



Managing uncertainty.  
Moving ahead.



ADVANCED

INTRODUCING  
**AMRUTANJAN**  
**NOGERMS™**  
HAND SANITIZER

**PREVENTION IS BETTER**

LEMON  
FRAGRANCE



60 ml



**KILLS  
99.9% GERMS**



**NO WATER  
REQUIRED**



## CONTENTS

Our Values	2
Corporate Information	3
Ten Year Record	4
Our Products and Services	5
Chairman and Managing Director's Letter	13
Notice	14
Board's Report	29
Management Discussion and Analysis Report	35
Report on Corporate Governance	44
Business Responsibility Report	58
Independent Auditors' Report	84
Balance Sheet	90
Profit and Loss Account	91
Cash Flow Statement	93
Notes to Financial Statements	95





## OUR VALUES

- Commitment towards interest of all stakeholders-customers, employees, shareholders & community.
- To achieve leadership position in all our businesses.
- We never compromise on our ethics and this is reflected in all our actions.
- We strive to provide a culture that accepts new ideas, embraces change and rejects bureaucracy and small-mindedness.

## Corporate Information

Board of Directors	S Sambhu Prasad	<i>Chairman &amp; Managing Director</i>
	Dr. Pasumarthi S N Murthi	<i>Non-executive Director</i>
	Dr. H B N Shetty	<i>Non-executive Independent Director</i>
	Dr. (Ms.) Marie Shiranee Pereira	<i>Non-executive Independent Director</i>
	Dr. S Vydeeswaran	<i>Non-executive Independent Director</i>
	G Raghavan	<i>Non-executive Independent Director</i>
	V Swaminathan	<i>Non-executive Independent Director</i>
Key Managerial Personnel	N Swaminathan	<i>Chief Financial Officer</i>
	M Srinivasan	<i>Company Secretary &amp; Compliance Officer</i>
Management Team	R Narayanan	Chief Sales Officer
	S Jeyakanth	Chief Operating Officer (Supply Chain & Product Delivery)
	Dr. J Ravichandran	General Manager - QC/QA/R&D
	P Kannan	General Manager - HR and Administration
Statutory Auditors	B S R & Co. LLP	
	Chartered Accountants	
	KRM Tower, 1st & 2nd Floor, No. 1, Harrington Road, Chetpet, Chennai - 600 031.	
Bankers	HDFC Bank Limited	
	Yes Bank Limited	
	Punjab National Bank	
	ICICI Bank Limited	
Registered Office	No.103 (Old No.42-45), Luz Church Road	
	Mylapore, Chennai - 600 004.	
	Telephone : 044-2499 4164 / 2499 4146 / 2499 4465 / 2499 4366	
	Fax : 044-2499 4585	
	E-mail : shares@amrutanjan.com	
	Website : www.amrutanjan.com	
Corporate Identity Number	L24231TN1936PLC000017	
Factories	Alathur, Kancheepuram District, Tamil Nadu	
	Uppal, Hyderabad, Telangana	
	Aravoyal Village, Tiruvallur District, Tamil Nadu	
Registrar & Transfer Agent	Cameo Corporate Services Limited	
	"Subramaniam Building"	
	No.1, Club House Road, Chennai - 600 002.	
	Telephone : 044-2846 0390 (5 Lines), Fax : 044-2486 0129	
	E-mail : investor@cameoindia.com	



## TEN YEAR RECORD

(Rs.in lakhs)

Particulars	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Sales	26,147.67	25,322.73	22,153.46	21,719.11	19,192.25	17,062.11	14,440.37	14,209.16	14,038.22	10,775.39
Other Income	832.13	713.09	602.45	724.61	573.05	469.43	283.71	426.64	449.26	483.22
Total Income	26,979.80	26,035.82	22,755.91	22,443.72	19,765.30	17,531.54	14,724.08	14,635.80	14,487.48	11,258.61
Profit Before Tax (PBT)	3,445.39	3,468.39	3,279.38	3,363.58	3,456.19	2,638.69	2,125.34	1,779.43	1,889.00	1,608.22
Provision for Taxation:										
Current tax & short Provision of earlier years	943.00	1,023.00	1,320.00	1,167.18	1,163.76	920.00	715.00	589.93	650.00	416.43
Deferred Tax	(5.94)	(6.04)	(37.92)	16.49	50.64	7.18	(41.97)	(22.46)	(117.49)	101.97
Profit after Tax (PAT)	2,508.33	2,451.43	1,997.30	2,179.91	2,241.79	1,711.51	1,452.31	1,211.96	1,356.49	1,089.82
Dividend	920.76*	570.00	562.69	321.54	562.68	511.54	467.69	438.46	438.46	443.81
Property, Plant & Equipment & Non current Investments	4,430.98	4151.14	3,512.35	3,526.44	3,670.37	3,056.03	2,960.08	4,790.09	5,394.60	10,069.30
Deferred Tax Asset	439.97	424.15	394.88	347.15	343.05	-	-	-	-	-
Other Financial assets & other Non Current Assets	3,081.54	224.35	582.73	529.41	222.88	-	-	-	-	-
Net Current Assets	8,675.76	10,350.13	8,897.48	7,838.44	6,226.24	7,569.22	7,487.71	5,502.08	4,970.80	3,270.05
Total	16,628.25	15,149.77	13,387.44	12,241.44	10,462.54	10,625.25	10,447.79	10,292.17	10,365.40	13,339.35
Represented by:										
Share Capital	292.31	292.31	292.31	292.31	292.31	292.31	292.31	292.31	292.31	303.00
Reserves	15,650.25	14,281.32	12,573.60	11,279.00	9,527.78	10,192.19	9,399.86	8,494.72	7,794.61	9,989.29
Net Worth	15,942.56	14,573.63	12,865.91	11,571.31	9,820.09	10,484.50	9,692.17	8,787.03	8,086.92	10,292.29
Loans	-	-	-	248.28	250.00	-	550.00	1,257.54	2,008.42	2,662.69
Non Current Liabilities	685.69	576.14	521.53	421.85	392.45	-	-	-	-	-
Deferred Tax Liability	-	-	-	-	-	140.75	205.62	247.60	270.06	384.37
Total	16,628.25	15,149.77	13,387.44	12,241.44	10,462.54	10,625.25	10,447.79	10,292.17	10,365.40	13,339.35
Earnings per share (Rs.)	8.58	8.38	6.83	7.46	15.34	11.83	9.94	8.29	45.71	35.97
Book value per share (Rs.)	54.54	49.86	44.01	39.59	67.19	71.74	66.32	62.46	276.67	339.58
Face value per share (Rs.)	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	10.00	10.00
Dividend (%)	210.00	215.00	195.00	192.50	192.50	175.00	160.00	150.00	150.00	150.00

\* This represents the amount of two interim dividends paid for FY 2019-2020 & final dividend paid for FY 2018-2019.

Note : The Company has adopted IND AS from FY ended March 31,2018. Accordingly the details provided above are as per IND AS from April01,2016.



# Amrutanjan

## Roll-on

FOR HEADACHES ON-THE-GO

### India's No.1 Roll-On



Advanced roller ball technology



HIGH PURE MENTHOL & COOLING EFFECT



CONVENIENT TO USE



RAPID ACTION



Support **#VocalForLocal** Amrutanjan since 1893



# ADVANCED<sup>®</sup> **BACK PAIN** **+ RANGE**

**SPRAY**



**ROLL ON**



**\*Starts Working in**



**HOT ACTION  
HEAT THERAPY**



**USED FOR**



*Back pain*



*Neck pain*



*Shoulder pain*



*Knee pain*

\*Nielsen study  
Visit [www.amrutanjan.com](http://www.amrutanjan.com)





# AMRUTANJAN PAIN RANGE

## Pain Balm

Classic Headache & Cold Remedy



## Strong Pain Balm

For headache and body pain



## New Maha Strong Pain Balm

Faster relaxation from pain





# Relief

## Cough & Cold



### Cold Rub

- Mild formulation
- Hydrocarbon-based formulation
- Carbon-specialized oils



### Cough Syrup

Relief Cough Syrup provides "5 Symptom" action. It is non-drowsy and non-alcoholic.



### Inhaler

Provides fast relief from nasal congestion.



### Swas Mint

Refreshing mint which soothes the throat and gives cooling effect