

Date: July 21, 2021

To
BSE Limited
Compliance Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400001.

Dear Sir/Madam,

Sub: Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the first quarter ended June 30, 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 first quarter ended June 30, 2021.

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

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



Mangalam Organics Limited

EARNINGS PRESENTATION | Q1 – FY2021-22



Overview

- Mangalam Organics Limited (MOL) is one of the largest Indian manufacturers of Camphor. The Company also manufactures a range of pine chemistry based Resins.
- MOL's manufacturing unit was built in 1994 and is located at Kumbhivali village, Raigad District in Maharashtra. MOL has its head office in Mumbai and a network of sales offices across India.
- The Company aspires to build on its leadership position in the pine chemicals space through integrations and also to develop its retail sales through its brands 'Mangalam' and 'CamPure'.
- The Company is listed on the BSE with an approximate Market Capitalisation of INR 663.05 Crore as on June 30, 2021.

Business Mix

- **Terpene Chemistry:** Camphor, Dipentene, Sodium Acetate Trihydrate
- **Synthetic Resins:** Terpene Phenolic Resin, Rosin based Resins, Alkyl Phenolic Resin

Key Marquee Clients



Key Retail Products



FY 2020-21 Consolidated Financials

Revenue from Operations
INR 338.24 Cr

EBITDA
INR 128.84 Cr

EBITDA Margin
38.09%

ROCE
33.63%

PBT
INR 114.30 Cr

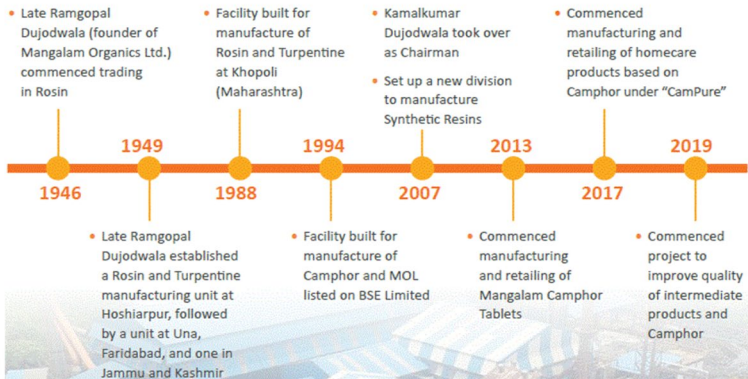
Net Profit
INR 84.63 Cr

EPS
INR 98.82

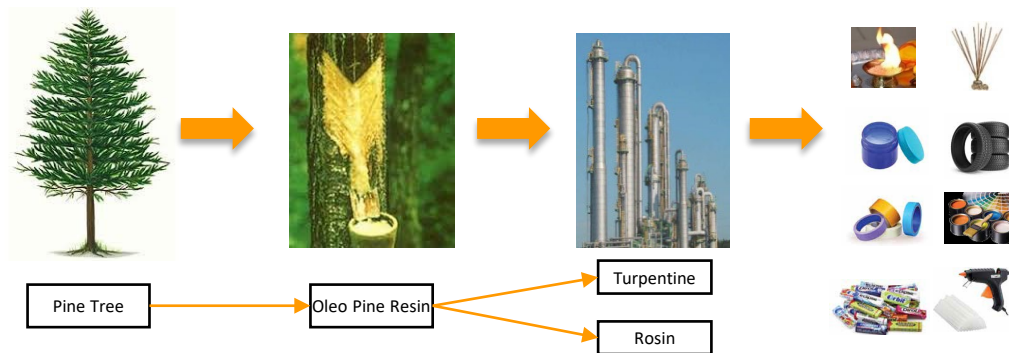
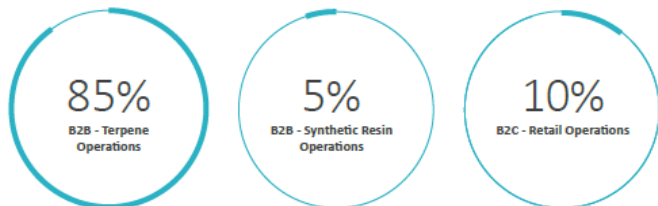
ROE
45.81%

Company Overview

Our Journey of Evolution



Our revenue break-up



Business Segments	Products	Applications
B2B - Terpene	<ul style="list-style-type: none"> Camphor Dipentene Sodium Acetate 	<p>Camphor: Religious use, healthcare products, hygiene products</p> <p>Dipentene: Paints, cleaning and degreasing agents</p> <p>Sodium Acetate: Textile and dyes industry, Leather tanning</p>
B2B - Synthetic Resin	<ul style="list-style-type: none"> Terpene Phenolic Resin Alkyl Phenolic Resin Rosin Esters 	Adhesives, Tyres, Rubbers, Chewing Gum, Printing Ink
B2C - Retail Operations	<ul style="list-style-type: none"> CamPure - Homeware and personal care products based on Camphor Mangalam - Camphor tablets for pious uses Private Labelling Initiatives 	



Q1 – FY2021-22

Q1-FY2021-22 Standalone Performance:

- Revenue from Operations: INR 10,571.91 Lakhs
- EBITDA : INR 2,365.98 Lakhs
- EBITDA Margins: 22.38%
- Net Profit: INR 1,498.94 Lakhs
- PAT Margins: 14.18%
- Basic/Diluted EPS: INR 17.50 per share

Q1-FY2021-22 Consolidated Performance:

- Revenue from Operations: INR 10570.51 Lakhs
- EBITDA : INR 2365.98 Lakhs
- EBITDA Margins: 22.38%
- Net Profit: INR 1498.94 Lakhs
- PAT Margins: 14.18%
- Basic/Diluted EPS: INR 17.50 per share

Q1 – FY2021-22 Operational Highlights

- During the quarter, the Company has witnessed satisfactory profit as compared to previous year quarter 30th June 2020, Y-o-Y, while, the profit has degrown by 52.47% as compared to previous quarter 31st March 2021, Q-o-Q due to continuing restrictions on COVID-19 Pandemic and raw material price fluctuations.
- On better realizations of finished products, Revenue from Operations for the quarter have grown by 117.13% on a Y-o-Y basis and by 10.06% on Q-o-Q.
- The Company has recorded 0.04x Debt / Equity ratio as on 30th June, 2021.
- The Company has performed satisfactorily, and the Company further expects to perform better with the continuous efforts on improving efficiencies and margins.
- The Company has provided Comparative Consolidated Income Statement on Q-o-Q basis in this presentation, as the Consolidation of accounts with its subsidiary company started from quarter end 30th September, 2020.

Q1 – FY2021-22 Standalone Income Statement (IND-AS)

Particulars (INR Lakhs)	Standalone				
	Q1-FY22	Q1-FY21	Y-O-Y	Q4-FY21	Q-O-Q
Revenue from Operations	10,571.91	4,869.04	117.13%	9,605.37	10.06%
Total Expenses	8,584.30	3,857.75	122.52%	5,294.28	62.14%
EBITDA	2,365.98	1,295.53	82.63%	4,733.17	(50.01)%
EBITDA Margin (%)	22.38%	26.61%	NA	49.28%	NA
Other Income	24.18	21.37	13.15%	20.79	16.31%
Depreciation	338.59	216.86	56.13%	387.47	(12.62)%
Finance Cost	15.60	46.01	(66.09)%	13.82	12.88%
Exceptional Item	-	-	NA	-	NA
PBT	2,011.79	1,032.66	94.82%	4,331.88	(53.56)%
Tax	512.85	250.00	NA	1,153.28	NA
PAT	1,498.94	782.66	91.52%	3,178.60	(52.84)%
PAT Margin (%)	14.18	16.07%	NA	32.84%	NA
Other Comprehensive Income	-	-	NA	(24.61)	NA
Total Comprehensive Income	1,498.94	782.66	91.52%	3,153.99	(52.47)%
Basic/Diluted EPS (INR)	17.50	9.14	NA	36.83	NA

Q1-FY2021-22 Consolidated Income Statement (IND-AS)

Particulars (INR Lakhs)	Consolidated		
	Q1-FY22	Q4-FY21	Q-O-Q
Revenue from Operations	10,570.51	9,604.65	10.06%
Total Expenses	8,582.90	5,167.74	66.09%
EBITDA	2,365.98	4,858.89	(51.31)%
EBITDA Margin (%)	22.38%	50.59%	NA
Other Income	24.18	20.69	16.87%
Depreciation	338.59	387.47	(12.62)%
Finance Cost	15.60	13.82	12.88%
Exceptional Item	-	-	NA
PBT	2,011.79	4,457.60	(54.87)%
Tax	512.85	1,153.28	NA
PAT	1,498.94	3,304.32	(54.64)%
PAT Margin (%)	14.18	34.15%	NA
Other Comprehensive Income	-	(24.61)	NA
Total Comprehensive Income	1,498.94	3,279.71	(54.30)%
Basic/Diluted EPS (INR)	17.50	38.29	NA



Historical Financial Overview

Historical Standalone Income Statement (IND-AS)

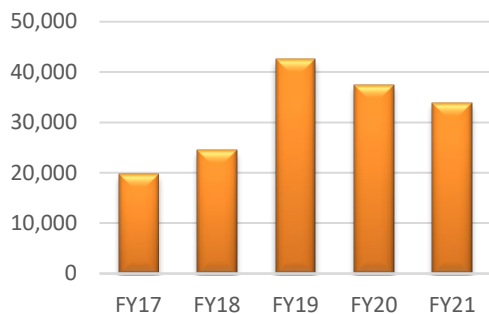
Income Statement (INR Lakhs)	FY 2018-19	FY 2019-20	FY 2020-21
Total Operational Income	42,462.48	37,452.44	33,826.46
Total Expenses	32,582.75	30,238.17	22,492.49
EBITDA	11,147.17	8736.41	12,892.48
EBITDA Margin (%)	26.25%	23.33%	38.11%
Depreciation	621.17	897.35	1,353.43
Interest	363.42	521.90	100.18
Other Income	179.97	102.89	104.90
Exceptional Items	102.88	(1,025.95)	-
PBT	10,162.58	6,291.21	11,438.87
Tax	2,896.83	1497.54	2,942.18
Profit After Tax and Comprehensive Income	7,239.51	4,756.02	8,472.08
PAT Margin (%)	17.04%	12.69%	25.05%
EPS (After Exceptional Items)	84.05	55.53	98.92

Historical Standalone Balance Sheet

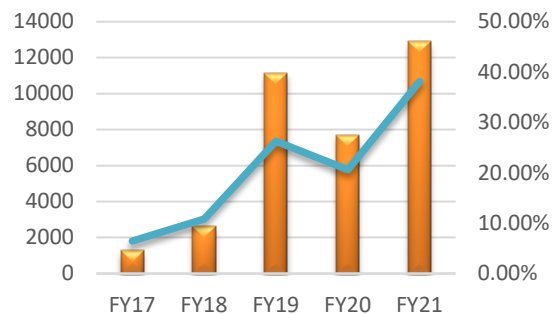
Liabilities (INR Lakhs)	FY 2018-19	FY 2019-20	FY 2020-21	Assets (INR Lakhs)	FY 2018-19	FY 2019-20	FY 2020-21
Shareholders Fund				Assets			
Share Capital	856.44	856.44	856.44	Non-Current Assets			
Other Equity	11,278.05	15,933.45	24,319.88	Property, Plant and Equipment	5,089.24	10,182.53	12,057.65
				Intangible Asset	-	-	-
Non-Current Liabilities				Capital WIP	405.12	345.30	-
Financial Liabilities				Goodwill	-	-	-
i) Long-Term Borrowings	628.45	881.55	-	Financial Assets			
ii) Other Financial Liabilities	-	-	-	Investments	0.25	0.25	10.25
Deferred Tax Liabilities (Net)	277.51	303.85	350.98	Other financial assets	14.37	15.87	16.19
Long-Term Provisions	216.71	261.73	251.44	Income Tax Assets (Net)	-	-	-
				Loans	177.09	257.26	27.22
Current Liabilities				Current Assets			
Financial Liabilities				Inventories	6,640.46	6,471.29	10,612.99
i) Short-Term Borrowings	4,330.89	859.97	2,391.27	Financial Assets			
ii) Trade Payables	1,314.75	1,139.19	2,411.75	Trade and other Receivable	3,724.66	3,131.72	3,443.60
iii) Other financial Liabilities	28.92	281.33	41.57	Cash & Cash Equivalents	253.04	64.74	104.31
Short-Term Provisions	11.89	47.97	99.33	Bank Bal other than above	0.51	4.35	3,335.32
Current Tax Liabilities	123.54	-	-	Other Current Financial Assets	286.43	55.69	14.82
Other Current liabilities	224.66	923.52	413.82	Other Current Assets	2,700.64	857.29	1,356.16
				Current Tax Assets	-	102.71	157.99
TOTAL EQUITY AND LIABILITIES	19,291.81	21,489.00	31,136.49	TOTAL ASSETS	19,291.81	21,489.00	31,136.49

Financial Performance (Standalone)

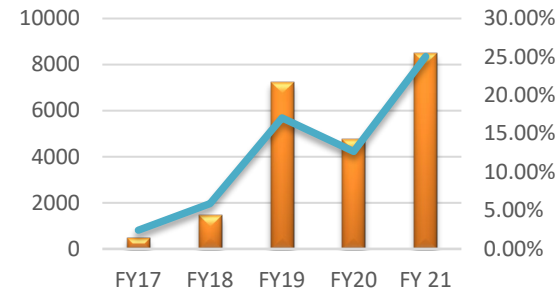
Revenue from Operations (INR Lakhs)



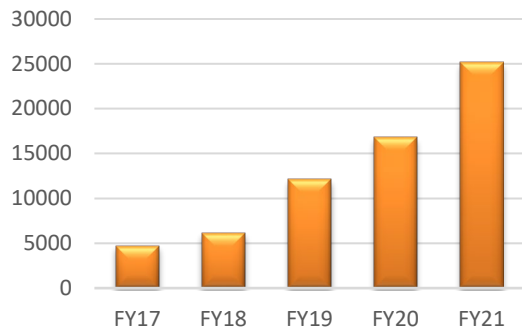
EBITDA (INR Lakhs) EBITDA MARGIN (%)



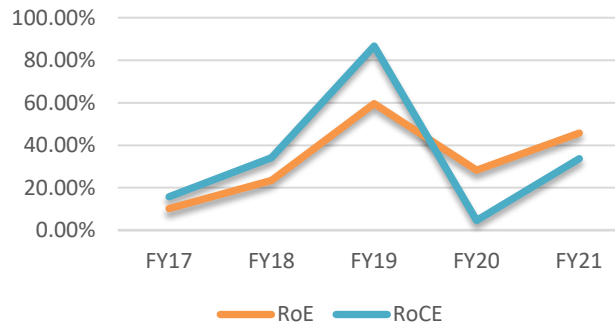
PAT (INR Lakhs) PAT MARGIN (%)



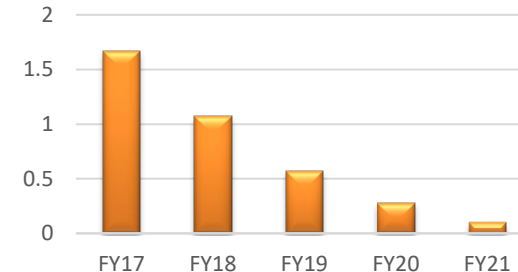
Net Worth (INR Lakhs)



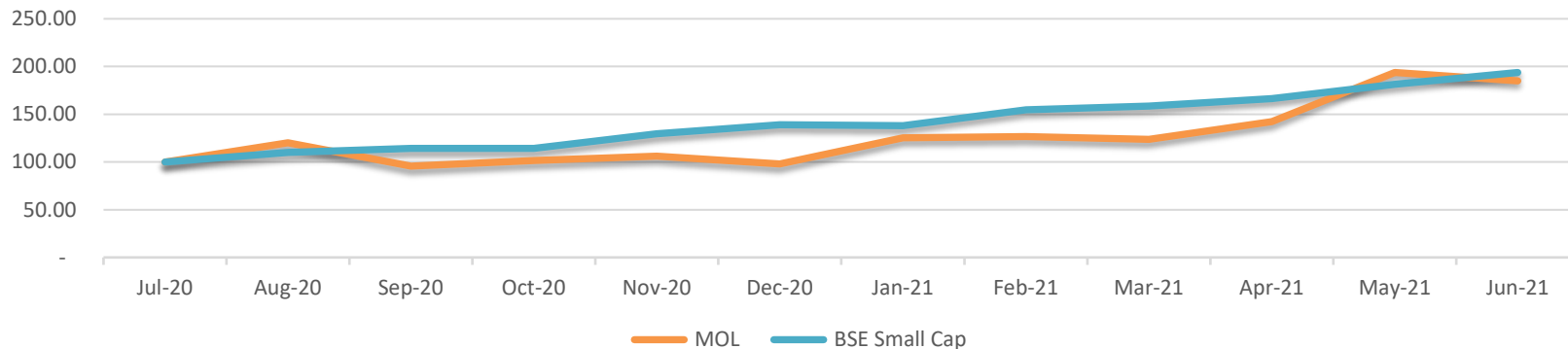
RoE (%) and RoCE (%)



Net D/E (x)



Capital Market Information

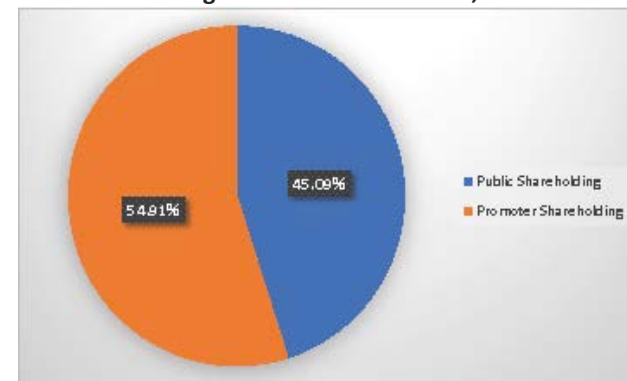


Price Data (30th June, 2021)

INR

Face Value (INR)	10.0
CMP (INR)	774.20
52 Week H/L (INR)	874.90/360.00
Avg. Net Turnover(INR Crore)	1.31
Market Cap (INR Crore)	663.05
Equity Shares Outstanding (No of Shares in Lakh)	85.64

Shareholding Pattern as on 30th June, 2021



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Thank you

Mangalam Organics Limited