



Manorama Industries Limited

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

July 31, 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: Investor Presentation

Dear Sir/Madam,

In reference to the above captioned subject, please find attached a copy of Investor's Presentation 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#corporate_presentation.

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
Mem. No: A48707

Encl: As above

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Telefax: +91-771-4056958
CIN: L15142MH2005PLC243687
GSTIN: 22AAECM3726C1Z1

FSSC 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



EMPOWERING SUSTAINABILITY



Manorama Industries Limited

Investor Presentation Q1 FY25

July - 2024



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Table of Content

01

Q1 FY25 Financial Highlights

02

Manorama's Unique Proposition

03

Advantage @ Manorama

04

Company Overview

05

Sustainable Business Practices

06

Leadership & Management Team

07

Growth Strategy

08

Appendix



Commenting on the results and performance, Mr. Ashish Saraf, President 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 the operating leverage.

It is with great pride that we share that Manorama Industries being honoured 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.

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.”



Q1 FY25 Results Highlights



Particulars (INR Millions)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Revenue	1,334.1	1,115.6	19.6%	1,293.3	3.2%	4,570.8
Cost of Goods Sold	775.0	698.8	10.9%	745.8	3.9%	2,502.1
Gross Profit	559.2	416.8	34.1%	547.5	2.1%	2,068.7
<i>Gross Profit margin</i>	<i>41.9%</i>	<i>37.4%</i>	455 bps	<i>42.3%</i>	(42 bps)	<i>45.3%</i>
Employee Expenses	59.9	38.6	55.4%	63.1	(5.0%)	195.3
Other Expenses	231.5	191.8	20.7%	276.7	(16.3%)	1,138.2
EBITDA	267.7	186.4	43.6%	207.7	28.9%	735.2
<i>EBITDA margin</i>	<i>20.1%</i>	<i>16.7%</i>	335 bps	<i>16.1%</i>	400 bps	<i>16.1%</i>
Depreciation	41.2	29.9	38.1%	37.7	9.4%	136.1
EBIT	226.5	156.6	44.6%	170.1	33.2%	599.1
Finance Cost	85.0	23.8	256.9%	68.8	23.6%	198.9
EBIT and Other Income	141.4	132.7	6.5%	101.2	39.7%	400.2
Other Income	40.9	31.9	27.9%	37.8	8.2%	131.5
EBT after Other Income	182.3	164.7	10.7%	139.0	31.1%	531.7
Tax	46.9	49.1	(4.6%)	14.0	236.1%	130.6
PAT	135.4	115.5	17.2%	125.0	8.3%	401.1
<i>PAT margin</i>	<i>10.2%</i>	<i>10.4%</i>	(21 bps)	<i>9.7%</i>	48 bps	<i>8.8%</i>
Diluted EPS (in INR)	2.27	1.94	17.1%	2.10	8.3%	6.72



► Total Income grew by **19.6%**

YoY to INR **1,334.1** million in Q1 FY25 higher demand of the Company's product portfolio coupled with improvement in realisations



► EBITDA grew by **43.6%** YoY to

INR **267.7** million in FY24, the EBITDA margin expanded by **335 bps** YoY to **20.1%** in Q1 FY25 due to operating leverage



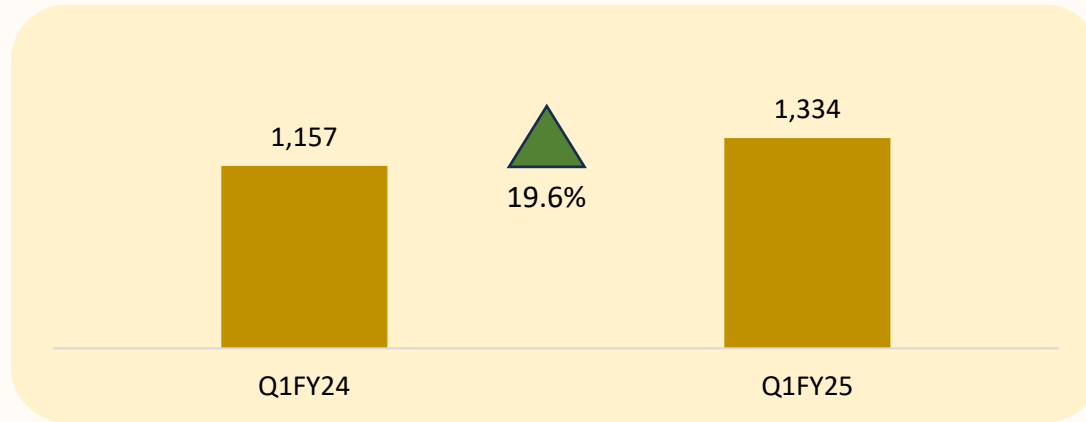
► PAT surged by **17.2%** YoY to INR

135.4 million during the quarter, PAT margin at **10.2%** in Q1FY25

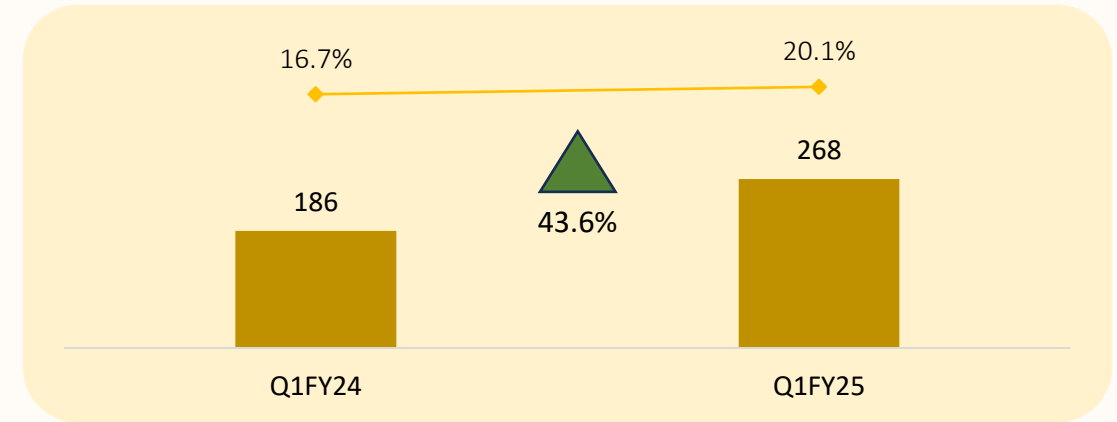
Q1FY25: Financial Snapshot



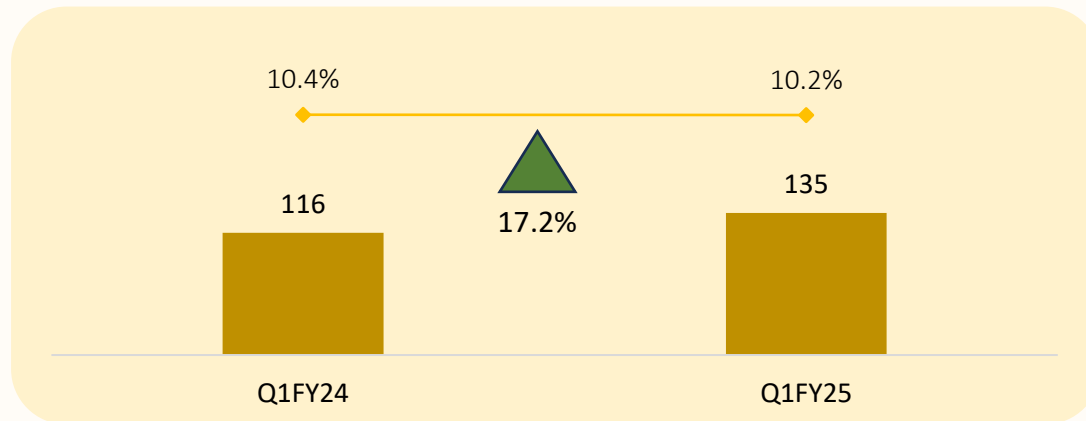
Revenue (in INR Millions)



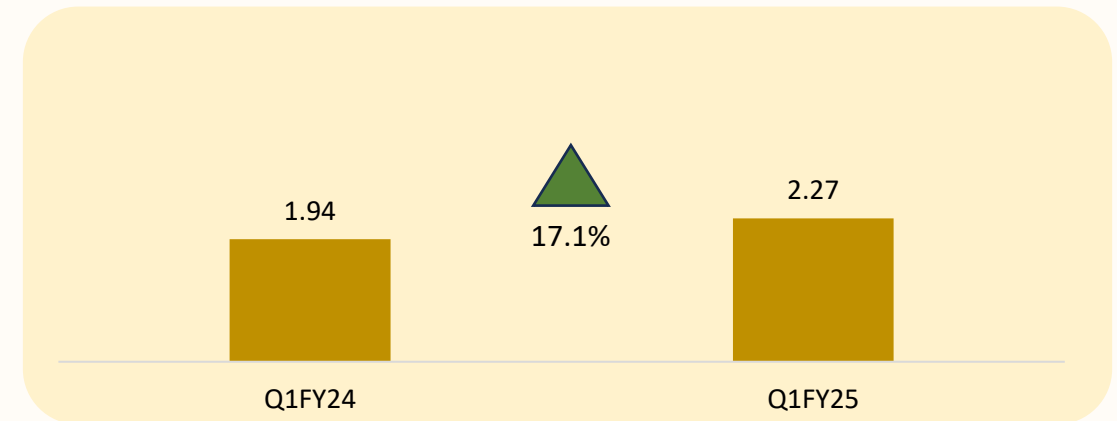
EBITDA (in INR Millions) & EBITDA Margin (%)



PAT (in INR Millions) & PAT Margin (%)



Earnings Per Share (in INR)



Balance Sheet



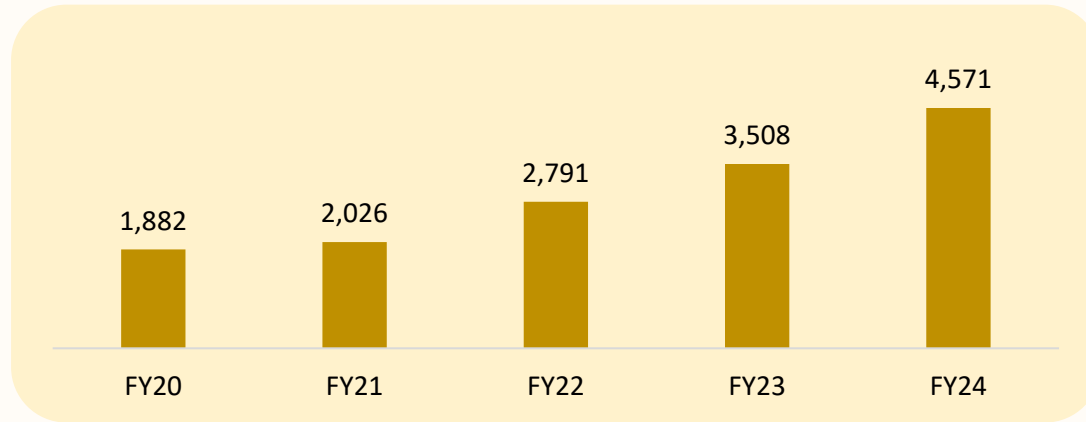
Equity and Liabilities (INR Millions)	FY23	FY24
Share Capital	119	119
Other Equity	2,864	3,250
Total Equity	2,983	3,369
Borrowings	240	507
Deferred Tax Liabilities	47	43
Other Non-Current Liabilities	14	17
Non-Current Liabilities	301	568
Current Liabilities		
Borrowings	860	2,956
Trade Payables	40	401
Other Current Liabilities	59	72
Total Current Liabilities	960	3,429
Total Equities and Liabilities	4,244	7,367

Assets (INR Millions)	FY23	FY24
Non-Current Assets		
Plant, Property and Equipment	966	1,293
Capital Work in Progress	495	412
Other Non-Current Assets	80	102
Total Non-Current Assets	1,541	1,807
Current Assets		
Inventories	1,577	3,892
Trade Receivables	276	418
Cash & Cash Equivalents & Other Bank Balances	599	875
Other Financial Assets	15	20
Other Current Assets	236	354
Total Current Assets	2,703	5,560
Total Assets	4,244	7,367

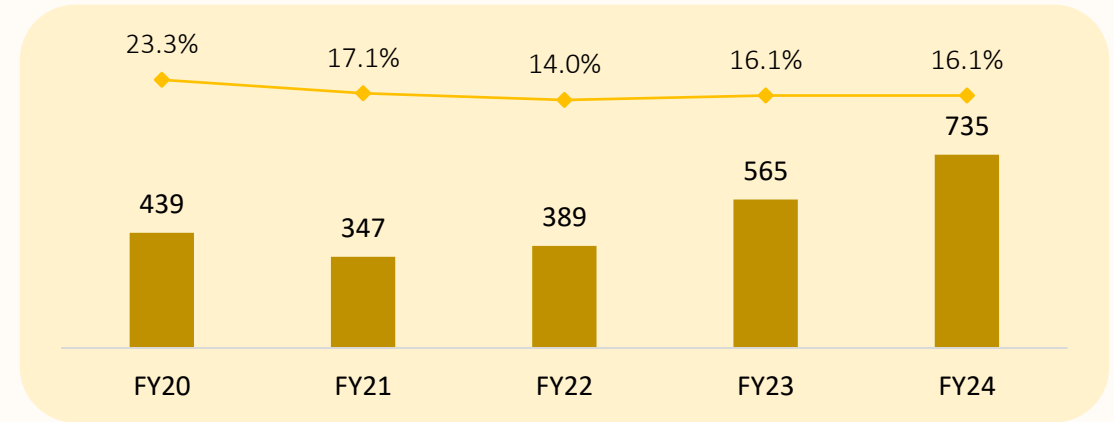
Historical Financial Snapshot



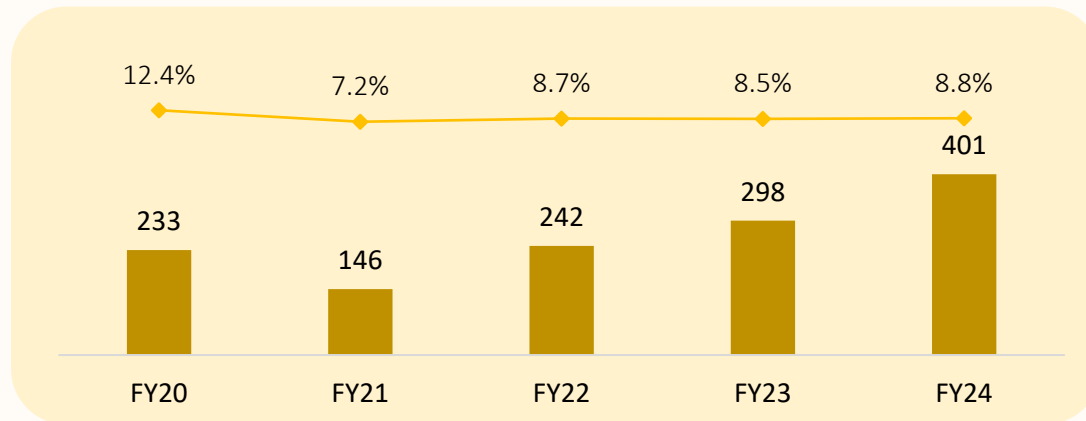
Revenue (in INR Millions)



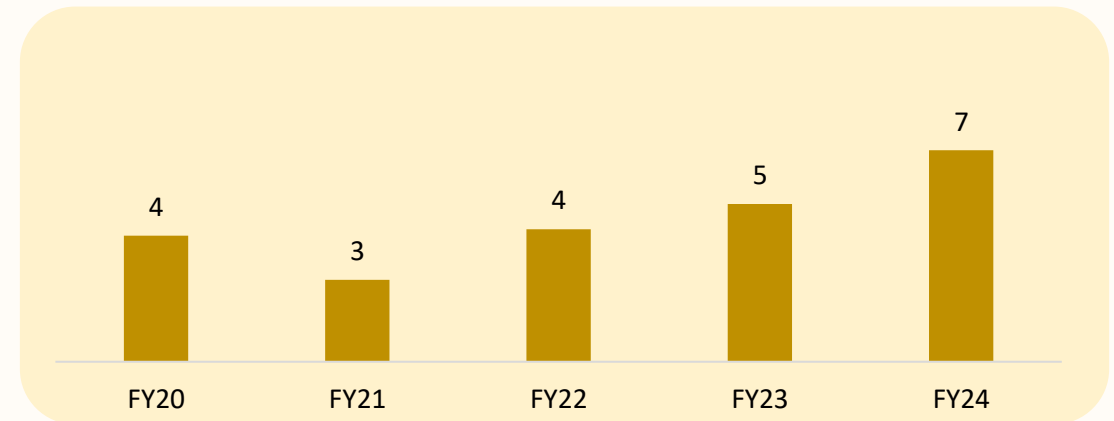
EBITDA (in INR Millions) & EBITDA Margin (%)



PAT (in INR Millions) & PAT Margin (%)



*Earnings Per Share (in INR)

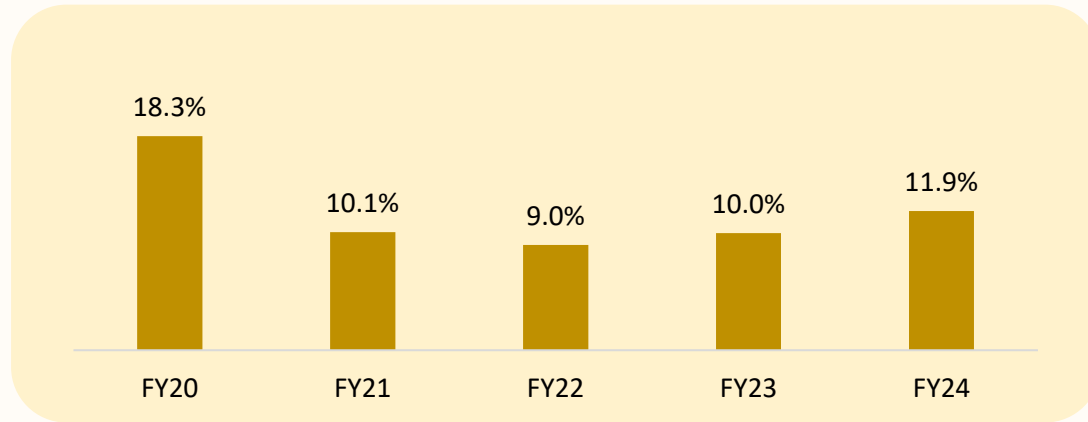


*Adjusted to face value of INR 2 per share for FY20-23

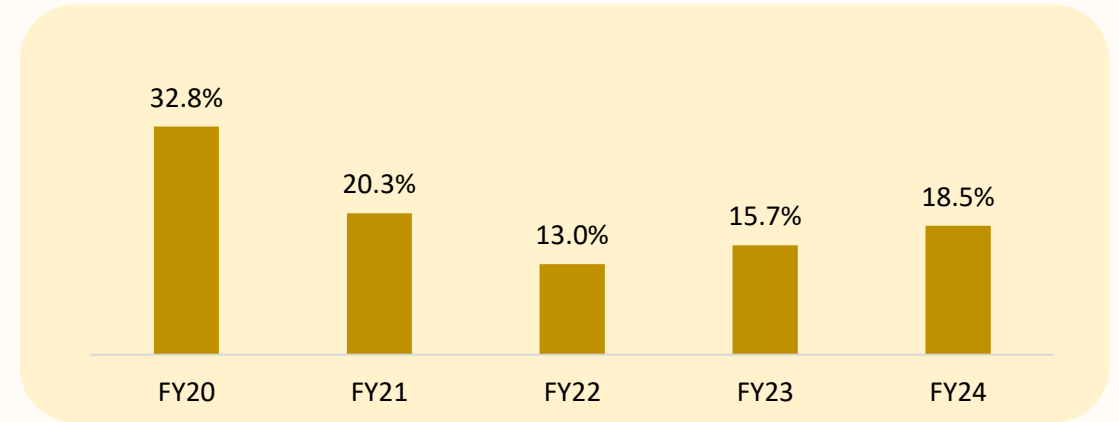
Historical Financial Snapshot



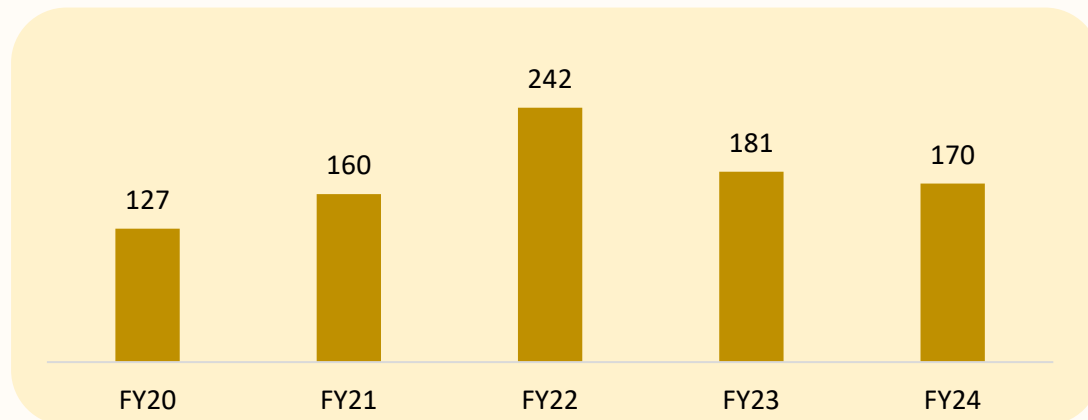
Return on Equity



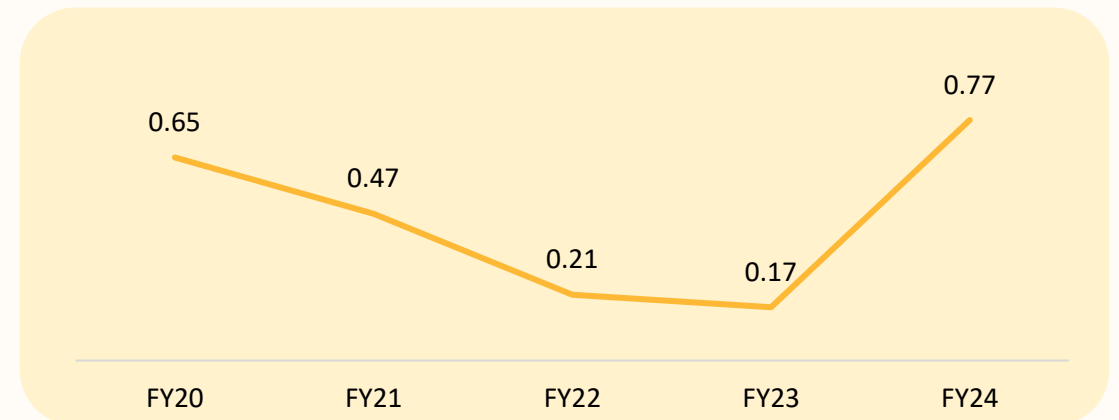
Return on Capital Employed



Working Capital Analysis (in days)



Net Debt to Equity





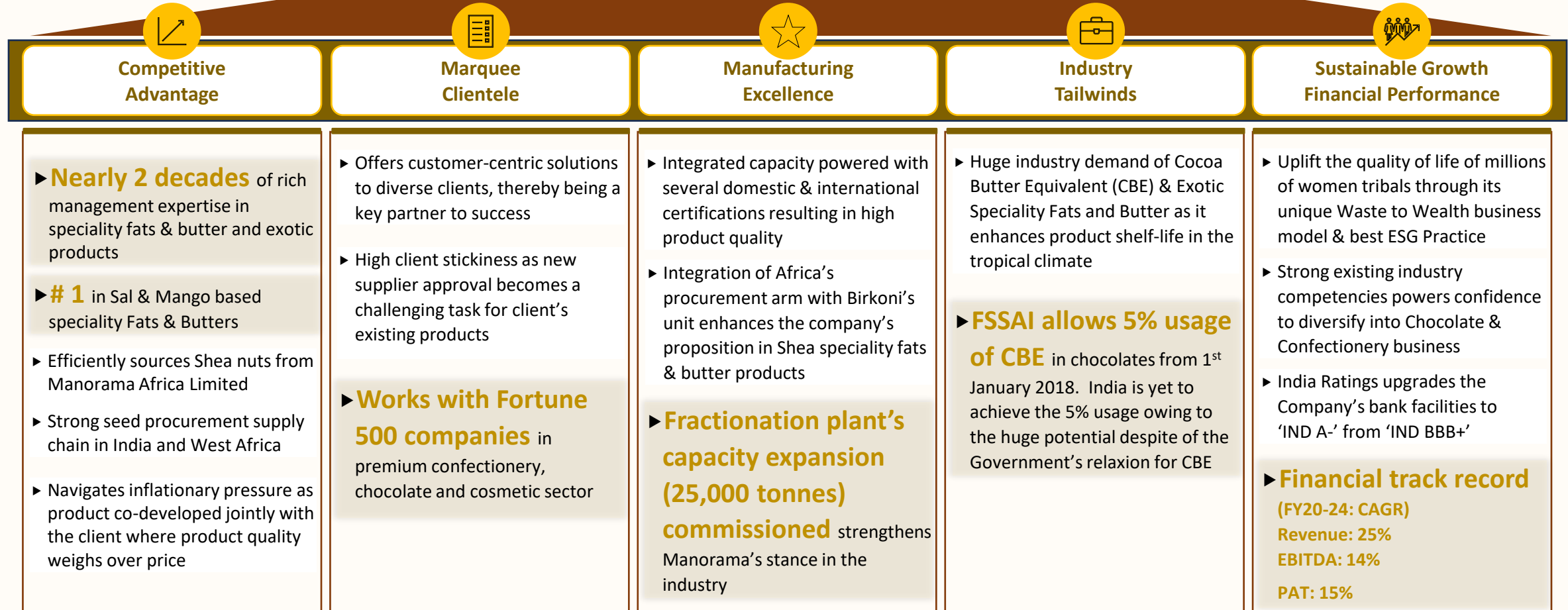
Manorama's Unique Proposition



Built on Strong Business Moats – Greener Future



Waste to Wealth





Advantage @ Manorama



The Manorama Industries Edge



Leadership Status

- ▶ # 1 Indian Exporter of Sal & Mango Based Speciality Fats & Butter
- ▶ # 1 Sal Fat Manufacturer in the World
- ▶ Leading manufacturer in the world manufacturing CBE & Exotic Speciality Fats and Butter from different seeds namely Sal, Mango, Shea, Kokum, Mowrah, etc.

Robust Supply Chain

- ▶ Sources raw materials (seeds) from nature (forests of India & Africa)
- ▶ Zero risk of non-availability of raw materials

Raw Materials Availability

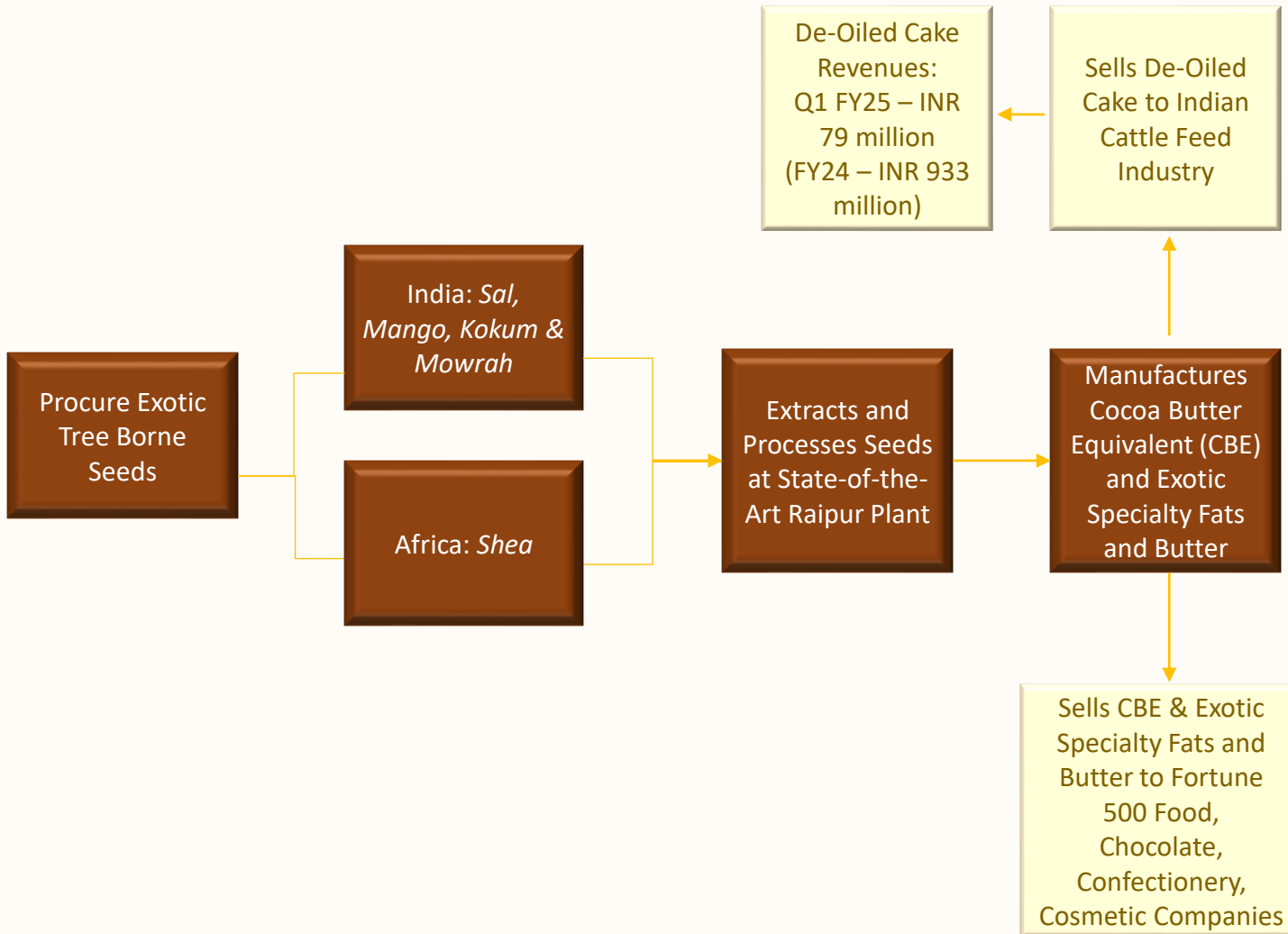
- ▶ Strong network of +8 Million tribals and +18,000 seed collection centres in India
- ▶ Proximity of Raipur plant to Visakhapatnam port facilitates smooth procurement of Shea seeds sourced from Africa

Research & Development

- ▶ Manorama's MILCOA Research & Development Centre accredited with Government of India's Department of Scientific & Industrial Research (DSIR) certificate
- ▶ In-house R&D unit at Birkoni Plant (Raipur) works on new products/applications



Waste to Wealth Business Model



Strong Supply Chain Network



India – Sal Seed Collection Process



Scattered Seeds
in Forest Bed



Seed Collection
by Tribal
Women



Pre-Cleaning



Deshelling



Cleaning



Seed Collection
at Purchase
Centre

Africa – Shea Seed Collection Process



Nuts Picked by
Tribals



Boiling &
Cleaning of Nuts



Deshelling



Manorama
Africa Buying at
Bushes



Manorama
Africa Shipping
to India



Shea Seeds at
Raipur
Warehouse

*Sal Forest - India

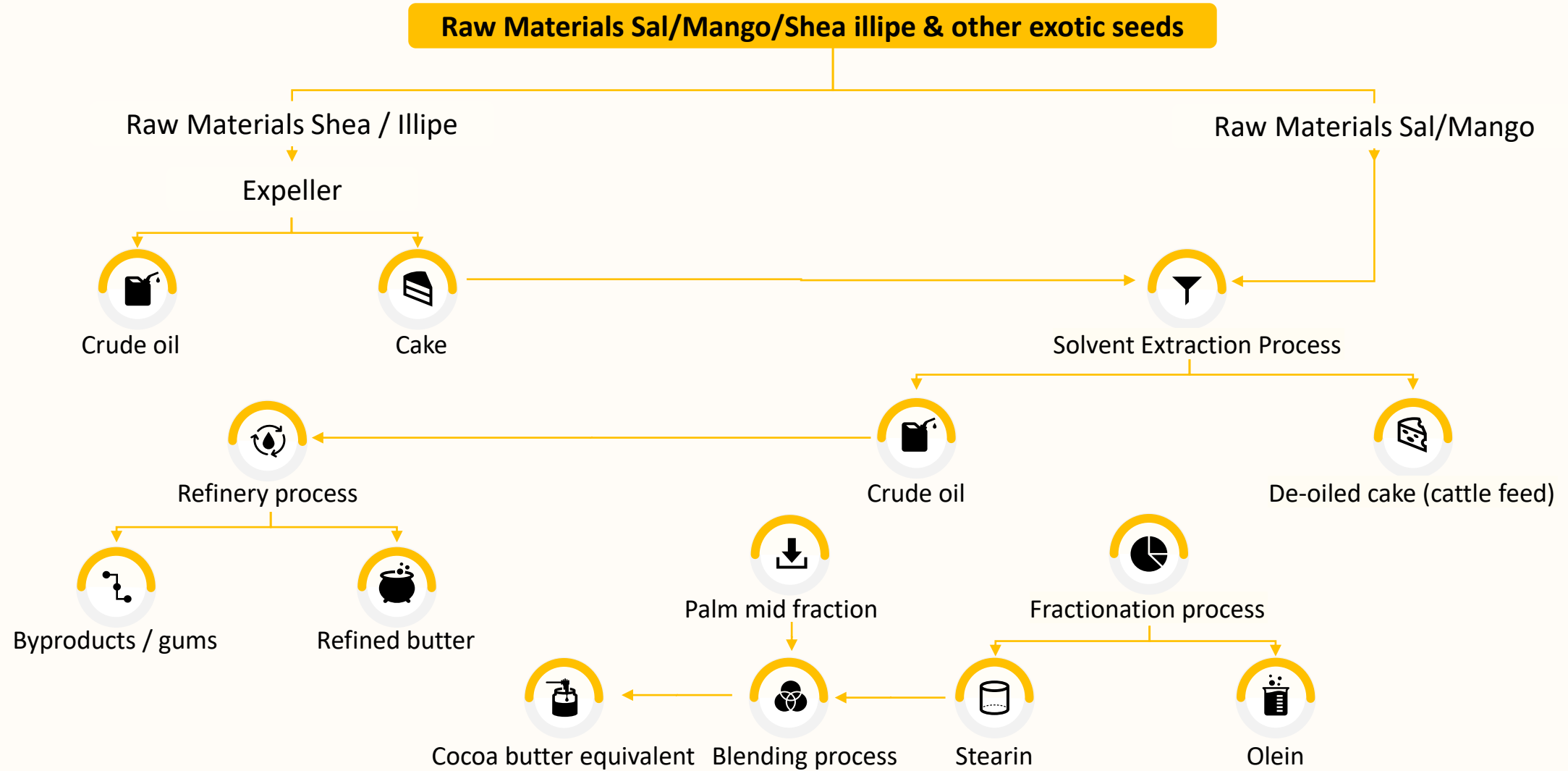
- ▶ Covers ~14% of Forest region
- ▶ Orissa, Bihar, Jharkhand, West Bengal, Madhya Pradesh & Chhattisgarh accounts of 30% of Total Sal Forest in India

^Shea Forest - Africa

- ▶ West African region has ~1 billion Shea Trees
- ▶ Overall African Continent has 2+ billion Shea Trees

Enjoys a Strong Network of more than 8 Million Tribals & 18,000 Collection Centres

CBE and Exotic Specialty Fats & Butter - Process

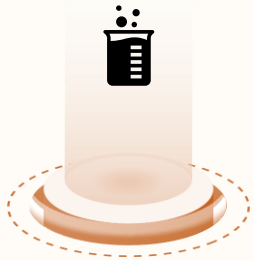


CBE and Exotic Specialty Fats & Butter – Winning Proposition



CBEs and Exotic Specialty Fats & Butter - Winning Case Factors

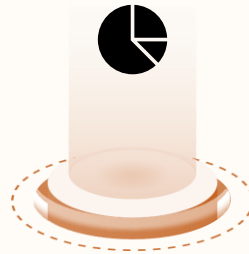
Contains Same Fatty Acids & Triglycerides as Cocoa Butter



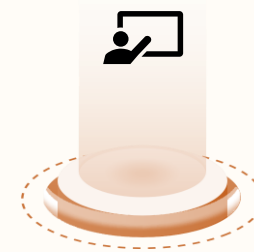
Comparable Physical & Chemical Qualities of Cocoa Butter



Compatible in all Proportion with the Final Product









Fractionation of Exotic Seeds Yields Triacylglycerol cuts rich in POS and SOS



Fractionated Ingredients Blended without Hydrogenation Generates Customized Trans-Free-Fat Similar to Cocoa Butter



Seeds	Procurement	Collection Period	Butter Applications	Stearin Applications
 Sal	India	May – June	Cosmetic Industry	Solid Fractionation when Combined with Palm Mid-Fraction Yields CBE CBE and Exotic Specialty Fats & Butter: Applications in Foods, Confectionery, Chocolate & Cosmetics
 Mango		May – July		
 Phulwara		June – July		
 Dhupa		July – August		
 Kokum		May – June		
 Shea	West Africa	June – December		

Global CBE and Exotic Specialty Fats & Butter Industry



Global CBE and Exotic Specialty Fats & Butter: Demand Dynamics

Rising Demand of Chocolates, Confectioneries, Cosmetics Industry

Advantage due to high Cocoa Prices, supply chain issues and existing demand supply gap leading to industry players to opt for CBEs to maintain the product cost

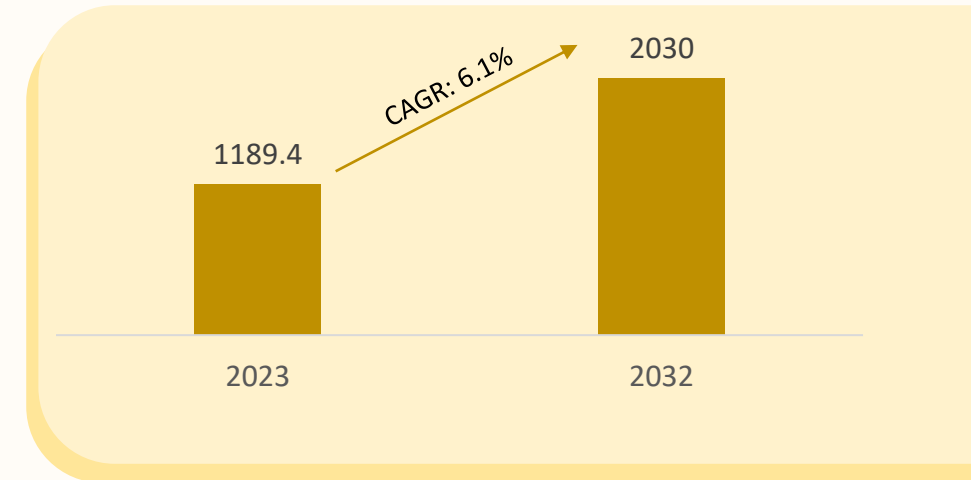
CBEs and Exotic Specialty Fats & Butter provides better texture, taste and stability in Confectionery, Food, Bakery and Cosmetic industry

Innovation leading rise in use of new CBEs and Exotic Specialty Fats & Butter in exotic products (improved nutritional profiles – reduced saturated fats & allergens-free option)

Rising interest from consumers for premium products healthier alternatives to Cocoa Butter

Increasing consumer awareness for sustainable environment sourcing forcing industry players to opt for ESG compliant sourcing partners

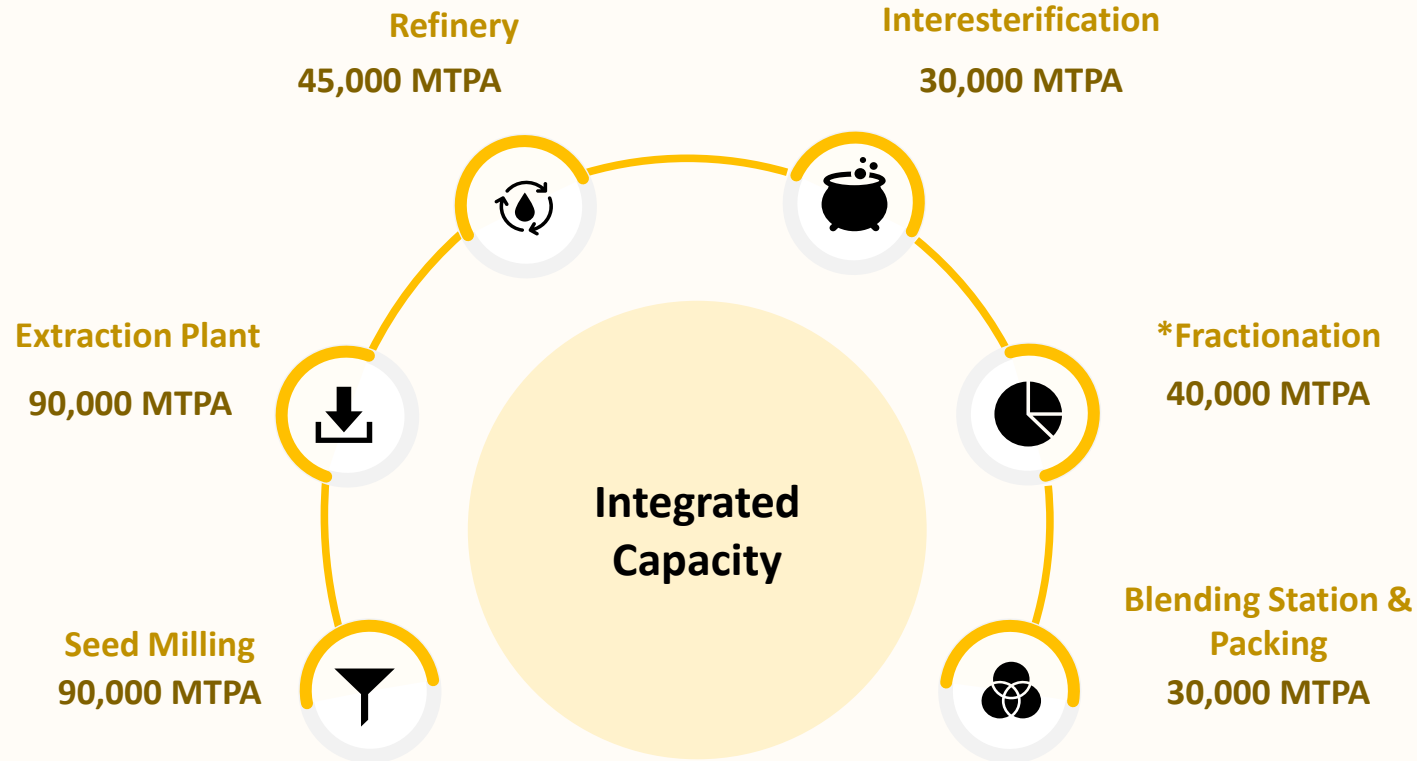
Global CBE and Specialty Fats & Butter: Market Size (in USD million)



CBE and Exotic Specialty Fats & Butter: Key Geographies & Government Policies

- ▶ Europe: Highest Chocolate Consumption, Key CBE market owing to 5% use of CBE in chocolate formulation of the total weight
- ▶ Other Key Markets: Russia, Japan, Latin America, Brazil and the United Kingdom and other growing economies of the world

State-of-the-Art Capacity & Sustainable Manufacturing for Catering the Global CBE and Exotic Specialty Fats & Butter Demand



Manorama's Birkoni Plant (Raipur)



Building Capacities over a Period of Time



The Journey Towards Building an Integrated Capacity

Particulars (in Tons Per Annum)	FY23	FY24	FY25	Capacity Addition
Seed Milling (Expeller)	60,000	90,000	90,000	Added 30,000 TPA in FY24
Solvent Extraction Plant	90,000	90,000	90,000	Added 90,000 TPA in FY23
Refinery	15,000	45,000	45,000	Added 30,000 TPA in FY24
Interesterification	15,000	30,000	30,000	Added 15,000 TPA in FY24
Fractionation	15,000	15,000	40,000	Added 25,000 TPA in FY25

Building Capacities over a Period of Time



The Journey Towards Building an Integrated Capacity

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
Fractionation (TPA)	15,000	15,000	15,000	15,000	15,000	40,000	21.7%
Revenues (in INR Crores)	188	203	279	351	457		24.9%
Average Fixed Assets (in INR Crore)	29	54	56	76	113		41.2%
Average Asset Turnover (in Times)	6.6x	3.8x	5.0x	4.6x	4.0x		



- ▶ Fractionation is the key process to obtain CBE & Exotic Specialty Fats and Butter
- ▶ The management aims to maintain the average asset turnover to ~4.5 to 5.0x in FY25 owing to better realizations and operational efficiencies

R&D Capabilities for Catering the Global CBE and Exotic Specialty Fats & Butter Demand



Milcoa® Innovation & Research Center – Edge



Leadership

- ▶ Spearheaded by Dr. Krishnadath Bhaggan, a professional with 25+ years rich global industry experience laced with multiple patents



DSIR Certification

- ▶ Amongst the Elite Indian Companies accredited with the esteemed DSIR Certification from the Government



Customization

- ▶ Develop & Churn new customized products with varied applications in Chocolate, Food, Confectionery, Cosmetics and Personal Care Industry



Collaborative Approach

- ▶ Deep mutual collaboration with clients R&D Team

Milcoa® Brand Range

- ▶ All-round filling fats (**Milcocream™1056** and **Milcocream™1010**)
- ▶ Cocoa butter equivalents/improvers (**Milcoa ES1057** and **Milcoa IS1043**)
- ▶ Cocoa butter replacers (**Milcoat™R1058**)
- ▶ **MIL DP1055**, a hard fat for culinary use and marinades (**MIL DP1052**).
- ▶ **MIL DP1054** is a general-purpose hard stock that may be used for spreading
- ▶ Bake stable filling fats **Milcocream™1059**, **Milcocream™1052** for use as filling in croissants and pastries in the bakery market
- ▶ Chocolate Hazelnut Spread fat **Milcospread™1003**, **Milcospread™1053**, **Milcospread™1060**

R&D Acts as a Strong Entry Barrier with Deeper Client Engagement Enabling Customer Stickiness

Array of Global Certifications



Quest to be the Best: Wide Spectrum of Prestigious Certifications



Growing Global Footprints & Fortune 500 Clientele



Geographical Footprints



- ▶ Government of India Recognized 'Three Star Export House'
- ▶ On boarded new global customers from across the geographies

Marquee Global Clientele





Growth Strategy



Gearing up for the next wave of growth



Capacity to Cater Growing CBE and Exotic Specialty Fats & Butter Demand

Commissioned new Fractionation capacity of 25,000 MTPA in July 2024 (Total Capacity: 40,000 MTPA) to address the growing demand of CBE Exotic Specialty Fats & Butter applications in Confectionery, Chocolates and Cosmetics Industry

Market Diversification

Deepening penetration to new geographies and tapping increased focus of the Food, Confectionery & Chocolate and Cosmetic industry's applications of CBEs and Exotic Specialty Fats & Butter

Launch Innovative Products

R&D team continuous quest to ideate, innovate, create, test and launch alternative use case of CBEs and Exotic Specialty Fats & Butter aligning with market trends. These products are jointly developed according to the customers requirement

Vigoured Operational Efficiencies

Economies of scale and operational efficiencies to kick in the coming years



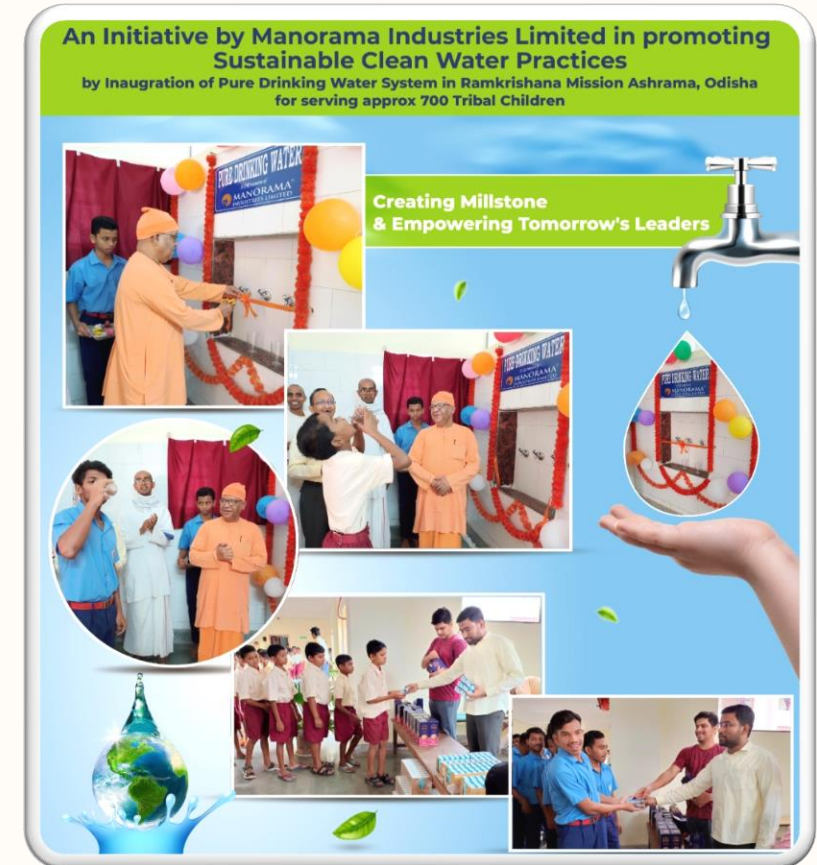
Sustainable Business Practices





Environment

- Zero effluent or water discharged outside the plant
- Entire treated water utilised in the plant
- The organization's water withdrawal has a negligible effect on the local water table
- Uses Biofuel Husk as an alternative fuel in the boiler
- Completely organic raw material product with no associated greenhouse gas emissions
- Eco-friendly final product and by-products with no negative effects on the environment.
- Implementing a “No Deforestation, No Peat, No Exploitation” policy, ensuring traceability to the supplier level.





Social

- ❑ Empowering tribal women in seed gathering through spending INR 6.9 million towards CSR in FY24 for uplifting their overall health & hygiene
- ❑ The Company's leadership composition is the fair representation of women in the Governance body and has Equal Remuneration Policy
- ❑ Accredited with 'Great Place to Work[®], India' certification in the Mid-Size Organization category
- ❑ ISO:45001 management system for addressing the health and safety needs
- ❑ Fair Trade, Fair for Life, EcoVadis, SEDEX certification and the member of UN global compact

MANORAMA[®]
INDUSTRIES LIMITED

#BeingSomeonesHero

Thank You
FOR YOUR DONATION
Of Bone Marrow Density Machine
We genuinely appreciate your contribution towards society and healthcare

BALCO
Medical Centre

8282824444 | balcomedicalcentre.com
Sector 36, Atal Nagar, Naya Raipur



Governance

- ❑ Committed to UN Sustainable Development Goals & UN Global Compact
- ❑ Adheres principle and core element of the National Guidelines on Responsible Business Conduct (NGRBCs)
- ❑ Structured approach to corporate governance by delegating specific responsibilities to various board committees
- ❑ Developed a stakeholder-centric approach in all its business activities





Leadership Team & Management



Seasoned Board of Directors



Vinita Saraf - Non-Executive Director and Chairperson

Experience : 21 Years

She has completed her bachelor's degree in commerce from Mount Carmel Girls College, Bangalore. Her journey has been marked by ambitious and entrepreneur vision coupled with great vigour and hard work



CA Ashok Jain - Whole Time Director & Chief Financial Officer

Experience : 13 Years

A Chartered Accountancy by profession. He has vast experience of more than 10 years in senior Management of the Company.



Mudit Kumar Singh - Independent Director

Experience : 38 Years

A senior retired bureaucrat from 1984 Batch of the IFS, Chhattisgarh Cadre. His work in Participatory Management at Jhabua has been internationally acclaimed & 3 Books have been written on his work by Tata Energy Research Institute, Worldwide Fund for Nature and IIFM. His wide experience in forestry will prove to be an asset of the Company.



Gautam Pal – Managing Director

Experience : 22 Years

He holds Doctorate in Mgmt. from National Inst. of Mgmt. , (Mah.), studied Production and MBA in Production and Marketing from Amity University UP and also is B. Tech in Chemical. Plant is headed by him who has very vast experience in Specialty Oil and Fats / Butters Manufacturing and Quality Control



Jose V Joseph - Independent Director

Experience : 41 Years

He retired as the Executive Vice President from The Federal Bank and he has very vast experience to incorporate, SME and Retail banking in India and Middle East. His presence and independent advice always help to approach strong financial strategic planning and good corporate governance.



Ashish Bakliwal - Independent Director

Experience : 11 Years

He is practicing CA. Experienced in the field of Enterprise Risk Mgmt., Internal Control Mgmt., Auditing and Assurance services. His Presence ensures the integrity of financial system, improve internal financial control and his expert independent advice always help to set best accounting principles.



Shrey Saraf - Whole Time Director

Experience : 7 Years

A BBA in Business and Management from University of Exeter, UK. His presence in the Company and his dynamic young energy strengthens the process of Marketing, Customer and Business Development.



Nipun Mehta - Independent Director

Experience : 37 Years

A CA , Expert in Financial Markets and has entrepreneurial and corporate experience in Private Banking, Capital Markets & Wealth Mgmt. having worked in the past with both domestic & Global Financial Institutions in leadership positions.



Veni Mocherla - Independent Director

Experience : 23 Years

An MBA, did Postgraduate in Chartered Institute of Marketing, UK. A business consulting professional specialised in international businesses & alliances, cross border consulting, strategy & planning, scaling up businesses etc. She Also held senior roles in Dept. of Trade & Investment, British High Commission, Bristol Myers Squib in India.

Experienced Management Team



Ashish Saraf - President

A B.Com, having over 33 years of experience in managing the business and has a Rich Experience in business



Dr. Krishnadath Bhagga - VP - R&D Product Development

Experience in R&D and Innovation for 22 yrs.+ He is an inventor/co-inventor of multiple patents and author/co-author of many publications in the oils and fats area.



CS Deepak Sharma- CS & Compliance

He is an associate member of ICSI and having more than 7 years of Post Qualification Experience in Listed & unlisted Companies, Secretarial, Legal and other related compliances.



Deep Saraf - VP – Business Development

Part of co. since commencement. Currently responsible for leading and managing the co.'s. Birkoni plant. His long association and experience also create focus in Business Development.



Appel Sten - VP – New & Existing Projects

Degree in Chemical Engineering from Aalborg University (DK) and has a vast experience in Edible Oil Industries as a Production Manager.



Raj Shekhar - VP – Technical

A Science Graduate, MBA in Production Management and Diploma holder in computer applications. He has very vast experience of 31 years in Oil Industry.



Chandan Gupta - Associate VP - Sales

He is MBA in Operation Research and MTech & BE (Hons.). He has an experience of more than 11 years in managing the domestic as well as international sales (adding new customer base)



Ekta Soni – Associate Vice President - IR

She is a Company Secretary by profession, she has completed her Graduation in B. Com. from Calcutta University. She is associated with the company for more than 9 yrs. and handles IR Activities for the company.



Yogendra Puri Goswami - VP – Sales

He has 23 years of experience in FMCG, OTC Pharma, Footwears Industries (Sales & Marketing domain). Awarded with Top scorer award, Dimension of professional selling certificate award, Target achieve award



Pankaj Gupta - VP – Operations

He 32 years of experience in FMCG company like HUL, Nestle, Adani Wilmar Limited etc. And with a career history of steering initiatives geared towards implementing manufacturing systems, lowering costs, heightening productivity etc.



Jajnyadatta Tripathy - VP HR

MBA from Jamia Millia Islamia University with 22 years of experience in Strategic HR & IR situations; professional disciplines; employee welfare policies, Corporate HR & Change management. Previously worked with various MNC Companies like Birla Group, Solution Inc., Weaverbird Engineering and Technology, Jyoti Group etc.



Appendix



Recent Awards & Accolades (1/2)



Awarded 'Eminent Excellence in ESG & Sustainable Creation of Business through waste, with support to thousands of forest dwellers'



Awarded as 'Highest Processor of Minor Oil Seeds' and 'Highest Exporters of Tree Borne Oils And Mango Kernel Oil (Fats) From India'



Awarded as 'TWO EXPORT EXCELLENCE AWARDS' under the category Highest Foreign Exchange Earner – 2018-2019 and 2019-2020 organized by Federation of Indian Exporters Organization (FIEO)



Award for 'Highest Export'

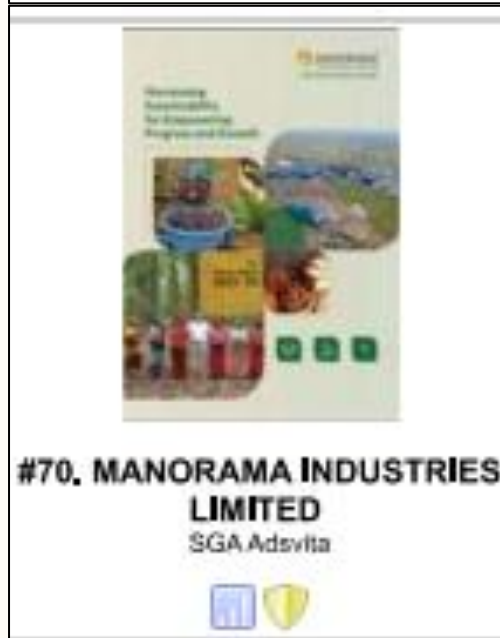
Recent Awards & Accolades (2/2)



[Home Page](#)
[Winners by Class](#)
[Top 100](#)
[Image Gallery](#)

2022/23 Vision Awards Annual Report Competition

Top 100 Winners Gallery | Worldwide



2/19/24, 5:31 PM LACP 2022/23 Vision Awards Annual Report Competition | MANORAMA INDUSTRIES LIMITED / SGA Adsvita February 19th, 2024

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2022/23 Vision Awards Annual Report Competition

MANORAMA INDUSTRIES LIMITED SGA Adsvita

Annual Report Highlights:
[View Coverage Data Profile](#)

Company/Agency Name:	MANORAMA INDUSTRIES LIMITED / SGA Adsvita
Company/Agency Web Site:	www.manoramaindustries.com / www.adsvita.com
Annual Revenue:	\$10 - \$100 million
Employee Base:	100 - 1,000 employees
Core Industry:	Consumer Consum. - Food/Bever./Tobacco
Type of Report:	Annual Report
Title/Theme:	Harnessing Sustainability for Empowering and Growth
Industry Award Garnered:	Gold
Top 100 Worldwide Rank:	70

Judging Results

First Impression:	30 out of 30
Report Cover:	10 out of 10
Letter to Shareholders:	10 out of 10
Report Narrative:	10 out of 10
Report Financials:	10 out of 10
Creativity:	10 out of 10
Message Clarity:	9 out of 10
Information Accessibility:	9 out of 10
Total Score:	98 out of 100

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Manorama Industries Annual Report 2022-23 was awarded as Gold Winner Worldwide from LACP 2022/23 Vision Awards Annual Report Competition securing 70th place amongst top 100 Global Companies

Recent Awards & Accolades (3/3)



Manorama Industries Limited certified as 'Great Place to Work, India' under Mid-Size Organization Category



Manorama Industries Limited Honored with The Prestigious MSME Patron Award for its significant contributions to industry advancement. Award received by Mrs Ekta Soni, Associate Vice President – IR on behalf of Mr Ashish Saraf, President of Manorama Industries Limited from Esteemed guests including Shri Shekhar Channe, Senior IAS State RTI Commissioner of Maharashtra; Dr. Pallavi Darade, IRS State Income Tax Commissioner; Dr. Uday Annapure, Vice-Chancellor of ICT Jalna Campus; and Shri Atul Chaturvedi, Chairman of Renuka Sugars. Held on 1st March 2024 at the esteem Jio Convention Centre, BKC, Mumbai.



Meet the Women of Manorama – Article Published on

The Body Shop Website



MEET THE WOMEN OF MANORAMA

Our bestselling Mango Body Butter is enriched with the goodness of Mango Seed Oil from India. Our Community Trade Mango Seed Oil is sustainably sourced from Manorama Industries in Chattisgarh, India. We began working with the local women's cooperatives there in 2017. They hand-collect the mangoes 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. Manorama Industries give the cooperatives training on harvesting methods, helping protect India's mango trees while providing a sustainable source of income. During harvesting season, these women carry an incredible 10-20kg of fruit every day.



Article Published on *Lush Website*



Women empowerment

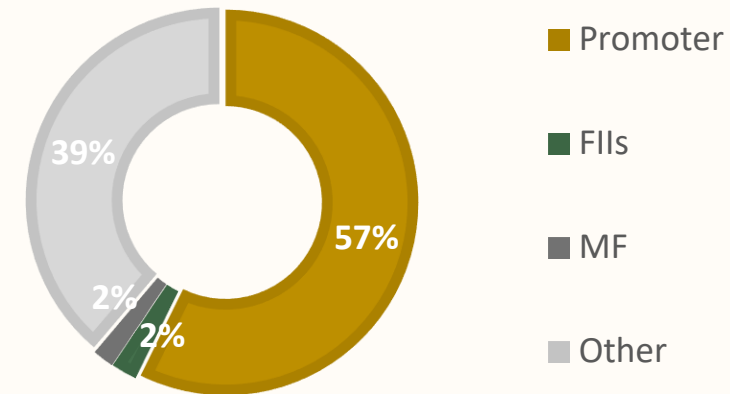
Our organic and Fair For Life certified mango butter is sourced from Manorama Industries in Chhattisgarh, India. Manorama Industries work with local women's cooperatives who hand-collect the mangoes from the forest floor, hand-peel the flesh and crack the seeds. They also give the cooperatives training on harvesting methods, helping protect India's mango trees while providing a sustainable source of income. India is one of the world's largest mango producing countries and the potential availability of mango kernels is around 500,000 tonnes, which can yield about 40,000 tonnes of mango kernel fat. Manorama pioneered the use of seeds extracted from the fruits lying on the forest floor, which otherwise would have become forest waste.



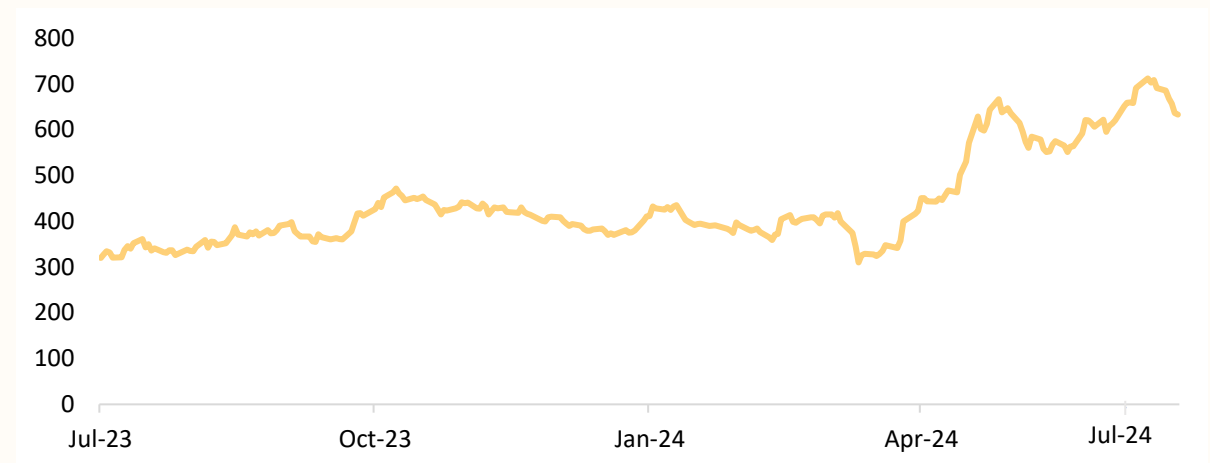
Capital Market Data

NSE Ticker /BSE Code	MANORAMA / 541974
Current Market Price (as on 29 July 2024)	684
Market Cap (INR Crores) (as on 29 July 2024)	4,077
52 Week High/Low	729.5/301.6
Shares Outstanding (in Crores)	5.95
3M ADTV* (Shares) as on 30 th June 2024	1,01,436

Shareholding Pattern June 2024 (%)



Share Price Movement (1 Year)





THANK YOU!

Contact Information

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CIN: L15142MH2005PLC243687

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