

Date: May 27, 2023

BSE Limited

Listing & Compliance Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai - 400001.
Scrip Code: 514418

The National Stock Exchange of India Limited

Listing & Compliance Department
Exchange Plaza, C-1 Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400051
Symbol: MANORG

Dear Sir/Madam,

Sub: Investor Presentation for year ended March 31, 2023

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of Investor Presentation for the year ended **March 31, 2023**.

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

Request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For **Mangalam Organics Limited**

Shachi Sanghavi
Company Secretary & Compliance Officer

Encl: As above

Mangalam Organics Limited







Investor Presentation – March 2023

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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.

Our Legacy

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

Our wide Footprint

Turpentine, our principal raw material to manufacture Camphor, is procured from across the globe: Brazil, 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.

What We Manufacture

Terpene Chemistry Camphor, Dipentene, Sodium Acetate
Synthetic Resins Terpene Phenolic, Alkyl Phenolic, Rosin-based Resins

Our Mission

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



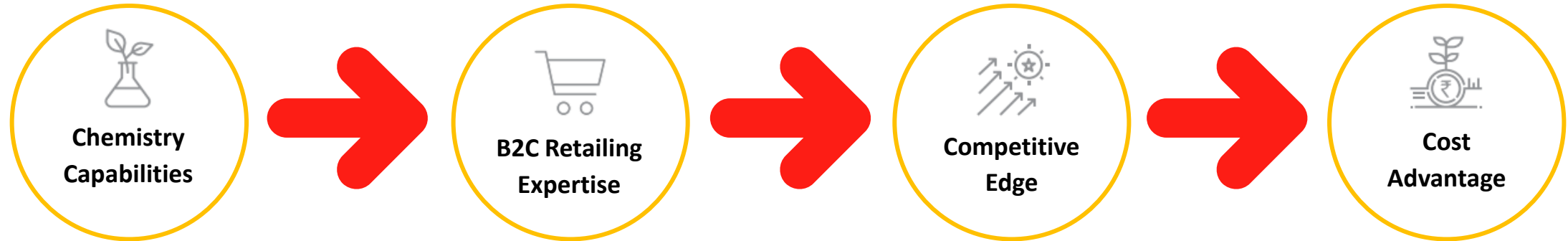


*From the Gods,
for your home!*

Business-to-Business

Business-to-Consumer

Trading	Manufacturing	Expansion	Listing	Diversification	Brand Establishment	Product Portfolio	Brand Strengthening	Listing	Expansion
<p>1946</p> <p>Late Ramgopal Dujodwala (founder of Mangalam Organics Ltd.) commenced Trading in Rosin</p>	<p>1949</p> <p>Late Ramgopal Dujodwala established a Rosin and Turpentine manufacturing unit at Hoshiarpur, followed by a unit at Una, Faridabad, and one in J&K</p>	<p>1988</p> <p>Facility built for manufacture of Rosin and Turpentine at Khopoli (Maharashtra)</p>	<p>1994</p> <p>Facility built for manufacture of Camphor and MOL listed on BSE Limited</p>	<p>2007</p> <p>Kamal Dujodwala took over as Chairman. Set up a new division to manufacture Synthetic Resins</p>	<p>2013</p> <p>Commenced manufacturing and retailing of Mangalam Camphor Tablets</p>	<p>2017</p> <p>Commenced manufacturing and retailing of homecare products based on Camphor under "CamPure"</p>	<p>2020</p> <p>Established Mangalam Brands Private Limited to focus on Brands 'Mangalam' and 'Campure'</p>	<p>2021</p> <p>Mangalam Organics Ltd. got listed on NSE</p>	<p>2022</p> <p>Successfully completed the expansion to manufacture 10,000 MT of Camphor</p>

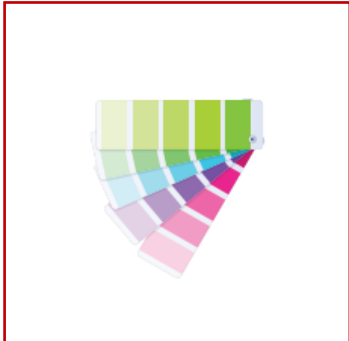
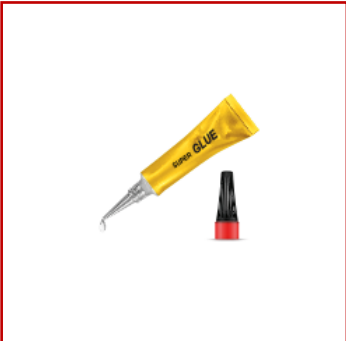


1. In our Terpene operations, continuing focus on yields, time cycle, energy conservation and quality of the products has enabled us to maintain our sales volume and profitability.
2. Through our Resin operations, we continue to offer closely formulated and niche solutions to our customers, enabling 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.



Business-to-Business

Terpene



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

Our Key Clientele

Terpene Operations



Synthetic Resin Operations



Retail Operations

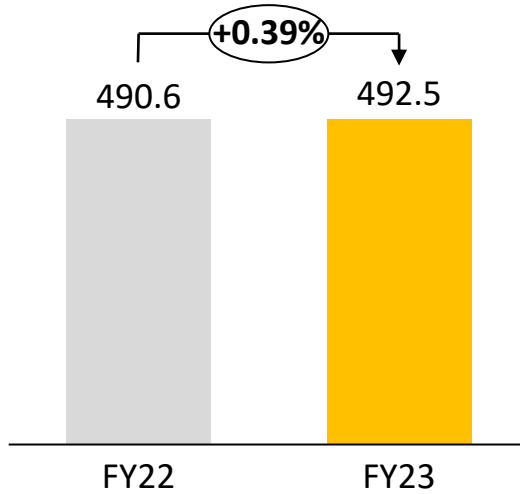


Financials

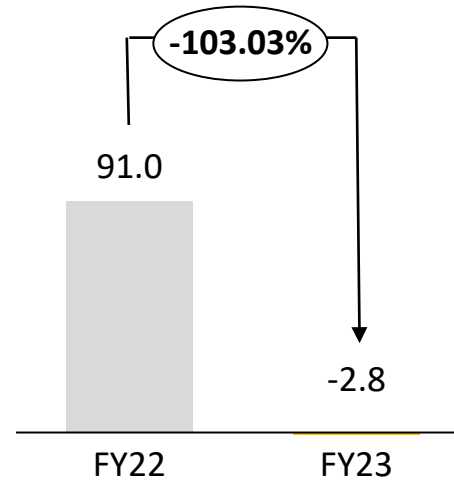


FY23 Consolidated Financial Performance

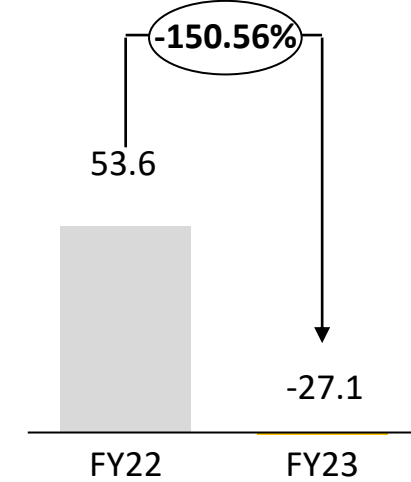
Revenues (Rs. Crs)



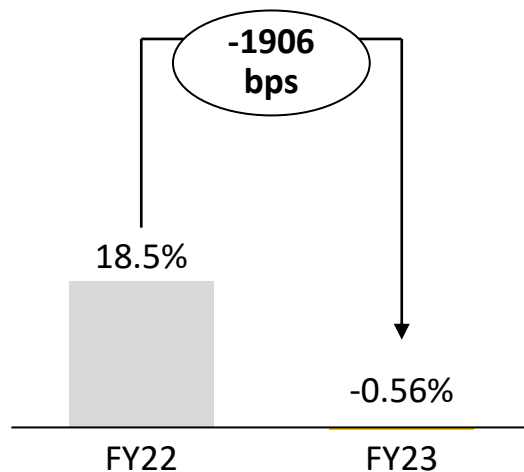
EBITDA (Rs. Crs)



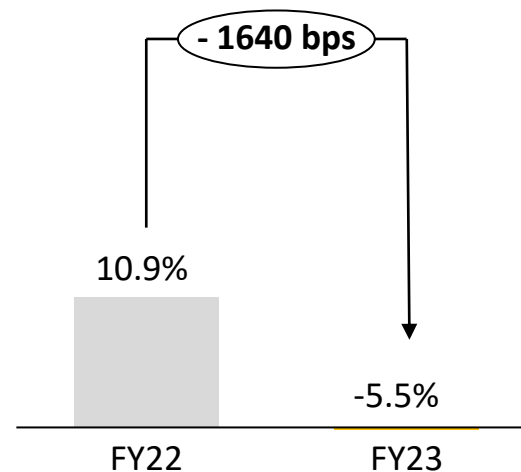
PAT (Rs. Crs)



EBITDA Margin (%)



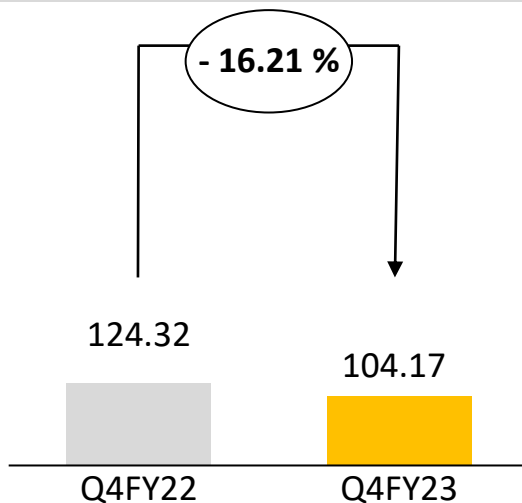
PAT Margin (%)



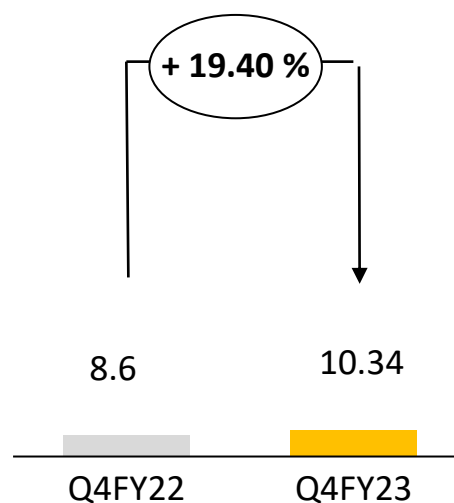
- Revenue growth of 0.39% in FY23 vs FY22.
- Increase in input costs lead to decline in profitability for the year.
- Company continues its efforts on improving efficiencies and margins going forward.

YOY FY23 Consolidated Financial Performance

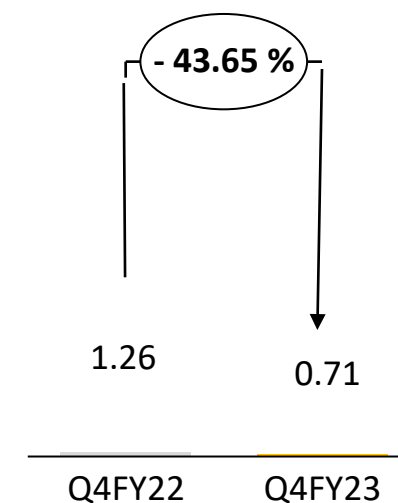
Revenues (Rs. Crs)



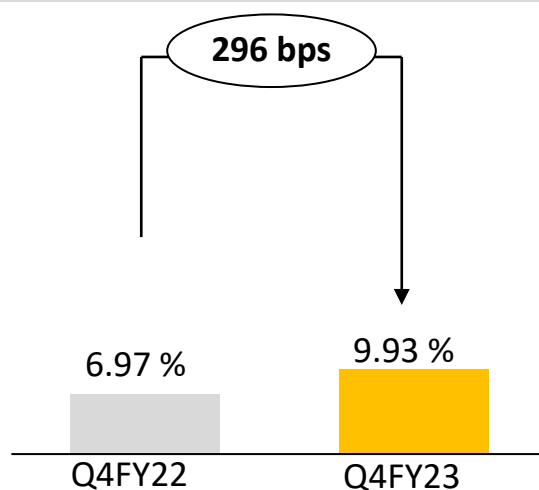
EBITDA (Rs. Crs)



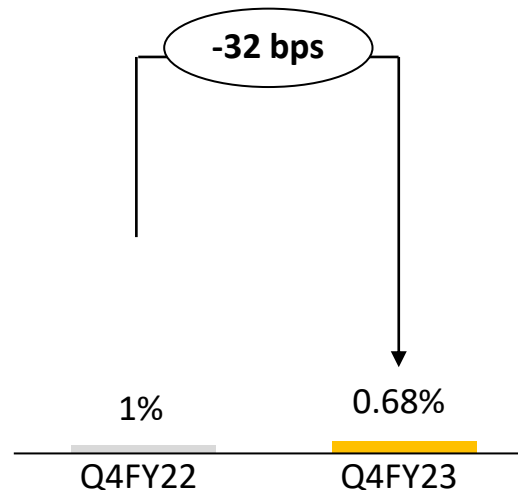
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)



- Revenue growth of -16.21% in Q4 FY23 vs Q4 FY22.
- Increase in input costs lead to decline in profitability for the year.
- Company continues its efforts on improving efficiencies and margins going forward.

Q4 FY23 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY23	Q4 FY22	Y-o-Y (%)	Q3 FY23	Q-O-Q	FY23	FY22	Y-o-Y (%)
Revenue from Operations	104.17	124.32	-16.21	129.7	-19.68	492.53	490.6	0.39
Cost of Materials Consumed	71.61	53.82	33.05	97.6	-26.63	409.41	284.3	
Purchase of stock in trade	5.69	1.39		0.24		6.46	5.2	
Changes in Inventories of finished goods, work in progress and stock-in trade	-13.39	18.13		-17.59		-72.65	-12.6	
Gross Profit	40.26	50.98	-21.03	49.45	-18.58	149.31	213.7	-30.13
GP %	38.65	41.01		38.13		30.31	43.56	
Employee Benefits Expense	8.12	8.4		9.34		34.7	29.7	
Other Expenses	21.8	33.92		31.65		117.37	93	
EBITDA	10.34	8.66	19.40	8.46	22.22	-2.76	91	-103.03
EBITDA %	9.93	6.97		6.52		-0.56	18.55	
Other Income	0.16	0.26		0.64		0.47	1.3	
Depreciation and Amortisation Expense	4.72	3.37		4.3		17.55	15	
EBIT	5.78	5.55	4.14	4.8	20.42	-19.84	77.3	-125.67
Finance Costs	3.25	2.91		3.83		13.79	4.2	
PBT	2.53	2.64	-4.17	0.97	160.82	-33.63	73.1	-146.01
Total Tax Expense	1.82	1.38		0.48		-6.53	19.5	
Profit for the year	0.71	1.26	-43.65	0.49	44.90	-27.1	53.6	-150.56
PAT %	0.68	1.0		0.4		-5.5	10.9	
EPS	0.82	1.47	-44.22	0.57	43.86	-31.63	62.68	

Profit & Loss Statement (Audited) as on March 2023

Particulars (Rs. Crs)	FY23	FY22	FY21	FY20
Revenue from Operations	492.5	490.6	338.2	374.5
Cost of Materials Consumed	409.4	284.3	147.1	209.7
Purchase of stock in trade	6.5	5.2	3.9	4.0
Changes in Inventories of finished goods, work in progress and stock-in trade	-72.7	-12.6	-27.6	-4.7
Gross Profit	149.3	213.7	214.9	165.5
GP %	0.3	0.4	0.6	0.4
Employee Benefits Expense	34.7	29.7	26.9	25.5
Other Expenses	117.4	93.0	60.2	53.7
EBITDA	-2.8	91.0	127.8	86.3
EBITDA %	0.0	0.2	0.4	0.2
Other Income	0.5	1.4	1.0	1.0
Depreciation and Amortisation Expense	17.6	15.0	13.5	9.0
EBIT	-19.8	77.4	115.3	78.4
Finance Costs	13.7	4.2	1.0	5.2
PBT before exceptional items	-33.5	73.2	114.3	73.2
Exceptional items	0.0	0.0	0.0	-10.3
PBT	-33.5	73.2	114.3	62.9
Total Tax Expense	-6.5	19.5	29.7	15.4
Profit for the year	-27.0	53.7	84.6	47.6
PAT %	-0.1	0.1	0.3	0.1
EPS	--31.6	62.7	98.8	55.5

Consolidated Balance Sheet (Audited) as on March 2023

Equity & Liabilities (Rs. Crs)	Mar-23	Mar-22
Equity Share Capital	9	9
Other Equity	267	296
Total Equity	276	304
Financial liabilities		
Borrowings	41	52
Provisions	3	3
Deferred tax Liabilities (Net)	0	5
Total Non-Current Liabilities	44	60
Financial Liabilities		
(i) Borrowings	149	160
(ii) Trade Payables	33	33
(iii) Other Financial Liabilities	0	0
Provisions	1	1
Other Current Liabilities	3	3
Current tax Liabilities (net)	0	0
Total Current Liabilities	186	196
Total Liabilities	506	560

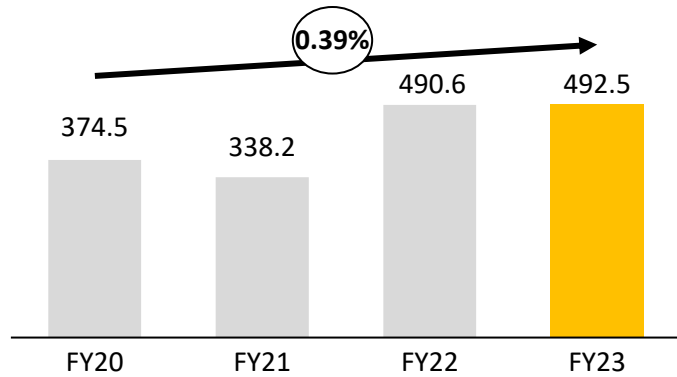
Assets (Rs. Crs)	Mar-23	Mar-22
Property, plant and equipment	227	198
Capital Work-in-Progress	1	8
Financial Assets		
(i) Investments	0	0
(II)Deferred tax Assets (Net)	3	0
(iii) Other Financial Assets	10	10
Total Non-Current Assets	243	216
Inventories	188	244
Financial Assets		
(i) Trade Receivable	47	44
(ii) Cash and Cash Equivalentents	1	1
(iii) Other Bank Balances	0	1
(iv) Other Financial Assets	6	12
Current Tax Assets (net)	3	5
Other Current Assets	16	37
Total Current Assets	75	344
Total Assets	505	560

Cash Flow Statement (Audited)

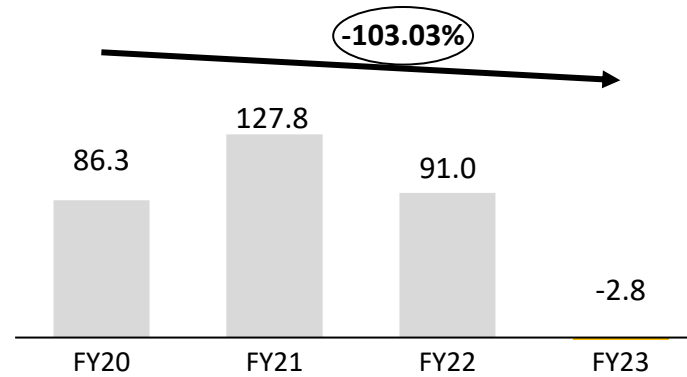
Particulars (Rs. Crs)	FY23	FY22	FY21
Profit before Tax	-34.0	73.1	114.1
Operating Profit before Working Capital Changes	-3.3	91.9	128.0
Changes in Working Capital	79.9	-153.2	-72.1
Cash Generated from Operations	76.6	-61.3	55.8
Direct Taxes paid (net of refund)	0.3	21.8	29.6
Net Cash from Operating Activities	76.9	-83.1	26.3
Net Cash Flow from Investing Activities	-40.8	-99.5	-28.1
Net Cash Flow from Financing Activities	-35.4	182.1	2.3
Net change in cash & cash equivalents	0.6	-0.6	0.4

Performance in Charts (Audited)

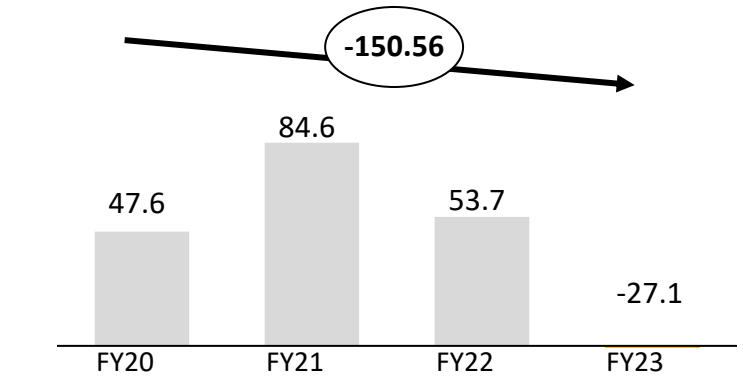
Revenues (Rs. Crs)



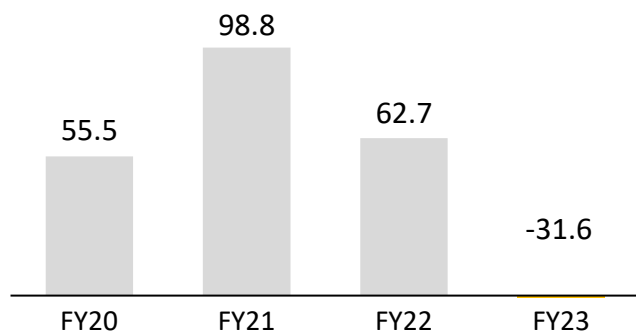
EBITDA (Rs. Crs)



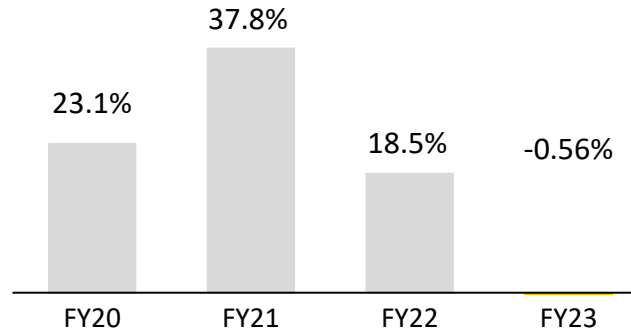
PAT (Rs. Crs)



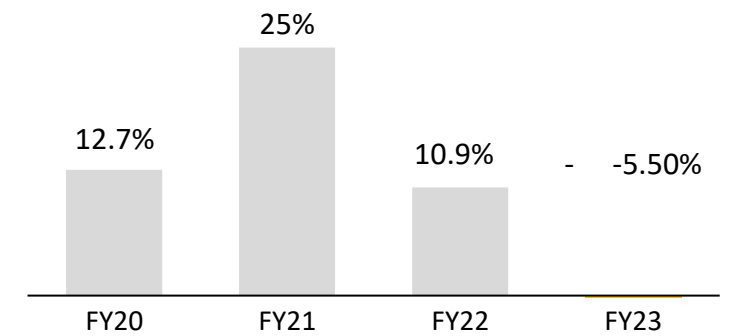
Earnings Per Share (in Rs)



EBITDA Margins (%)



PAT Margins (%)



Transformation

from B2B to B2C





Why Camphor?

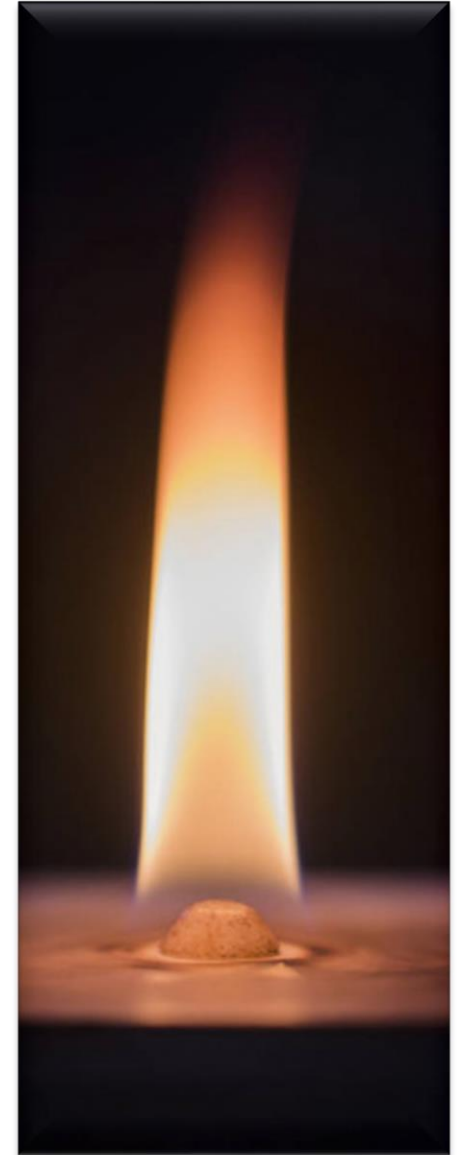
As written in our Holy books, Pure Camphor symbolises union with God as it burns completely, leaving behind no trace. Pure Camphor dispels negativity, keeps one healthy and attracts prosperity.

Significance of the Camphor Flame

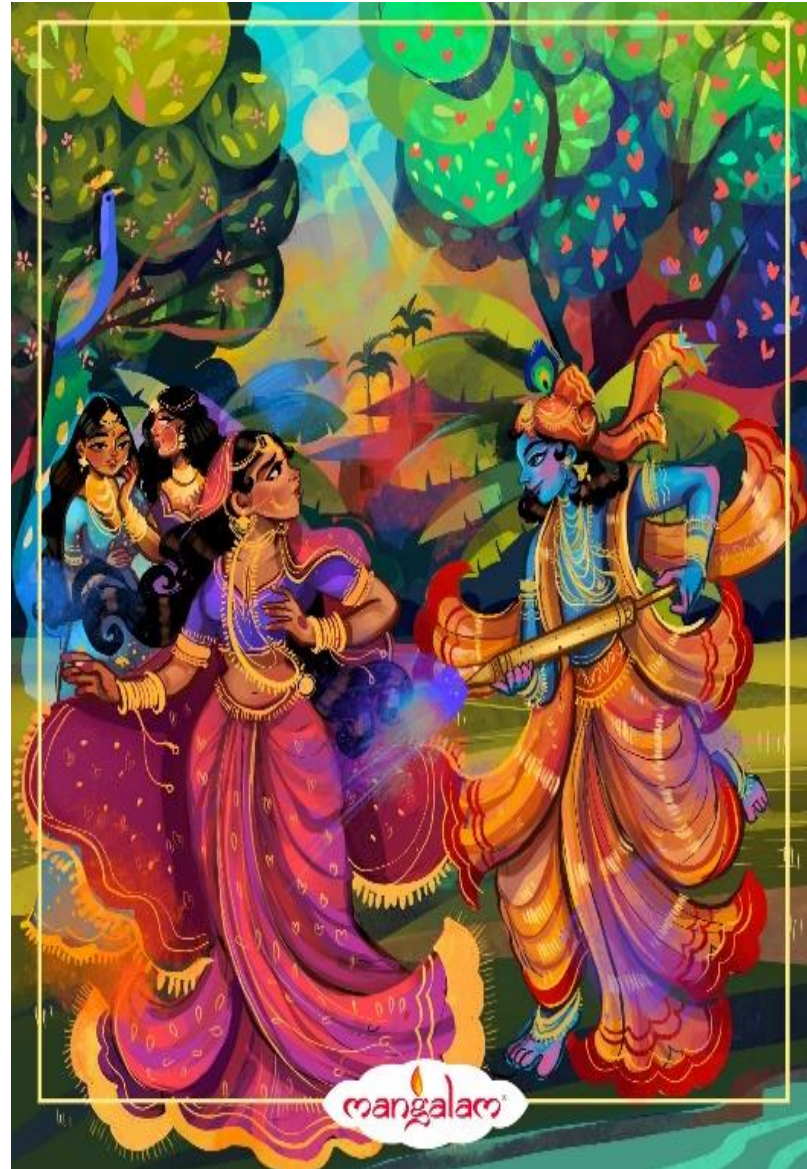
Camphor flame inspires the devotee to spread warmth and fragrance through one's life, burning away energetically to eventually allow the focus solely on the almighty without any trace of existence or ego. At the end of the aarti, one places his hands over the flame and touches his eyes and forehead which 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)



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

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 congestion-related pharmaceuticals and leading pharmaceutical companies are increasingly purchasing Camphor with more R&D being done on Camphor-based 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.



Air Purifier

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

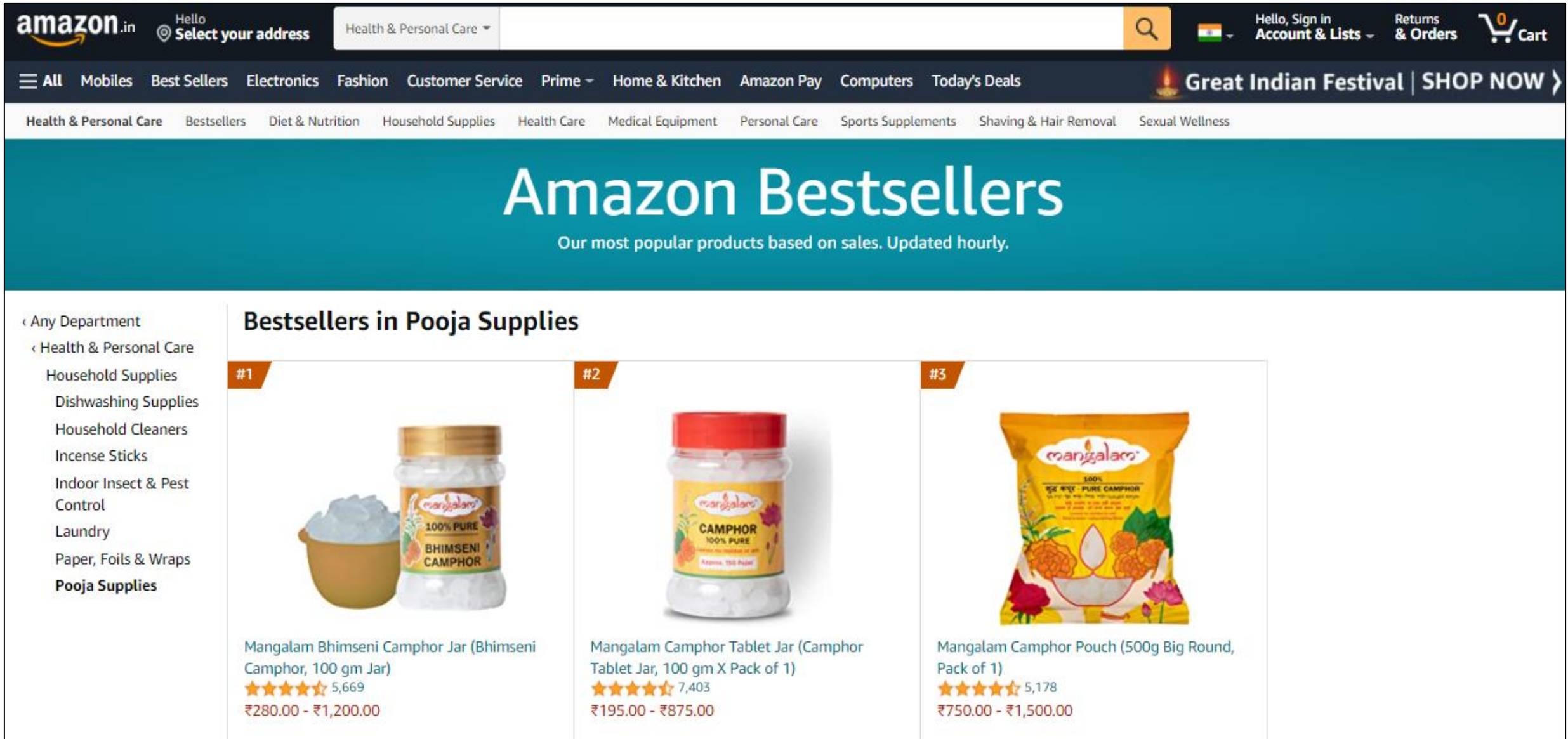


 <p>Mangalam CamPure Camphor Handwash 250ml (Pack of 2) ★★★★☆ 140 ₹350.00</p>	 <p>Mangalam CamPure Camphor Soap - Soft & Fresh (Pack of 6) ★★★★☆ 743 ₹300.00</p>	 <p>Mangalam CamPure Camphor Power Mosquito Liquid Vaporiser (Refill - Pack of 6) ★★★★☆ 1,781 ₹396.00</p>	 <p>CamPure 100% Organic Camphor Essential Oil - 15 ML - Pack of 1 ★★★★☆ 31 ₹350.00</p>	 <p>Mangalam CamPure Air Purifier Rose & Camphor - Refreshing Fragrance - Repels Mosquitoes - Pack of 2 ★★★★☆ 151 ₹300.00</p>	 <p>CamPure Camphor Soap, Handwash & Hand Sanitizer Gift Box ★★★★☆ 15 ₹400.00</p>	 <p>Mangalam plastic Camphor Diffuser/Kapur Dani - Bhimseni Camphor Aroma ★★★★☆ 299 ₹330.00</p>
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 <p>Mangalam CamPure Camphor Cone (Bhimseni) - Room, Car and Air Freshener & Mosquito Repellent (Pack Of 2) ★★★★☆ 386 ₹398.00</p>	 <p>Mangalam CamPure Camphor Cone (Original) - Room, Car and Air Freshener & Mosquito Repellent (Pack Of 2) ★★★★☆ 3,779 ₹398.00</p>	 <p>Mangalam CamPure Camphor Sticks Mini - Wonderful Fragrance, Repels Cockroaches and Rats, Preserves Clothes, Prevents Rust - for... ★★★★☆ 350 ₹300.00</p>	 <p>Mangalam Bhimseni Camphor Jar (Bhimseni Camphor, 250 gm Jar) ★★★★☆ 5,460 #1 Best Seller in Pooja Supplies ₹625.00</p>	 <p>Mangalam CamPure Camphor Sticks - Wonderful Fragrance, Repels Cockroaches and Rats, Preserves Clothes, Prevents Rust (Pack of 8) ★★★★☆ 387 ₹375.00</p>	 <p>Mangalam CamPure Camphor Cone (Bhimseni) - Room, Car and Air Freshener & Mosquito Repellent (Pack Of 4) ★★★★☆ 386 ₹796.00</p>	 <p>Mangalam CamPure Camphor Sticks Mini - Wonderful Fragrance, Repels Cockroaches and Rats, Preserves Clothes, Prevents Rust - for... ★★★★☆ 86 ₹580.00</p>
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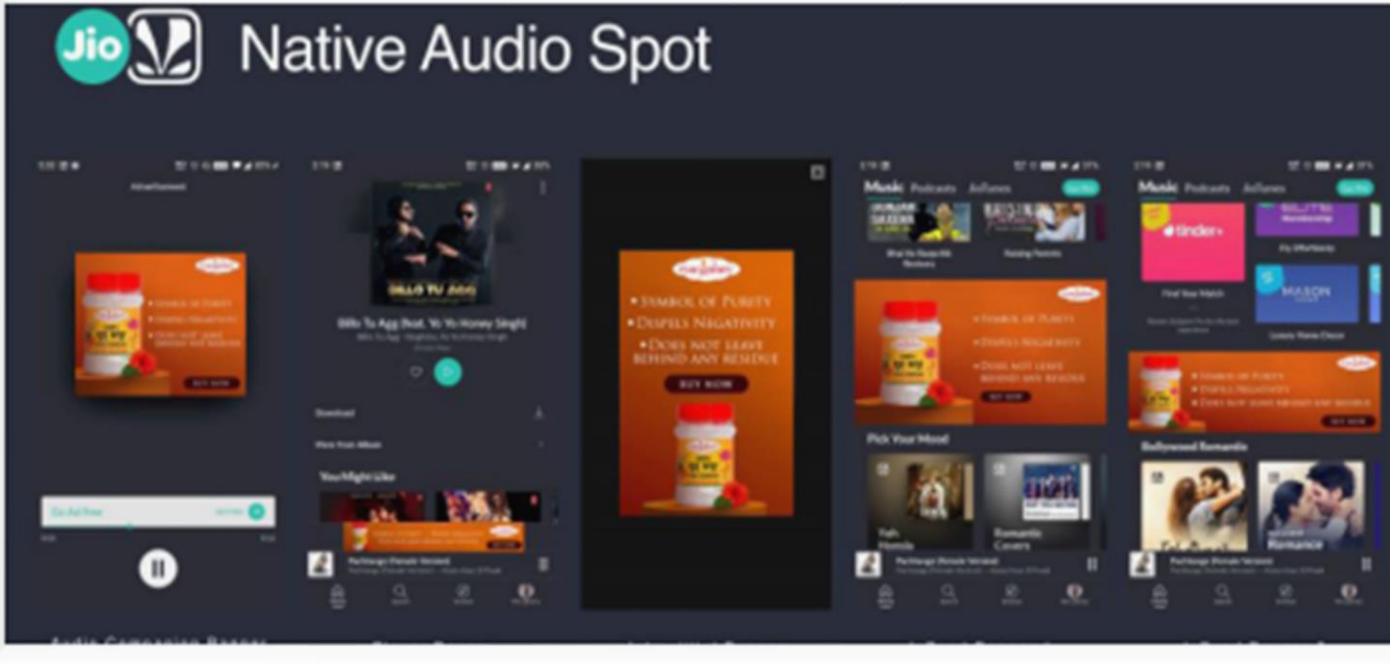
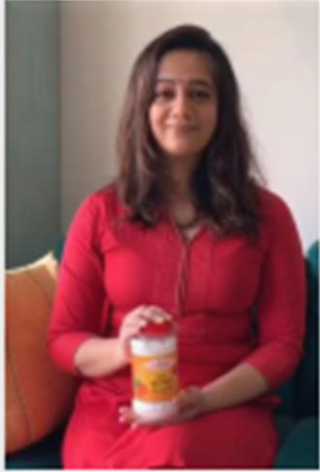
 <p>1. Gkamp Jasmine Campure Camph... 4.1★ 64 Ratings & 3 Reviews ₹199 Diffuser Jasmine Fragrance Quantity 80 g</p>	<p>Most Helpful Review 5★ Great product Smooth... awesome...nice ...light... Sumanta Patel Certified Buyer 17days ago</p>	<p>Recent Review 5★ Great product Smooth... awesome...nice ...light... Sumanta Patel Certified Buyer 17days ago</p>
 <p>2. Gkamp Original, Sandalwood,... 4.2★ 64 Ratings & 11 Reviews ₹796 Diffuser Sandal, Natural, Jasmine, Rose Fragrance Quantity 320 g</p>	<p>Most Helpful Review 5★ Great product Will suggest to by .. excellent quality .. and good fragrance .. Manohar Vijapurkar Certified Buyer Jul, 2020</p>	<p>Recent Review 5★ Great product Will suggest to by .. excellent quality .. and good fragrance .. Manohar Vijapurkar Certified Buyer Jul, 2020</p>



The screenshot shows the Amazon India homepage with a focus on the 'Bestsellers in Pooja Supplies' category. The navigation bar includes the Amazon logo, user account options, and a search bar. The main banner reads 'Amazon Bestsellers' with the subtitle 'Our most popular products based on sales. Updated hourly.' The left sidebar lists various product categories, with 'Pooja Supplies' highlighted. The main content area displays three top-selling products:

- #1** Mangalam Bhimseni Camphor Jar (Bhimseni Camphor, 100 gm Jar) with 5,669 reviews and a price range of ₹280.00 - ₹1,200.00.
- #2** Mangalam Camphor Tablet Jar (Camphor Tablet Jar, 100 gm X Pack of 1) with 7,403 reviews and a price range of ₹195.00 - ₹875.00.
- #3** Mangalam Camphor Pouch (500g Big Round, Pack of 1) with 5,178 reviews and a price range of ₹750.00 - ₹1,500.00.

Social Media Presence



Television Commercial



MUMBAI
CamPure cone #CalmKare - Car

To watch - [Click here](#)



Mangalam camphor TV commercial advertisement To watch - [Click here](#)

12,618 views • Premiered Apr 27, 2020  150  269  SHARE  SAVE ...



CamPure cone #CalmKare - Study area

To watch - [Click here](#)



CamPure cone #CalmKare - Cupboard

To watch - [Click here](#)



#CamPure #Organic #Camphor

CamPure Cone vs Chemical based Air Fresheners (Phool ya Fool ?)

To watch - [Click here](#)



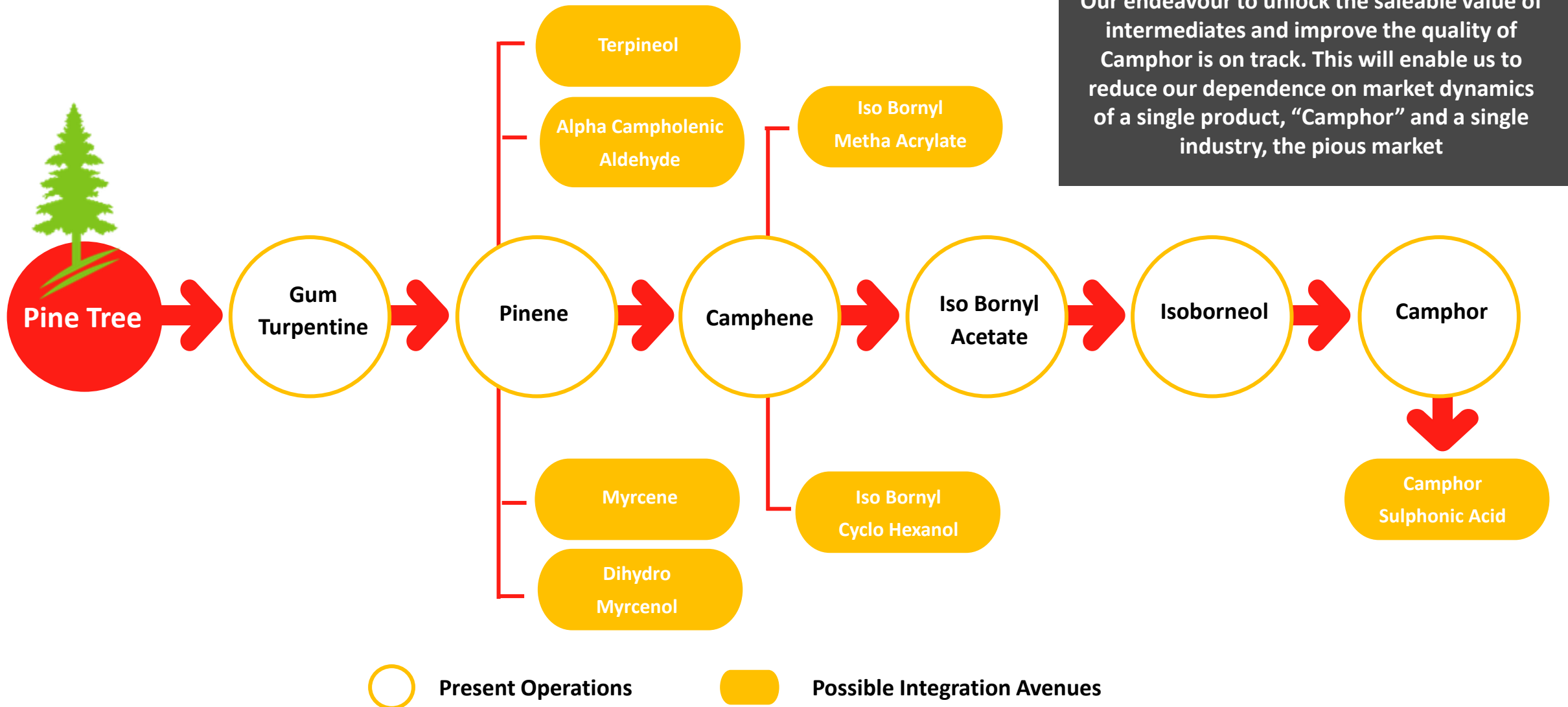
To watch - [Click here](#)

भीमसेनी कापुटाचा सुगंध, कटी वातावरण शुद्ध!
• अल्हाददायक सुगंध देतो
• नकारात्मकता दूर करतो
• मन प्रसन्न करतो

Future Strategy



1. B2B – Unlocking the Value of Intermediates



2. B2B – Synthetic Resins – Niche Approach



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

Expansion in Product Portfolio

1

Introduction of new products for the retail markets to increase our market share



Expansion in Geographical Reach

2

Increase the distribution strength from current 60 salesmen to 150 salesmen in one year thereby increase penetration to 14 states



E-Commerce

4

Strengthening brand and unlocking the power of E-commerce . Our products are available on Amazon, Bigbasket, Jiomart, Flipkart etc.



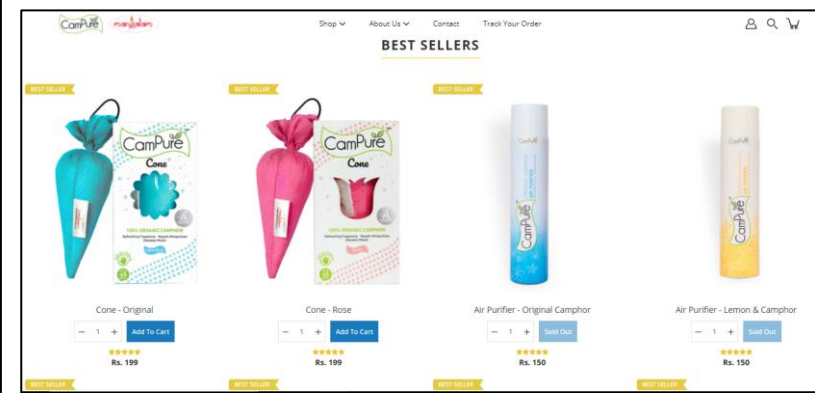
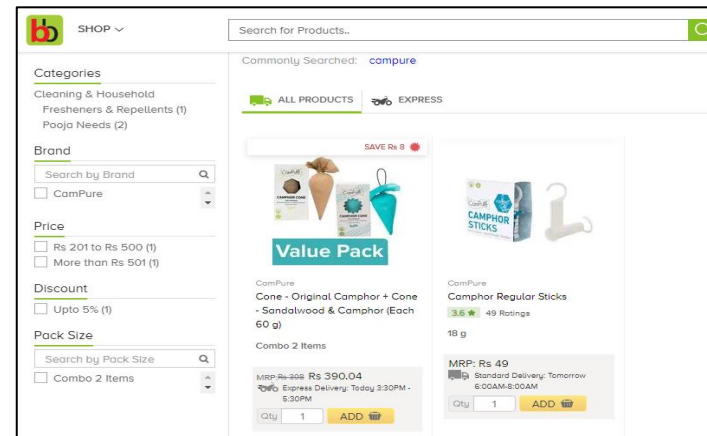
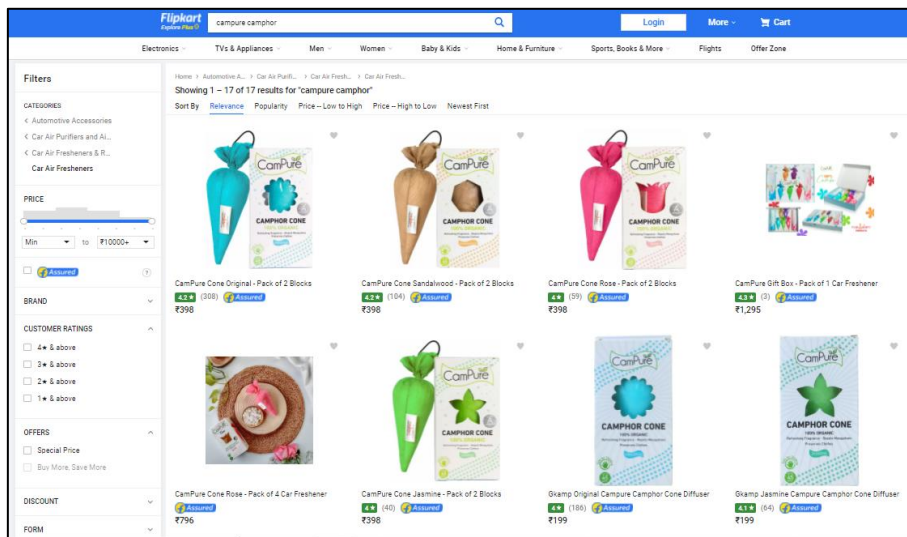
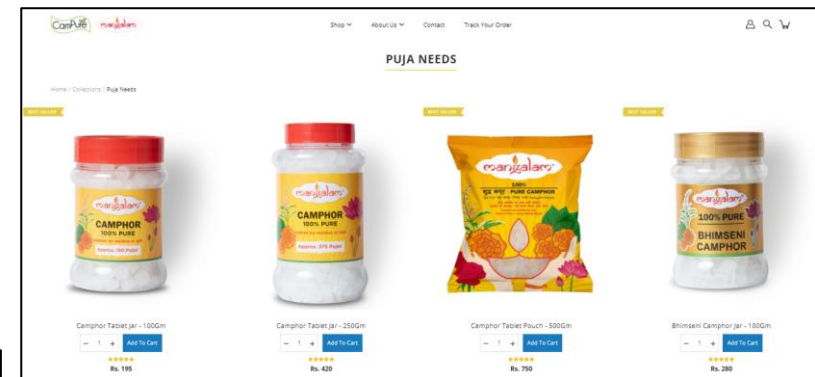
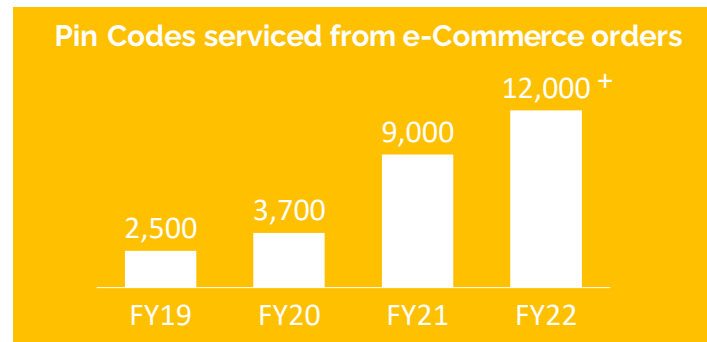
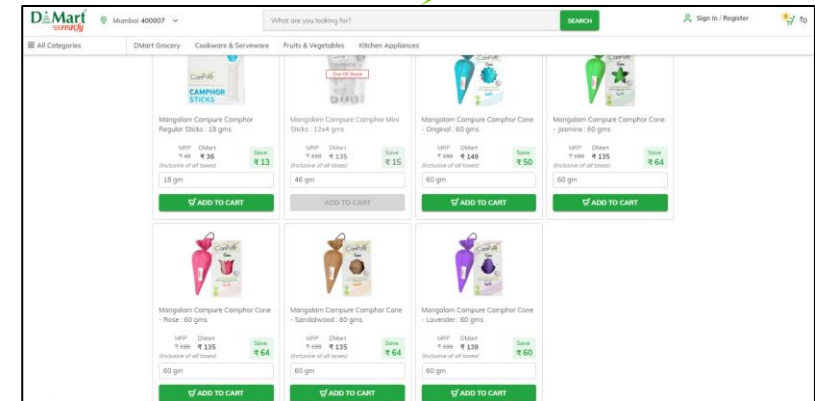
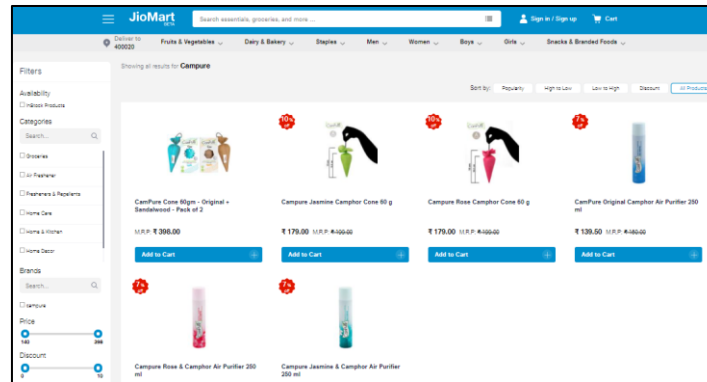
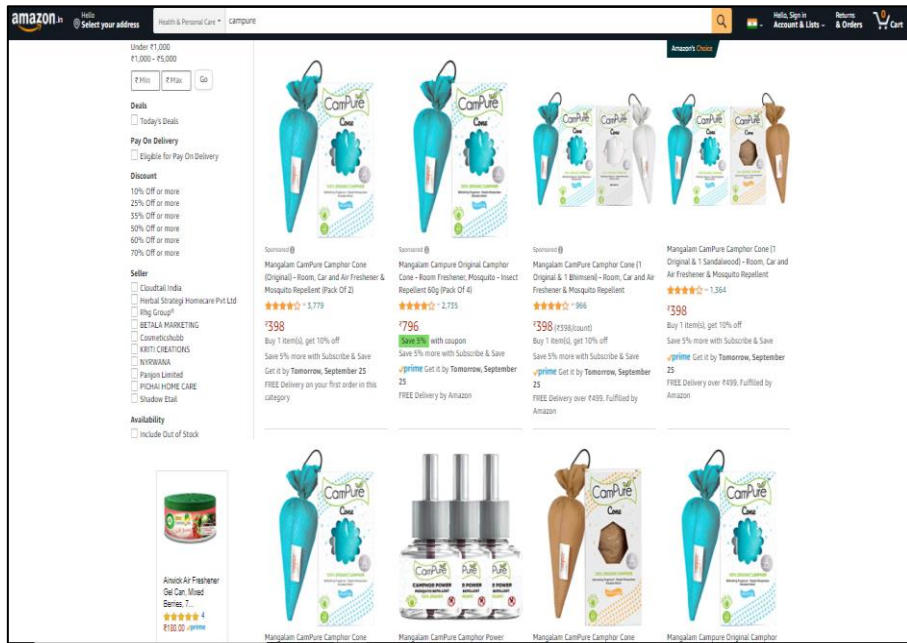
Export Opportunity

3

There is huge global market potential for the products we manufacture. In future we may look for expansion in these markets



4. B2C – Target retail market with e-Commerce



Renovation of Healthcare Centre



Renovation of School



Manufacturing Facility



Our Manufacturing Facilities



PRODUCTION FACILITY
Our plant is located on the
Mumbai - Pune expressway in Kumbhivali.

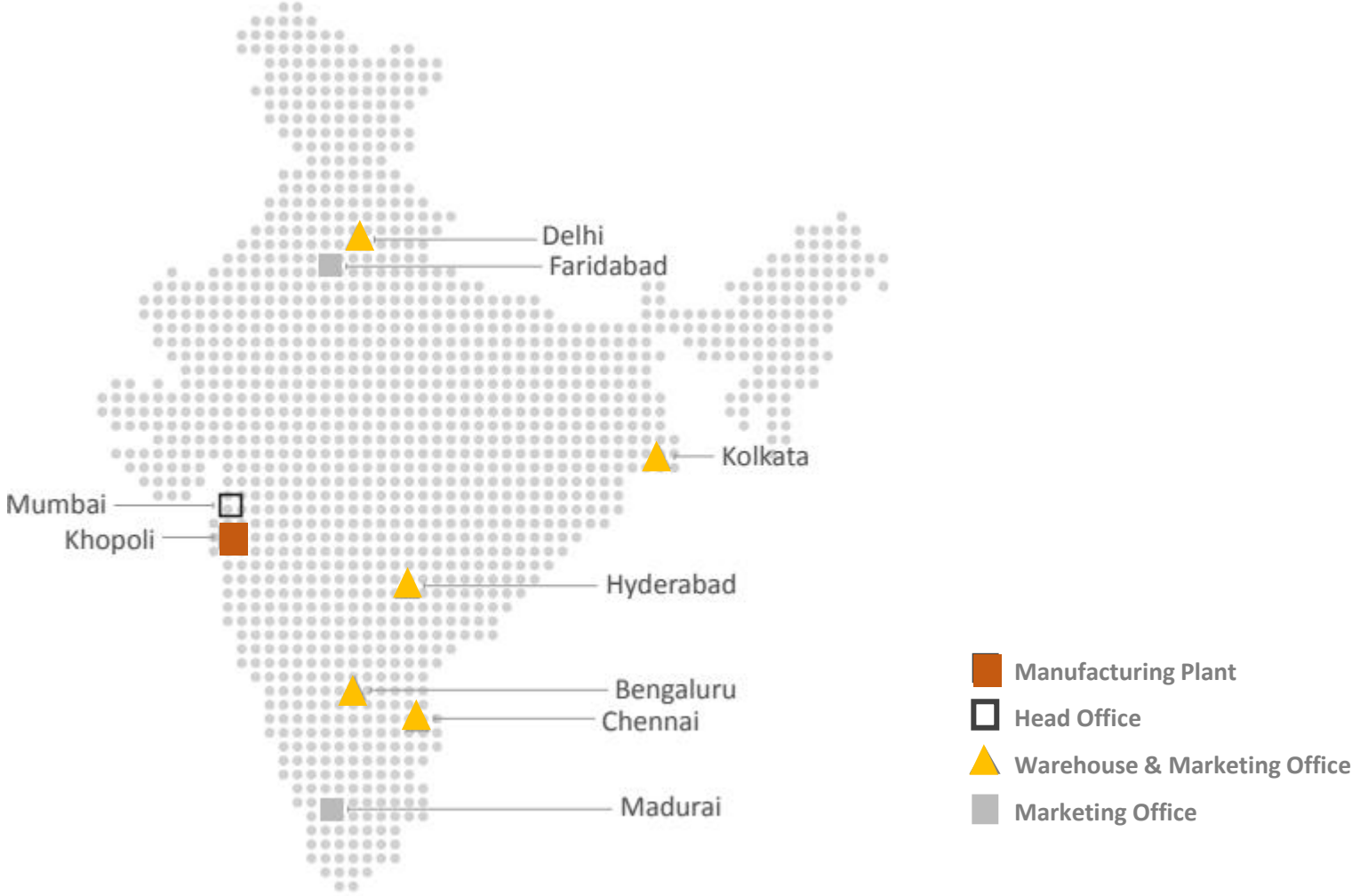
Our Manufacturing Facilities



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 over 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.

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 Bhiva Kadam (Independent Director)

Mr. Sanjay Bhiva Kadam is a competent Chartered Accountant and B.com graduate, He is a partner in Chartered Accountants firm since 2014 and his firm has associated with various Chartered Accountants/ Company Secretaries Firms with an objective to provide quality and time bound professional services to their clients.

Mr. Sidharath Singh Sekhon (Independent Director)

Mr. Sekhon obtained degrees of MSc and LLB. He enrolled as an Advocate with Bar Council of Maharashtra and Goa and passed the Civil Services Examination conducted by UPSC for IAS and Allied Services in 1969 and joined the Indian Revenue Service (IRS) Customs and Excise, worked in various field formations including in DGGI. Thereafter, he was appointed as a commissioner in various Custom offices and further as a Member Technical in the CESTAT. He superannuated in 2006 after 37 Years of service in the field of Indirect Taxation and Adjudication Proceeding thereunder. He was awarded the President of India's Certificate for Distinguished Record of Service and he continued his practice as an Advocate/ Consultant in various Courts in the conduct of Customs, Central Excise, Service Tax matters and as a Consultant in this field for last 17 Years.

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. Shirang 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



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