

Date: October 27, 2020

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 second quarter and half year ended September 30, 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 second quarter and half year ended September 30, 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 | Q2/H1 – 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 1996 and is located at Kumbhivali village 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 343.04 Crore as on Sep 30, 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

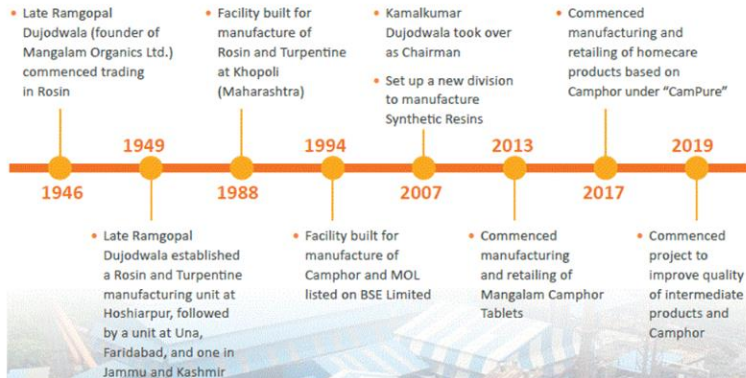
Net Profit
INR 47.56 Cr

EPS
INR 55.53

ROE
28.33%

Company Overview

Our Journey of Evolution



Our revenue break-up

90%

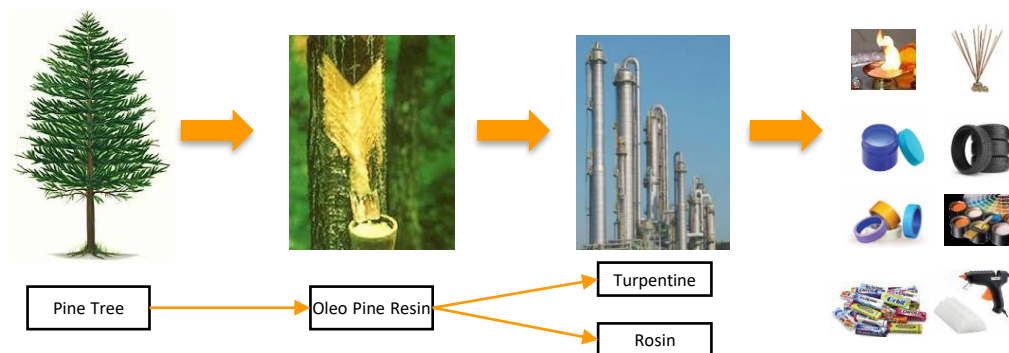
B2B - Terpene Operations

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



Q2/H1 – FY 2020-21 Financial Overview

Q2/H1-FY 2020-21 Financial Highlights

Q2-FY 2020-21 Standalone Performance:

- Revenue from Operations: INR 8,595.79 Lakhs
- EBITDA : INR 2,311.81 Lakhs
- EBITDA Margins: 26.89%
- Net Profit: INR 1,432.90 Lakhs
- PAT Margins: 16.67%
- Basic/Diluted EPS: INR 16.73 per share

Q2-FY 2020-21 Consolidated Performance:

- Revenue from Operations: INR 8,588.28 Lakhs
- EBITDA : INR 2,311.77 Lakhs
- EBITDA Margins: 26.91%
- Net Profit: INR 1,432.86 Lakhs
- PAT Margins: 16.68%
- Basic/Diluted EPS: INR 16.73 per share

H1-FY 2020-21 Standalone Performance:

- Revenue from Operations: INR 13,464.83 Lakhs
- EBITDA : INR 3,607.34 Lakhs
- EBITDA Margins: 26.79%
- Net Profit: INR 2,215.56 Lakhs
- PAT Margins: 16.45%
- Basic/Diluted EPS: INR 25.87 per share

H1-FY 2020-21 Consolidated Performance:

- Revenue from Operations: INR 13,457.32 Lakhs
- EBITDA : INR 3,607.30 Lakhs
- EBITDA Margins: 26.80%
- Net Profit: INR 2,215.52 Lakhs
- PAT Margins: 16.46%
- Basic/Diluted EPS: INR 25.87 per share

Q2/H1-FY 2020-21 Operational Highlights

- COVID-19 Pandemic led to operational challenges resulting in lower production volumes as compared to previous year quarter ending 30th September, 2019.
- Revenue from operations for the quarter have grown by 76.54% on a Q-o-Q basis while it has degrown on a Y-o-Y basis on account of 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 30th September, 2019.
- Strong cash flow generation: As on 30th September, 2020 cash from operations stood at INR 3,271.07 Lakhs. Owing to improvement in the working capital cycle and better sales realization, the company was able to reduce its net debt substantially.
- Debt reduction was achieved after accomplishing the payment of dividend of INR 85.64 Lakhs in the quarter ended 30th September, 2020.
- Despite continuing COVID-19 Pandemic, the Company has performed satisfactorily, and the Company further expects to bounce back with the continuous efforts on improving efficiencies and margins, barring unforeseen circumstances like the present outbreak of Covid-19.
- The Company has provided only comparative Standalone Income Statement with respect to Q-o-Q and Y-o-Y basis in this presentation, as the consolidation of accounts with its subsidiary company started from quarter 30th September, 2020.
- The figures relating to Consolidated Income Statement and Balance Sheet are almost same as Standalone figures, as there are negligible transactions in the Company's wholly owned subsidiary company.

Q2-FY2020-21 Standalone Income Statement (IND-AS)

Particulars (INR Lakhs)	Standalone			Consolidated		
	Q2-FY 2020-21	Q2-FY 2019-20	Y-O-Y	Q1-FY 2020-21	Q-O-Q	Q2-FY 2020-21
Revenue from Operations	8,595.79	12,097.89	(28.95)%	4,869.04	76.54%	8,588.28
Total Expenses	6,722.57	9,777.88	(31.25)%	3,857.75	74.26%	6,715.10
EBITDA	2,311.81	2,810.83	(17.75)%	1,295.53	78.45%	2,311.77
EBITDA Margin (%)	26.89%	23.23%	NA	26.61%	NA	26.91%
Other Income	42.00	107.45	(60.91)%	21.37	96.54%	42.00
Depreciation	371.46	210.72	76.28%	216.86	71.29%	371.46
Finance Cost	25.13	172.65	(85.44)%	46.01	(45.38)%	25.13
Exceptional Item	-	-	-	-	-	-
PBT	1,915.22	2,427.46	(21.10)%	1,032.66	85.46%	1,915.18
Tax	482.32	801.02	NA	250	NA	482.32
PAT	1,432.9	1,626.44	(11.90)%	782.66	83.08%	1,432.86
PAT Margin (%)	16.67%	13.44%	NA	16.07%	NA	16.68%
Other Comprehensive Income	-	-	-	-	-	-
Total Comprehensive Income	1,432.9	1,626.44	(11.90)%	782.66	83.08%	1,432.86
Basic/Diluted EPS (INR)	16.73	18.99	NA	9.14	NA	16.73

H1-FY2020-21 Standalone Income Statement (IND-AS)

Particulars (INR Lakhs)	Standalone		Consolidated	
	H1 FY 2020-21	H1 FY 2019-20	Y-O-Y	H1 FY 2020-21
Revenue from Operations	13,464.83	21,205.63	(36.50)%	13,457.32
Total Expenses	10,580.32	17,258.09	(38.69)%	10572.85
EBITDA	3607.34	4,824.23	(25.22)%	3607.30
EBITDA Margin (%)	26.79%	22.75%	NA	26.80%
Other Income	63.37	185.46	(65.83)%	63.37
Depreciation	588.32	365.89	60.79%	588.32
Finance Cost	71.14	325.34	(78.13)%	71.14
Exceptional Items	-	-	-	-
PBT	2,947.88	4133	(28.67)%	2,947.84
Tax	732.32	1,001.02	NA	732.32
PAT	2,215.56	3,131.98	(29.26)%	2,215.52
PAT Margin (%)	16.45%	14.77%	NA	16.46%
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,215.56	3,131.98	(29.26)%	2,215.52
Basic/Diluted EPS (INR)	25.87	36.57	NA	25.87



Historical Financial Overview

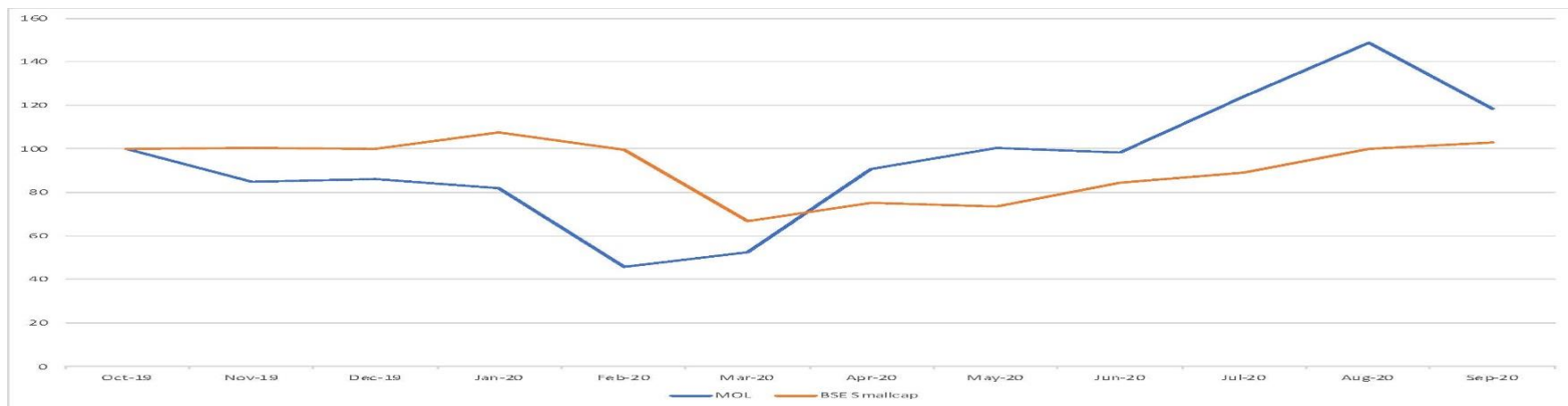
Historical Standalone Income Statement (IND-AS)

Income Statement (INR Lakhs)	FY2017-18	FY2018-19	FY2019-20	H1 – FY2020-21
Total Operational Income	24,423.73	42,462.48	37,452.44	13,464.83
Total Expenses	22,709.51	32,582.75	30,238.17	10,580.32
EBITDA	2,645.43	11,147.17	7710.46	3,607.34
EBITDA Margin (%)	10.83%	26.25%	20.58%	26.79%
Depreciation	550.28	621.17	897.35	588.32
Interest	256.26	363.42	521.90	71.14
Other Income	124.66	179.97	102.89	63.37
Exceptional Items	-	102.88	(1,025.95)	-
PBT	1,838.88	10,162.58	6,291.21	2,947.88
Tax	393.32	2,896.83	1497.54	732.32
Profit After Tax	1,432.33	7,239.51	4,756.02	2,215.56
PAT Margin (%)	5.86%	17.04%	12.69%	16.45%
EPS (After Exceptional Items)	15.82	84.05	55.53	25.87

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	-	-	-
				Capital WIP	405.12	345.30	346.17
Non-Current Liabilities				Goodwill	-	-	-
Financial Liabilities				Financial Assets			
i) Long-Term Borrowings	628.45	881.55	47.05	Investments	0.25	0.25	0.25
ii) Other Financial Liabilities	-	-	-	Other financial assets	14.37	15.87	715.87
Deferred Tax Liabilities (Net)	277.51	303.85	336.05	Income Tax Assets (Net)	-	-	-
Long-Term Provisions	216.71	261.73	261.73	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

Capital Market Information

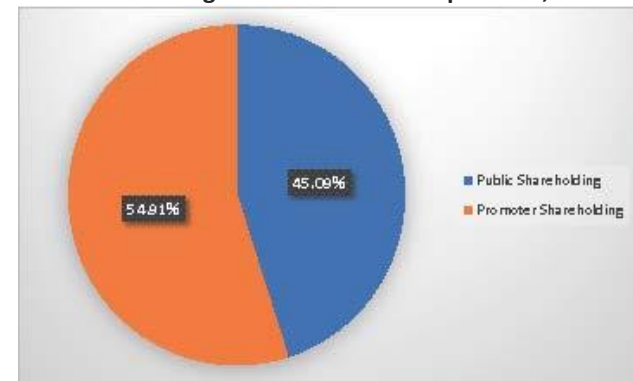


Price Data (30th September, 2020)

INR

Face Value (INR)	10.0
CMP (INR)	431.25
52 Week H/L (INR)	614.05/120.80
Avg. Net Turnover(INR Lakh)	482.79
Market Cap (INR Crore)	343.04
Equity Shares Outstanding (No of Shares in Lakh)	85.64

Shareholding Pattern as on 30th September, 2020



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Thank you

Mangalam Organics Limited