

Date: January 23, 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 third quarter and nine months ended December 31, 2020.

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, 2020.

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 | Q3/9M – FY2020-21



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 351.39 Crore as on December 31, 2020.

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 2019-20 Standalone Financials

Revenue from Operations
INR 374.52 Cr

EBITDA
INR 77.10 Cr

EBITDA Margin
20.59%

ROCE
40.58%

PBT
INR 62.91 Cr

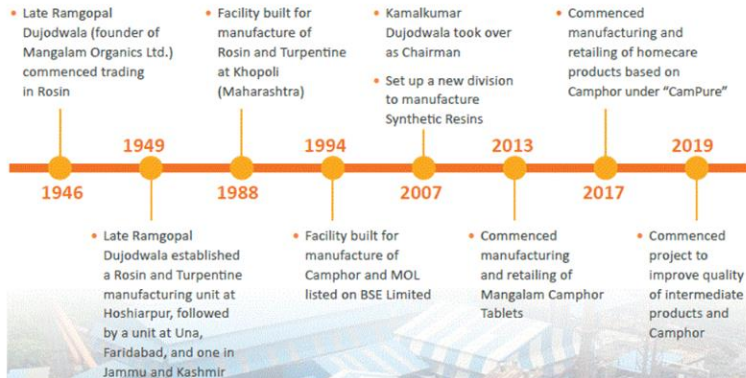
Net Profit
INR 47.56 Cr

EPS
INR 55.53

ROE
28.33%

Company Overview

Our Journey of Evolution



Our revenue break-up

90%

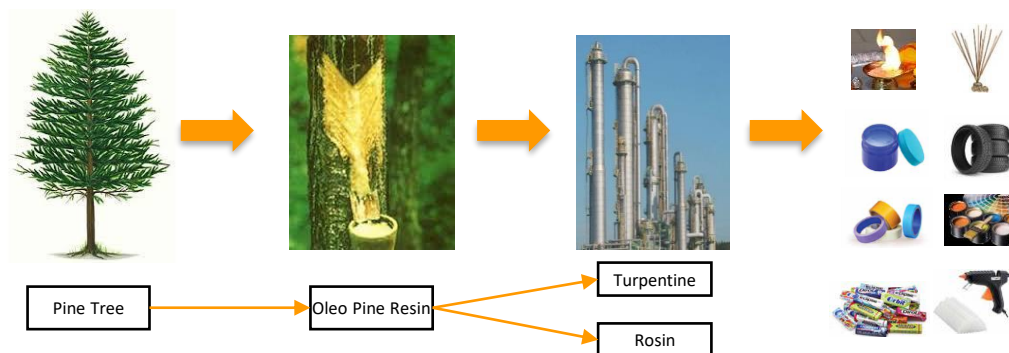
B2B - Terpene Operations

5%

B2B - Synthetic Resin Operations

5%

B2C - Retail Operations



Business Segments

Products

Applications

B2B - Terpene

- Camphor
- Dipentene
- Sodium Acetate

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
- Alkyl Phenolic Resin
- Rosin Esters

Adhesives, Tyres, Rubbers, Chewing Gum, Printing Ink

B2C - Retail Operations

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



Q3/9M – FY 2020-21
Financial Overview

Q3-FY 2020-21 Standalone Performance:

- Revenue from Operations: INR 10756.26 Lakhs
- EBITDA : INR 4428.32 Lakhs
- EBITDA Margins: 41.17%
- Net Profit: INR 2978.88 Lakhs
- PAT Margins: 27.69%
- Basic/Diluted EPS: INR 34.78 per share

Q3-FY 2020-21 Consolidated Performance:

- Revenue from Operations: 10761.70 INR Lakhs
- EBITDA : INR 4417.40 Lakhs
- EBITDA Margins: 41.05%
- Net Profit: INR 2967.96 Lakhs
- PAT Margins: 27.58%
- Basic/Diluted EPS: INR 34.65 per share

9M-FY 2020-21 Standalone Performance:

- Revenue from Operations: INR 24221.09 Lakhs
- EBITDA : INR 8035.66 Lakhs
- EBITDA Margins: 33.18 %
- Net Profit: INR 5194.44 Lakhs
- PAT Margins: 21.45%
- Basic/Diluted EPS: INR 60.65 per share

9M-FY 2020-21 Consolidated Performance:

- Revenue from Operations: INR 24219.02 Lakhs
- EBITDA : INR 8024.70 Lakhs
- EBITDA Margins: 33.13%
- Net Profit: INR 5183.48 Lakhs
- PAT Margins: 21.40 %
- Basic/Diluted EPS: INR 60.52 per share

Q3/9M-FY 2020-21 Operational Highlights

- During the quarter, the Company has witnessed healthy profit as compared to previous year quarter 31st December 2019 and previous quarter 30th September 2020.
- COVID-19 Pandemic led to operational challenges resulting in lower Sales volumes as compared to previous year nine months ending 31st December, 2019.
- Revenue from Operations for the quarter have grown by 25.13% on a Q-o-Q basis and 33.55% on Y-o-Y basis. While it has degrown by (36.50)% on Y-o-Y with respect to previous year nine months ending 31st December, 2019 due to COVID-19.
- Despite reduction in the raw material prices the Company was able to hold on to the selling prices which improved the margins as compared to previous year quarter ending 31st December, 2019.
- The Company has recorded Nil Debt / Equity ratio as on 31st December 2020.
- The Company has carried low-cost inventory of Raw Material against better price realization for its finished goods, this has further resulted in better margins for the current quarter; although the Company has witnessed increase in the raw material prices since.
- 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 30th September, 2020.

Q3-FY2020-21 Standalone Income Statement (IND-AS)

| Particulars (INR Lakhs) | Standalone | | | | |
|-----------------------------------|---------------|---------------|----------|---------------|----------|
| | Q3-FY 2020-21 | Q3-FY 2019-20 | Y-O-Y | Q2-FY 2020-21 | Q-O-Q |
| Revenue from Operations | 10,756.26 | 8,054.36 | 33.55% | 8,595.79 | 25.13% |
| Total Expenses | 6,741.64 | 7,019.37 | (3.96)% | 6,722.57 | 0.28% |
| EBITDA | 4,428.32 | 851.07 | 420.32% | 2,311.81 | 91.55% |
| EBITDA Margin (%) | 41.17% | 10.57% | NA | 26.89% | NA |
| Other Income | 20.84 | 4.15 | 402.17% | 42.00 | (50.38)% |
| Depreciation | 377.64 | 211.63 | 78.44% | 371.46 | 1.66% |
| Finance Cost | 15.22 | 112.30 | (86.45)% | 25.13 | (39.43)% |
| Exceptional Item | - | (512.00) | NA | - | NA |
| PBT | 4,035.46 | 527.14 | 665.54% | 1,915.22 | 110.70% |
| Tax | 1,056.58 | 150.00 | NA | 482.32 | NA |
| PAT | 2,978.88 | 377.14 | 689.86% | 1,432.90 | 107.89% |
| PAT Margin (%) | 27.69% | 4.68% | NA | 16.67% | NA |
| Other Comprehensive Income | - | - | - | - | - |
| Total Comprehensive Income | 2,978.88 | 377.14 | 689.86% | 1,432.90 | 107.89% |
| Basic/Diluted EPS (INR) | 34.78 | 4.40 | NA | 16.73 | NA |

9M-FY2020-21 Standalone Income Statement (IND-AS)

| Particulars (INR Lakhs) | Standalone | | Consolidated | |
|-----------------------------------|---------------|---------------|--------------|---------------|
| | 9M FY 2020-21 | 9M FY 2019-20 | Y-O-Y | 9M FY 2020-21 |
| Revenue from Operations | 24,221.09 | 29,259.99 | (17.22)% | 24,219.02 |
| Total Expenses | 17,321.96 | 24,277.46 | (28.65)% | 17,330.85 |
| EBITDA | 8,035.66 | 5,675.30 | 41.59% | 8,024.70 |
| EBITDA Margin (%) | 33.18% | 19.40% | NA | 33.13% |
| Other Income | 84.21 | 189.61 | (55.59)% | 84.21 |
| Depreciation | 965.96 | 577.52 | 67.26% | 965.96 |
| Finance Cost | 86.36 | 437.64 | (80.27)% | 86.36 |
| Exceptional Items | - | (512.00) | NA | - |
| PBT | 6,983.34 | 4,660.14 | 49.85% | 6,972.38 |
| Tax | 1,788.90 | 1,151.02 | NA | 1,788.90 |
| PAT | 5,194.44 | 3,509.12 | 48.03% | 5,183.48 |
| PAT Margin (%) | 21.45% | 11.99% | NA | 21.40% |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 5,194.44 | 3,509.12 | 48.03% | 5,183.48 |
| Basic/Diluted EPS (INR) | 60.65 | 40.97 | NA | 60.52 |

Q3-FY2020-21 Consolidated Income Statement (IND-AS)

| Particulars (INR Lakhs) | Consolidated | | |
|-----------------------------------|---------------|---------------|----------|
| | Q3-FY 2020-21 | Q2-FY 2020-21 | Q-O-Q |
| Revenue from Operations | 10,761.70 | 8,588.28 | 25.31% |
| Total Expenses | 6,758.00 | 6,715.10 | 0.64% |
| EBITDA | 4,417.40 | 2,311.77 | 91.08% |
| EBITDA Margin (%) | 41.05% | 26.92 | NA |
| Other Income | 20.84 | 42.00 | (50.38)% |
| Depreciation | 377.64 | 371.46 | 1.66% |
| Finance Cost | 15.22 | 25.13 | (39.43)% |
| Exceptional Item | - | - | NA |
| PBT | 4,024.54 | 1,915.18 | 110.14% |
| Tax | 1,056.58 | 482.32 | NA |
| PAT | 2,967.96 | 1,432.86 | 107.14% |
| PAT Margin (%) | 27.58% | 16.68% | NA |
| Other Comprehensive Income | - | - | - |
| Total Comprehensive Income | 2,967.96 | 1,432.86 | 107.14% |
| Basic/Diluted EPS (INR) | 34.65 | 16.73 | NA |



Historical Financial Overview

Historical Standalone Income Statement (IND-AS)

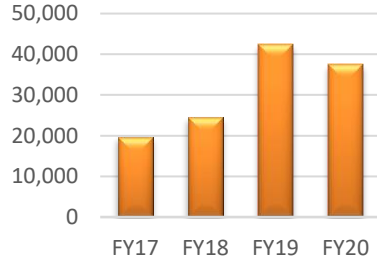
| Income Statement (INR Lakhs) | FY2017-18 | FY2018-19 | FY2019-20 | 9M – FY2020-21 |
|---------------------------------|-----------|-----------|------------|----------------|
| Total Operational Income | 24,423.73 | 42,462.48 | 37,452.44 | 24,221.09 |
| Total Expenses | 22,709.51 | 32,582.75 | 30,238.17 | 17,321.96 |
| EBITDA | 2,645.43 | 11,147.17 | 7710.46 | 8,035.66 |
| EBITDA Margin (%) | 10.83% | 26.25% | 20.58% | 33.18% |
| Depreciation | 550.28 | 621.17 | 897.35 | 965.96 |
| Interest | 256.26 | 363.42 | 521.90 | 86.36 |
| Other Income | 124.66 | 179.97 | 102.89 | 84.21 |
| Exceptional Items | - | 102.88 | (1,025.95) | - |
| PBT | 1,838.88 | 10,162.58 | 6,291.21 | 6,983.34 |
| Tax | 393.32 | 2,896.83 | 1497.54 | 1,788.90 |
| Profit After Tax | 1,432.33 | 7,239.51 | 4,756.02 | 5,194.44 |
| PAT Margin (%) | 5.86% | 17.04% | 12.69% | 21.45% |
| EPS (After Exceptional Items) | 15.82 | 84.05 | 55.53 | 60.65 |

Historical Standalone Balance Sheet

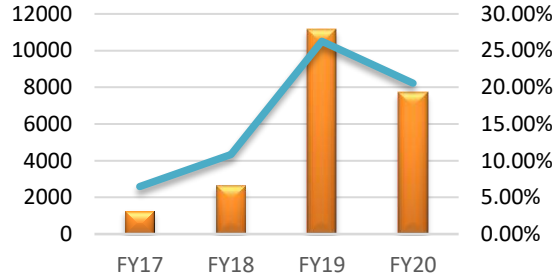
| Liabilities (INR Lakhs) | FY 2018-19 | FY 2019-20 | H1-FY 2020-21 | Assets (INR Lakhs) | FY 2018-19 | FY 2019-20 | H1-FY 2020-21 |
|-------------------------------------|------------------|------------------|------------------|--------------------------------|------------------|------------------|------------------|
| Shareholders Fund | | | | Assets | | | |
| Share Capital | 856.44 | 856.44 | 856.45 | Non-Current Assets | | | |
| Other Equity | 11,278.05 | 15,933.45 | 18,063.49 | Property, Plant and Equipment | 5,089.24 | 10,182.53 | 10,704.40 |
| | | | | Intangible Asset | - | - | - |
| | | | | | | | |
| Non-Current Liabilities | | | | Capital WIP | 405.12 | 345.30 | 346.17 |
| Financial Liabilities | | | | Goodwill | - | - | - |
| i) Long-Term Borrowings | 628.45 | 881.55 | 47.05 | Financial Assets | | | |
| ii) Other Financial Liabilities | - | - | - | Investments | 0.25 | 0.25 | 0.25 |
| Deferred Tax Liabilities (Net) | 277.51 | 303.85 | 336.05 | Other financial assets | 14.37 | 15.87 | 715.87 |
| Long-Term Provisions | 216.71 | 261.73 | 261.73 | Income Tax Assets (Net) | - | - | - |
| | | | | Loans | 177.09 | 257.26 | 2.64 |
| | | | | Current Assets | | | |
| Current Liabilities | | | | Inventories | 6,640.46 | 6,471.29 | 6,218.05 |
| Financial Liabilities | | | | Financial Assets | | | |
| i) Short-Term Borrowings | 4,330.89 | 859.97 | 0.21 | Trade and other Receivable | 3,724.66 | 3,131.72 | 2,633.50 |
| ii) Trade Payables | 1,314.75 | 1,139.19 | 1,480.10 | Cash & Cash Equivalents | 253.04 | 64.74 | 89.83 |
| iii) Other financial Liabilities | 28.92 | 281.33 | 84.71 | Bank Bal other than above | 0.51 | 4.35 | 4.35 |
| Short-Term Provisions | 11.89 | 47.97 | 47.97 | Other Current Financial Assets | 286.43 | 55.69 | 3.44 |
| Current Tax Liabilities | 123.54 | - | - | Other Current Assets | 2,700.64 | 857.29 | 152.86 |
| Other Current liabilities | 224.66 | 923.52 | 705.51 | Current Tax Assets | - | 102.71 | 1,011.91 |
| | | | | | | | |
| TOTAL EQUITY AND LIABILITIES | 19,291.81 | 21,489.00 | 21,883.27 | TOTAL ASSETS | 19,291.81 | 21,489.00 | 21,883.27 |

Financial Performance (Standalone)

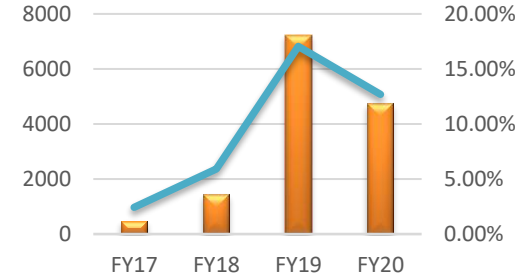
Revenue from Operations
(INR Lakhs)



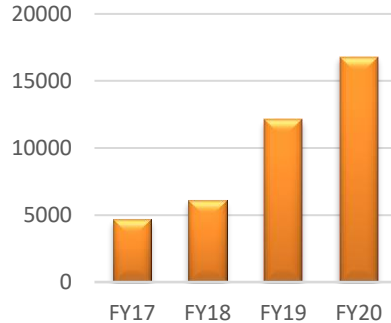
EBITDA (INR Lakhs) EBITDA MARGIN (%)



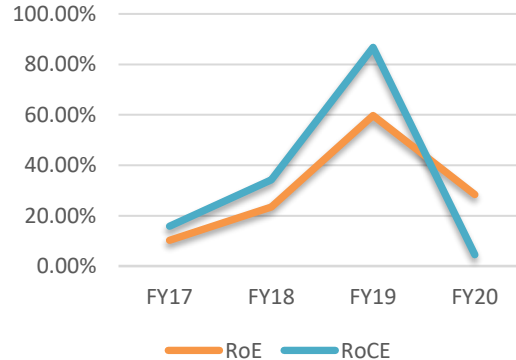
PAT (INR Lakhs) PAT MARGIN (%)



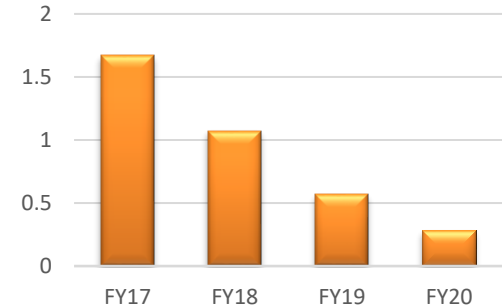
Net Worth (INR Lakhs)



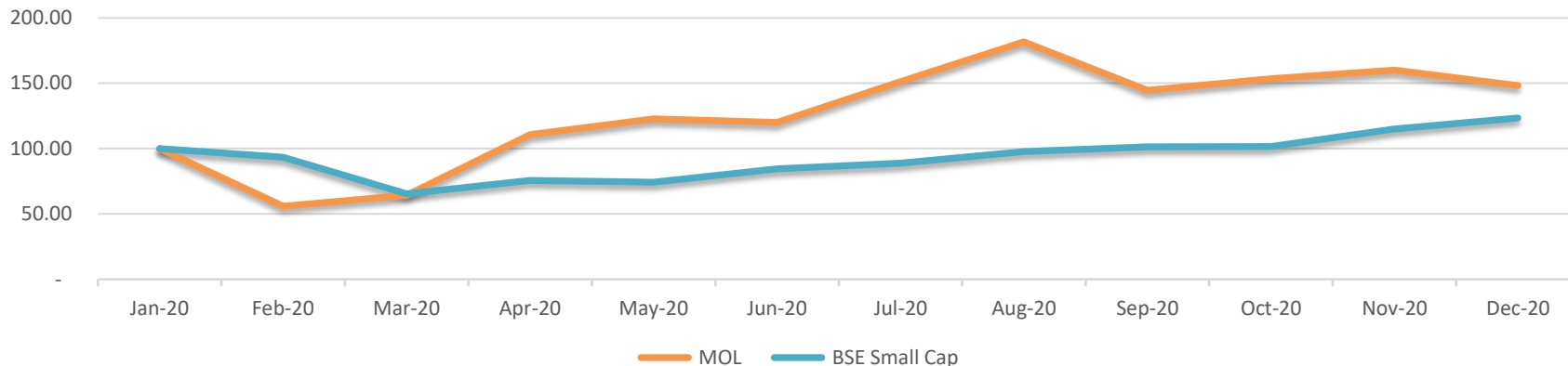
RoE (%) and RoCE (%)



Net D/E (x)



Capital Market Information

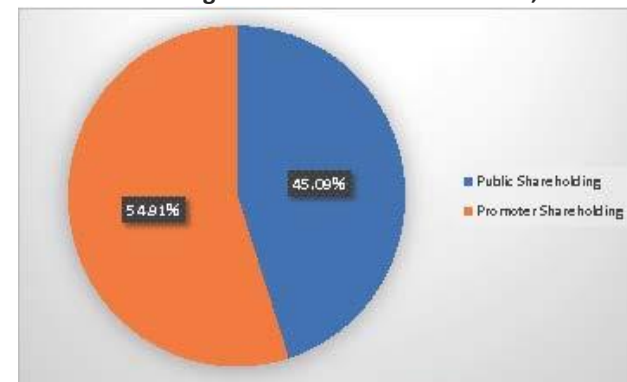


Price Data (31st December, 2020)

INR

| | |
|--|---------------|
| Face Value (INR) | 10.0 |
| CMP (INR) | 410.30 |
| 52 Week H/L (INR) | 614.05/120.80 |
| Avg. Net Turnover(INR Lakh) | 64.77 |
| Market Cap (INR Crore) | 351.39 |
| Equity Shares Outstanding (No of Shares in Lakh) | 85.64 |

Shareholding Pattern as on 31st December, 2020



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Mangalam Organics Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward- looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the tire industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Investor Relation efforts are coordinated by:

Mr. Manoj Mhapadi - Finance Head

Email Id: cs@mangalamorganics.com

Mr. Sanjay Bhardwaj - Chief Executive Officer

Email Id: cs@mangalamorganics.com

For any further information please write to info@mangalamorganics.com or contact on +91-22-49204089

Thank you

Mangalam Organics Limited