

SUSTAINABLE MANGO & SALS SOURCING



Manorama is the only one-stop-shop choice in the world for vegetable butters and solutions from tropical trees (plants) of **sal, mango, shea, mowrah, Dhupa, phulwara & kokum** from the forests of India & west Africa.

Manorama's Vision & Ethics

Our vision is that we want to be your one stop shop choice for value-adding vegetable fats & butter solutions. We believe in taking responsibility for our financial growth, our employees, the communities in which we operate. Therefore, Sustainability and social responsibility are part of our everyday activities and they help us in achieve our vision. Manorama believe in the power of our collective capacities for enabling to achieve long-lasting results.

As your partner, we keep our promises by driving initiative, improvement, and innovation, with teamwork and a sense of perseverance.

Sustainable Mango & Sal Sourcing



Mango Kernal



Sal Seed



Origin of Mango is in the forests of India. Mango is a seasonal fruit that is affluently available across the country during the Indian summer months from May-July. The Company directly sources Mango kernel through a dedicated supplier network that relies on collections from thousands of villages in the Central states of India.

Manorama Industries is also exploring avenues to source Mango kernels from pulp industries where Mango seeds are a waste product. Hence Manorama has several firsts to its credit. It is the first such forest products company that has built a huge geographic network to source raw materials. This keeps the company immune to supply disparities and seasonal shortfalls.



India is the home of the largest Sal forests in the world, Sal seeds are abundantly available in nature in the Indian states from the month of May.

Manorama is uniquely positioned to source its required Sal seeds through its well-entrenched network by its strong relationship with the local tribal communities, who are well-versed with the forest topography.

Sustainability is in our “DNA”



The company directly sources Mango Kernel and Sal Seed through a dedicated supplier network from thousands of villages of central states of India. We began working with the millions of local women cooperatives and collaborated with Self-help groups for upliftment of their livelihood. They hand-collect the mangos from the forest floor, hand-peel the flesh and crack the seeds. They then send them to a production facility to extract their nourishing oil. We also give the cooperatives training on harvesting methods, helping protect India's mango & sal trees while providing a sustainable source of income. During harvesting season, these women carry an incredible 10-20kg of fruit every day.

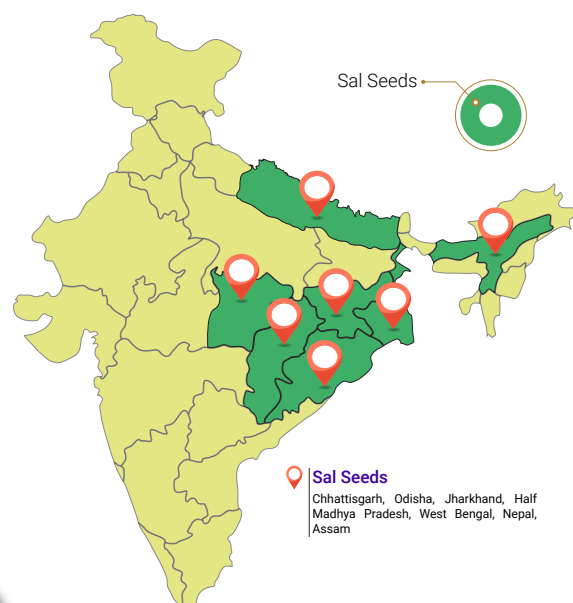
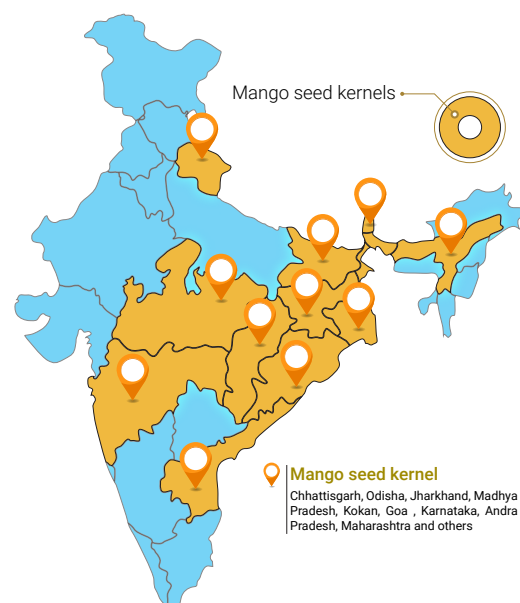
Sustainable Mango & Sal Supply Chain

Manorama Group has a history of over 60 years which started off with extracting oil from Mango kernel & Sal seed gradually forayed into exotic products and specialty fats and has developed sustainable supply chains with communities of more than 8 million tribal people.

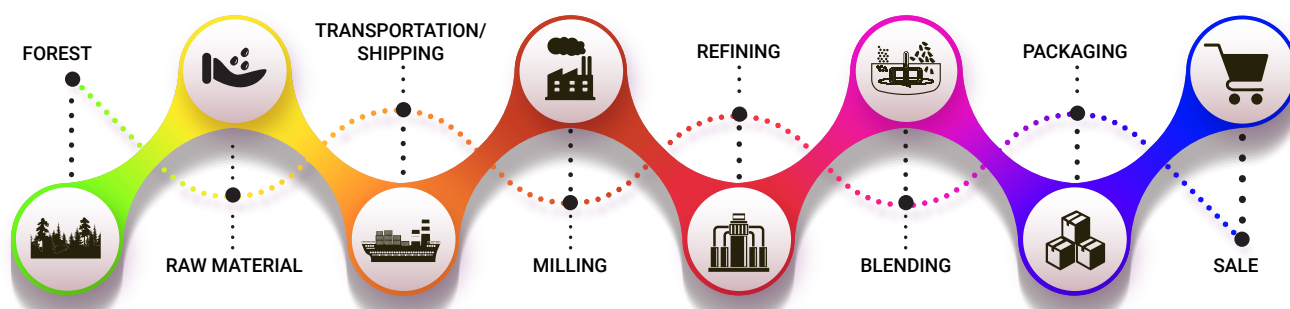
Manorama has a CSR policy to help the tribal village people (Especially tribal women) by purchasing the seed kernel directly from them. We encourage and motivate these tribal to collect seeds for their livelihood. We collaborate with thousands of women Self Help Groups (SHGs) and millions of tribal forest people across thousands of forest villages in India for the sustainable sourcing of superior-quality of raw material.

These transparent and long-term relations rely on the below collaboration Protocols, which frame a sustainable commercialization:

- * Transparent and higher than the market prices.
- * Training and awareness to the producers about the wild harvesting



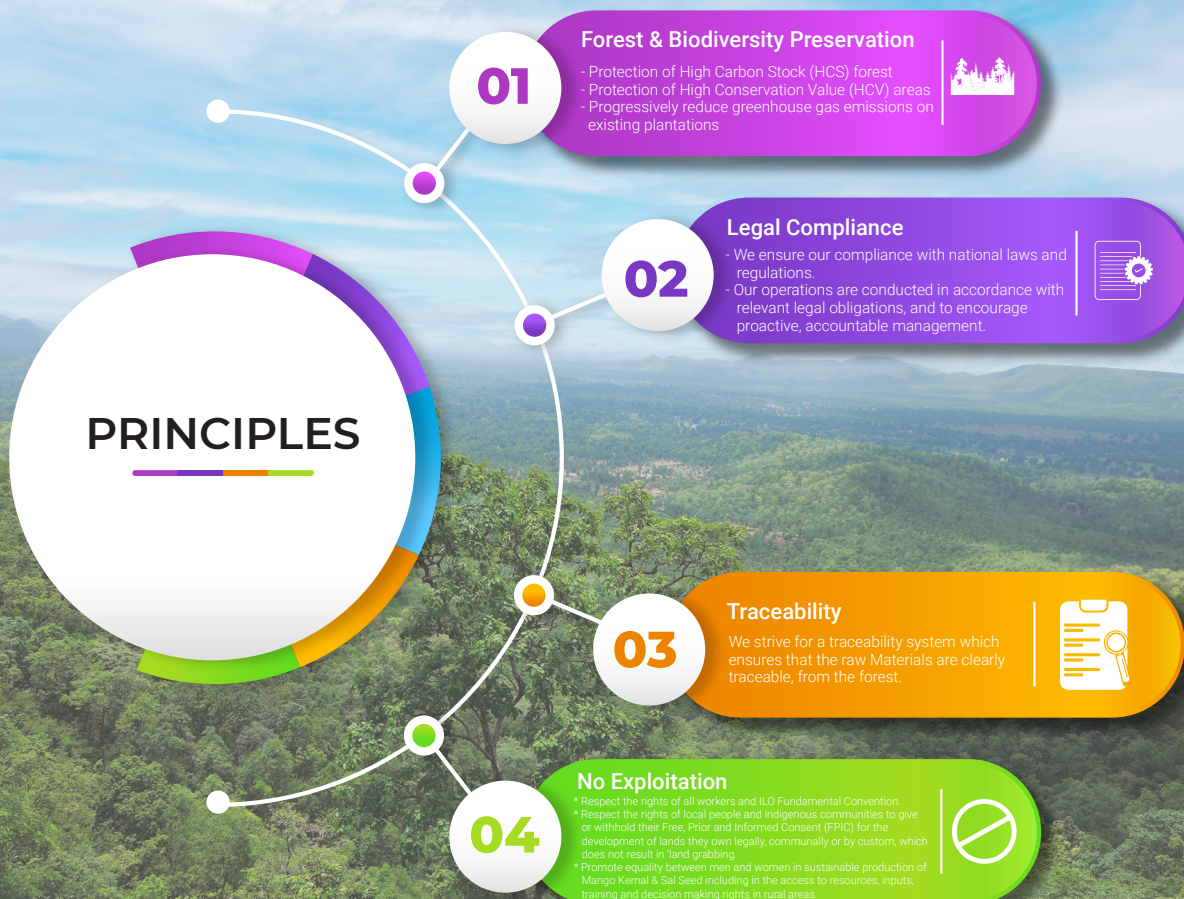
Supply Chain



From Tribals to the Richest



Mango Kernel & Sal seed Sourcing Policy



“Manorama is committed to source 100% traceable and responsible Mango Kernel & Sal Seed to achieve visibility into the sources of our products within our supply chain.

Manorama Group has a well-established and dedicated resource base with core strengths in Origination, Sales Distribution, Logistics and Risk Management. Manorama's supply chain is a synergic configuration with IP handling and a traceability system.

The traceability system also ensures that the raw materials are clearly traceable by origin and supplying community, so that they are properly compensated. We work to ensure that Mango, Sal seed and other products that we trade or processes are in line with these commitments.

Our Commitments inclusive growth

We intend to build a **traceable** and **transparent** tree borne butter seed supply chain firmly committed to:

- No deforestation of high conservation value (HCV) lands or high carbon stock (HCS) areas
- No exploitation of rights of indigenous peoples and local communities

We will work to ensure that Mango Kernel, Sal seed and other products that we trade or process are in line with these commitments. We resolve to advocate, collaborate and seek the support of suppliers, customers, governments, non-governmental organizations, and other stakeholders to implement this policy so that we can improve the economic and social security of local community for a prosperous future.



Sustainable empowerment of millions of tribal women in India



Training & Awareness



Educating about seed collection

Record keeping



Training on harvesting methods

Swachh Bharat Abhiyan



Manorama, as a contribution towards its social responsibility, keeps conducting cleanliness drives in the villages and other areas under the Swachh Bharat Campaign by Govt. of India



Support to the Community

"Close to 1.2 million women have been trained on harvesting methods and seed collection"



Around 450 weighing machines have been distributed so far creating impact on 5000 women



Presenting bonus cheques to the tribal women

Corporate social responsibility

Our CSR activities range from managing primary schools in remote and rural areas in the central and eastern parts of India, organizing social welfare campaigns and medical assistance or marginalized communities. These campaigns are organized during the months of April, May and June in the dense sal forests. Our other subsidiary units located near villages are involved in many social activities that are aimed at the hygiene and sanitation of these villagers.



Plantation of saplings with tribal women



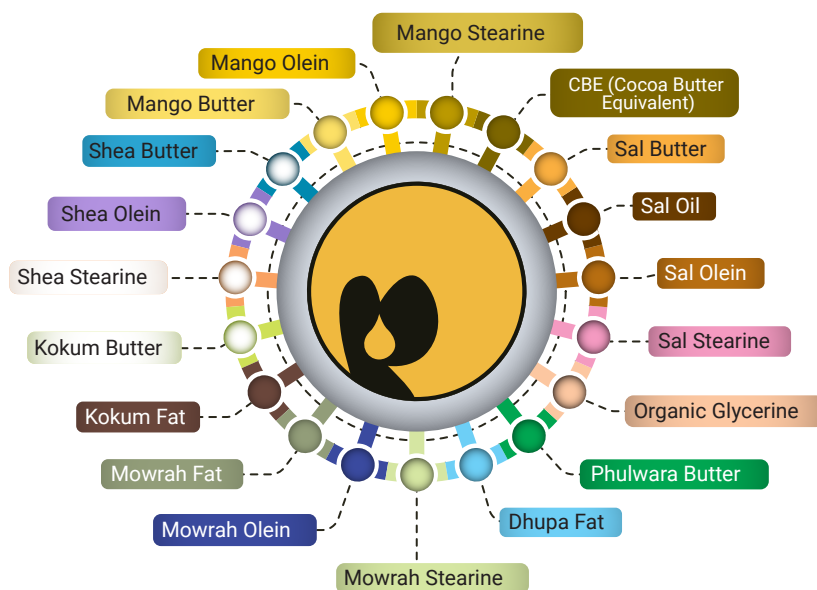
A total of 25000 trees have been planted in the process.

Milestones

We have achieved best from waste by developing mango kernel butter from mango kernel and commercialized it. The Company started with 3 personnel and grew to 100 numbers of own employees with various processing facilities employing more than 2000 people and the seed collection network involving 8 million tribal from the Central states of India. We have established world class R&D facility at part with Japanese laboratories of development of Chocolate, Confectionery, Cosmetic and Cocoa Butter Equivalent (CBE), Cocoa Butter Substitute (CBS), Cocoa Butter Alternative (CBA) and Cocoa Butter Replacer (CBR). We have achieved developing Sal butter, oil, fat from Sal seeds and commercialized it and mango kernel butter from mango kernel and commercialized it as a world class organic cosmetic butter.



Manorama Products



Manorama has achieved in adding following products in our product line :



MANORAMA[®]
INDUSTRIES LIMITED

INDUSTRIES LIMITED
MANORAMA[®]

Creating in a sustainable and responsible way for new values in the food world

