

# *Oriental Aromatics*

Ref: OAL/BSE/NSE/31/2020-21

11<sup>th</sup> August 2020

To  
The Manager  
Department of Corporate Services,  
**BSE Limited**,  
Phiroz Jeejeebhoy Towers  
Dalal Street, Mumbai- 400 001  
**Scrip ID** : OAL  
**Scrip Code**: 500078

To  
The Manager  
Listing Department,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East), Mumbai - 400 051  
**Symbol**: OAL  
**Series** : EQ

**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Ma'am,

This is to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we hereby enclose the Earnings Presentation for the Quarter ended 30<sup>th</sup> June, 2020..

Pursuant to Regulation 46(2) (0) of the Listing Regulations, the aforesaid Earnings Presentation is also uploaded on the website of the Company i.e. [www.orientalaromatics.com](http://www.orientalaromatics.com).

Kindly take the same on your record.

Thanking you.

**For Oriental Aromatics Limited**

**Kiranpreet Gill**  
**Company Secretary & Compliance Officer**

*Oriental Aromatics Ltd.*

(Formerly Camphor and Allied Products Limited)

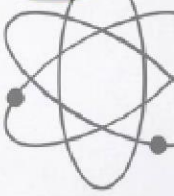
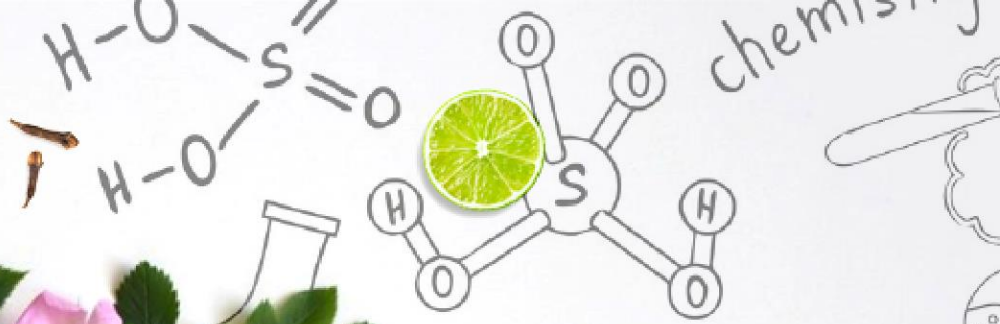
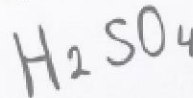
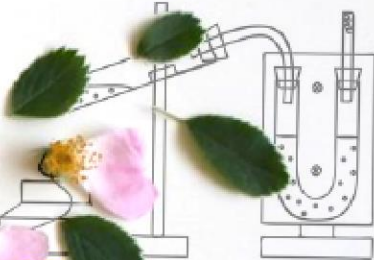
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[www.orientalaromatics.com](http://www.orientalaromatics.com)

*Oriental Aromatics Ltd.*

EARNINGS PRESENTATION | Q1-FY21





## Overview

- Oriental Aromatics Ltd. is one of the largest Indian manufacturers of a variety of Aroma Chemicals, Camphor, Fragrances and Flavours.
- The company is one of the privileged few integrated manufacturers of fragrances and flavours as well as aroma chemicals globally.
- The Company aspires to become a global player in the specialty aroma chemicals and use these synergies to become one of the most prominent fragrance and flavour companies.
- The company is listed on both NSE and BSE with an approximate Market Capitalisation of INR 6,300 Mn as on June 30, 2020.

## Business Mix

- **Aroma Chemicals and Camphor** - Ranging from Pinene derivatives, to petrochem derivatives, and even musk and sandalwood derivatives, OAL delivers quality aroma chemicals to clients across the world.
- **Flavours and Fragrances** – OAL delivers innovative flavours and fragrance raw materials to marquee FMCG companies.

## Manufacturing Plants & Capacities

### Aroma Chemicals and Camphor:

- Bareilly, U.P. - 12,000 MTPA
- Vadodara, Gujarat - 6,700 MTPA

### Flavours and Fragrances:

- Ambernath, Maharashtra - 6,000 MTPA

## R&D Facilities

- Centre for Innovation at Mumbai
- Process re-engineering lab at Vadodara

## FY20 Consolidated Financials

Op. Income  
INR 7,599 Mn

EBITDA  
INR 1,264 Mn

EBITDA Margin  
16.63%

ROCE  
23.00%

PBT  
INR 1,029 Mn

Net Profit  
INR 862 Mn

EPS  
INR 25.61

ROE  
18.57%



## Company Overview

# Company Overview

- The Fragrance and Flavours business of Oriental Aromatics was founded by Mr. Keshavlal Bodani in 1955 and has been nurtured and handed down to three generations of the Bodani's.
- In August 2008, Oriental Aromatics' promoters acquired a controlling stake of 57.66% in the listed entity of Camphor & Allied Products Ltd.(CAPL), a key supplier of Camphor and other specialty aroma chemicals. Furthermore in April, 2017, Oriental Aromatics was fully amalgamated into the listed entity and thereafter, the name of CAPL was changed to Oriental Aromatics Limited (OAL).
- Today, The Company is one of the largest manufacturers of variety of specialty based aroma chemicals, and camphor, with a vast product range including Synthetic Camphor, Terpeneols, Pine Oils, Astromusk, several other specialty aroma chemicals finding applications in a wide array of industries ranging from like Cosmetics, Soaps, Pharmaceuticals and many more.
- OAL's custom designed fragrances are found in fine fragrances, incense sticks, candles, and various FMCG products like soaps, shampoos, hair oils, detergents, etc. and it also provides flavours for ice-creams, bakeries, confectionaries, beverages, chewing gums, chocolates etc.
- The Company has evolved into a one stop solution provider for the flavour and fragrance industry.



Fragrances



Flavours

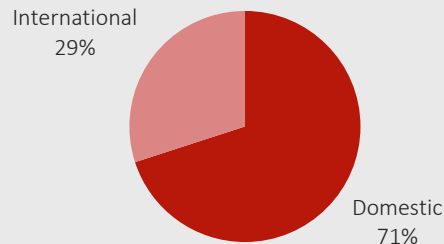


Aroma Chemicals

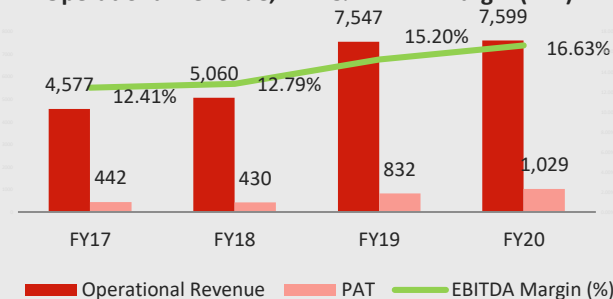


Camphor

FY20 Geographical Sales (%)



Operational Revenue, PAT & EBITDA Margin (INR)



## Sources of Raw Materials



Pine Tree



Petroleum



Aleuritic Acid  
(Shellac Powder)

## Raw Materials



Alpha Pinene



Petro Chemicals

## Products/Blends

### Aroma Ingredients

Speciality Aroma Chemicals

Pine Oil

Terpene based aroma chemicals

Others

### Synthetic Camphor

### Fragrance and Flavour Products

Industrial Fragrance Compounds

Flavour Compounds

Customized Fragrance  
Compounds

## Applications



Incense Sticks



Air Fresheners



Cosmetics



Pooja



Balms



Detergents



Hair Oils,  
Shampoos, Soaps  
etc.



Q1-FY21  
Financial  
Overview

## *Q1- FY21 Standalone Performance:*

- Revenue from Operations: INR 1,133 Mn
- EBITDA : INR 183 Mn
- EBITDA Margins: 16.15%
- Net Profit: INR 100 Mn
- PAT Margins: 8.83%
- Basic/Diluted EPS: INR 2.98 per share

## *Q1- FY21 Consolidated Performance:*

- Revenue from Operations: INR 1,133 Mn
- EBITDA : INR 184 Mn
- EBITDA Margins: 16.24%
- Net Profit: INR 99 Mn
- PAT Margins: 8.74%
- Basic/Diluted EPS: INR 2.95 per share



- On account of the outbreak of COVID-19 virus, the Government of India had imposed a nation-wide lockdown on March 24, 2020 leading to temporary shut-down of the company's manufacturing facilities and operations.
- With effect from 4<sup>th</sup> May 2020, the company has resumed manufacturing operations across all its plants.
- The company witnessed healthy demand in the month of May and June 2020.
- Revenue impact in the June quarter is approximately estimated to be INR 550-600 Mn.
- All manufacturing facilities are now operating at over 90% capacity utilization levels and volumes are back to the pre Covid levels.
- Debt/Equity ratio as on 30<sup>th</sup> June 2020 improved to 0.03 from 0.11 as on 31<sup>st</sup> March 2020.

# Q1-FY21 Standalone Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Particulars (INR Mn)	Q1-FY21	Q1-FY20	Y-O-Y	Q4-FY20	Q-O-Q
Revenue from Operations	1,133	2,117	(46.5)%	1,697	(33.2)%
Total Expenses	950	1,755	(45.9)%	1,336	(28.9)%
<b>EBITDA</b>	<b>183</b>	<b>362</b>	<b>(49.4)%</b>	<b>361</b>	<b>(49.3)%</b>
<b>EBITDA Margin (%)</b>	<b>16.15%</b>	<b>17.10%</b>	<b>(95) Bps</b>	<b>21.27%</b>	<b>(512) Bps</b>
Other Income	6	1	NA	37	(83.8)%
Depreciation	46	45	2.2%	51	(9.8)%
Finance Cost	8	28	(71.4)%	36	(77.8)%
<b>PBT</b>	<b>135</b>	<b>290</b>	<b>(53.4)%</b>	<b>311</b>	<b>(56.6)%</b>
Tax	35	104	(66.3)%	69	(49.3)%
<b>PAT</b>	<b>100</b>	<b>186</b>	<b>(46.2)%</b>	<b>242</b>	<b>(58.7)%</b>
<b>PAT Margin (%)</b>	<b>8.83%</b>	<b>8.79%</b>	<b>4 Bps</b>	<b>14.26%</b>	<b>(543) Bps</b>
Basic/Diluted EPS (INR)	2.98	5.51	(45.9)%	7.18	(58.5)%

# Q1-FY21 Consolidated Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Particulars (INR Mn)	Q1-FY21	Q1-FY20	Y-O-Y	Q4-FY20	Q-O-Q
Revenue from Operations	1,133	2,122	(46.6)%	1,697	(33.2)%
Total Expenses	949	1,766	(46.3)%	1,341	(29.2)%
<b>EBITDA</b>	<b>184</b>	<b>356</b>	<b>(48.3)%</b>	<b>356</b>	<b>(48.3)%</b>
<b>EBITDA Margin (%)</b>	<b>16.24%</b>	<b>16.78%</b>	<b>(54) Bps</b>	<b>20.98%</b>	<b>(474) Bps</b>
Other Income	4	1	NA	39	(89.7)%
Depreciation	46	45	2.2%	51	(9.8)%
Finance Cost	8	28	(71.4)%	36	(77.8)%
<b>PBT</b>	<b>134</b>	<b>284</b>	<b>(52.8)%</b>	<b>308</b>	<b>(56.5)%</b>
Tax	35	104	(66.3)%	69	(49.3)%
<b>PAT</b>	<b>99</b>	<b>180</b>	<b>(45.0)%</b>	<b>239</b>	<b>(58.6)%</b>
<b>PAT Margin (%)</b>	<b>8.74%</b>	<b>8.48%</b>	<b>26 Bps</b>	<b>14.08%</b>	<b>(534) Bps</b>
Basic/Diluted EPS (INR)	2.95	5.34	(44.8)%	7.09	(58.4)%



## Historical Financial Overview

# Historical Standalone Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Income Statement (Mn)	FY18	FY19	FY20
<b>Total Operational Income</b>	<b>5,057</b>	<b>7,526</b>	<b>7,594</b>
Total Expenses	4,398	6,372	6,319
<b>EBITDA</b>	<b>659</b>	<b>1,154</b>	<b>1,275</b>
<b>EBITDA Margin (%)</b>	<b>13.03%</b>	<b>15.33%</b>	<b>16.79%</b>
Other Income	41	13	70
Depreciation	148	177	190
Interest	69	130	120
Exceptional Items	-	(101)	-
<b>PBT</b>	<b>483</b>	<b>759</b>	<b>1,035</b>
Tax	180	260	167
<b>Profit After Tax</b>	<b>303</b>	<b>499</b>	<b>868</b>
<b>PAT Margin (%)</b>	<b>6.00%</b>	<b>6.63%</b>	<b>11.43%</b>
EPS (After Exceptional Items)	9.01	14.82	25.78

# Historical Standalone Balance Sheet

*Oriental Aromatics Ltd.*

Liabilities (INR Mn)	FY19	FY20	Assets (INR Mn)	FY19	FY20
<b>Shareholders Fund</b>			<b>Assets</b>		
Share Capital	168	168	<b>Non-Current Assets</b>		
Other Equity	3,752	4,470	Property, Plant and Equipment	1,941	1,814
			Intangible Asset	58	24
<b>Non-Current Liabilities</b>			Capital WIP	8	17
Financial Liabilities			Right to use	-	74
i) Long-Term Borrowings	118	15	Goodwill	450	450
ii) Other Financial Liabilities	-	8	Financial Assets		
Deferred Tax Liabilities (Net)	342	261	Investment in Subsidiaries	-	60
Long-Term Provisions	19	18	Other financial assets	37	37
			Income Tax Assets (Net)	30	32
			Other non-Current assets	3	6
<b>Current Liabilities</b>			<b>Current Assets</b>		
Financial Liabilities			Inventories	2,027	1,623
i) Short-Term Borrowings	1,622	431	Financial Assets		
ii) Trade Payables	534	566	Trade and other Receivable	1,610	1,524
iii) Other financial Liabilities	146	114	Cash & Cash Equivalents	36	131
Short-Term Provisions	14	17	Bank Bal other than above	13	18
Current Tax Liabilities	-	-	Other Current Financial Assets	14	8
Other Current liabilities	17	21	Other Current Assets	504	270
			Non-Current Assets held for Sale	1	1
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,732</b>	<b>6,089</b>	<b>TOTAL ASSETS</b>	<b>6,732</b>	<b>6,089</b>

# Historical Consolidated Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Income Statement (Mn)	FY18	FY19	FY20
Total Operational Income	5,060	7,547	7,599
Total Expenses	4,413	6,397	6,335
<b>EBITDA</b>	<b>647</b>	<b>1,150</b>	<b>1,264</b>
<b>EBITDA Margin (%)</b>	<b>12.79%</b>	<b>15.24%</b>	<b>16.63%</b>
Other Income	4	13	74
Depreciation	148	178	190
Interest	73	130	119
Exceptional Item	-	(23)	-
<b>PBT</b>	<b>430</b>	<b>832</b>	<b>1,029</b>
Tax	180	261	167
<b>Profit After Tax</b>	<b>250</b>	<b>571</b>	<b>862</b>
<b>PAT Margin (%)</b>	<b>4.94%</b>	<b>7.57%</b>	<b>11.34%</b>
EPS (After Exceptional Items)	7.42	16.98	25.61

# Historical Consolidated Balance Sheet

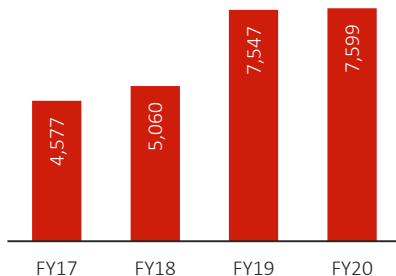
*Oriental Aromatics Ltd.*

Liabilities (INR Mn)	FY19	FY20	Assets (INR Mn)	FY19	FY20
<b>Shareholders Fund</b>			<b>Assets</b>		
Share Capital	168	168	<b>Non-Current Assets</b>		
Other Equity	3,751	4,473	Property, Plant and Equipment	1,941	1,815
			Goodwill	450	450
			Capital WIP	8	18
<b>Financial Liabilities</b>			Intangible Assets	58	24
i) Long-Term Borrowings	118	15	Right to use	-	74
ii) Other Financial Liabilities	-	8	Other Financial Assets	37	37
Deferred Tax Liabilities (Net)	342	260	Income Tax Assets (Net)	30	32
Long Term Provisions	19	18	Other non-Current assets	4	6
			Non-Current Assets Classified as held for Sale	1	1
<b>Current Liabilities</b>			<b>Current Assets</b>		
Financial Liabilities			Inventories	2,029	1,623
i) Short-Term Borrowings	1,622	431	Financial Assets		
ii) Trade Payables	535	557	Trade and other Receivable	1,600	1,514
iii) Other financial Liabilities	146	115	Cash & Cash Equivalentents	50	173
Short-Term Provisions	14	17	Bank Bal other than above	13	38
Current Tax Liabilities	-	-	Other Current Financial Assets	8	8
Other Current liabilities	17	21	Other Current Assets	503	270
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,732</b>	<b>6,083</b>	<b>TOTAL ASSETS</b>	<b>6,732</b>	<b>6,083</b>

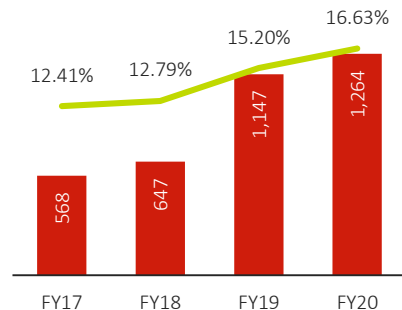


# Financial Performance (Consolidated)

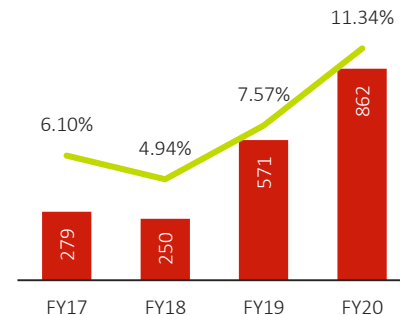
Revenue from Operations (INR Mn)



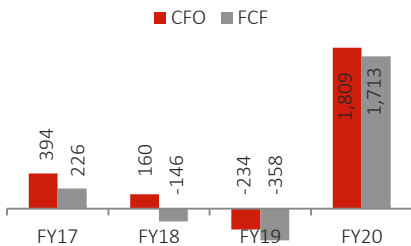
EBITDA (INR Mn) EBITDA MARGIN (%)



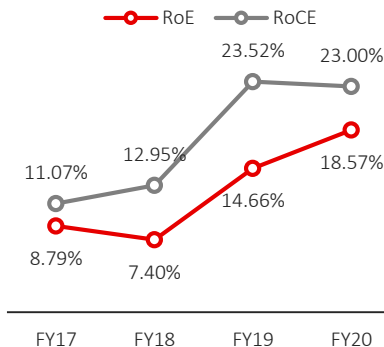
PAT (INR Mn) PAT MARGIN (%)



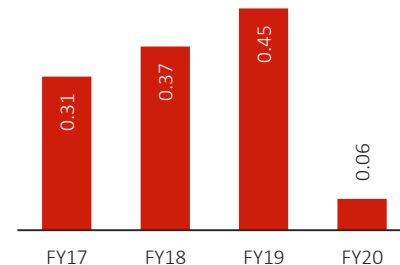
Cash flow from operations (CFO) & Free Cash Flows (FCF) (INR Mn)



RoE (%) and RoCE (%)

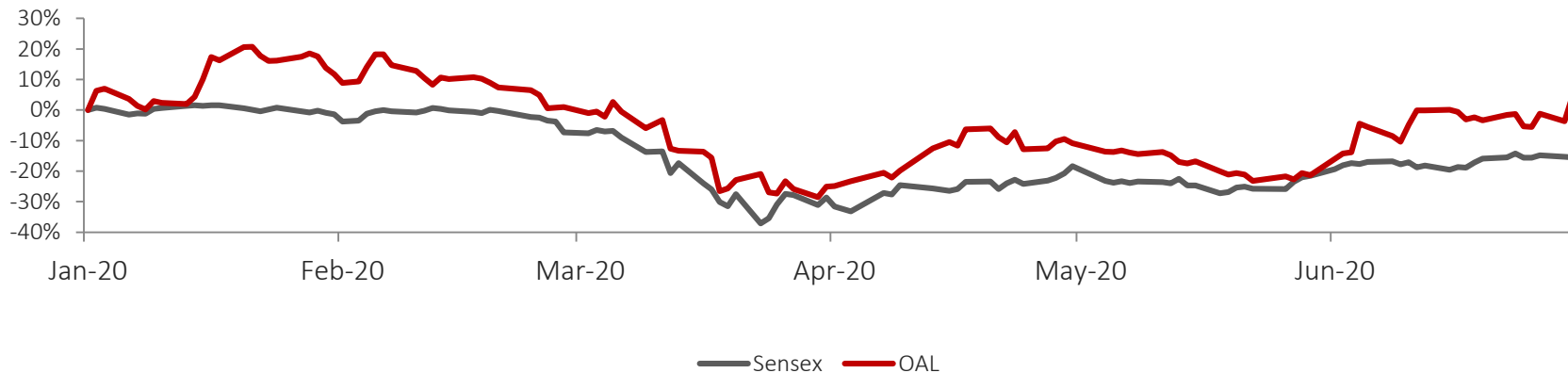


Net D/E (x)



# Capital Market Information

*Oriental Aromatics Ltd.*

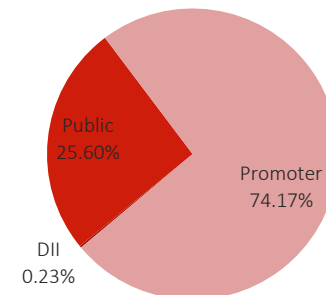


## Price Data (30<sup>th</sup> June, 2020)

INR

Face Value	5.0
CMP	187.5
52 Week H/L (INR)	213.4/117.05
Avg. Net Turnover(INR Mn)	0.3
Market Cap (INR Mn)	6,308.4
Equity Shares Outstanding (Mn)	33.7

## Shareholding Pattern as on 30<sup>th</sup> June, 2020



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Thank you

*Oriental Aromatics Ltd.*