



Manorama Industries Limited

KHASRA No. 2449-2618
Nr. IIDC, Birkoni
Mahasamund (C.G.)
Pin : 493445

July 30, 2024

To,
The Manager,
BSE Limited ("BSE")
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

To,
The Manager,
National Stock Exchange of India Limited ("NSE")
Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla
Complex, Bandra (East), Mumbai - 400 051

Scrip Code: 541974
ISIN: INE00VM01036

Symbol: MANORAMA
ISIN: INE00VM01036

Subject: Press Release

Dear Sir/Madam,

In reference to the above captioned subject, please find attached a copy of Press Release with respect to Unaudited Standalone Financial Results for the quarter ended June 30, 2024.

The same is also available on the website of the Company at <https://manoramagroup.co.in/investors-financial#press-releases>.

Request you to take the same on your record and acknowledge.

Yours faithfully

Thanking You,

For Manorama Industries Limited



Deepak Sharma
Company Secretary & Compliance Officer
Membership No: A48707

Encl: As Above

Corporate Office :

F-6, Anupam Nagar,
Raipur - 492007, Chhattisgarh, INDIA
E-mail : info@manoramagroup.co.in
Tel.: +91-771-2283071, 2282579, 2282457
Telefax: +91-771-4056958
CIN: L15142MH2005PLC243687
GSTIN: 22AAECM3726C1Z1

FSSCI 22000, ISO 9001, ISO 14001 & ISO 45001 Certified Company
Manufacturing & Supplying different products
certified for RSPO, Kosher, Halal (MUI), Fair Trade (FT), Fair for Life (FFL)
A Government of India Recognized Star Export House
MSME ZED GOLD

Registered Office :

403, Midas, Sahar Plaza,
Andheri Kurla Road, Andheri East
Mumbai-400059, Maharashtra, INDIA
Tel. 022 22622299, 49743611, 022 67088148
www.manoramagroup.co.in
GST - 27AAECM3726C1ZR

Manorama Industries Limited Reports Q1 FY25 Financial Results

Revenues at INR 1,334 Mn in Q1 FY25, up 19.6% YoY

EBITDA at INR 267 Mn in Q1 FY24, up 43.6% YoY; EBITDA margin at 20.10%, up 335 bps YoY

Raipur, July 30, 2024: Manorama Industries Limited (BSE: 541974; NSE: MANORAMA), a global pioneer in the manufacturing of Cocoa Butter Equivalent (CBE), specialty fats & butters and exotic products, has announced its results for the first quarter ended June 30th, 2024.

Financial Highlights – Q1 FY25

Particulars (INR Mn.)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ	FY24
Revenues	1,334.1	1,115.6	19.6%	1,293.3	3.2%	4,570.8
EBITDA	267.7	186.4	43.6%	207.7	28.9%	734.3
EBITDA Margin (%)	20.1%	16.7%	335 bps	16.1%	400 bps	16.1%
PAT	135.4	115.5	17.2%	125.0	8.3%	400.4
PAT Margin (%)	10.2%	10.4%	(21 bps)	9.7%	48 bps	8.8%

Financial Results – Q1 FY25

- Revenues during Q1 FY25 grew by 19.6% YoY to INR 1334.1 Mn owing to higher demand of the Company's product portfolio.
- EBITDA during Q1 FY25 surged by 43.6% YoY at INR 267.7 Mn; EBITDA margin for the quarter expanded by 335 bps YoY to 20.1%.
- PAT during Q1 FY25 increased by 17.2% YoY to INR 135.4 Mn; PAT margin stood at 10.2% in Q1 FY25.

Commenting on the results and performance, President of Manorama Industries, Mr. Ashish Saraf said:

"Manorama Industries continues to gain from the momentum shift in demand for sustainable CBE and Exotic Specialty Fats and Butter from the Global and Domestic Confectionery, Chocolate and Cosmetic clients. As a result, the Company's revenues have registered 19.6% YoY growth to INR 1,334 million in Q1FY25. Our domestic to export market mix stands at 27:73 in Q1FY25.

The Company's EBITDA has witnessed a substantial rise of 43.6% YoY reaching INR 268 million in Q1 FY25. Additionally, Manorama Industries has seen an expansion in its EBITDA margin by 335 bps YoY at 20.1% in Q1FY25 which is attributed to efficient cost management and operating leveraging.

We are also excited to announce the commencement of our new fractionation facility's commercial operations in July 2024 which boasts an annual production capacity of 25,000 tonnes. This development has substantially increased our total fractionation capacity to 40,000 tonnes per annum. With this expansion, we anticipate a significant surge in our revenue, thereby upgrading our guidance to INR 750+ Crores for the fiscal year 2025, along with an increase in profitability due to the economies of scale.

It is with great pride that we share that Manorama Industries being honored with the prestigious 'Great Place to Work®, India' certification for mid-sized organizations during Q1FY25. This accolade underscores our commitment to being an employer of choice and enhances our ability to attract, develop, and retain top talent, further reinforcing our stance in the global market for CBE and specialty butters and fats.




About Manorama Industries Ltd. (MIL)

Established in 2005, MIL is a global pioneer in manufacturing speciality fats & butters and exotic products. The Company has carved a niche in manufacturing Sal CBE & Stearin, Shea CBE & Stearin, Mango CBE & Stearin and other exotic fats & butter. MIL offers customized solutions to Fortune 500 companies in chocolate, confectionery and cosmetic industry.

The Company's R&D thrust and quality focus has propelled MILCOA Research & Development Centre laced with several Global certifications. Over the years, the Company has bagged over 50 International and National awards for its unique business model and playing a pivotal role in empowering communities and its contribution to nation-building. MIL is equally committed towards various Environmental, Social, and Governance (ESG) sustainability practices driving long-term growth and creating value for its esteemed stakeholders.

For more information, please visit: <https://manoramagroup.co.in>

For further details, please get in touch with:

Ms. Ekta Soni

AVP - Investor Relations

Email: ekta@manoramagroup.co.in

Email: investors@manoramagroup.co.in

Phone: +91 7879165440

Mr. Deepak Sharma

Company Secretary & Compliance officer

Email: cs_sharma@manoramagroup.co.in

Phone: +91 9329932082

Hiral Keniya | Vikash Verma

Ernst & Young LLP

Email: hiral.keniya@in.ey.com | vikash.verma1@in.ey.com

Phone: +91 9029662801 | +91 9664009029



DISCLAIMER:

Certain statements in this document that are not historical facts are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Manorama Industries will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances