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Date: February 12, 2022

BSE Limited	The National Stock Exchange of India Limited
Listing & Compliance Department	Listing & Compliance Department
Phiroze Jeejeebhoy Towers,	Exchange Plaza, C-1 Block G,
Dalal Street, Fort	Bandra Kurla Čomplex,
Mumbai – 400001.	Bandra (E), Mumbai - 400051
Security Code: 514418	NSE Symbol: MANORG

Dear Sir/Madam,

Sub: Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the Third quarter and Nine months ended December 31, 2021.

Ref: Security Code: 514418

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of Investor Presentation of the Company on the Standalone and Consolidated Unaudited Financial Results for the third quarter and nine months ended December 31, 2021.

This Investor Presentation may also be accessed on the website of the Company at <u>www.mangalamorganics.com</u>.

We request you to disseminate the above information on your website.

Thanking you,

Yours faithfully,

For Mangalam Organics Limited



Heena Tank Company Secretary Encl: As above





An ISO 9001/14001 45001:2018 Certified Company















Investor Presentation – February 2022







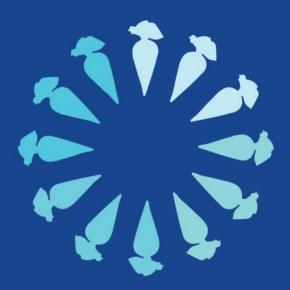


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Company Overview





Who We Are

Mangalam Organics Limited is a pioneer in the field of pine chemistry. It is a leading manufacturer of terpene and rosin derivatives.

What We Manufacture

TerpeneChemistryCamphor,Dipentene, Sodium AcetateSynthetic ResinsTerpenePhenolic,Alkyl Phenolic, Rosin-based Resins

Our Legacy

Our operations are led by an experienced management team, with over five decades of experience in the pine chemicals industry.

Our Mission

To continue to strive and innovate to meet the growing requirements of our valued customers.

Our wide Footprint

Turpentine, our principal raw material to manufacture Camphor, is procured from the globe: Brazil. across Argentina, Chile, USA, Russia, Indonesia, Vietnam, China, Portugal, and Spain, among other countries. Domestic sale of Camphor and Synthetic Resins takes place through our network of 8 offices across India. Our products are also exported to Europe, USA, African, Middle Eastern and Southeast Asian countries.





Our Journey

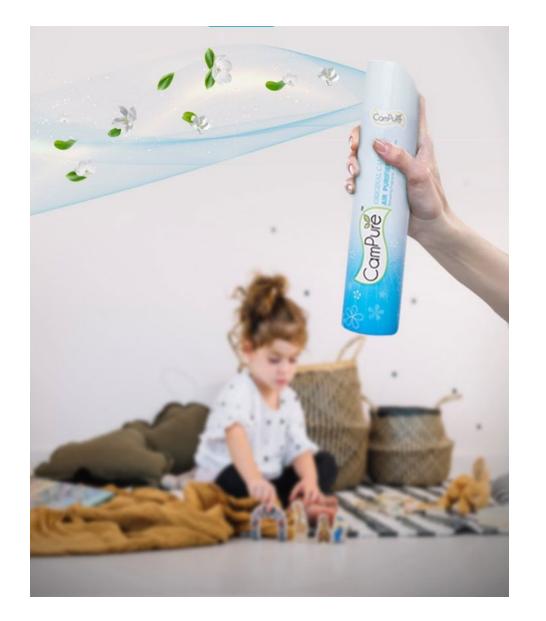


ComPute ComPut	CamPure
Campus Fragrance - Repets Mosquite. Preserves Clothes	From the Gods, for your home!
CAMPHOR CONE 10% ORGANIC Business-to-Business	Business-to-Consumer

Trading	Manufacturing	Expansion	Listing	Diversification	Brand Establishment	Product Portfolio	Brand Strengthening	Listing	Expansion
1946 Late Ramgopal Dujodwala (founder of Mangalam Organics Ltd.) commenced Trading in Rosin	1949 Late Ramgopal Dujodwala established a Rosin and Turpentine manufacturing unit at Hoshiarpur, followed by a unit at Una, Faridabad, and one in J&K	1988 Facility built for manufacture of Rosin and Turpentine at Khopoli (Maharashtra)	1994 Facility built for manufacture of Camphor and MOL listed on BSE Limited	2007 Kamal Dujodwala took over as Chairman. Set up a new division to manufacture Synthetic Resins	2013 Commenced manufacturing and retailing of Mangalam Camphor Tablets	2017 Commenced manufacturing and retailing of homecare products based on Camphor under "CamPure"	2019 We started marketing campaigns & brand strengthening initiatives full fledge.	2021 Mangalam Organics Ltd. got listed on NSE	2022 Mangalam Organics Ltd. commenced commercial production of additional plant of 5000 MT on 31st January 2022.

Our Business Segments





B2B- Terpene

- Camphor: Religious use, healthcare products, hygiene products
- Dipentene: Paints, cleaning and degreasing agents
- Sodium Acetate: Textile and dyes industry, Leather tanning

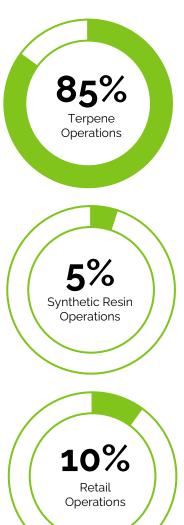
B2B - Synthetic Resin

- Terpene Phenolic Resin Adhesives
- Alkyl Phenolic Resin Rubber Products i.e., Tyers
- **Rosin Ester** Paint and varnish material industry, thermoplastic compounds for road marking, hot melts and glues susceptible to pressure, insulation finishes

5%

In FY20

Revenue break-up



B2C - Retail Operations

- **CamPure** Homecare and personal care products based on Camphor
- Mangalam Camphor tablets for pious uses
- Private Labelling Initiatives





- 1. In our Terpene operations, continuing focus on yields, time cycle, energy conservation and quality of the products has enabled us to maintain our sales volume and profitability.
- 2. Through our Resin operations, we continue to offer closely formulated and niche solutions to our customers, enabling regular business and healthy margins.
- 3. Our retail operations continue to grow, as we expand the distribution of our brands Mangalam and CamPure and as we take on additional private labelling opportunities.



Our Product Portfolio – B2B



Business-to-Business



Camphor| Dipentene | Sodium Acetate

Synthetic Resin





Terpene Phenolic Resin | Alkyl Phenolic Resin | Rosin Esters



Business-to-Consumer



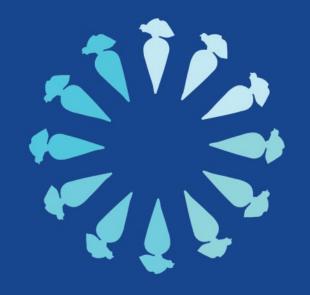


CamPure - Homecare and personal care products based on Camphor Mangalam - Camphor tablets for pious uses Private Labelling Initiatives

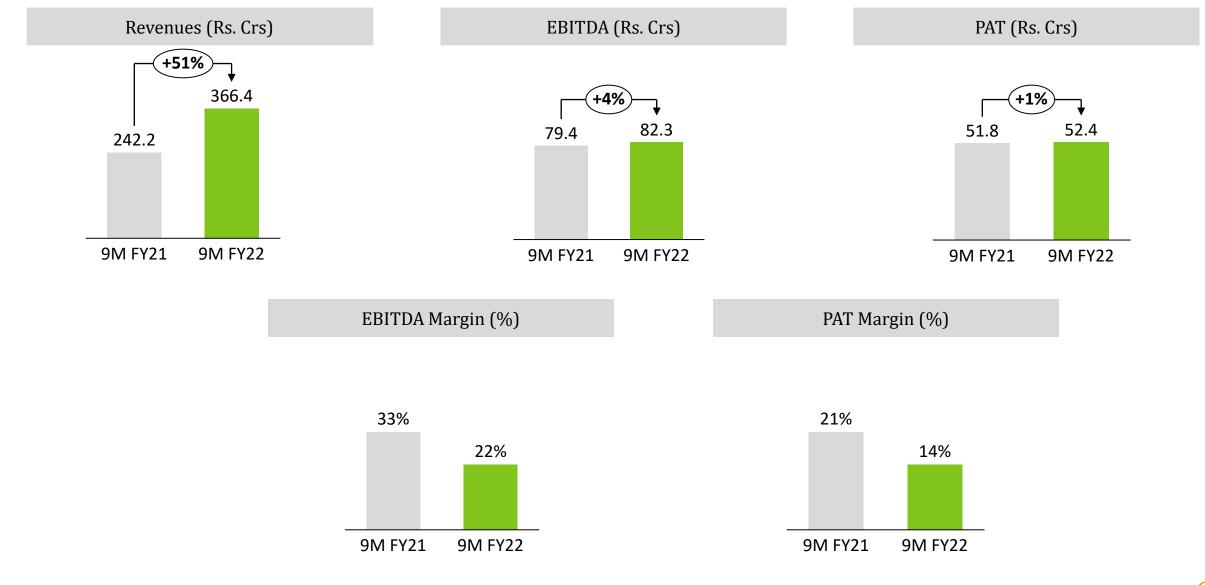




Financials



Angalam Organics Limited-



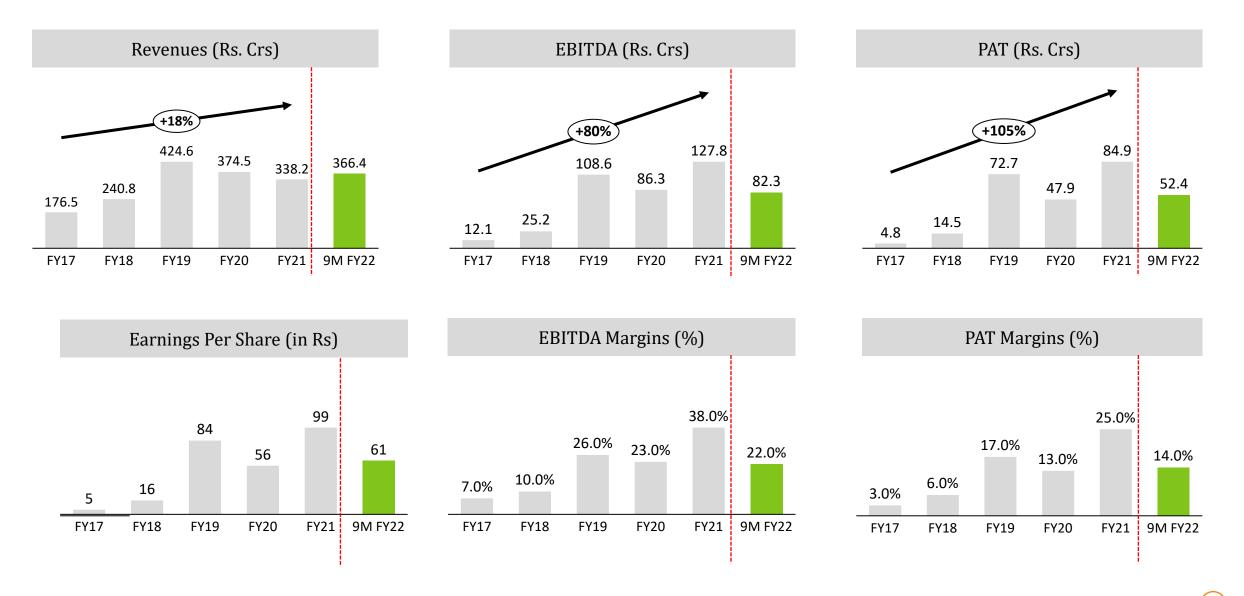
Mangalam Organics Limited-





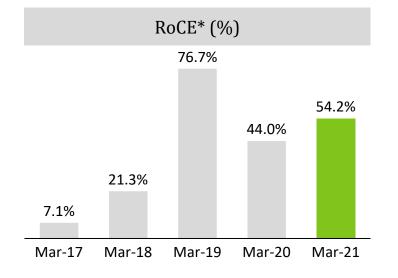
Particulars (Rs. Crs)	Q3 FY22	Q3 FY21	Y-o-Y (%)	Q2 FY22	Q-0-Q	9M-FY22	9M-FY21	Y-o-Y (%)
Revenue from Operations	117.6	107.6	9%	143.1	-18%	366.4	242.2	51%
Cost of Materials Consumed	81.0	40.4		85.7		230.5	102.3	
Purchase of stock in trade	1.3	1.4		1.4		3.8	2.5	
Changes in Inventories of finished goods, work in progress and stock-in trade	-16.8	-1.0		-4.4		-30.7	-3.5	
Gross Profit	52.1	66.8	-22%	60.3	-14%	162.7	140.8	16%
GP %	44%	62%		42%		44%	58%	
Employee Benefits Expense	7.7	6.9		6.7		21.3	19.7	
Other Expenses	19.8	16.0		19.3		59.0	41.7	
EBITDA	24.6	44.0	-44%	34.3	-28%	82.3	79.4	4%
EBITDA %	21%	41%		24%		22%	33%	
Other Income	0.1	0.2		0.8		1.1	0.8	
Depreciation and Amortisation Expense	3.9	3.8		4.4		11.6	9.7	
EBIT	20.8	40.4	-49%	30.8	-32%	71.8	70.6	2%
Finance Costs	0.7	0.2		0.4		1.3	0.9	
РВТ	20.0	40.2	-50%	30.4	-34%	70.5	69.7	1%
Total Tax Expense	4.9	10.6		8.0		18.1	17.9	
Profit for the year	15.1	29.7	-49%	22.3	-32%	52.4	51.8	1%
PAT %	13%	28%		16%		14%	21%	
EPS	17.66	34.65		26.05		61.21	60.52	

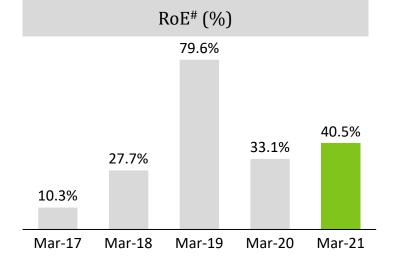


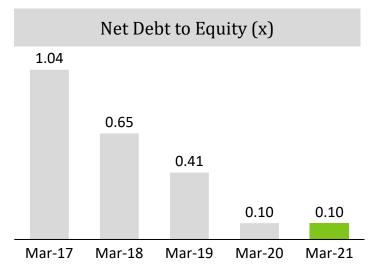


Capital Disciplined Growth

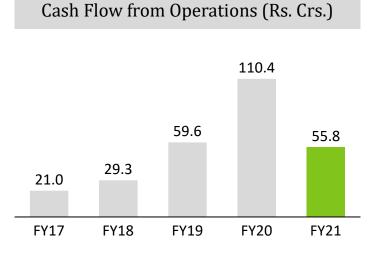












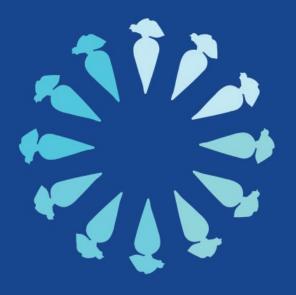


#RoE = Net Profit / Average Total equity
*RoCE = EBIT/Avg. Capital Employed
Capital Employed = Total Assets - Current Liabilities

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Transformation

from B2B to B2C



Mangalam - Brand to reckon with





Why Camphor?

As written in our Holy books, Pure Camphor symbolises union with God as it burns completely, leaving behind no trace. Pure Camphor dispels negativity, keeps one healthy and attracts prosperity.

Significance of the Camphor Flame

Camphor flame inspires the devotee to spread warmth and fragrance through one's life, burning away energetically to eventually allow the focus solely on the almighty without any trace of existence or ego. At the end of the aarti, one places his hands over the flame and touches his eyes and forehead which signifies "may the light which illumined the Lord light up my vision and may my thoughts be as pure and beautiful as this Camphor flame"

How to check the purity of Camphor?

Pure Camphor burns completely without sparking and does not leave behind any residue or ash.



Mangalam over the last year (Brand strengthening)

Angalam Organics Limited-



CamPure - Homecare and personal care products with the goodness of camphor

Angalam Organics Limited

CamPure

A creation with a rich history and vibrant future an organic product made from the extract of the pine tree.

While in the Indian domestic market, Camphor is widely used for religious purposes, it has usage far and wide across countries globally.

Camphor also plays a vital role as the active ingredient in several orthopaedic, skin and congestionrelated pharmaceuticals and leading pharmaceutical companies are increasingly purchasing Camphor with more R&D being done on Camphorbased formulations.

On the hygiene side, Camphor is replacing naphthalene and PDCB in the West and is gaining increasing share of the homecare market.

Going forward, it is estimated that India will start using camphor for innovative hygiene products as in the pictures above.



The goodness of camphor is something we've known of for centuries, and its usage extends far beyond our prayer rooms. Over the years we have heard from countless people who choose camphor as a safe alternative to regular air fresheners. Inspired by such stories, we have launched the camphor cone











CamPure over the last year (Brand Strengthening)





Reviews For Our Products



manikalar

100% शुद्ध कपूर

ComPure

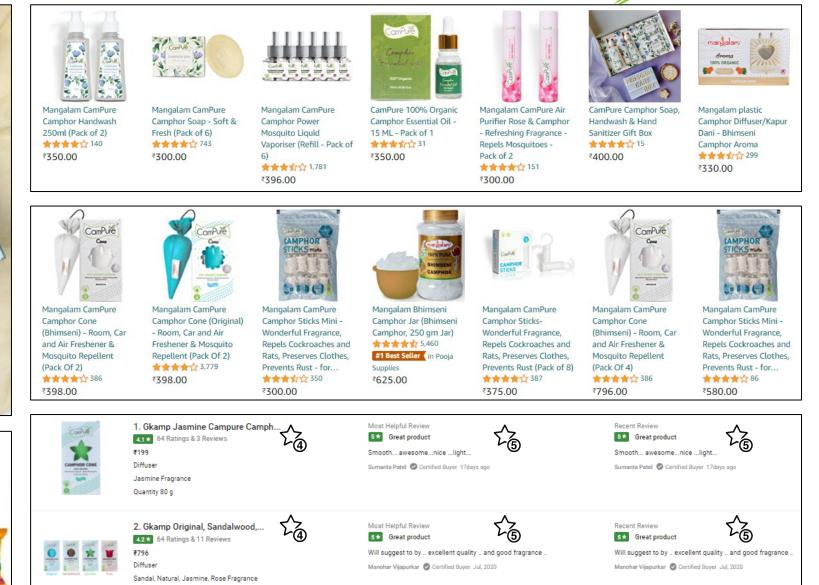
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CamPui

CAMPHOR

Quantity 320 g

STICKS

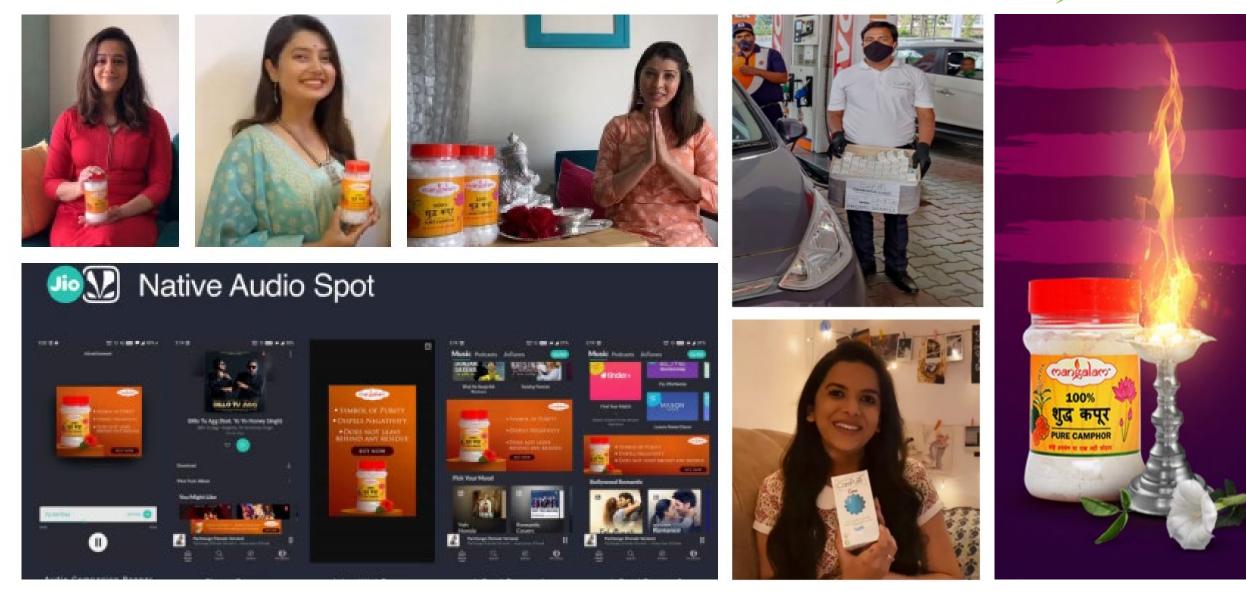


Mangalam Organics Limited



Social Media Presence









Ø MUMBAI CamPure cone #CalmKare - Car Click here

Click here

12,618 views • Premiered Apr 27, 2020 🕜 150 🖓 269 🔗 SHARE =+ SAVE ····

CamPure

Click here CamPure cone #CalmKare - Study area



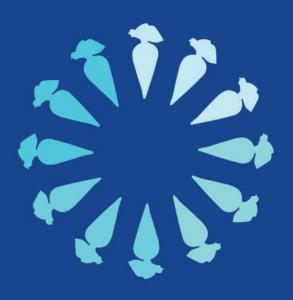
#Campure #Organic #Camphor CamPure Cone vs Chemical based Air Fresheners (Phool ya Fool ?)

CamPure



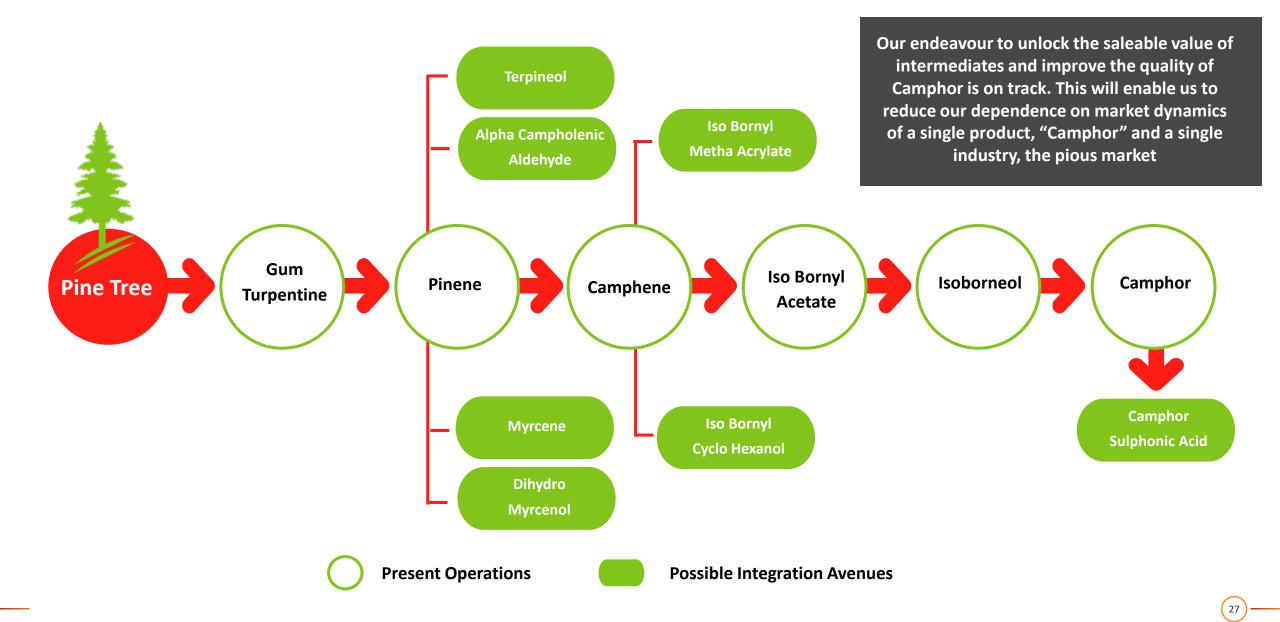
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Future Strategy



1. B2B – Unlocking the Value of Intermediates





2. B2B – Synthetic Resins – Niche Approach

Angalam Organics Limited



Bespoke and Niche Approach

Terpene Phenolic Resin

- Increase range of terpene phenols to cater wide needs of customers in domestic market
- Pursue product approvals with global tyre and adhesive customers in the domestic and export market

Alkyl Phenolic Resin

- Understand customer pain points and provide tailormade products
- Introduce wide range of quality products to enable registration with key distributors

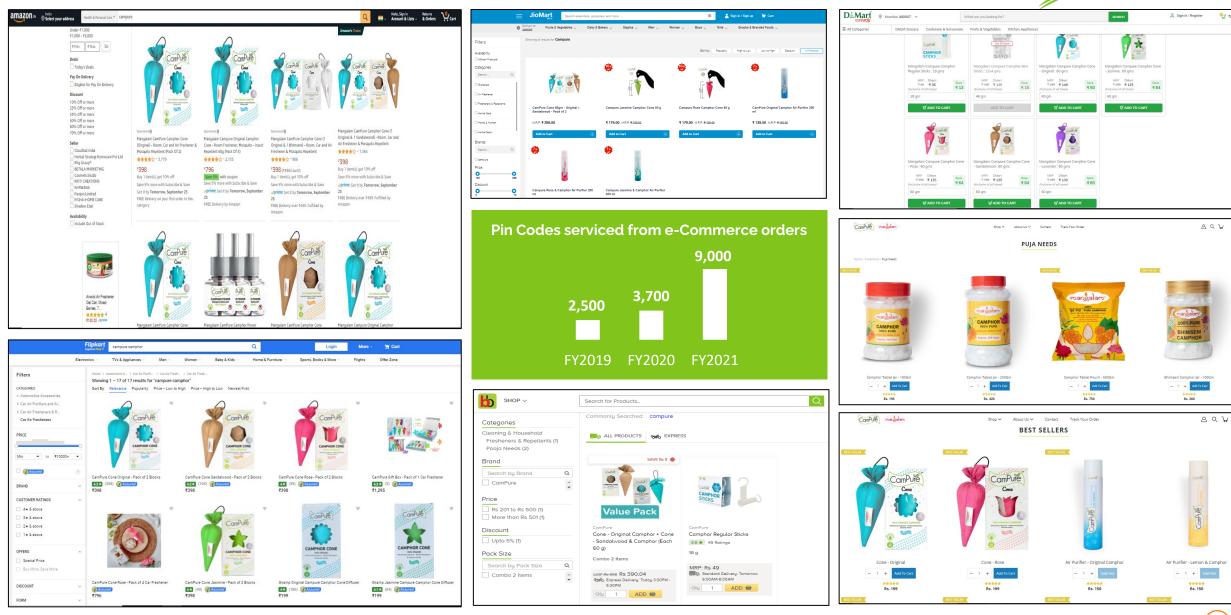
Rosin Modified Resins

- Explore opportunities of import substitution in adhesives and printing ink industry
- Improve quality of products to global standards to unlock export opportunities





4. B2C – Target retail market with e-Commerce

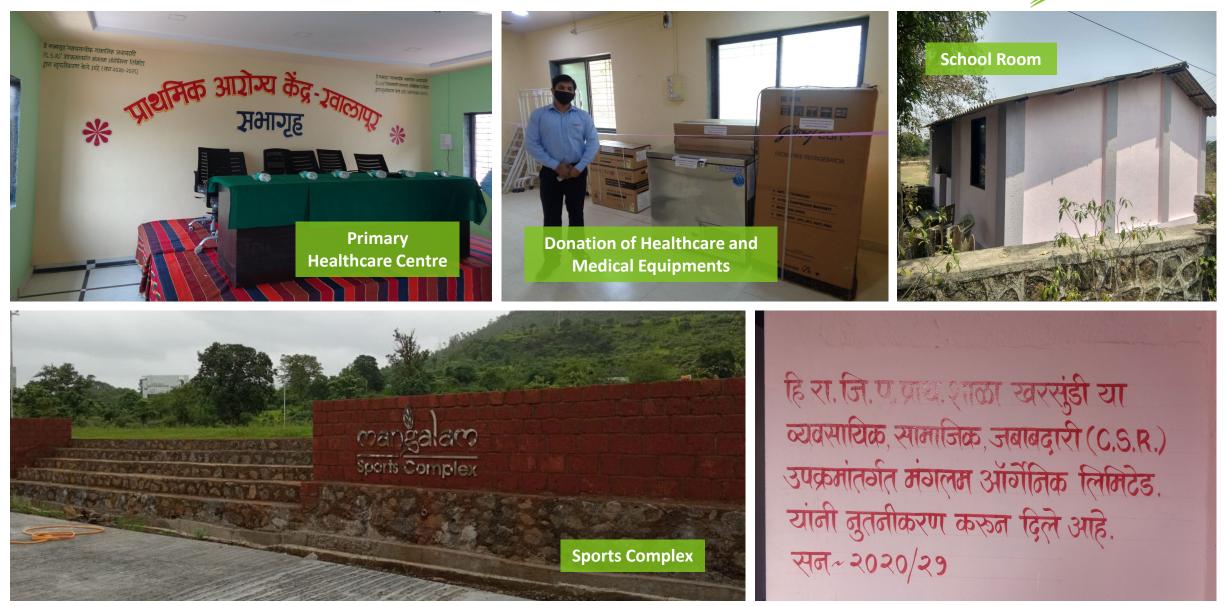


Mangalam

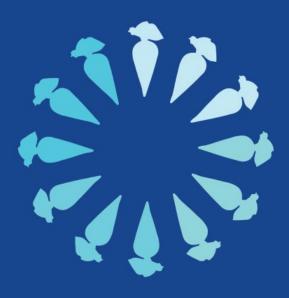
Organics Limited

Corporate Social Responsibility

Angalam Organics Limited



Manufacturing Facility



Our Manufacturing Facilities





Our Manufacturing Facilities



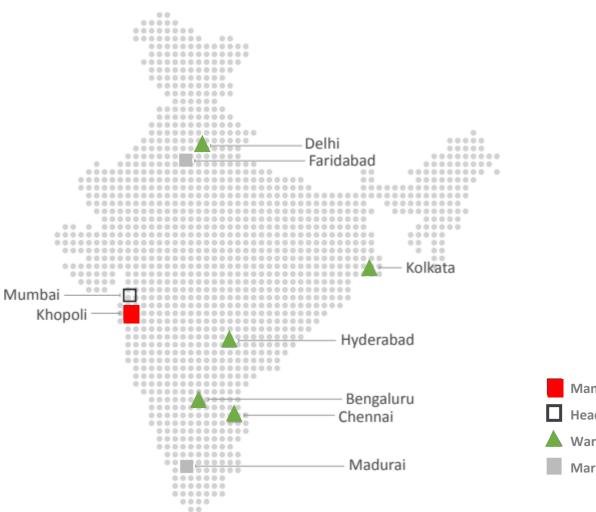


Our Sales Network





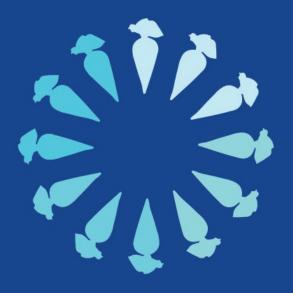
PAN India Presence With Growing Export Footprints





Note : Map not to scale. For illustrative purpose only.

Key Management Team





Mr. Kamalkumar Dujodwala (Chairman)

A Graduate in Science along with training at National Chemical Laboratory, Mr. Kamalkumar Dujodwala brings with him a 40+ years of experience in the chemical Industry and has spearheaded commissioning and operations at various facilities across India. He has been the president of the All-India Manufacturers Organization and is presently the Vice President of the Indo-China Chamber of Commerce. Mr. Kamalkumar took over as Chairman of the Company in year 2007.

Mr. Pannkaj Dujodwala (Managing Director)

Mr. Pannkaj Dujodwala holds an MBA degree from Landsdown College, New Hampshire University, UK and is a Graduate in Commerce. He has been involved in the Pine Chemicals Industry for over 30 years and brings with him wide experience to oversee day-to-day activities at Mangalam Organics Limited.

Mr. Sharad Kumar Saraf (Independent Director)

Mr. Sharad Kumar Saraf is holding a degree in electronics engineering from the prestigious Indian Institute of Technology, Mumbai and has over 40 years of rich experience in International Trade. He has a year of experience in Industrial training in Germany. Mr. Saraf has founded the Technocraft Industries (India) Ltd. He has also established hi-tech technology park with engineering design services facilities, employing nearly 300 engineers with office in Germany & USA. Mr. Saraf has won the National Trophy for Export Excellence from Prime Minister of India.

Mr. Shree Narayan Baheti (Independent Director)

Mr. Shree Narayan Baheti is holding a degree in B.E. (Electricals) from College of Engineering and Technology, Jadavpur University, Kolkata. Mr. Baheti promoted the Focus Group of Companies. Over the years he had been holding the directorships in many companies engaged in Manufacturing, IT services and Financial Services. He has travelled all over the world with enough Trade and legal experience of many Countries.

Mr. Rajkumar Jatia (Independent Director)

Mr. Raj Kumar Subhkaran Jatia started his career in the family textile business and grew the business to Japan, Hong Kong and Nepal. Mr. Jatia acquired India's largest safety match company WIMCO and turned this failing company into a success. Mr. Jatia ventured into the hospitality field In the 1980s during the Asian Games, establishing India's first Hyatt Regency Hotel and thereafter constructed three more hotels in Mumbai, Kolkata and Pune which are operating under the Hyatt Regency brand. Mr. Jatia built India's first Four Seasons Hotel in Mumbai in 2008.

Mrs. Manisha Agarwal (Independent Woman Director)

Mrs. Manisha Agarwal is a qualified Chartered Accountant with a vast experience in financial markets, Personal finance and Recruitment for domestic as well as international corporations. Currently Mrs. Agarwal is handling family investments in Mutual Funds, Bonds, Stocks and other financial instruments. She is actively involved in Portfolio Management for her family members, Private Limited Companies and Family Trusts. She also prepares corporate and personal financial statements, tax return preparation and filing for companies, partnership firms and individuals. She is also involved in the Travel and Tour services business namely Voyapal along with her husband.



Mr. Sanjay Bhardwaj - Chief Executive Officer

Sanjay Bhardwaj is a qualified Chartered Accountant. He has been working with the Company in various capacities and departments since last 27 years i.e. from 1st November, 1994 to present. He has successfully handled various portfolios such as production, marketing, finance, human resources planning, etc. during his tenure with the Company.

Mr. Shrirang V Rajule – Chief Financial Officer

Shirang V Rajule is a Commerce Graduate having 40 years of expertise in Accounts, Finance and Taxation. Mr. Rajule is associated with Mangalam Organics Ltd for over two decades.

Mr. Akshay Dujodwala – Chief Strategy Officer

Mr. Akshay Dujodwala has received his Master's Degree in Business Analytics & Consulting from Warwick Business School, London and a Bachelors' Degree in Banking and Insurance from University of Mumbai. Mr. Dujodwala has also gained an experience by working in firms like Universal Consulting India Pvt Ltd, Enam Securities and ICICI Prudential AMC Ltd. He has been appointed as an Executive of the Company since September 2018 with a responsibility to head Retail Sales and Marketing department. He is instrumental in transforming the company from a B2B to B2C player.

Thank You

Mangalam Organics Limited

Mangalam Organics Limited

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