

Date: May 30, 2022

To

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

Dear Sir/Madam,

**Sub: Investor Presentation for Q4 & FY 2021-22**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of Investor Presentation for the Quarter and Financial Year ended March 31, 2022 (Q4 and FY 2021-22).

This Investor Presentation may also be accessed on the website of the Company at [www.mangalamorganics.com](http://www.mangalamorganics.com).

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

Thanking you,

Yours faithfully,

For Mangalam Organics Limited

  
Heena Lukha  
Company Secretary



Encl: As above

# Mangalam Organics Limited



Investor Presentation – May 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.

## 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><b>1946</b></p> <p>Late Ramgopal Dujodwala (founder of Mangalam Organics Ltd.) commenced Trading in Rosin</p>	<p><b>1949</b></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&amp;K</p>	<p><b>1988</b></p> <p>Facility built for manufacture of Rosin and Turpentine at Khopoli (Maharashtra)</p>	<p><b>1994</b></p> <p>Facility built for manufacture of Camphor and MOL listed on BSE Limited</p>	<p><b>2007</b></p> <p>Kamal Dujodwala took over as Chairman. Set up a new division to manufacture Synthetic Resins</p>	<p><b>2013</b></p> <p>Commenced manufacturing and retailing of Mangalam Camphor Tablets</p>	<p><b>2017</b></p> <p>Commenced manufacturing and retailing of homecare products based on Camphor under "CamPure"</p>	<p><b>2019</b></p> <p>We started marketing campaigns &amp; brand strengthening initiatives full fledge.</p>	<p><b>2021</b></p> <p>Mangalam Organics Ltd. got listed on NSE</p>	<p><b>2022</b></p> <p>Mangalam Organics Ltd. commenced commercial production of additional plant of 5000 MT on 31<sup>st</sup> January 2022.</p>



## B2B- Terpene

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

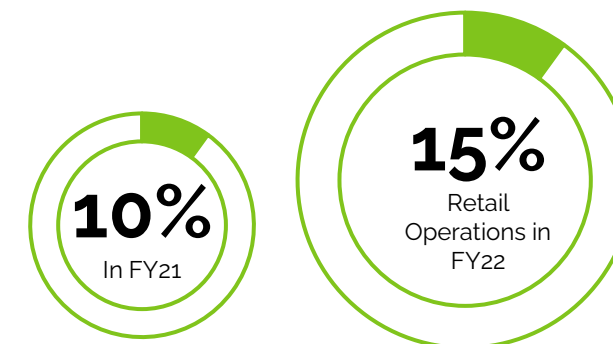
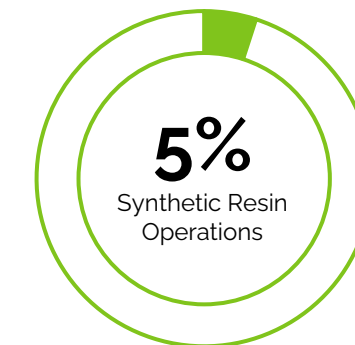
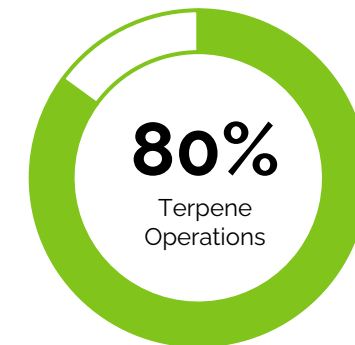
## B2B - Synthetic Resin

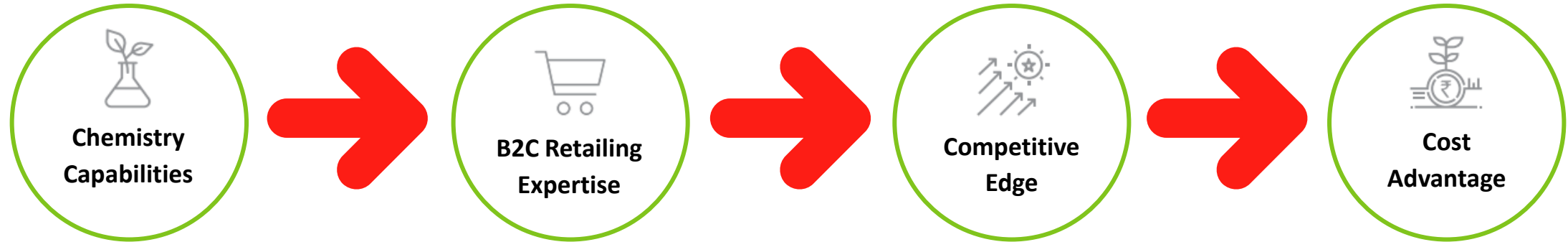
- **Terpene Phenolic Resin** - Adhesives
- **Alkyl Phenolic Resin** - Rubber Products i.e., Tyers
- **Rosin Ester** - Paint and varnish material industry, thermoplastic compounds for road marking, hot melts and glues susceptible to pressure, insulation finishes

## B2C - Retail Operations

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

## Revenue break-up





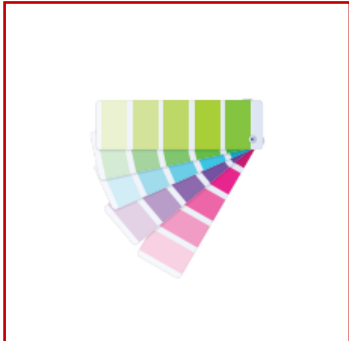
1. In our Terpene operations, continuing focus on yields, time cycle, energy conservation and quality of the products has enabled us to maintain our sales volume and profitability.
2. Through our Resin operations, we continue to offer closely formulated and niche solutions to our customers, enabling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

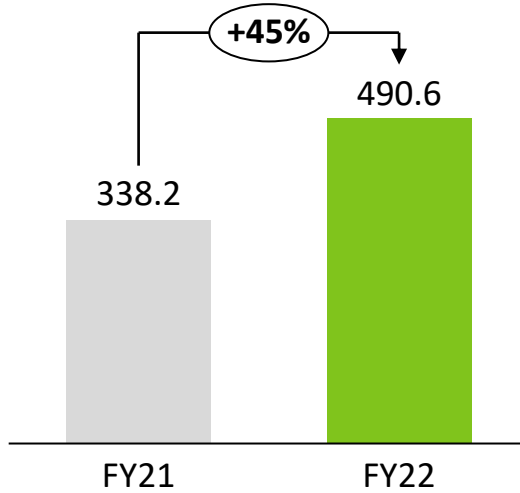


# Financials

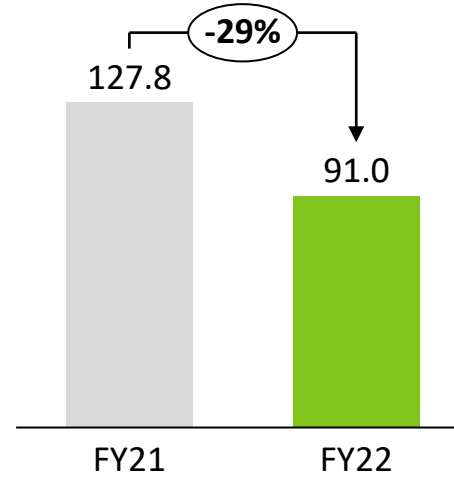


# FY22 Consolidated Financial Performance

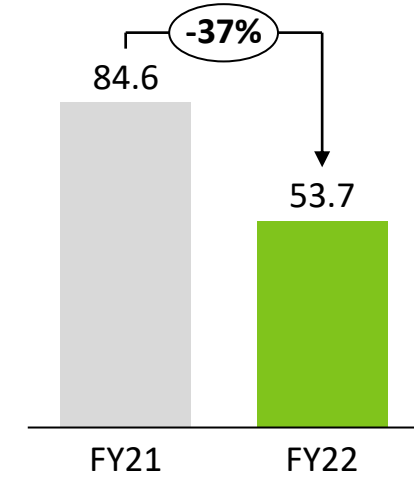
Revenues (Rs. Crs)



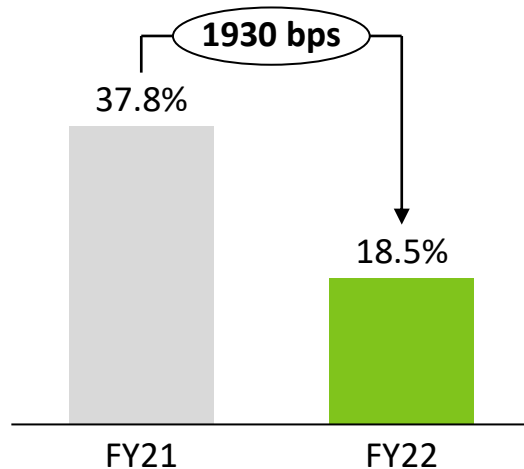
EBITDA (Rs. Crs)



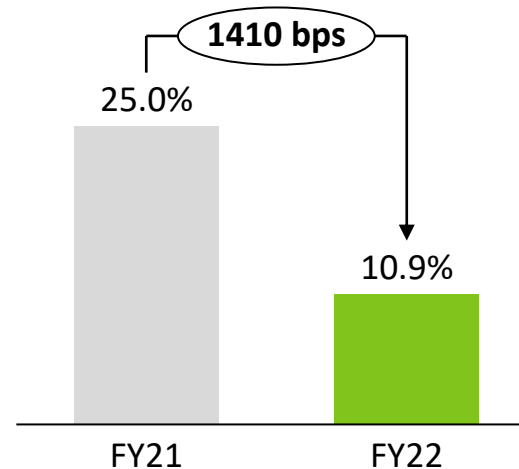
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)

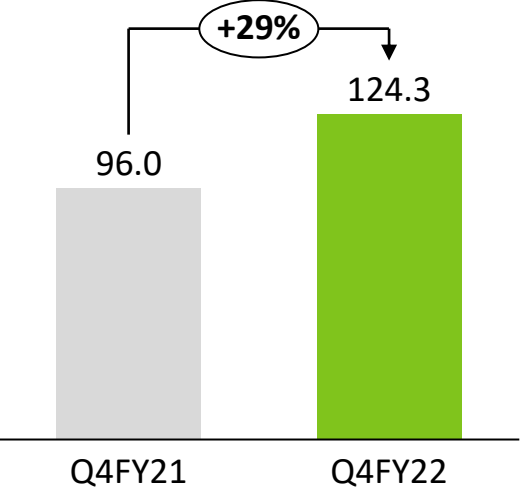


- Revenue growth of 45% in FY22 vs FY21.
- Increase in input costs lead to decline in profitability for the year and quarter end.
- Company continues its efforts on improving efficiencies and margins going forward.
- Successfully commissioned the capacity at Khopoli and It is under stabilization.

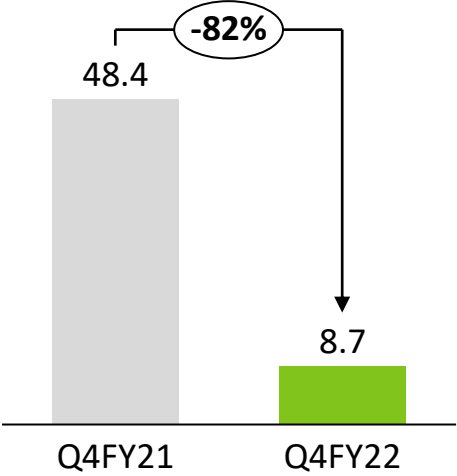
# Q4FY22 Consolidated Financial Performance



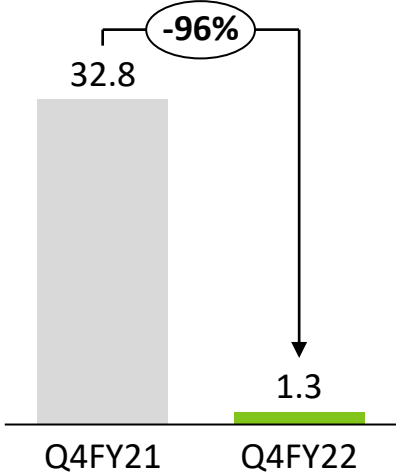
Revenues (Rs. Crs)



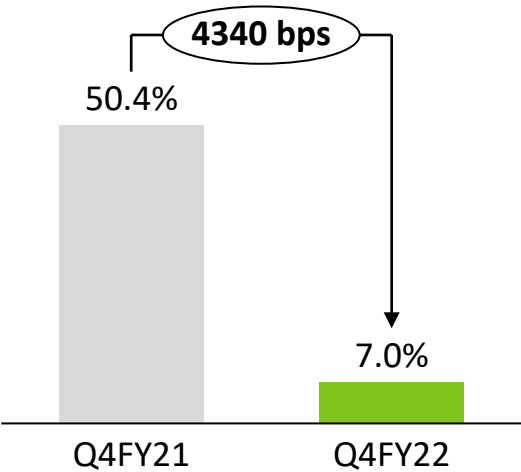
EBITDA (Rs. Crs)



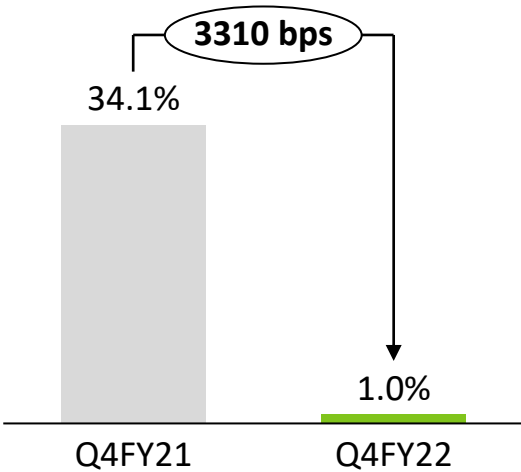
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)



# Q4 FY22 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY22	Q4 FY21	Y-o-Y (%)	Q3 FY22	Q-O-Q	FY22	FY21	Y-o-Y (%)
<b>Revenue from Operations</b>	<b>124.3</b>	<b>96.0</b>	<b>29%</b>	<b>117.6</b>	<b>6%</b>	<b>490.6</b>	<b>338.2</b>	<b>45%</b>
Cost of Materials Consumed	53.8	44.8		81.0		284.3	147.1	
Purchase of stock in trade	1.4	1.3		1.3		5.2	3.9	
Changes in Inventories of finished goods, work in progress and stock-in trade	18.1	-24.1		-16.8		-12.6	-27.6	
<b>Gross Profit</b>	<b>51.0</b>	<b>74.1</b>	<b>-31%</b>	<b>52.1</b>	<b>-2%</b>	<b>213.7</b>	<b>214.9</b>	<b>-1%</b>
<b>GP %</b>	<b>41%</b>	<b>77%</b>		<b>44%</b>		<b>44%</b>	<b>64%</b>	
Employee Benefits Expense	8.4	7.2		7.7		29.7	26.9	
Other Expenses	33.9	18.5		19.8		93.0	60.2	
<b>EBITDA</b>	<b>8.7</b>	<b>48.4</b>	<b>-82%</b>	<b>24.6</b>	<b>-65%</b>	<b>91.0</b>	<b>127.8</b>	<b>-29%</b>
<b>EBITDA %</b>	<b>7.0%</b>	<b>50.4%</b>		<b>20.9%</b>		<b>18.5%</b>	<b>37.8%</b>	
Other Income	0.3	0.2		0.1		1.4	1.0	
Depreciation and Amortisation Expense	3.4	3.9		3.9		15.0	13.5	
<b>EBIT</b>	<b>5.6</b>	<b>44.7</b>	<b>-87%</b>	<b>20.8</b>	<b>-73%</b>	<b>77.4</b>	<b>115.3</b>	<b>-33%</b>
Finance Costs	2.9	0.1		0.7		4.2	1.0	
<b>PBT</b>	<b>2.7</b>	<b>44.6</b>	<b>-94%</b>	<b>20.0</b>	<b>-87%</b>	<b>73.2</b>	<b>114.3</b>	<b>-36%</b>
Total Tax Expense	1.4	11.8		4.9		19.5	29.7	
<b>Profit for the year</b>	<b>1.3</b>	<b>32.8</b>	<b>-96%</b>	<b>15.1</b>	<b>-92%</b>	<b>53.7</b>	<b>84.6</b>	<b>-37%</b>
<b>PAT %</b>	<b>1.0%</b>	<b>34.1%</b>		<b>13.0%</b>		<b>10.9%</b>	<b>25.0%</b>	
<b>EPS</b>	<b>1.5</b>	<b>38.3</b>		<b>17.7</b>		<b>62.7</b>	<b>98.8</b>	

# Profit & Loss Statement

Particulars (Rs. Crs)	FY22	FY21	FY20	FY19
<b>Revenue from Operations</b>	<b>490.6</b>	<b>338.2</b>	<b>374.5</b>	<b>424.6</b>
Cost of Materials Consumed	284.3	147.1	209.7	249.4
Purchase of stock in trade	5.2	3.9	4.0	4.0
Changes in Inventories of finished goods, work in progress and stock-in trade	-12.6	-27.6	-4.7	-8.3
<b>Gross Profit</b>	<b>213.7</b>	<b>214.9</b>	<b>165.5</b>	<b>179.5</b>
<b>GP %</b>	<b>44%</b>	<b>64%</b>	<b>44%</b>	<b>42%</b>
Employee Benefits Expense	29.7	26.9	25.5	22.2
Other Expenses	93.0	60.2	53.7	48.6
<b>EBITDA</b>	<b>91.0</b>	<b>127.8</b>	<b>86.3</b>	<b>108.6</b>
<b>EBITDA %</b>	<b>18.5%</b>	<b>37.8%</b>	<b>23.1%</b>	<b>25.6%</b>
Other Income	1.4	1.0	1.0	1.8
Depreciation and Amortisation Expense	15.0	13.5	9.0	6.2
<b>EBIT</b>	<b>77.4</b>	<b>115.3</b>	<b>78.4</b>	<b>104.2</b>
Finance Costs	4.2	1.0	5.2	3.6
<b>PBT before exceptional items</b>	<b>73.2</b>	<b>114.3</b>	<b>73.2</b>	<b>100.6</b>
<b>Exceptional items</b>	<b>0.0</b>	<b>0.0</b>	<b>-10.3</b>	<b>1.0</b>
<b>PBT</b>	<b>73.2</b>	<b>114.3</b>	<b>62.9</b>	<b>101.6</b>
Total Tax Expense	19.5	29.7	15.4	29.2
<b>Profit for the year</b>	<b>53.7</b>	<b>84.6</b>	<b>47.6</b>	<b>72.4</b>
<b>PAT %</b>	<b>10.9%</b>	<b>25.0%</b>	<b>12.7%</b>	<b>17.0%</b>
<b>EPS</b>	<b>62.7</b>	<b>98.8</b>	<b>55.5</b>	<b>84.1</b>



# Consolidated Balance Sheet

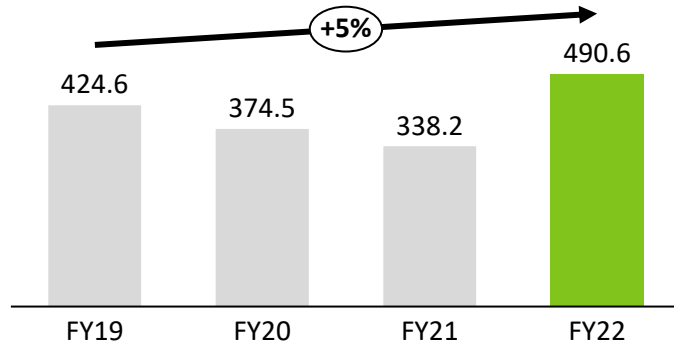
Equity & Liabilities (Rs. Crs)	Mar-22	Mar-21
Equity Share Capital	8.6	8.6
Other Equity	295.5	243.1
<b>Total Equity</b>	<b>304.1</b>	<b>251.7</b>
<b>Financial liabilities</b>		
Borrowings	52.1	0.0
Provisions	3.0	2.5
Deferred tax Liabilities (Net)	5.0	3.5
<b>Total Non-Current Liabilities</b>	<b>60.0</b>	<b>6.0</b>
<b>Financial Liabilities</b>		
(i) Borrowings	159.8	24.3
(ii) Trade Payables	32.5	24.1
(iii) Other Financial Liabilities	0.1	0.0
Provisions	1.1	1.0
Other Current Liabilities	2.5	4.1
Current tax Liabilities (net)	0	0
<b>Total Current Liabilities</b>	<b>195.9</b>	<b>53.6</b>
<b>Total Liabilities</b>	<b>560.0</b>	<b>311.3</b>

Assets (Rs. Crs)	Mar-22	Mar-21
Property, plant and equipment	198.0	120.6
Capital Work-in-Progress	7.7	
Financial Assets		
(i) Investments	0.0	0.0
(ii) Loans	0.0	0.0
(iii) Other Financial Assets	10.2	0.4
<b>Total Non-Current Assets</b>	<b>215.8</b>	<b>121.0</b>
Inventories	243.8	106.2
<b>Financial Assets</b>		
(i) Trade Receivable	44.1	34.4
(ii) Cash and Cash Equivalents	0.5	1.0
(iii) Other Bank Balances	0.9	33.4
(iv) Other Financial Assets	12.3	0.1
Current Tax Assets (net)	5.4	1.6
Other Current Assets	37.2	13.6
<b>Total Current Assets</b>	<b>344.2</b>	<b>190.3</b>
<b>Total Assets</b>	<b>560.0</b>	<b>311.3</b>

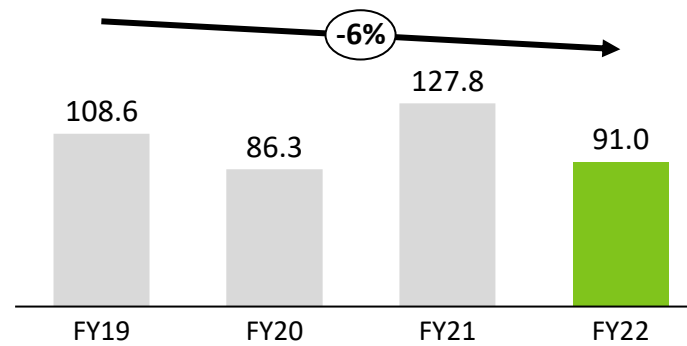
# Cash Flow Statement

Particulars (Rs. Crs)	FY22	FY21	FY20
Profit before Tax	73.1	114.1	62.9
<b>Operating Profit before Working Capital Changes</b>	91.9	128.0	77.1
Changes in Working Capital	-153.2	-72.1	33.3
<b>Cash Generated from Operations</b>	-61.3	55.8	110.4
Direct Taxes paid (net of refund)	21.8	29.6	17.1
<b>Net Cash from Operating Activities</b>	-83.1	26.3	93.3
<b>Net Cash Flow from Investing Activities</b>	-99.5	-28.1	-59.3
<b>Net Cash Flow from Financing Activities</b>	182.1	2.3	-35.9
<b>Net change in cash &amp; cash equivalents</b>	-0.5	0.4	-1.9

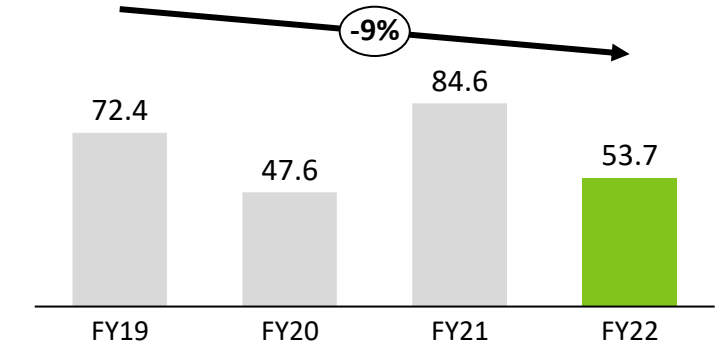
### Revenues (Rs. Crs)



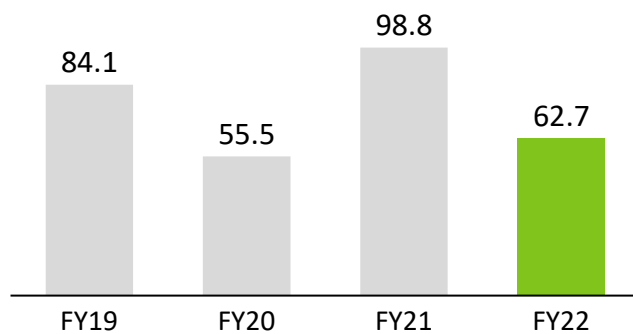
### EBITDA (Rs. Crs)



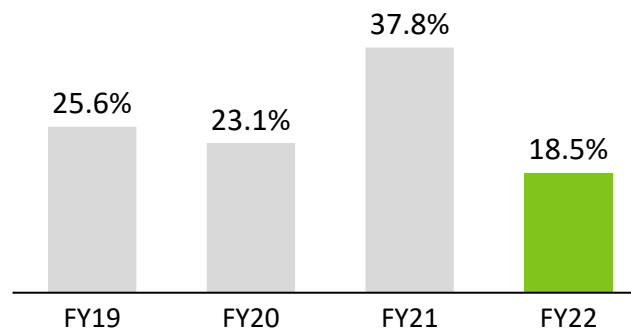
### PAT (Rs. Crs)



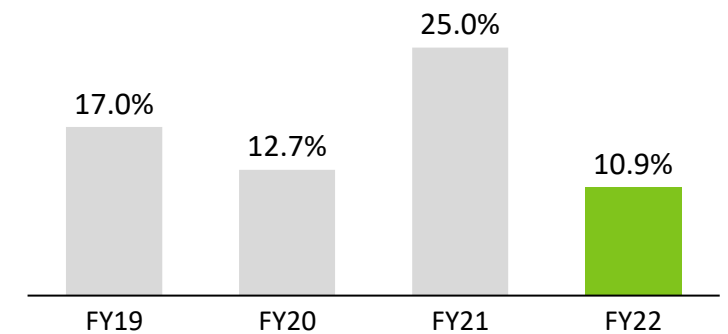
### Earnings Per Share (in Rs)



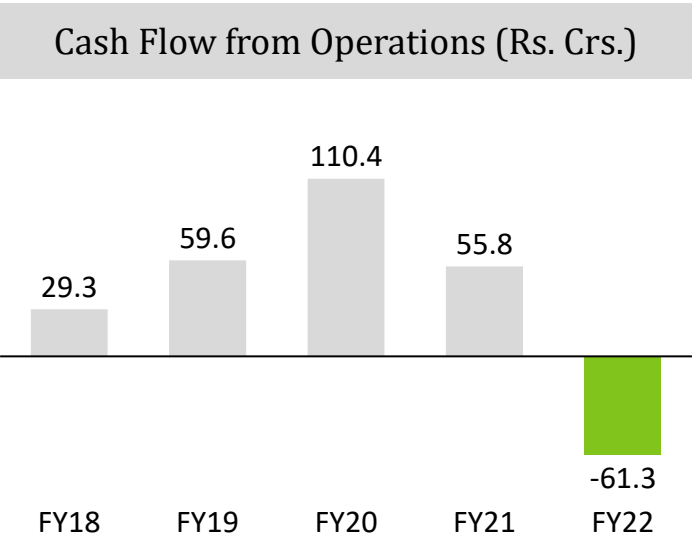
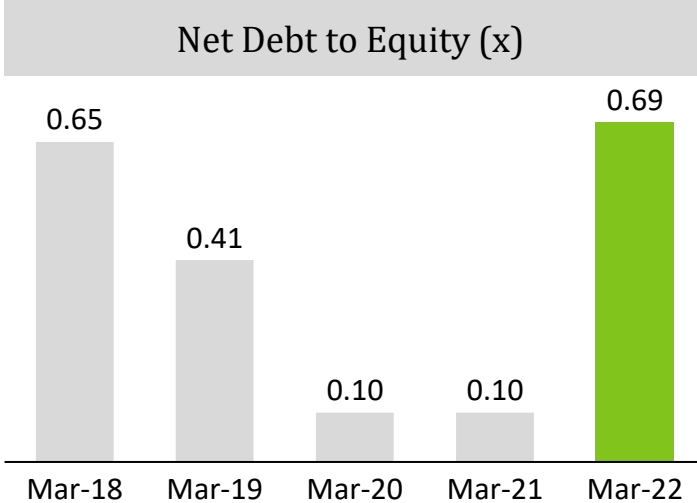
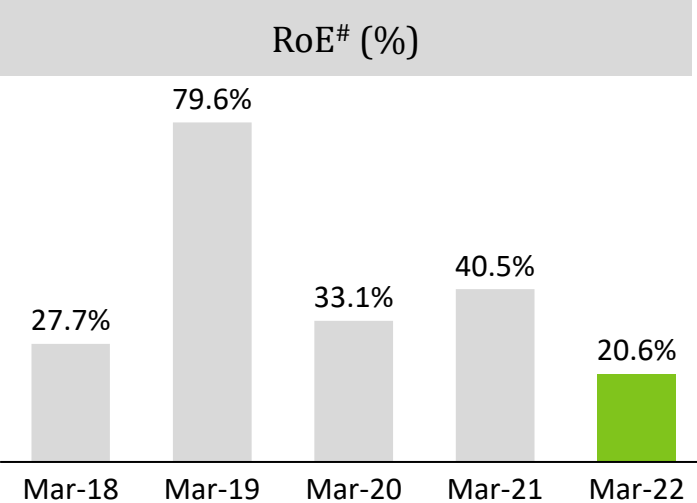
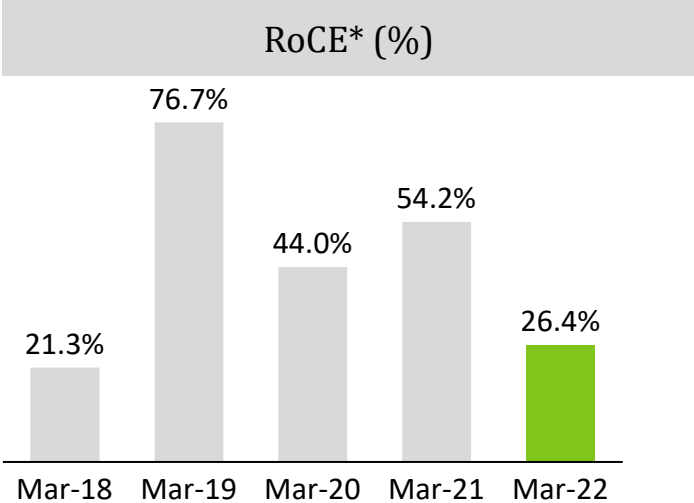
### EBITDA Margins (%)



### PAT Margins (%)



# Capital Disciplined Growth



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

# Transformation

*from B2B to B2C*





## Why Camphor?

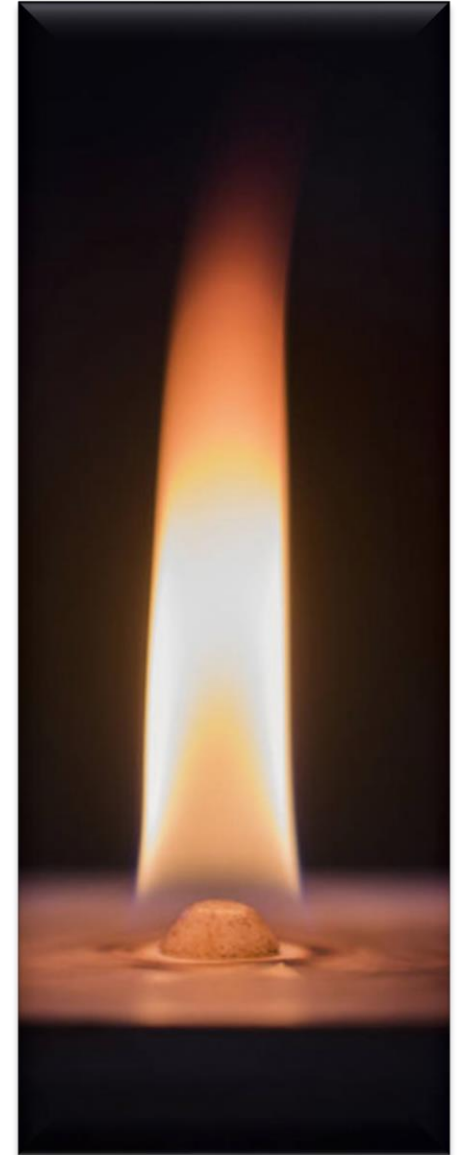
As written in our Holy books, Pure Camphor symbolises union with God as it burns completely, leaving behind no trace. Pure Camphor dispels negativity, keeps one healthy and attracts prosperity.

## 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.




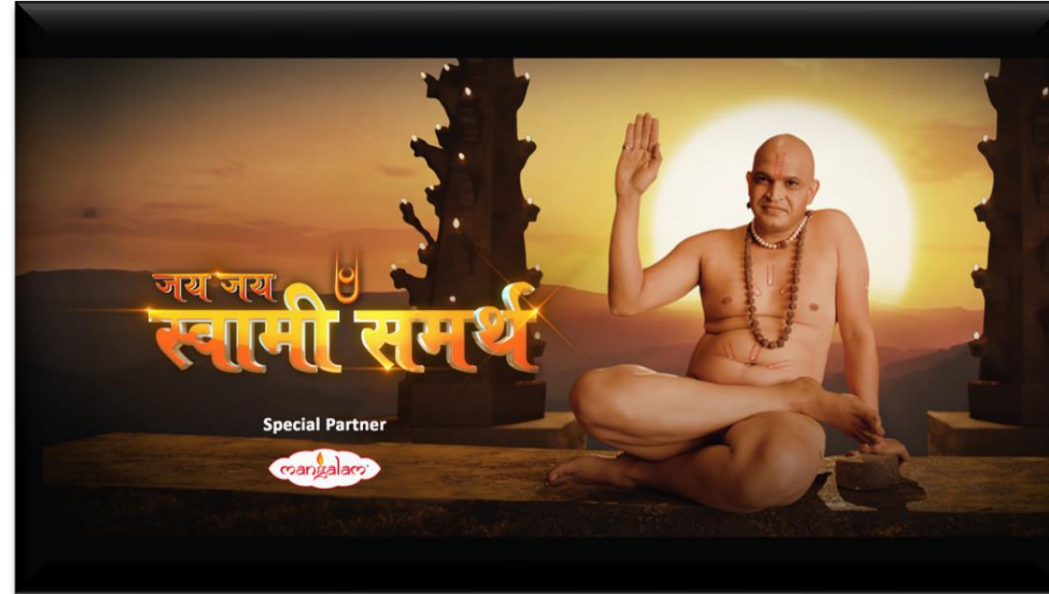
# Mangalam over the last year (Brand strengthening)




**आरोग्या**  
दूध  
सह-प्रस्तुत

ती पर्वत  
आलीये

Co-powered by  




जय जय ॐ  
**स्वामी समर्थ**

Special Partner  




मी होणार  
**सुपरस्टार**  
जल्लोष डाक्टरा

Special Partner  




Star प्रवाह परीवार  
**गणेशोत्सव**

2021  
Co Presented  


# 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 Sticks



CamPure Mosquito Liquid Vaporiser



CamPure Bar



CamPure Cone



CamPure Handwash and Hand sanitiser



# CamPure over the last year (Brand Strengthening)



**रंग माझा वेगळा**  
सोम-शनि | 8pm  
Powered by  
CamPure



**जय भवानी जय शिवाजी**  
कथा शिवबाच्या शिलेदारांची  
Powered by  
CamPure



**मी होणार  
सुपरस्टार**  
जल्लोष डाळक्या  
Special Partner  
CamPure



**मुलगी झाली हो**  
Powered by  
CamPure



# Reviews For Our Products

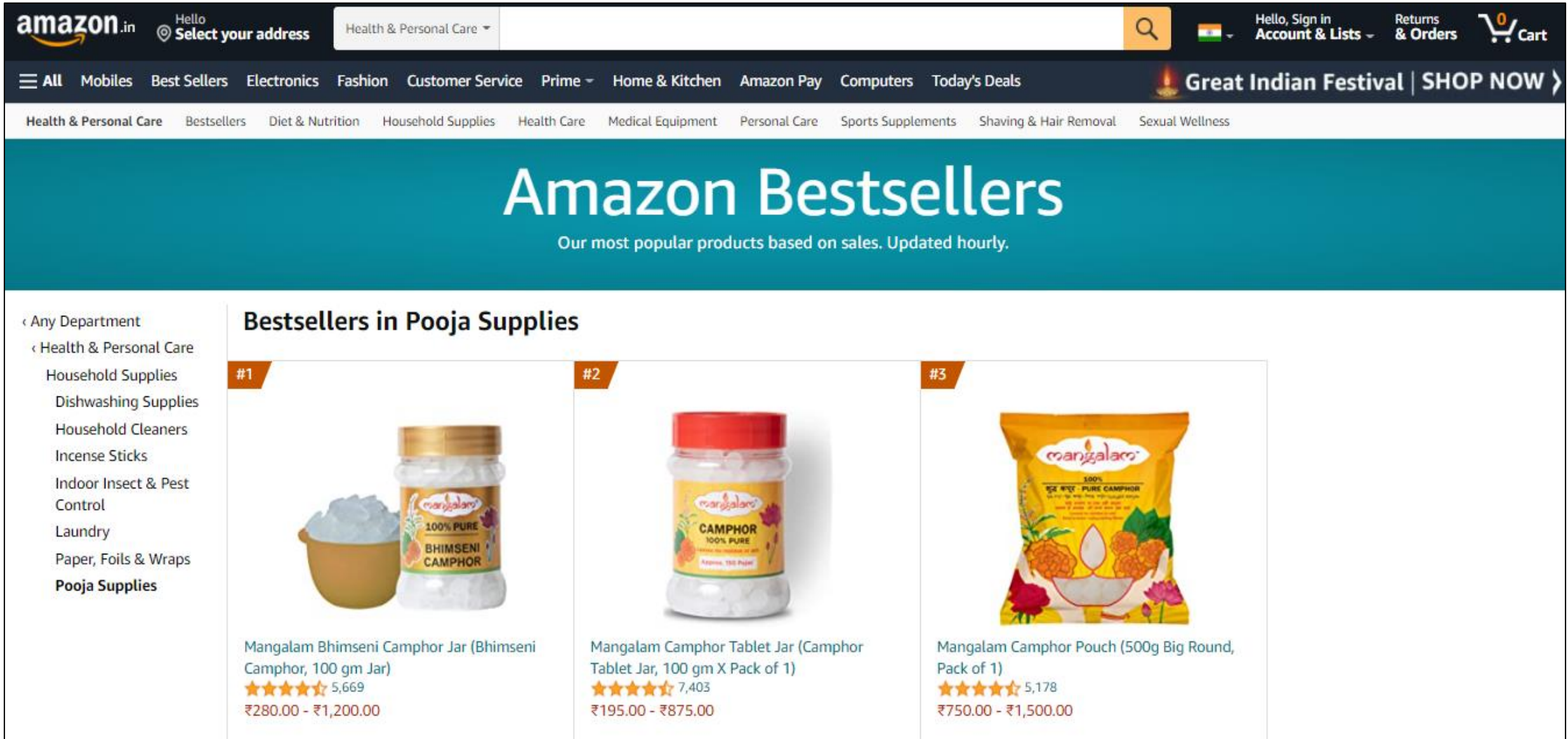


 <p>Mangalam CamPure Camphor Handwash 250ml (Pack of 2) ★★★★☆ 140 ₹350.00</p>	 <p>Mangalam CamPure Camphor Soap - Soft &amp; Fresh (Pack of 6) ★★★★☆ 743 ₹300.00</p>	 <p>Mangalam CamPure Camphor Power Mosquito Liquid Vaporiser (Refill - Pack of 6) ★★★★☆ 1,781 ₹396.00</p>	 <p>CamPure 100% Organic Camphor Essential Oil - 15 ML - Pack of 1 ★★★★☆ 31 ₹350.00</p>	 <p>Mangalam CamPure Air Purifier Rose &amp; Camphor - Refreshing Fragrance - Repels Mosquitoes - Pack of 2 ★★★★☆ 151 ₹300.00</p>	 <p>CamPure Camphor Soap, Handwash &amp; 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 &amp; Mosquito Repellent (Pack Of 2) ★★★★☆ 386 ₹398.00</p>	 <p>Mangalam CamPure Camphor Cone (Original) - Room, Car and Air Freshener &amp; 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 &amp; 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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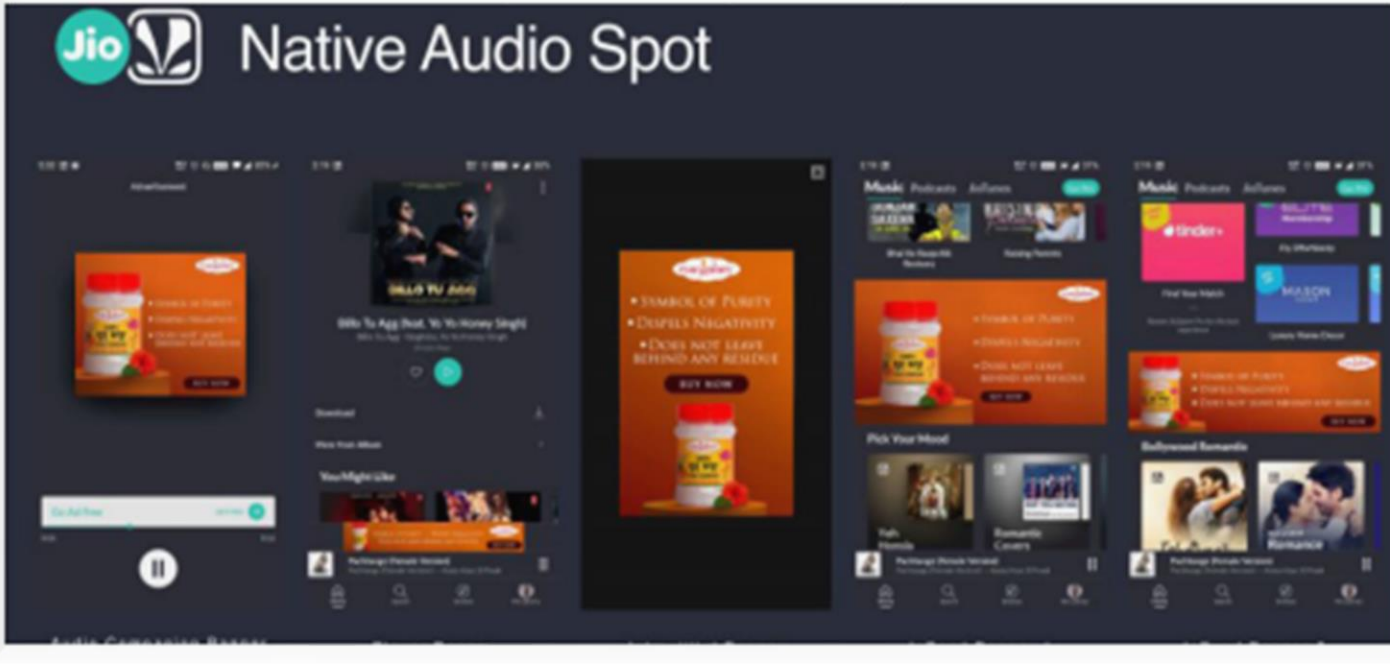
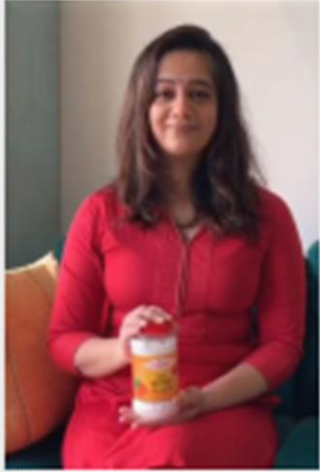
 <p><b>1. Gkamp Jasmine Campure Camph...</b> 4.1★ 64 Ratings &amp; 3 Reviews ₹199 Diffuser Jasmine Fragrance Quantity 80 g</p>	<p>Most Helpful Review 5★ Great product Smooth... awesome...nice ...light... Sumanta Patel Certified Buyer 17days ago</p>	<p>Recent Review 5★ Great product Smooth... awesome...nice ...light... Sumanta Patel Certified Buyer 17days ago</p>
 <p><b>2. Gkamp Original, Sandalwood,...</b> 4.2★ 64 Ratings &amp; 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 'Bestsellers in Pooja Supplies'. The navigation bar includes 'amazon.in', 'Hello Select your address', 'Health & Personal Care', a search bar, 'Hello, Sign in Account & Lists', 'Returns & Orders', and a shopping cart. The main banner reads 'Amazon Bestsellers' with the subtitle 'Our most popular products based on sales. Updated hourly.' Below this, a sidebar on the left lists various categories, with 'Pooja Supplies' highlighted. The main content area displays three product listings:

- #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](#)

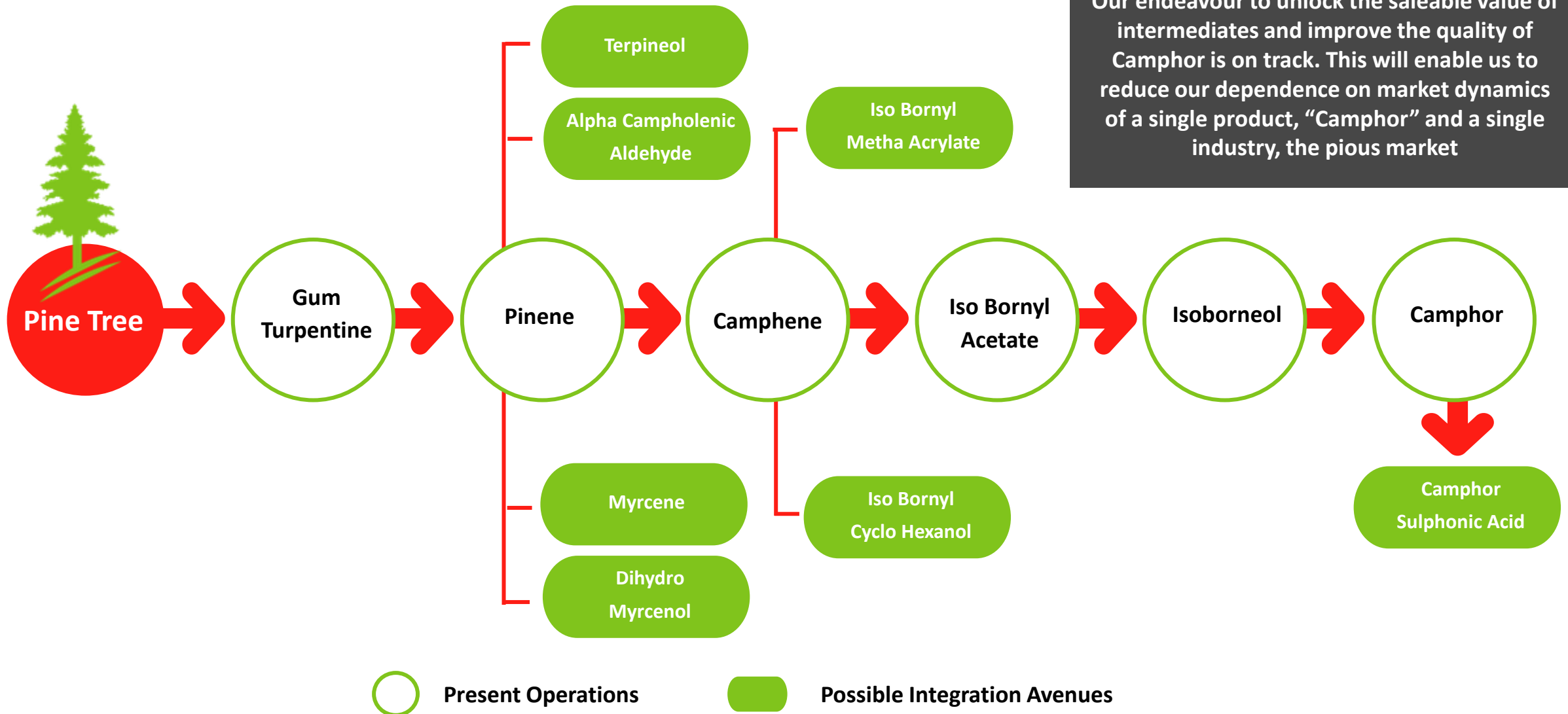


To watch - [Click here](#)

# 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

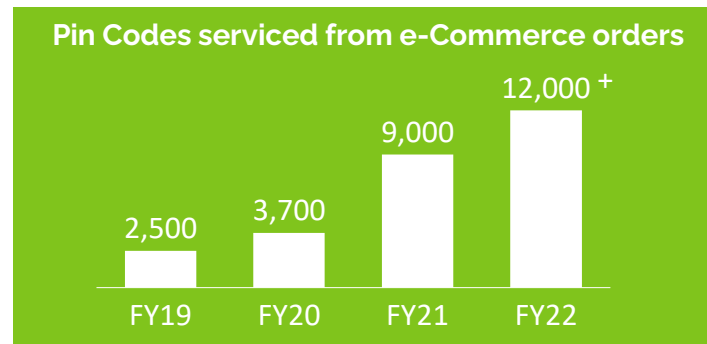


# 4. B2C – Target retail market with e-Commerce

Amazon India product page for CamPure products. The page shows a search for 'CamPure' with various filters on the left. The main content area displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.

JioMart product page for CamPure products. The page shows a search for 'CamPure' with various filters on the left. The main content area displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.

DaMart product page for CamPure products. The page shows a search for 'CamPure' with various filters on the left. The main content area displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.



Flipkart product page for CamPure products. The page shows a search for 'campure camphor' with various filters on the left. The main content area displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.

Blinkit product page for CamPure products. The page shows a search for 'CamPure' with various filters on the left. The main content area displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.

Mangalam Organics website - PUJA NEEDS section. The page displays several product listings, including CamPure Camphor Tablets, CamPure Camphor Sticks, and CamPure Camphor Cones. Each listing includes the product name, price, and an 'Add to Cart' button.

Mangalam Organics website - BEST SELLERS section. The page displays several product listings, including CamPure Original Camphor Cone, CamPure Sandalwood Camphor Cone, CamPure Rose Camphor Cone, and CamPure Gift Box. Each listing includes the product name, price, and an 'Add to Cart' button.

Renovation of Healthcare Centre



Renovation of School



# Manufacturing Facility



# Our Manufacturing Facilities



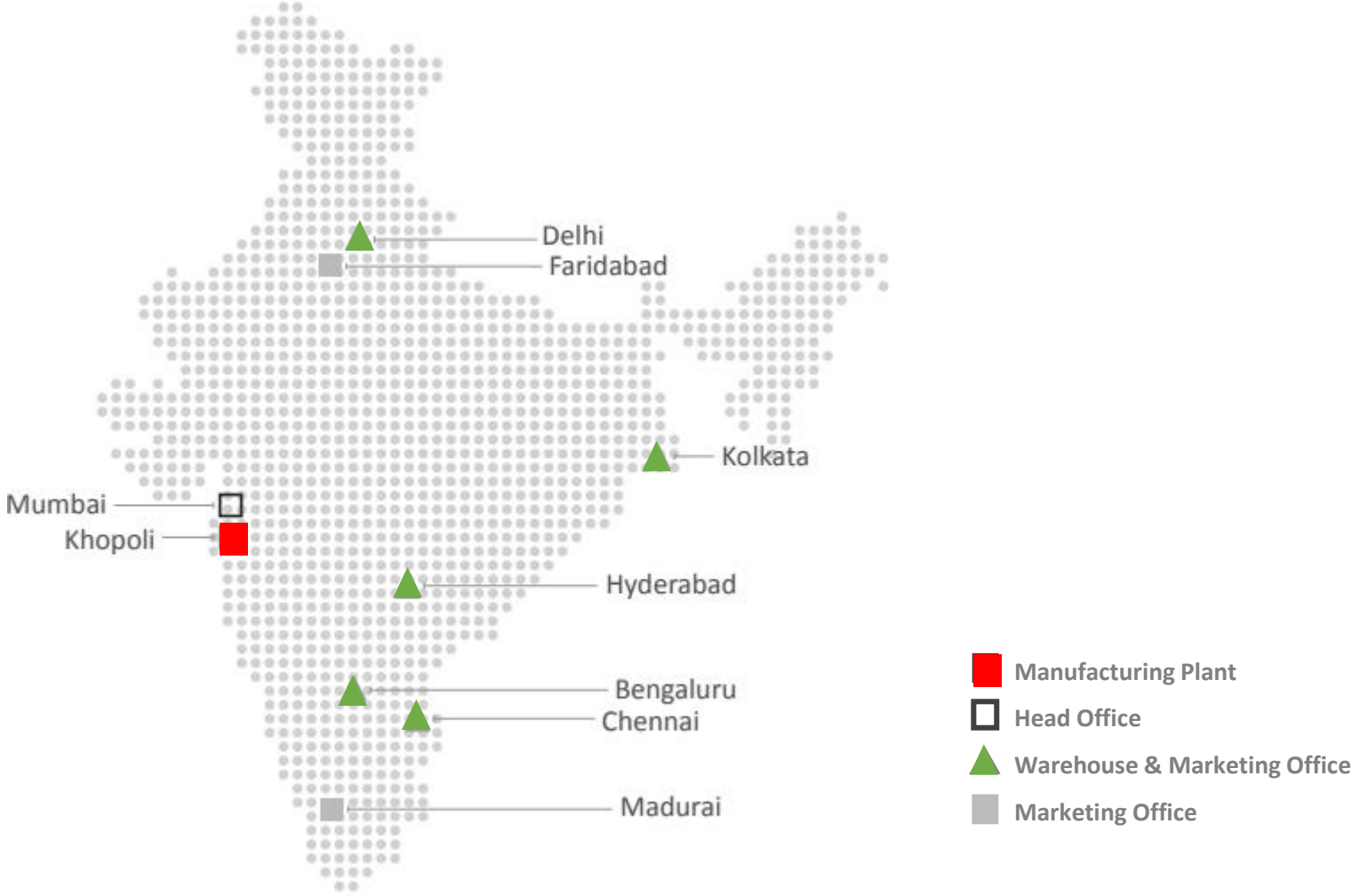
**PRODUCTION FACILITY**  
Our plant is located on the  
Mumbai - Pune expressway in Kumbhivali.



# Our Manufacturing Facilities



# Our Sales Network



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.

## 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 Subhakaran 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**

Shrirang 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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