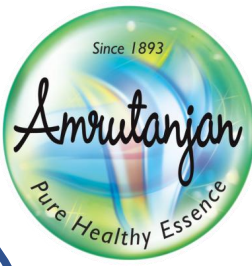
Gross Sales – Comfy (Included in above)

Particulars	YTD Dec25	YTD Dec24	Growth
Revenue from Operations	98.07	89.51	9.56%
Add : IND AS 115 adjustments *	8.79	2.07	
Gross Sales	106.86	91.58	16.68%

* Increase in current year is mainly on account of Quantity Purchase Scheme(QPS) was converted from Products to Credit note

Notes:

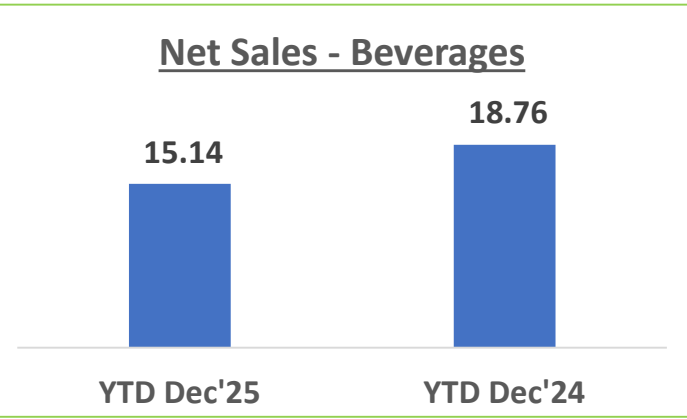
- Majority of Raw material & Packing material prices are lower than YTD Dec'24. Menthol Crystal price is marginally higher than YTD Dec'24.
- Advertisement spend for YTD Dec'25 is at Rs. 26.97 Cr against Rs. 24.70 Cr for YTD Dec'24. Advertisement spend for Comfy is at Rs. 5.47 Cr for YTD Dec'25 against Rs. 5.37 Cr for YTD Dec'24.



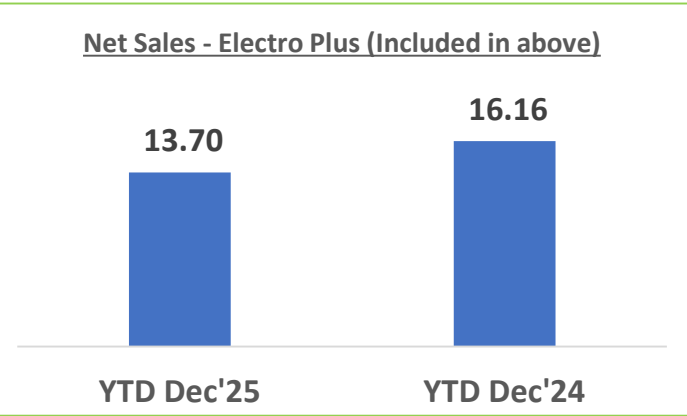
Financials – YTD Dec’25

(Rs. in Crores)

Net Sales - Beverages



Net Sales - Electro Plus (Included in above)



Gross Sales - Beverages

Particulars	YTD Dec25	YTD Dec24
Revenue from Operations	15.14	18.76
Less : Other Operating Revenue	0.05	0.07
Add : IND AS 115 adjustments	1.95	1.26
Add : GST	1.54	2.40
Gross Sales	18.58	22.35

Gross Sales – Electro Plus (Included in above)

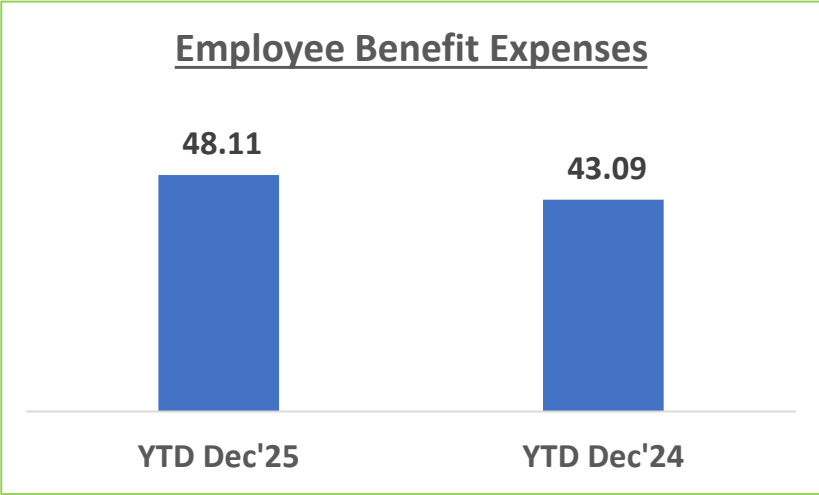
Particulars	YTD Dec25	YTD Dec24
Revenue from Operations	13.70	16.16
Add : IND AS 115 adjustments	1.95	1.26
Add : GST	1.39	2.09
Gross Sales	17.04	19.51

Notes:

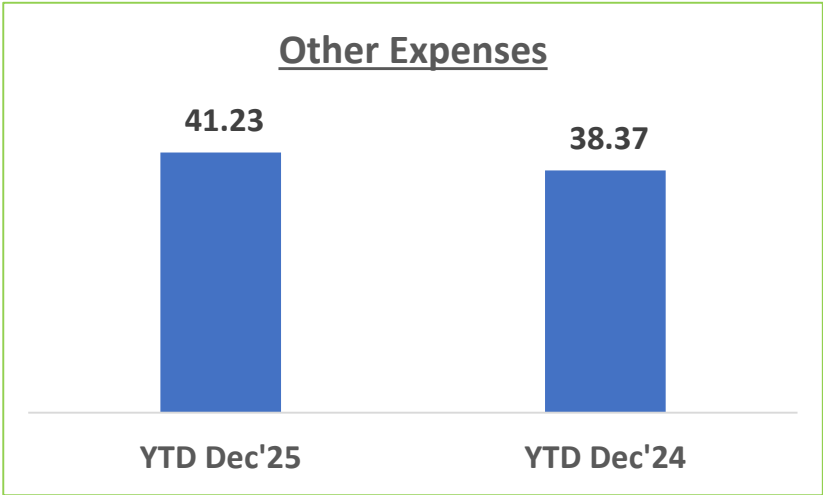
- Raw material prices are higher than YTD Dec’24 and Packing material prices are lower than YTD Dec’24
- Advertisement spend for YTD Dec’25 is at Rs. 2.74 Cr against Rs. 3.72 Cr for YTD Dec’24. Business is continuing with cash & carry model for Fruitnik.

Expenses – YTD Dec'25

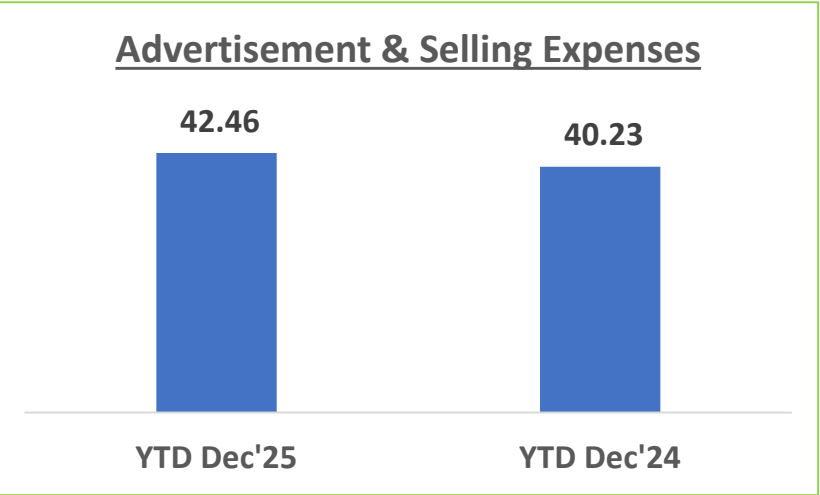
(Rs. in Crores)



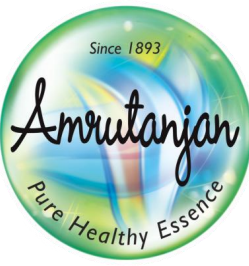
Increase : 11.65%



Increase : 7.45%



Increase : 5.54%



Management Commentary

1. Your Management team delivered double digit growth in revenue and profits backed by strong execution
 1. For the Quarter ending in Dec 31st, 2025 – OTC business(excluding Comfy) grew by 14.3% and Comfy brand grew by 22.6%
 2. For the Nine months ending in Dec 31st, 2025 - OTC business (excluding Comfy) grew by 14.6% and brand Comfy grew by 9.6%
 3. Profits for the 9month period grew by 18% (PBT)
2. Your company with its power brands of Amrutanjan and Comfy and emerging brands like Relief and Electro+ is emerging as a strong health and wellness play as we operate in the following prominent OTC categories(IQVIA classification)
 1. Pain management- Amrutanjan which is a 400 cr brand(at MRP level)
 2. Congestion management- Relief brand
 3. Period care management- Brand Comfy (projected to be 150 cr by 31.3.2026)
 4. Gastro care- ORS drinks under brand Electro+
3. We had stated a goal of adding 100K chemists in certain markets and we have made progress this year by adding a new outlet base of 40K.(source IQVIA)
4. Our strong focus on digital marketing has helped build awareness and consideration of brands like Amrutanjan Roll on for Head-ache as it gains acceptance amongst younger consumers and those that prefer a modern format.
5. We wish to end the year with a strong Q4 continuing the double digit growth in top and bottom lines.

