

Oriental Aromatics

Ref: OAL/BSE/NSE/133/2023-24

01st March, 2024

To
The Manager
Department of Corporate Services,
BSE Limited,
Phiroz Jeejeebhoy Towers
Dalal Street, Mumbai- 400 001
Scrip ID : OAL
Scrip Code: 500078

To
The Manager
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai - 400 051
Symbol: OAL
Series : EQ

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

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, 2024.

Pursuant to Regulation 46(2) (0) of the Listing Regulations, the aforesaid Investor Presentation is also uploaded on the website of the Company i.e. www.orientalaromatics.com.

Kindly take the same on your record.

Thanking you.

For Oriental Aromatics Limited

Kiranpreet Gill
Company Secretary & Compliance Officer

Oriental Aromatics Ltd.

Registered Office 133, Jehangir Building, 2nd Floor, M.G. Road, Fort, Mumbai 400 001, India.

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www.orientalaromatics.com

EXECUTIVE SUMMARY

Oriental Aromatics



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 13,483 Mn as on 31st December, 2023.

FY23 CONSOLIDATED FINANCIALS

OP. INCOME - INR 8,491 Mn

EBITDA - INR 542 Mn

EBITDA MARGIN - 6.38%

PBT - INR 275 Mn

NET PROFIT - INR 197 Mn

EPS - INR 5.87

ROCE - 5.32%

ROE - 3.16%

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 - 6,200 MTPA
- **Flavours and Fragrances:**
 - Ambarnath, Maharashtra - 6,000 MTPA

R&D FACILITIES

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

A collection of natural ingredients and skincare products. On the left is a whole orange. In the center is a white jar with a white lid. To its right is a white bowl filled with white cream. In the foreground, there is a small dark bottle with a white label. To the right of the bowl is a slice of grapefruit and a peach. The background features a small potted plant and more flowers. The entire scene is set against a light, neutral background.

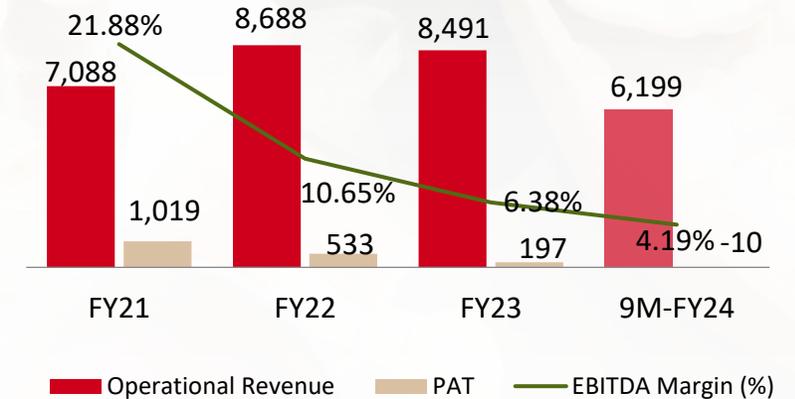
COMPANY OVERVIEW

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, Terpeneols, 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)



FRAGRANCES



FLAVOURS

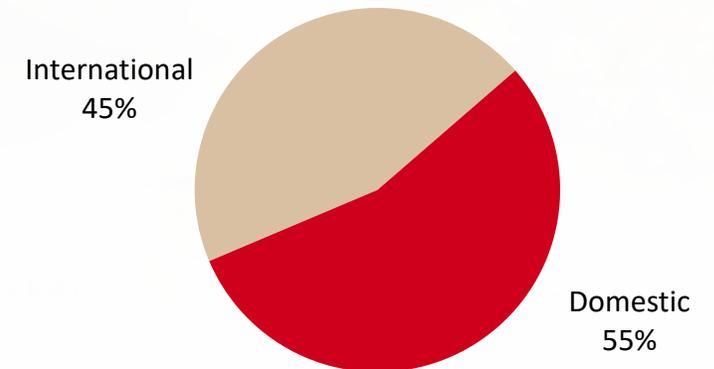


AROMA CHEMICALS



CAMPHOR

9M-FY24 GEOGRAPHICAL SALES (%)



VALUE CHAIN

Oriental Aromatics

SOURCES OF RAW MATERIALS



PINE TREE



PETROLEUM



ALEURITIC ACID (SHELLAC POWDER)

RAW MATERIALS



ALPHA PINENE



PETRO CHEMICALS

PRODUCTS/BLENDS

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

APPLICATIONS



INCENSE STICKS



AIR FRESHENERS



COSMETICS



SPIRITUAL



BALMS



DETERGENTS



HAIR OILS, SHAMPOOS, SOAPS ETC.

PROMOTER BACKGROUND AND BOARD OF DIRECTORS

Oriental Aromatics

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. 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).

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. HARSHVARDHAN A. PIRAMAL - NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Holds a Bachelor of Science (Physics) degree from Kings College London and a MBA (specializing in Finance and Strategy) from the London Business School.
- He is the Vice Chairman of Morarjee Textiles, and Piramal Renewable Energy, all part of Ashok Piramal Group.
- Passionately involved in tiger conservation and is a trustee of Conservation Wildlands Trust.

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. PRAKASH V. MEHTA - NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Prakash Mehta has obtained a degree in law from Mumbai University in 1963 and has qualified as a solicitor in 1966. He is the Managing Partner at Malvi Ranchoddas & Co. Advocates Solicitors a law firm in Mumbai.
- He brings extensive experience in corporate and commercial legal matters. Mr. Mehta is on the board of several listed and unlisted companies in India.

MR. RANJIT A. PURANIK - NON-EXECUTIVE & INDEPENDENT DIRECTOR

- Managing Director of Shree Dhootapapeshwar Ltd., a family led enterprise involved in manufacturing of Ayurveda healthcare formulations.
- President of an Ayurveda college and is Advisor to the Herbal and Ayush Panel at pharmexcil. He has represented the AYUSH Industry cause for the past 19 years in forums related to Ayurveda, medicinal plants and regulatory reforms.

GEOGRAPHICAL PRESENCE

Oriental Aromatics



● Manufacturing Plants
📍 Export to Countries

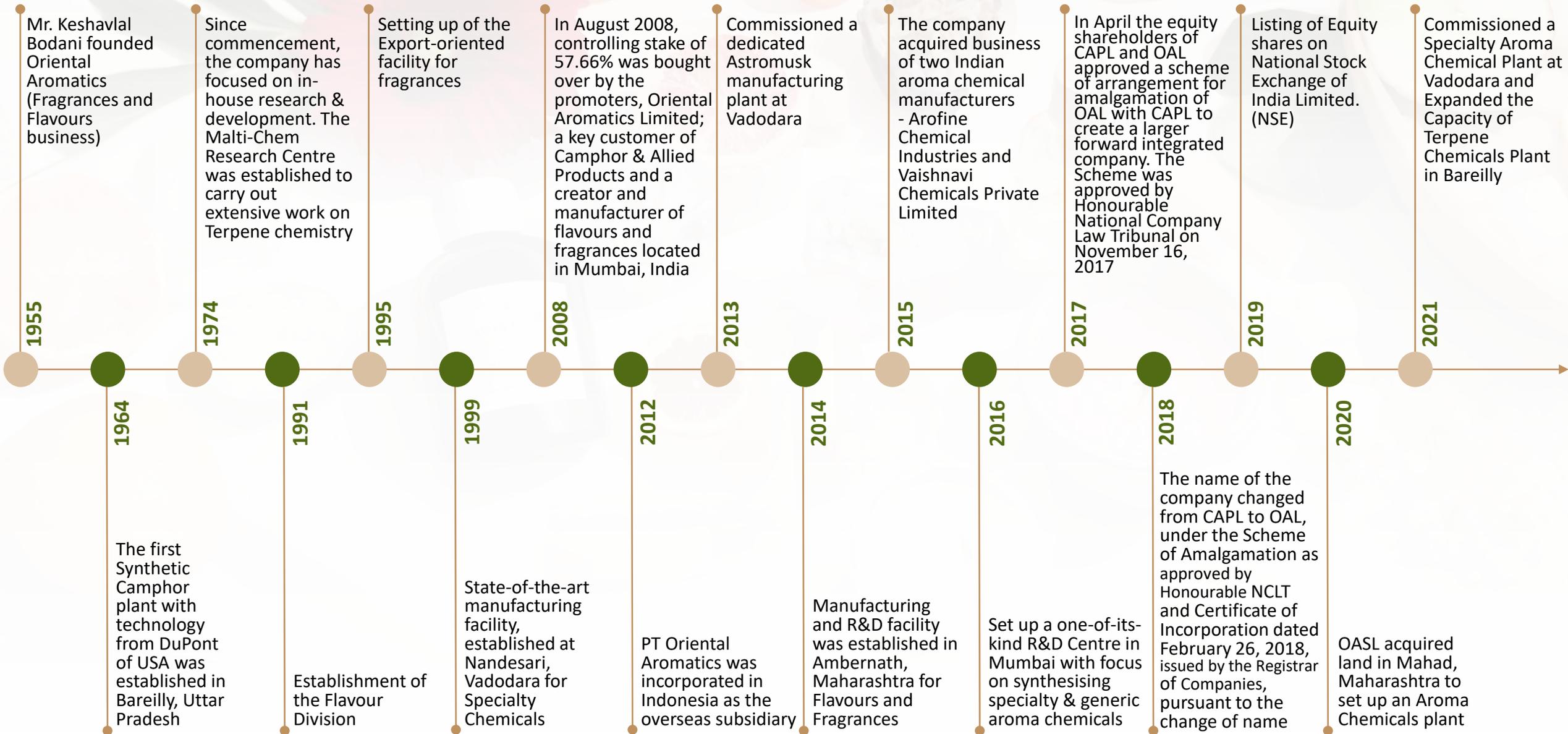
- Africa**
 - Egypt
 - Kenya
 - Zambia
- Australia**
- South America**
 - Argentina
 - Brazil
 - Mexico
- North America**
 - Mexico
 - USA

- Asia**
 - Bangladesh
 - China
 - Hongkong
 - Indonesia
 - Israel
 - Japan
 - Malaysia
 - Myanmar
 - Oman
 - Pakistan
 - Singapore
- Sri Lanka
- Thailand
- UAE
- Vietnam
- Yemen
- Lebanon
- Qatar
- Saudi Arabia
- South Korea

- Europe**
 - Austria
 - Egypt
 - France
 - Germany
 - Netherlands
 - Poland
 - Spain
 - Switzerland
 - Turkey

KEY MILESTONES

Oriental Aromatics





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.



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.



HYDROGENATION PLANT, VADODARA



MAHAD CAPEX , MAHAD

The company has a planned capital expenditure of ~INR 3,500- INR 4,000 Mn for the next 3-5 years.

CAPEX DETAIL	LOCATION	PRODUCT	EXPECTED INVESTMENT	EXPECTED YEAR OF COMMISSIONING
Hydrogenation Plant	Vadodara	Specialty Aroma Chemicals	~INR 400-500 Mn	Q4 - FY24
Mahad Capex	Mahad	Aroma Chemicals	~INR 1,000-1,200 Mn	Q4 - FY24

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





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



SUSTAINABILITY

- 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



FLAVOURS



FRAGRANCES



**SPECIALTY AROMA
INGREDIENTS**



**CAMPHOR & TERPENE
CHEMICALS**

PINE BASED AROMA CHEMICALS MANUFACTURING

Oriental Aromatics



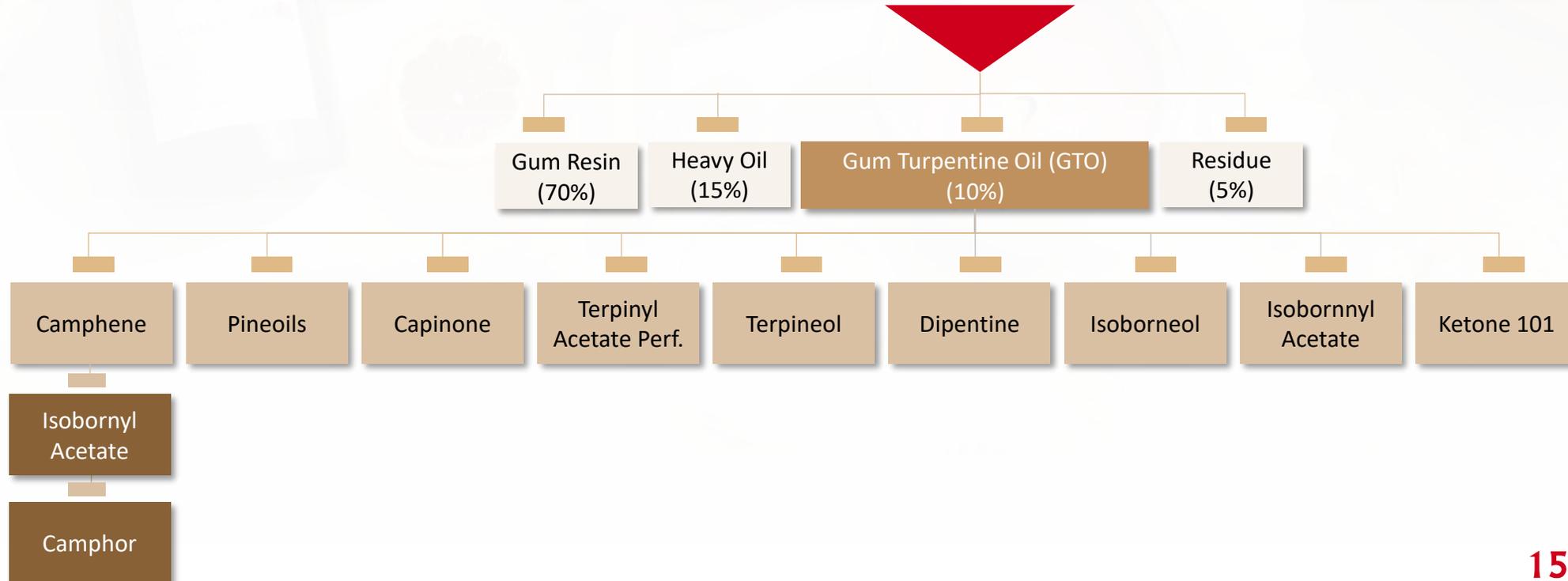
PINE TREES



TAPPING



DISTILLATION PROCESS



AROMA CHEMICALS INDUSTRY OVERVIEW

- The global aroma chemicals market size was valued at USD 5.35 billion in 2021 and is expected to expand at 4.1% CAGR to reach USD 7.7 billion in 2030.
- 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.
- Terpenoids represent the largest product category, with a share of 37.5% in 2021.
- 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.
- The fragrance application segment held the leading revenue share of 68.82% in 2021. The high share of the segment is attributable to surging demand for beverages & processed foods, growing disposable income, the rising popularity of exotic flavors, as well as increasing demand for several food applications.

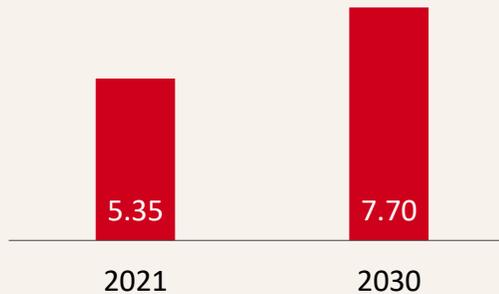
Growth Drivers:

- 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.

GLOBAL MARKET FOR AROMA CHEMICALS, 2021-2030 (USD BN)



- 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

PINENE DERIVATIVES

- Alpha- Pinene Epoxide: AB08062
- Alpha Campholenic Aldehyde: AB08061
- Camphor GF: AB08002
- Isobornyl Acetate: AB08031
- Isoborneol: AB08011
- Terpineol: AB08019
- Terpinyl Acet: AB08033

SPECIALTY AROMA CHEMICALS

- Astromeran: AB08066
- Captaite: AB15142
- Rose Nitrile: AB15143
- Sealone: AB18006
- Safranal: AB15139
- Herbacyclohexane: AB18010

GENERIC 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

MUSK POLYCYCLIC & MACROCYCLIC

- Astromusk: AB08072
- Cambrettolide: AB15137

- | 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 500 million by 2025, after growing at a CAGR of 5.5% during 2020-2025.

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



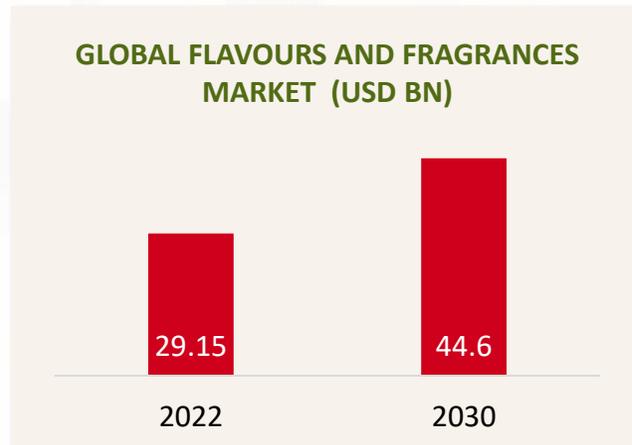
MEDICINAL PURPOSE



RELIGIOUS PURPOSES

FLAVOURS & FRAGRANCE INDUSTRY OVERVIEW

- The global flavours and fragrances market was valued at USD 29.15 Billion in 2022 and is expected to reach USD 44.6 Billion by 2027, at 5.4% CAGR.
- APAC dominated the global industry in 2022 and accounted for the highest share of more than 31.40% of the overall revenue.
- The perfume market in India is estimated to grow by USD 1,328.31 million from 2022 to 2027, growing at a CAGR of 15.23%.
- The fine fragrance market is driven by the high demand for organic perfumes, unique fragrances, and increasing consumer awareness about organic products.
- The fragrance market is projected to grow exponentially in the upcoming years due to rising personal care, brand awareness, increasing disposable income, growing demand in food & beverages products and aromatherapy applications
- The India flavors market reached a value of INR 3,569 Crore in 2021 to reach INR 5,978 Crore by 2027 at 9% 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.



FRAGRANCE COMPOUNDS

Oriental Aromatics

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



FINE FRAGRANCES



SOAP AND DETERGENT
FRAGRANCES



FRAGRANCES FOR COSMETICS
AND TOILETRIES



FRAGRANCES FOR INCENSE STICKS

FLAVOUR COMPOUNDS

Oriental Aromatics

Flavour is the sensory impression of food or other substance and is determined primarily by the chemical senses of taste and smell.

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



**FINAL FOOD
FLAVOURS**



**FINE PHARMA
FLAVOURS**



FOOD FLAVOURS



SOLID FLAVOURS



LIQUID FLAVOURS

FACTS OF FRAGRANCES AND FLAVOURS

Oriental Aromatics

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.





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

FINANCIAL OVERVIEW



HISTORICAL STANDALONE INCOME STATEMENT

Oriental Aromatics

INCOME STATEMENT (MN)	FY21	FY22	FY23	9M-FY24
Total Operational Income	7,088	8,688	8,491	6,199
Total Expenses	5,532	7,753	7,940	5,936
EBITDA	1,556	935	551	263
EBITDA Margins (%)	21.95%	10.76%	6.49%	4.24%
Other Income	18	44	58	55
Depreciation	175	170	193	146
Finance Cost	24	41	131	169
PBT	1,375	768	285	3
Tax	351	227	79	10
Profit After Tax	1,024	541	206	(7)
PAT Margins (%)	14.45%	6.23%	2.43%	NA
EPS (After Exceptional Items)	30.44	16.06	6.13	(0.21)

HISTORICAL STANDALONE BALANCE SHEET

Oriental Aromatics

LIABILITIES (INR MN)	FY22	FY23	H1-FY24	ASSETS (INR MN)	FY22	FY23	H1-FY24
Shareholders Fund				Assets			
Share Capital	168	168	168	Non-Current Assets			
Other Equity	5,893	6,099	6,048	Property, Plant and Equipment	2,076	2,089	2,043
				Intangible Asset	24	47	48
Non-Current Liabilities				Capital WIP	210	369	460
Financial Liabilities				Right of use- Lease	60	79	75
i) Long-Term Borrowings	450	316	250	Goodwill on amalgamation	450	450	450
ii) Other Financial Liabilities	-	17	14	Financial Assets			
Deferred Tax Liabilities (Net)	271	275	266	i) Investment in Subsidiaries	144	320	320
Long-Term Provisions	21	29	31	ii) Other financial assets	39	42	45
				Income Tax Assets (Net)	77	102	119
Current Liabilities				Other non-Current assets	42	44	25
Financial Liabilities				Current Assets			
i) Short-Term Borrowings	943	1,972	1,911	Inventories	2,869	3,677	3,135
ii) Trade Payables	817	870	636	Financial Assets			
iii) Other financial Liabilities	38	100	50	i) Trade and other Receivable	1,954	1,907	1,913
Short-Term Provisions	19	20	23	ii) Cash & Cash Equivalentents	63	96	77
Other Current liabilities	40	17	21	iii) Bank Balance other than above	16	12	13
				iv) Loan to subsidiary	-	-	90
TOTAL EQUITY AND LIABILITIES	8,660	9,883	9,418	v) Other Current Financial Assets	12	7	11
				Other Current Assets	624	642	594
				TOTAL ASSETS	8,660	9,883	9,418

HISTORICAL CONSOLIDATED INCOME STATEMENT

Oriental Aromatics

INCOME STATEMENT (MN)	FY21	FY22	FY23	9M-FY24
Total Operational Income	7,088	8,688	8,491	6,199
Total Expenses	5,537	7,763	7,949	5,939
EBITDA	1,551	925	542	260
EBITDA Margins (%)	21.88%	10.65%	6.38%	4.19%
Other Income	17	44	57	55
Depreciation	175	170	194	147
Finance Cost	23	40	130	169
PBT	1,370	759	275	(1)
Tax	351	226	78	9
Profit After Tax	1,019	533	197	(10)
PAT Margins (%)	14.38%	6.13%	2.32%	NA
EPS (After Exceptional Items)	30.29	15.84	5.87	(0.30)

HISTORICAL CONSOLIDATED BALANCE SHEET

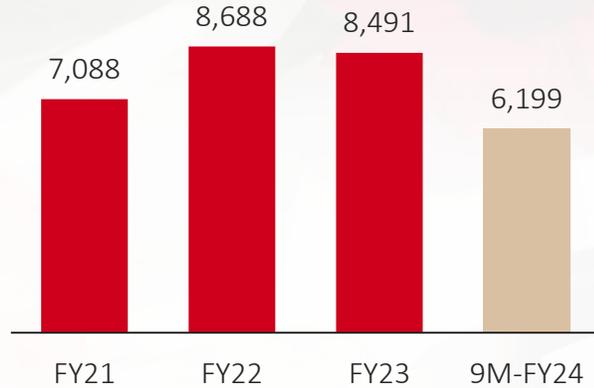
Oriental Aromatics

LIABILITIES (INR MN)	FY22	FY23	H1-FY24
Shareholders Fund			
Share Capital	168	168	168
Other Equity	5,884	6,081	6,028
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	450	316	250
ii) Other Financial Liabilities	1	17	14
Deferred Tax Liabilities (Net)	269	272	263
Long Term Provisions	21	29	31
Current Liabilities			
Financial Liabilities			
i) Short-Term Borrowings	943	1,972	1,911
ii) Trade Payables	812	869	632
iii) Other financial Liabilities	41	101	53
Short-Term Provisions	20	23	24
Other Current liabilities	40	17	23
TOTAL EQUITY AND LIABILITIES	8,649	9,865	9,397

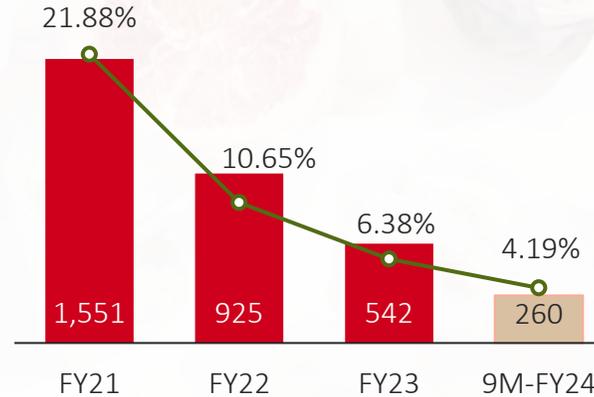
ASSETS (INR MN)	FY22	FY23	H1-FY24
Assets			
Non-Current Assets			
Property, Plant and Equipment	2,079	2,091	2,045
Goodwill on Amalgamation	450	450	450
Capital WIP	251	524	715
Intangible Assets	24	48	48
Right to use	102	141	137
Other Financial Assets	41	68	72
Income Tax Assets (Net)	77	103	119
Other non-Current assets	75	44	103
Current Assets			
Inventories	2,869	3,677	3,135
Financial Assets			
i) Trade and other Receivable	1,948	1,900	1,906
ii) Cash & Cash Equivalents	66	160	85
iii) Bank Bal other than above	28	14	15
iv) Other Current Financial Assets	12	7	11
Other Current Assets	627	638	556
TOTAL ASSETS	8,649	9,865	9,397

CONSOLIDATED FINANCIAL PERFORMANCE

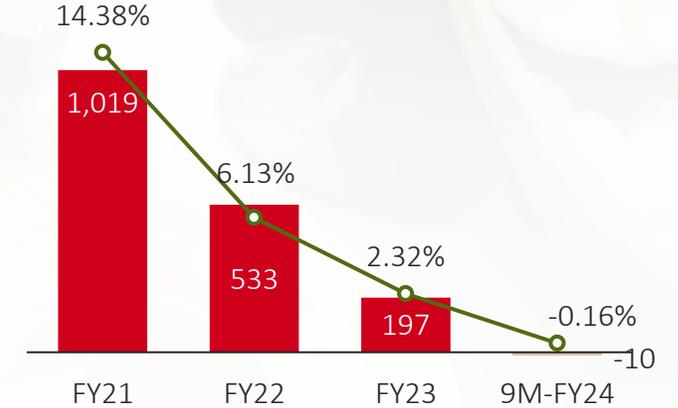
REVENUE FROM OPERATIONS (INR MN)



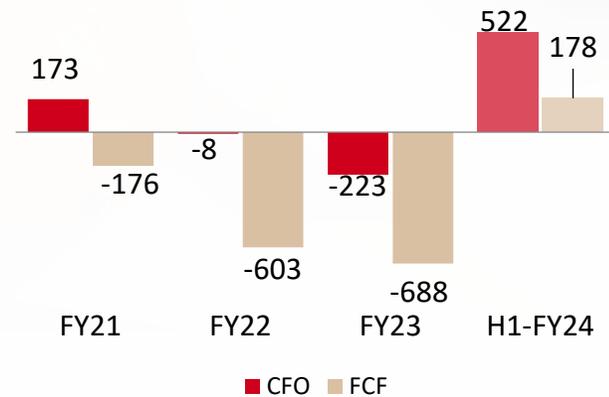
EBITDA (INR Mn) & EBITDA MARGINS (%)



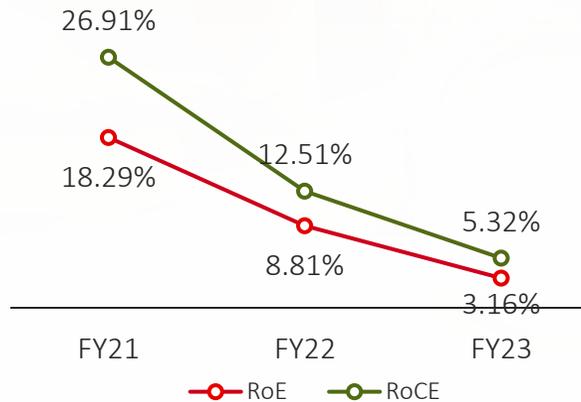
PAT (INR Mn) & PAT MARGINS (%)



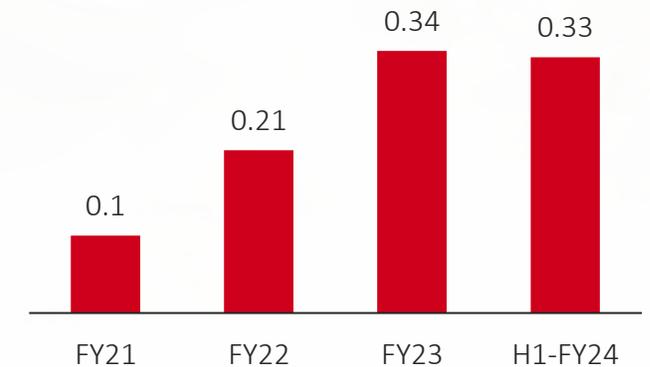
CASH FLOW FROM OPERATIONS (CFO) & FREE CASH FLOWS (FCF) (INR MN)



ROE (%) AND ROCE (%)



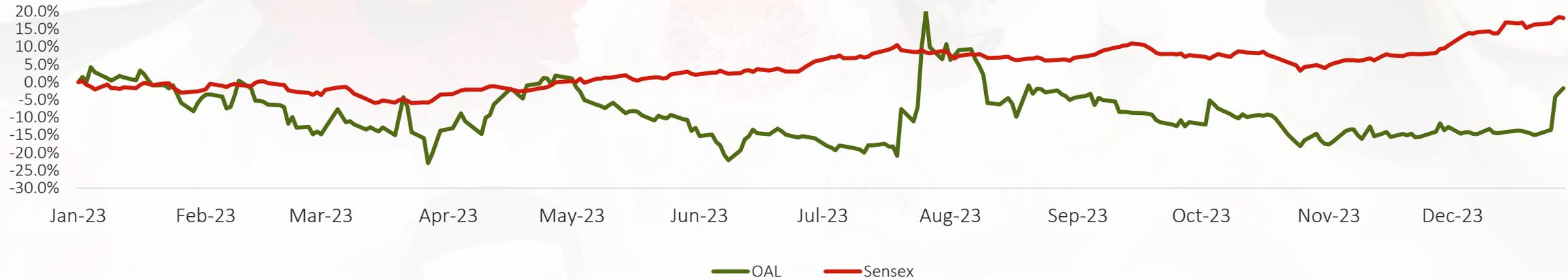
NET D/E (X)



CAPITAL MARKET INFORMATION

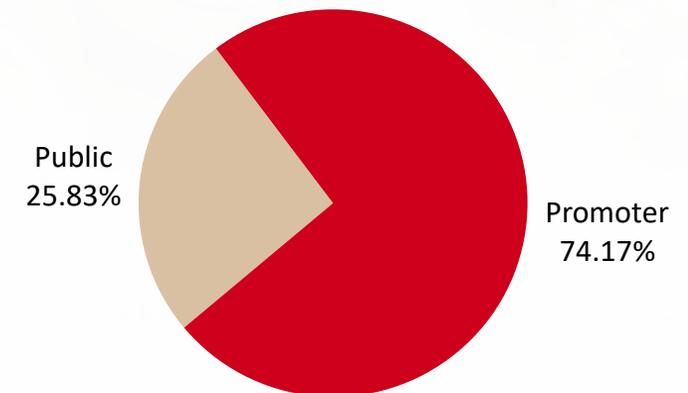
Oriental Aromatics

STOCK PERFORMANCE (AS ON 31ST DECEMBER, 2023)



PRICE DATA (AS ON 31 ST DECEMBER, 2023)	INR
Face Value	5.00
CMP	400.65
52 Week H/L (INR)	502.00/294.90
Avg. Net Turnover (INR Mn)	11.88
Market Cap (INR Mn)	13,483.31
Equity Shares Outstanding (Mn)	33.65

SHAREHOLDING PATTERN (AS ON 31ST DECEMBER, 2023)



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A flat-lay photograph showcasing a variety of aromatic products. The scene includes several slices of grapefruit and orange, a large red gerbera flower, a lit candle in a green holder, a small glass jar of white candle wax, a bottle of essential oil, a wooden bowl containing citrus slices and white cubes, and a small dish of white powder. The items are arranged on a white background, creating a clean and inviting aesthetic.

Thank you