

Ref: OAL/BSE/NSE/118/2024-25

21st March, 2025

To To

The Manager The Manager

Department of Corporate Services, Listing Department,

BSE Limited, National Stock Exchange of India Limited

Phiroz Jeejeebhoy Towers Exchange Plaza, Bandra Kurla Complex

Dalal Street, Mumbai - 400 001 Bandra (East), Mumbai - 400 051

Scrip ID : OAL Symbol: OAL Scrip Code: 500078 Series : EQ

## <u>Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015</u>

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 Investor Presentation for the month of March, 2025.

Pursuant to Regulation 46 of the Listing Regulations, the aforesaid Investor Presentation is also uploaded on the website of the Company i.e. <a href="https://www.orientalaromatics.com">www.orientalaromatics.com</a>.

Kindly take the same on your record.

Thanking you.

**For Oriental Aromatics Limited** 

Dharmil Anil Digitally signed by Dharmil Anil Bodani Date: 2025.03.21 16:58:10 +05'30'

Dharmil A. Bodani

**Chairman & Managing Director** 

DIN: 00618333



## **EXECUTIVE SUMMARY**



#### **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 13,800 Mn as on 31st December. 2024.

#### **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. 7,900 MTPA
  - Vadodara, Gujarat 6,950 MTPA
  - Mahad, Maharashtra 250 MTPA
- Flavours and Fragrances:
  - Ambernath, Maharashtra 6,000 MTPA

### **R&D FACILITIES**

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

# Oriental Aromatics

**FY24 CONSOLIDATED FINANCIALS** 

OP. INCOME – INR 8,364 Mn

**PBT - INR 141 Mn** 

EBITDA - INR 470 Mn

**NET PROFIT - INR 91 Mn** 

**EBITDA MARGIN - 5.62%** 

**EPS - INR 2.71** 

**ROCE - 3.90%** 

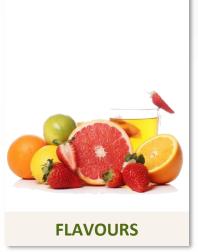
**ROE – 1.44%** 



## **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 Ltd. 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, Terpineols, 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.



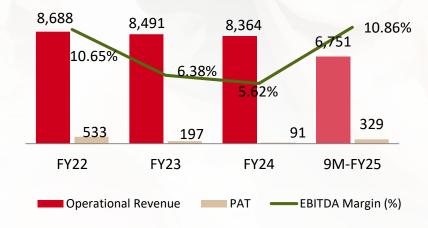




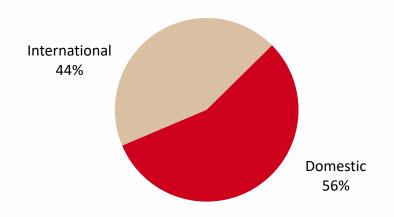


# Oriental Aromatics

## OPERATIONAL REVENUE, PAT & EBITDA MARGIN (INR)



#### **FY24 GEOGRAPHICAL SALES (%)**



## **VALUE CHAIN**

# Oriental Aromatics

**SOURCES OF RAW MATERIALS** 

**RAW MATERIALS** 

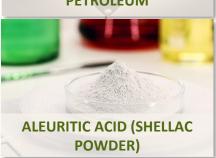
PRODUCTS/BLENDS

**APPLICATIONS** 











#### **AROMA INGREDIENTS**

- Specialty Aroma Chemicals
- Pine Oil
- Terpene based aroma chemicals
- Others

**SYNTHETIC CAMPHOR** 

## FRAGRANCE AND FLAVOUR PRODUCTS

- Industrial Fragrance Compounds
- Flavour Compounds
- Customized Fragrance Compounds



**INCENSE STICKS** 



**AIR FRESHENERS** 



COSMETICS



**SPIRITUAL** 



**BALMS** 



**DETERGENTS** 



HAIR OILS, SHAMPOOS, SOAPS ETC.

## PROMOTER BACKGROUND AND BOARD OF DIRECTORS



## MR. DHARMIL A. BODANI CHAIRMAN AND MANAGING DIRECTOR

- A dynamic personality with vast experience of more than 3 decades in fragrance, flavours and chemical industry.
- Has specialized training on perfumery in Grasse, France and been instrumental in the formation and implementation of the overall strategy and vision of the group. He has been playing an important role in product selection on the chemicals side.

# MR. CYRUS J MODY NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Holds a Bachelor's Degree in Economics and Strategy from Bucknell University.
- He currently manages Viceroy Properties LLP, a leading real estate development firm with over 500,000 sq it of mixed use projects in various stages of development in around the Mumbai Metropolitan Region.

## MR. SHYAMAL A. BODANI EXECUTIVE DIRECTOR

- Started his career in the year 2003 and currently he undertakes local as well as overseas marketing sales and export promotion etc.
- Plays a key role in the formation and implementation of strategy of the chemicals division (especially from the sales and marketing perspective).

## MS. SAPNA U. TULSIANI NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Ms. Tulsiani has functional expertise in sales, marketing, business development, product management, vendor development, strategy conceptualization and exports.
- She has been leading strategy formulation and implementation of business processes since the past 26 years.
- She currently holds directorship in two companies: a) Kings Holdings and Finance Private Limited, and
   b) Kings Impex Pvt Ltd

## MR. SATISH KUMAR RAY EXECUTIVE DIRECTOR- OPERATIONS

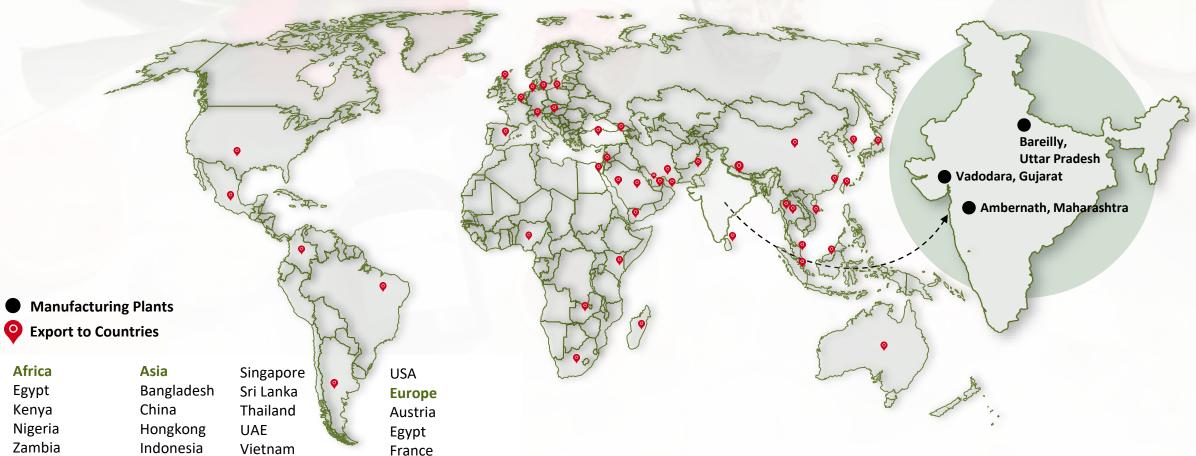
- Serves as Whole Time Director designated as Executive Director Operations in Oriental Aromatics Limited.
- Has 26 years of experience in different fields like Policy Formulation, Advisory, Planning, and Executive Task related to HR, Commercial, Purchase, Store, Sales, Supply Chain, Indirect Taxation, Custom, DGFT, GST, Insurance and claim management, etc.

## MR. DEEPAK R. RAMCHANDRA NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Holds a BA in Economics from St. Xavier's College, Mumbai and an MBA from London Business School.
- Mr. Deepak has a diverse international career spanning prominent financial institutions including Merrill Lynch and Credit Suisse.
- He began at Citigroup India, followed by a pivotal role at Share khan focusing on business development and distribution.

## **GEOGRAPHICAL PRESENCE**

# Oriental Aromatics



### **Australia**

### **South America**

Argentina Brazil Colombia

Israel Yemen Japan Lebanon Malaysia Qatar

Myanmar Nepal

Oman **North America** Pakistan Mexico

Saudi Arabia

South Korea

France Germany Netherlands Poland Spain

Switzerland Turkey

**United Kingdom** 

## **KEY MILESTONES**



Bo Or Ar (Fi Fla	r. Keshavlal dani founded iental omatics ragrances and avours siness)	Since commencement, company has focused on in-ho research & development. Th Malti-Chem Research Centre established to ca out extensive wo on Terpene chemistry	facility for fragrance fragrance was arry	riented or	In August a controlling 57.66% wa over by th promoters Aromatics key custor Camphor & Products a creator an manufactu flavours ar fragrances Mumbai, I	s stake of as bought e s, Oriental Limited; a mer of & Allied and a d urer of ad	Manufacti R&D facilit establishe Ambernat Maharash Flavours a Fragrance	ty was d in h, tra for nd	Set up a on kind R&D C Mumbai w on synthes specialty & aroma che	Centre in ith focus sising generic	Amalgama approved Honourabl Certificate Incorporat February 2 issued by t Registrar o	changed to OAL, Scheme of stion as by le NCLT and of sion dated 26, 2018, the of s, pursuant	OASL acquin Mahad, Maharash up an Aro Chemicals	uired land tra to set ma	Honoured with the prestigious Global Supplier Excellence award from Proctor & Gamble (P&G) for the year 2023.  Commissioned Speciality Aroma Chemical plants at Vadodara and a new plant at Mahad
1955		1974	1995		2008		2014		2016		2018		2020		2024
	1964	1991		1999		2013		2015		2017		2019		2021	
	The first Synthetic Camphor with tech from DuP USA was establish Bareilly, U	r plant inology Pont of ed in Estal	blishment of Flavour sion	State-of-th manufactu facility, est at Nandesa Vadodara Specialty C	ring ablished ari, for	Commission dedicated Astromusl manufaction plant at Va	k uring	The comp acquired I of two Inc aroma che manufact - Arofine ( Industries Vaishnavi Chemicals Limited	ousiness lian emical urers Chemical and	In April the shareholde and OAL as scheme of arrangeme amalgama OAL with Coreate a la forward in company. Scheme wapproved I Honourabl Company I Tribunal or November	ent for tion of CAPL to rger tegrated The as by le National Law n	Listing of E shares on National St Exchange of India Limit (NSE)	ock of	Commissic Specialty A Chemical F Vadodara Expanded Capacity o Terpene Chemicals Bareilly	roma Plant at and the f

## **MANUFACTURING FACILITIES**





#### **BAREILLY, UTTAR PRADESH**

- First Synthetic Camphor plant in India with technology from DuPont of USA in 1964.
- This plant produces more than ~7,900 MTPA of pine based chemicals and other end products.
- The plant has the ability to handle chemical operations such as fractionation, esterification, saponification, hydrogenation, dehydrogenation, oxidation, peroxidation, pyrolysis, etc.
- The plant is accredited as Pharma Grade with WHO-GMP and USFDA certifications.
- The plant mainly manufactures camphor and specialty aroma ingredients based on Alpha Pinene.



### **VADODARA, GUJARAT**

- The-state-of-the-art manufacturing aroma chemicals facility was set up at Vadodara, Gujarat in 1999 and a new multi purpose plant facility added in 2018, with an end product capacity of ~6,200 MTPA.
- Products manufactured at this plant are of international standards and 75% of the annual production is exported all over the world.
- The plant produces wide range of generic specialty aroma ingredients from Pinene, Petrochem and other raw material sources.
- Chemical operations handled at this plant include epoxidation, peroxidation, hydrogenation, aldol condensation, cyclization, esterification, bromination, etc.

## **MANUFACTURING FACILITIES**





#### AMBERNATH, MAHARASHTRA

- This state-of-the-art manufacturing facility has capacity of ~6,000 MTPA of fragrance and flavour which started operations in 2014.
- It is a very versatile manufacturing facility capable of producing fragrances as well as Flavors.
- This facility also has a state of the art and modern R&D / QA infrastructure.



### MAHAD, MAHARASHTRA

- The state-of-the-art manufacturing facility has a capacity of 250 metric tons and focuses on specialty aroma ingredients and started operations in November 2024.
- It is a dedicated single-product plant specializing in the aroma chemicals segment, driving innovation in the Fragrance & Flavor industry.
- This newly commissioned Greenfield plant is part of Oriental Aromatics & Sons Ltd., a wholly owned subsidiary of Oriental Aromatics Ltd.

## **R&D SET UP**

### **CENTRE FOR INNOVATION AT MUMBAI**

- State of the art synthesis lab
- DSIR approved lab
- Dedicated to research on generic specialty aroma ingredients in a sustainable way
- Between 20-25 research associates
- Head-space GC-MS, Flash chromatography, UV along with regular analytical set-up, Well equipped bench scale laboratories to carry out various organic reactions like Aldol condensation, Oxidation, Reduction, hydrogenation, hydration, Acetylation, Esterification, Isomerization
- Fully Operational environmental lab for carrying out sustainability studies

### PROCESS RE-ENGINEERING LAB AT VADODARA

- DSIR approved lab
- Successfully developed several new products of Turpentine chemicals
- Well Equipped pilot Plant
- Facility to carry out high pressure reactions and various lab scale fractionating columns for separation



# Oriental Aromatics



#### **ESTABLISHED PLAYER**

- 6 decades of experience in Aroma Chemicals and 7 decades of experience in Fragrances and Flavours
- Evolved as a one stop shop solution provider for the F&F Industry
- Strong Raw Material sourcing capability
- Pioneer in the field of Terpene Chemistry in India
- One of the few companies globally who are fully integrated in the space of Fragrances and Flavours



#### **VAST PRODUCT RANGE**

 The company's vast product range finds applications in array of industries ranging from F&F, Pharmaceuticals, Soaps & Cosmetics, Rubber & Tyre, Paints & Varnishes, etc.



#### **INFRASTRUCTURE**

- Fosters excellence through innovation and gives utmost important to R&D
- Integrated and fully automated DCS controlled chemical manufacturing facilities
- Capable of producing fragrances as well as flavours and specialty chemicals
- First synthetic Camphor plant in India backed by technology from DuPont, USA



#### **SUSTAINIBILITY**

- Adopted a sustainable sourcing policy for key elements such as Turpentine Oil and Alpha-Pinene, which are essential raw materials for the products
- One of the few manufacturers who can use turpentine oil that has been derived from all sources in the world
- Sustainable processes ensuring high quality which minimizes the quantities required and cut back on wastes



# Oriental Aromatics



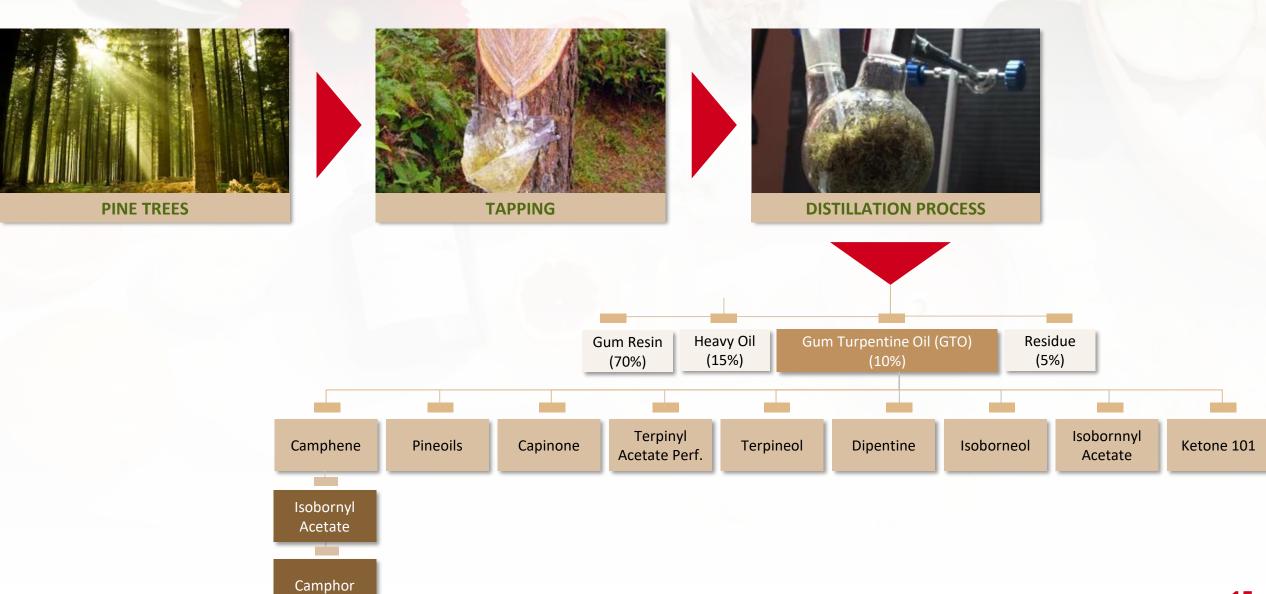






## PINE BASED AROMA CHEMICALS MANUFACTURING

# Oriental Aromatics



## AROMA CHEMICALS INDUSTRY OVERVIEW

- The global aroma chemicals market size was valued at USD 5.56 billion in 2024 and is expected to expand at 4.95% CAGR to reach USD 8.59 billion in 2033.
- The demand for the product is anticipated to be driven by increased consumption of flavours and fragrance products in the cosmetics & toiletries, soaps & detergents, and food & beverages industries.
- The terpenes & terpenoids segment is expanding at a CAGR of 4.7% from 2024 to 2033.
- Technological innovation in the market for extraction of aroma chemicals, and a surge in R&D activities among key industry participants have contributed to the growing varieties of customized aroma chemicals for targeted applications. Changing lifestyles and increasing consumer awareness has contributed to overall growth.
- The high share of the segment is attributable to surging demand for beverages & processed foods, growing disposable income, the rising popularity of natural aroma chemicals, as well as increasing demand for cosmetics and toiletries.

#### **Growth Drivers:**

- Increasing demand for health and wellness foods, government regulations, ban on the use of synthetic flavours are fueling the growth of natural aroma chemicals.
- The suitability of natural flavours in wider applications, additional health benefits of certain natural flavours, and advanced technological innovations are the key factors driving the market for aroma chemicals.

#### **Applications:**

 Can be found in food, wine, spices, essential oils, perfumes and fragrance oils. These compounds have a considerable role in the manufacturing of flavours and fragrance.









Every aroma has a specific need and a unique characteristic. Whether it's going to be used to mask, mimic or maximise a taste or smell, is key.

Each aroma molecule can be adapted to suit a variety of products and offer their own signature fragrance. After all, an aroma of a product is it's essence.

OAL has the ability to manufacture aroma ingredients from bulk to specialty grade at its manufacturing facility in Bareilly and Vadodara.

OAL has had a longstanding relationship to supply a broad spectrum of aroma chemicals that are used in flavours and fragrances to global majors like IFF, Givaudan, Symrise etc.

#### **SANDALWOOD DERIVATES**

• Mysornol: AB18019

• Durganol: AB18018

• Shivanol: AB18016

Shaktinol: AB18017

#### SPECIALTY AROMA CHEMICALS

Astromeran: AB08066

Captaite: AB15142

Rose Nitrile: AB15143

Sealone: AB18006

Safranal: AB15139

Herbacyclohexane: AB18010

#### MUSK POLYCYCLIC & MACROCYCLIC

Astromusk: AB08072

Cambrettolide: AB15137

#### **PINENE DERIVATIVES**

Alpha- Pinene Epoxide: AB08062

Alpha Campholenic Aldehyde: AB08061

Camphor GF: AB08002

Isobornyl Acetate: AB08031

Isoborneol: AB08011

Terpineol: AB08019

• Terpinyl Acet: AB08033

#### **GENERICS OFFERED BY SPECIALTY CHEMICALS DIVISION**

Esters of Allyl alcohol

Esters of Geraneol & Citronellol

Esters of Phenyl Acetic acid, Cinnamic acid

• Esters of Cinnamic alcohol & Cyclohexanol

Esters of Para cresol & Phenyl Ethyl alcohol

Aromatics ethers like Nerolin crist, etc.

Phenoxyethyl Isobutyrate

Nitriles of various Aldehydes Like c12 Lauric, c10, Citronellyl Nitrile





OAL is one of the prominent manufacturers of Camphor in India.

Camphor is a waxy, flammable, white or transparent solid with a strong aroma.

It can be produced from alpha-pinene, which is abundant in the oils of coniferous trees and can be distilled from turpentine produced as a side product of chemical pulping.

It is primarily used in India for religious purposes, but also finds usage in fragrances, cooking and pharmaceutical industry.

Global Camphor Market size is expected to reach around USD 740 million by 2032, after growing at a CAGR of 4.3% during 2023-2032.

#### **CAMPHOR BENEFITS**

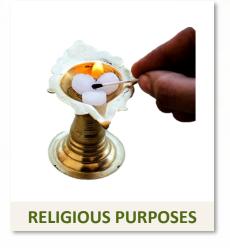
- •Relieves skin itching and irritation
- Alleviates pain
- Soothes burns
- •Cures acne
- •Strengthens hair root
- Antioxidant properties
- •Work as an insecticide
- Used in aromatherapy

### **FEATURES**

- Natural Ingredient
- Good for blemish free skin
- Flammable
- Not so expensive
- Easily Available

#### **APPLICATIONS**





## **FLAVOURS & FRAGRANCE INDUSTRY OVERVIEW**

- The global flavours and fragrances market was valued at USD 32.2 Billion in 2023 and is expected to reach USD 43.6 Billion by 2032, at 3.3% CAGR.
- APAC dominated the global industry in 2023 and accounted for the share of around 32% of the overall revenue.
- The perfume market in India is estimated to grow by USD 757.89 million from 2023 to 2031, growing at a CAGR of 15.23%.
- The fragrance market is experiencing significant transformation which is propelled by evolving consumer preferences, increased disposable income, and a growing demand for personal care and cosmetic products.
- The fragrance market is projected to grow exponentially in the upcoming years due to rise in demand for natural and organic products, rise in personalized and unisex fragrances, shift towards customization and influence of social media and celebrity endorsement.
- The fragrances market in India is projected to grow by 1.49% from 2024 to 2028, resulting in a market volume of USD 336.20 million in 2028
- The India flavors market reached a value of INR 4,287 Crore in 2023 to reach INR 8,100 Crore by 2032 at 7.1% CAGR.
- The flavors market is driven by the high demand for beverages, ready to eat food items, increased usage in ice creams, smoothies, bakery and confectionery items, energy drinks. Furthermore, the emerging trend of vegan and organic variants that contain plant-based derivatives is expected to bolster the India flavors market in the coming years.





Source: Global Aroma Chemicals Market Report, Flavors and Fragrances Market, India Perfume Market Assessment (grandviewresearch.com, imarcgroup.com, giiresearch.com)

## FRAGRANCE COMPOUNDS





A Fragrance compound, also known as an odorant, aroma, is a chemical compound that has a smell or Oduor.

Perfume is described as having three sets of notes, making the harmonious scent accord. The notes unfold over time, with the immediate impression of the top note leading to the deeper middle notes, and the base notes gradually appearing as the final stage.

OAL delivers innovative fragrance formulations to a wide set of customers. The Company continually strives to find the best balance between creativity and functional needs to develop fragrances with the highest acceptance and the best release performance in the final product.

#### **APPLICATIONS**





SOAP AND DETERGENT FRAGRANCES



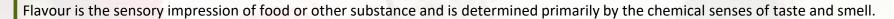
FRAGRANCES FOR COSMETICS
AND TOILETRIES



FRAGRANCES FOR INCENSE STICKS

## FLAVOUR COMPOUNDS





Smell is the main determinant of a food item's flavour.

While only five basic tastes - sweet, sour, bitter, salty and umami (savory) are universally recognized, the number of food smells is unbounded.

A "flavourant" is defined as a substance that gives another substance flavour, altering the characteristics of the solute, causing it to become sweet, sour, tangy, etc.

These mixtures are formulated by OAL to give a food product a unique flavour and to maintain flavour consistency between different product batches or after recipe changes.

### **APPLICATIONS**











## **FACTS OF FRAGRANCES AND FLAVOURS**

The sense of smell is the first of all our senses to develop. Even before we are born, our sense of smell is fully formed and functioning.



Studies show that 75% of emotions are triggered by smell which is linked to pleasure, well-being, emotion and memory — handy when you want people to buy your products.



A study indicates that 80% of the flavours we taste come from what we smell (which is why foods can become flavourless when we have a blocked nose)



Scents can have positive effects on mood, stress reduction, sleep enhancement, self-confidence and physical and cognitive performance.



Smell is the most sensitive of the senses. People can remember smells with 65% accuracy after a year, while visual recall is about 50% after three months.



The human brain can process roughly 10,000 smells in an area the size of a postage stamp, each triggering a neural response.



Your sense of smell accounts for 75-95% of the impact a flavour has.





## STRATEGIC OVERVIEW

# Oriental Aromatics



Committed to be a global player in the specialty aroma chemical space



Increased focus on high value - low volume products



To focus on sustainable chemistry and always environmentally compliant



One of its kind automated Multi- Purpose Plant in India for specialty aroma chemicals



Foster excellence through innovation giving utmost importance to R&D



Continue to capitalise on and enhance the backward and forward integration



Enhance stickiness with existing and new customers by consistently supplying quality products



## HISTORICAL STANDALONE INCOME STATEMENT



INCOME STATEMENT (MN)	FY22	FY23	FY24	9M-FY25	
Total Operational Income	8,688	8,491	8,364	6,751	
Total Expenses	7,753	7,940	7,890	5,990	
EBITDA	935	551	474	761	
EBITDA Margins (%)	10.76%	6.49%	5.67%	11.27%	
Other Income	44	58	73	40	
Depreciation	170	193	197	155	
Finance Cost	41	131	205	139	
PBT	768	285	145	507	
Tax	227	79	50	120	
Profit After Tax	541	206	95	387	
PAT Margins (%)	6.23%	2.43%	1.14%	5.73%	
EPS (After Exceptional Items)	16.06	6.13	2.82	11.49	

## HISTORICAL STANDALONE BALANCE SHEET

0.	<b>Aromatics</b>
Criental	Fromatics

LIABILITIES (INR MN)	FY23	FY24	H1-FY25	ASSETS (INR MN)	FY23	FY24	H1-FY25
Shareholders Fund		- 1121		Assets			
Share Capital	168	168	168	Non-Current Assets			
Other Equity	6,099	6,176	6,438	Property, Plant and Equipment	2,089	2,068	2,311
,	2,222	-, -	2, 22	Intangible Asset	47	50	61
Non-Current Liabilities				Capital WIP	369	537	440
				Right of use- Lease	79	72	69
Financial Liabilities				Goodwill on amalgamation	450	450	450
i) Long-Term Borrowings	316	183	117	Financial Assets			
ii) Other Financial Liabilities	17	11	6	i) Investment in Subsidiaries	320	320	800
Deferred Tax Liabilities (Net)	275	277	286	ii) Other financial assets	42	57	71
Long-Term Provisions	29	41	42	iii) Loan to Subsidiary	-	391	274
Tong reministrations	23	1-		Income Tax Assets (Net)	102	89	85
				Other non-Current assets	44	40	10
Current Liabilities				<b>Current Assets</b>			
Financial Liabilities				Inventories	3,677	2,763	3,008
i) Short-Term Borrowings	1,972	1,522	2,035	Financial Assets			
ii) Trade Payables	870	818	989	i) Trade and other Receivable	1,907	1,904	2,001
iii) Other financial Liabilities	100	52	48	ii) Cash & Cash Equivalents	96	35	164
Short-Term Provisions	21	23	20	iii) Bank Balance other than above	12	12	13
				iv) Loan to subsidiary	-	-	-
Other Current liabilities	16	29	28	v) Other Current Financial Assets	7	8	9
				Other Current Assets	642	504	411
TOTAL EQUITY AND LIABILITIES	9,883	9,300	10,177	TOTAL ASSETS	9,883	9,300	10,177

## HISTORICAL CONSOLIDATED INCOME STATEMENT



INCOME STATEMENT (MN)	FY22	FY23	FY24	9M-FY25
Total Operational Income	8,688	8,491	8,364	6,751
Total Expenses	7,763	7,949	7,894	6,018
EBITDA	925	542	470	733
EBITDA Margins (%)	10.65%	6.38%	5.62%	10.86%
Other Income	44	57	73	39
Depreciation	170	194	198	164
Finance Cost	40	130	204	168
PBT	759	275	141	440
Tax	226	78	50	111
Profit After Tax	533	197	91	329
PAT Margins (%)	6.13%	2.32%	1.09%	4.87%
EPS (After Exceptional Items)	15.84	5.87	2.71	9.78

## HISTORICAL CONSOLIDATED BALANCE SHEET



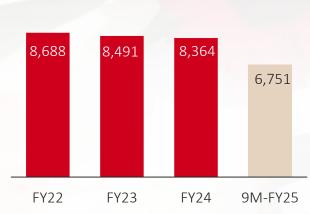
LIABILITIES (INR MN)	FY23	FY24	H1-FY25
Shareholders Fund			
Share Capital	168	168	168
Other Equity	6,081	6,155	6,395
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	316	519	452
ii) Other Financial Liabilities	17	10	6
Deferred Tax Liabilities (Net)	272	274	280
Long Term Provisions	29	41	42
<b>Current Liabilities</b>			
Financial Liabilities			
i) Short-Term Borrowings	1,972	1,522	2,035
ii) Trade Payables	869	820	997
iii) Other financial Liabilities	101	384	264
Short-Term Provisions	22	23	21
Other Current liabilities	18	34	30
TOTAL EQUITY AND LIABILITIES	9,865	9,950	10,690

ASSETS (INR MN)	FY23	FY24	H1-FY25
Assets			
Non-Current Assets			
Property, Plant and Equipment	2,091	2,070	2,313
Goodwill on Amalgamation	450	450	450
Capital WIP	524	1,732	1,915
Intangible Assets	47	50	61
Right to use	141	133	129
Other Financial Assets	68	76	76
Income Tax Assets (Net)	103	89	85
Other non-Current assets	44	67	32
Current Assets			
Inventories	3,677	2,772	3,022
Financial Assets			
i) Trade and other Receivable	1,900	1,805	1,890
ii) Cash & Cash Equivalents	160	106	175
iii) Bank Bal other than above	14	14	15
iv) Other Current Financial Assets	7	11	11
Other Current Assets	639	575	516
TOTAL ASSETS	9,865	9,950	10,690

## **CONSOLIDATED FINANCIAL PERFORMANCE**

# Oriental Aromatics

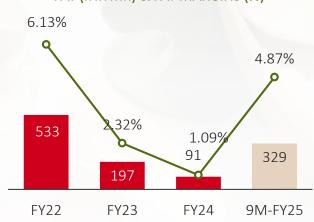
## REVENUE FROM OPERATIONS (INR MN)



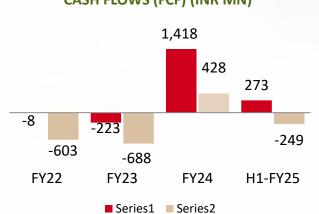
### EBITDA (INR Mn) & EBITDA MARGINS (%)



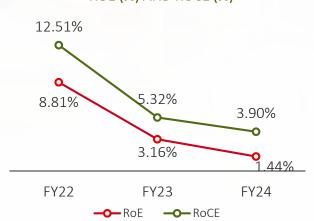
#### PAT (INR Mn) & PAT MARGINS (%)

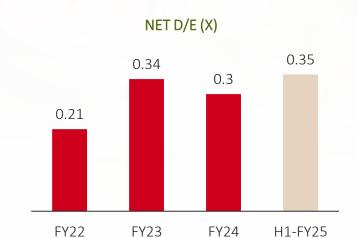


# CASH FLOW FROM OPERATIONS (CFO) & FREE CASH FLOWS (FCF) (INR MN)



## ROE (%) AND ROCE (%)





## **CAPITAL MARKET INFORMATION**

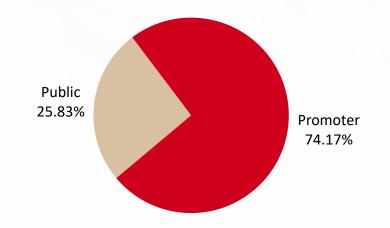






PRICE DATA (AS ON 31st December, 2024)	INR
Face Value	5.00
CMP	410.00
52 Week H/L (INR)	656.00/296.65
Avg. Net Turnover (INR Mn)	34.55
Market Cap (INR Mn)	13,799.65
Equity Shares Outstanding (Mn)	33.65

## **SHAREHOLDING PATTERN (AS ON 31st December, 2024)**



## SAFE HARBOUR



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Oriental Aromatics 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.

#### **Valorem Advisors Disclaimer:**

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and 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. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further information please contact our Investor Relations Representatives:



For further information please contact our Investor Relations Representatives:

**Valorem Advisors** 

Mr. Anuj Sonpal, CEO

Tel: +91-22 3006-7521/22/23/24

Email: oriental@valoremadvisors.com

Investor Kit Link: https://www.valoremadvisors.com/oriental

