

# *Oriental Aromatics*

Ref: OAL/BSE/NSE/96/2023-24

10<sup>th</sup> November, 2023

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 Earning Presentation for the Quarter & Half year ended 30<sup>th</sup> September, 2023.

Pursuant to Regulation 46(2) (0) of the Listing Regulations, the aforesaid Earnings Presentation is also uploaded on the website of the Company i.e. [www.orientalaromatics.com](http://www.orientalaromatics.com).

Kindly take the same on your record.

Thanking you.

**For Oriental Aromatics Limited**



**Jinal Shah**  
Assistant Company Secretary



*Oriental Aromatics Ltd.*

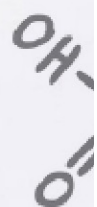
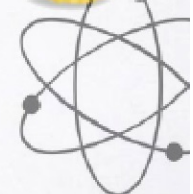
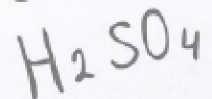
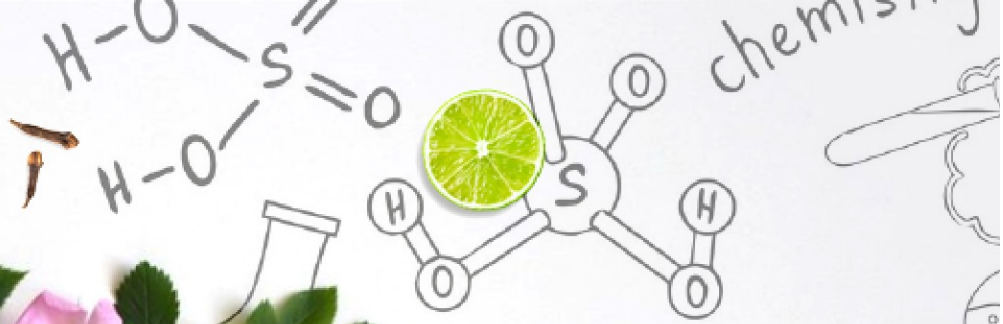
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*Oriental Aromatics Ltd.*

EARNINGS PRESENTATION | Q2/H1-FY24





## 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 12.2 Bn as on 30<sup>th</sup> September, 2023.

## 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:

- Ambernath, Maharashtra - 6,000 MTPA

## R&D Facilities

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

## FY23 Consolidated Financials

Op. Income  
INR 8,491 Mn

EBITDA  
INR 542 Mn

EBITDA Margin  
6.38%

ROCE  
5.89%

PBT  
INR 275 Mn

Net Profit  
INR 197 Mn

EPS  
INR 5.87

ROE  
3.16%





## 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' promoters 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.



Fragrances



Flavours

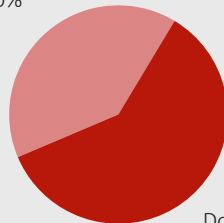


Aroma Chemicals



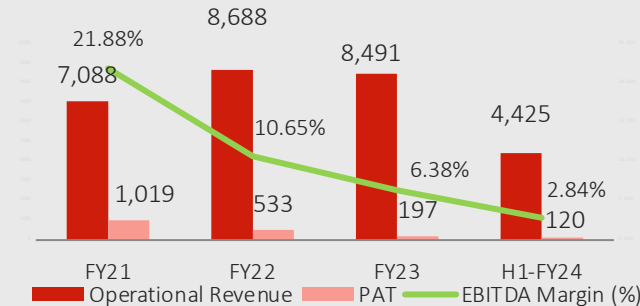
Camphor

**FY23 Geographical Sales (%)**  
International  
40%



Domestic  
60%

**Operational Revenue, PAT & EBITDA Margin (INR)**



## Sources of Raw Materials



Pine Tree



Petroleum



Aleuritic Acid  
(Shellac Powder)

## Raw Materials



Alpha Pinene



Petro Chemicals

## Products/Blends

### Aroma Ingredients

Speciality 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.



Q2/H1-FY24  
Financial  
Overview

## Q2-FY24 Consolidated Financial Performance

INR 2,268 Mn Revenue from Operations	INR 110 Mn EBITDA	4.85% EBITDA Margin
INR 24 Mn Net Profit	1.06% PAT Margin	INR 0.72 /share Basic/Diluted EPS

## H1-FY24 Consolidated Financial Performance

INR 4,425 Mn Revenue from Operations	INR 120 Mn EBITDA	2.84% EBITDA Margin
INR (36) Mn Net Profit	NA PAT Margin	INR (1.08) /share Basic/Diluted EPS



- During the quarter, the company witnessed a healthy demand in Fragrance and Flavours.
- There was a volume and value growth in Fragrance and Flavour division. However, Aroma Chemicals and Camphor division continue to stay under pressure for margin and sales growth.
- Sales Volume for the whole group for the current quarter increased by 17% Q-o-Q basis and 16% by value on Q-o-Q basis.
- Production volumes across the group for the same quarter were down by 8% on Q-o-Q basis due to annual shut down taken in Vadodara plant.
- During current quarter EBITDA Margin stood at 4.85% as compared to 0.46% in the previous quarter.
- Net Debt/Equity ratio as on 30<sup>th</sup> September 2023 is 0.33x.

## **Capital Expenditure Update:**

- Baroda Brown field Project: will get commissioned by Q4-FY24.
- Mahad Greenfield Project: are on track and we are expecting to complete it by Q4-FY24.

# Q2-FY24 Consolidated Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Particulars (INR Mn)	Q2-FY24	Q2-FY23	Y-O-Y	Q1-FY24	Q-O-Q
Revenue from Operations	2,268	2,208	2.7%	1,957	15.9%
Total Expenses	2,158	2,062	4.7%	1,948	10.8%
EBITDA	110	146	(24.7)%	9	NA
<i>EBITDA Margins (%)</i>	4.85%	6.61%	(176) Bps	0.46%	439 Bps
Other Income	28	23	21.7%	6	NA
Depreciation	49	48	2.1%	48	2.1%
Finance Cost	55	33	66.7%	46	19.6%
PBT	34	88	(61.4)%	(79)	NA
Tax	10	25	(60.0)%	(19)	NA
PAT	24	63	(61.9)%	(60)	NA
<i>PAT Margins (%)</i>	1.06%	2.85%	(179) Bps	NA	NA
Basic/Diluted EPS (INR)	0.72	1.88	(61.7)%	(1.80)	NA

# H1-FY24 Consolidated Income Statement (IND-AS)

*Oriental Aromatics Ltd.*

Particulars (INR Mn)	H1-FY24	H1-FY23	Y-O-Y
Revenue from Operations	4,225	4,543	(7.0)%
Total Expenses	4,105	4,233	(3.0)%
EBITDA	120	310	(61.3)%
<i>EBITDA Margins (%)</i>	2.84%	6.82%	(398) Bps
Other Income	34	44	(22.7)%
Depreciation	98	95	3.2%
Finance Cost	101	57	77.2%
PBT	(45)	202	NA
Tax	(9)	54	NA
PAT	(36)	148	NA
<i>PAT Margins (%)</i>	NA	3.26%	NA
Basic/Diluted EPS (INR)	(1.08)	4.38	NA



## Historical Financial Overview



# Historical Standalone Income Statement

*Oriental Aromatics Ltd.*

Income Statement (Mn)	FY21	FY22	FY23	H1-FY24
Total Operational Income	7,088	8,688	8,491	4,225
Total Expenses	5,532	7,753	7,940	4,104
EBITDA	1,556	935	551	121
<i>EBITDA Margins (%)</i>	<b>21.95%</b>	<b>10.76%</b>	<b>6.49%</b>	<b>2.86%</b>
Other Income	18	44	58	34
Depreciation	175	170	193	97
Finance Cost	24	41	131	101
PBT	1,375	768	285	(43)
Tax	351	227	79	(9)
Profit After Tax	1,024	541	206	(34)
<i>PAT Margins (%)</i>	<b>14.45%</b>	<b>6.23%</b>	<b>2.43%</b>	<b>NA</b>
EPS (After Exceptional Items)	30.44	16.06	6.13	(1.02)

# Historical Standalone Balance Sheet

*Oriental Aromatics Ltd.*

Liabilities (INR Mn)	FY22	FY23	H1-FY24
<b>Shareholders Fund</b>			
Share Capital	168	168	168
Other Equity	5,893	6,099	6,048
<b>Non-Current Liabilities</b>			
Financial Liabilities			
i) Long-Term Borrowings	450	316	250
ii) Lease Liabilities	-	17	14
Deferred Tax Liabilities (Net)	271	275	266
Long-Term Provisions	21	29	31
<b>Current Liabilities</b>			
Financial Liabilities			
i) Short-Term Borrowings	943	1,972	1,911
ii) Trade Payables	817	870	636
iii) Other financial Liabilities	38	100	50
Short-Term Provisions	19	21	23
Other Current liabilities	40	17	21
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>8,660</b>	<b>9,883</b>	<b>9,418</b>

Assets (INR Mn)	FY22	FY23	H1-FY24
<b>Assets</b>			
<b>Non-Current Assets</b>			
Property, Plant and Equipment	2,076	2,089	2,043
Intangible Asset	24	47	48
Capital WIP	210	369	460
Right of use- Lease	60	79	75
Goodwill on amalgamation	450	450	450
Financial Assets			
i) Investment in Subsidiaries	144	320	320
ii) Other financial assets	39	42	45
Income Tax Assets (Net)	77	102	119
Other non-Current assets	42	44	25
<b>Current Assets</b>			
Inventories	2,869	3,677	3,135
Financial Assets			
i) Trade and other Receivable	1,954	1,907	1,913
ii) Cash & Cash Equivalents	63	96	77
iii) Bank Balance other than above	16	12	13
iv) Loan to subsidiary	-	-	90
v) Other Current Financial Assets	12	7	11
Other Current Assets	624	642	594
<b>TOTAL ASSETS</b>	<b>8,660</b>	<b>9,883</b>	<b>9,418</b>

# Historical Consolidated Income Statement

*Oriental Aromatics Ltd.*

Income Statement (Mn)	FY21	FY22	FY23	H1-FY24
Total Operational Income	7,088	8,688	8,491	4,225
Total Expenses	5,537	7,763	7,949	4,105
EBITDA	1,551	925	542	120
<i>EBITDA Margins (%)</i>	<i>21.88%</i>	<i>10.65%</i>	<i>6.38%</i>	<i>2.84%</i>
Other Income	17	44	57	34
Depreciation	175	170	194	98
Finance Cost	23	40	130	101
<b>PBT</b>	<b>1,370</b>	<b>759</b>	<b>275</b>	<b>(45)</b>
Tax	351	226	78	(9)
<b>Profit After Tax</b>	<b>1,019</b>	<b>533</b>	<b>197</b>	<b>(36)</b>
<i>PAT Margins (%)</i>	<i>14.38%</i>	<i>6.13%</i>	<i>2.32%</i>	<i>NA</i>
EPS (After Exceptional Items)	30.29	15.84	5.87	(1.08)

# Historical Consolidated Balance Sheet

*Oriental Aromatics Ltd.*

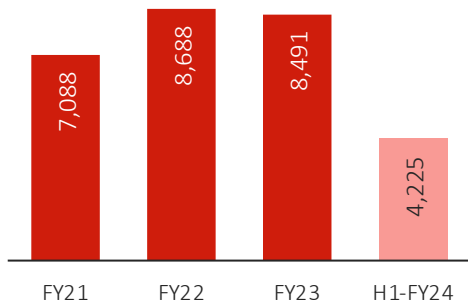
Liabilities (INR Mn)	FY22	FY23	H1-FY24
<b>Shareholders Fund</b>			
Share Capital	168	168	168
Other Equity	5,884	6,081	6,028
<b>Non-Current Liabilities</b>			
Financial Liabilities			
i) Long-Term Borrowings	450	316	250
ii) Other Financial Liabilities	1	17	14
Deferred Tax Liabilities (Net)	269	272	263
Long Term Provisions	21	29	31
<b>Current Liabilities</b>			
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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>8,649</b>	<b>9,865</b>	<b>9,397</b>

Assets (INR Mn)	FY22	FY23	H1-FY24
<b>Assets</b>			
<b>Non-Current Assets</b>			
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
<b>Current Assets</b>			
Inventories	2,869	3,677	3,135
Financial Assets			
i) Trade and other Receivable	1,948	1,900	1,906
ii) Cash & Cash Equivalent	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
<b>TOTAL ASSETS</b>	<b>8,649</b>	<b>9,865</b>	<b>9,397</b>

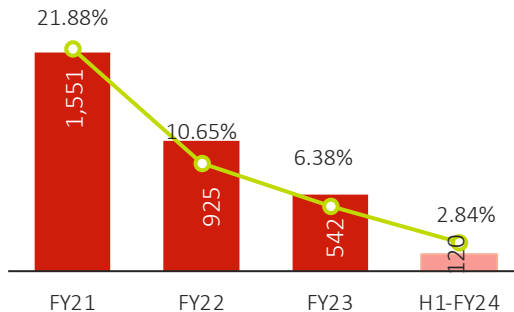


# Consolidated Financial Performance

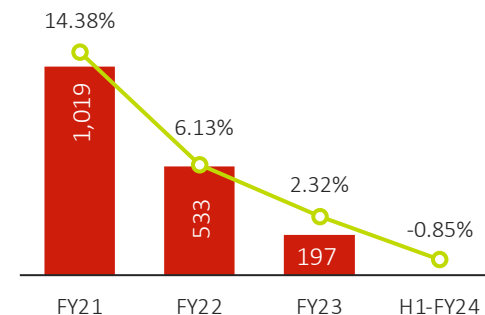
Revenue from Operations (INR Mn)



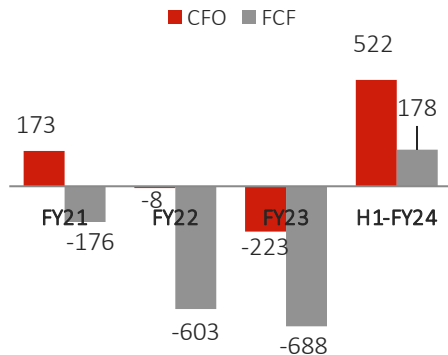
EBITDA (INR Mn) & EBITDA MARGINS (%)



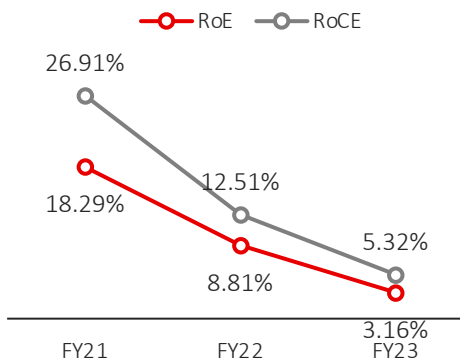
PAT (INR Mn) & PAT MARGINS (%)



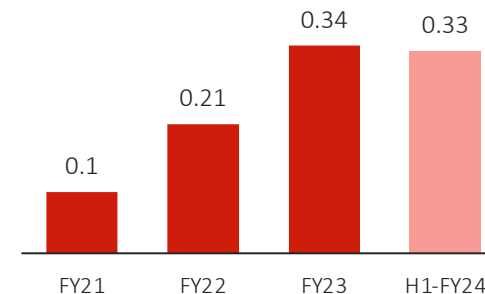
Cash flow from Operations (CFO) & Free Cash Flows (FCF) (INR Mn)



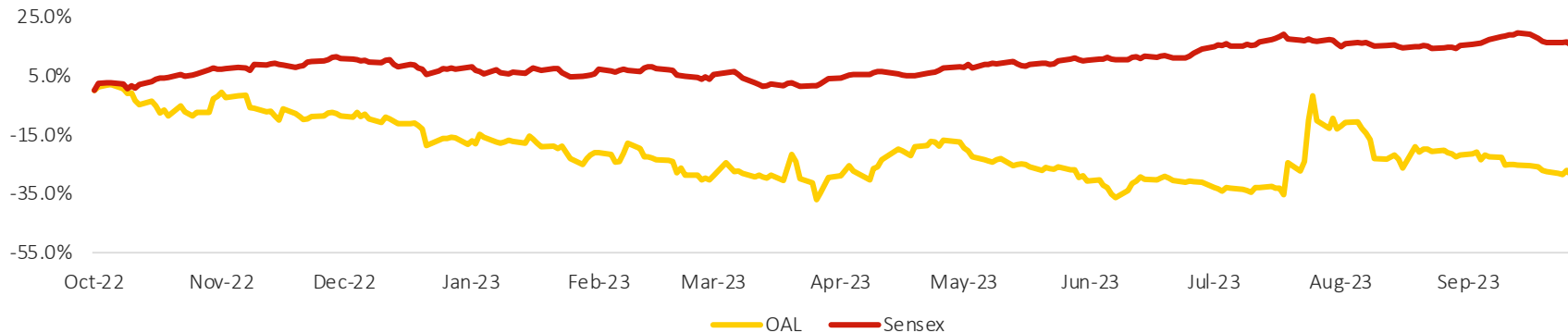
RoE (%) and RoCE (%)



Net D/E (x)



Stock Performance (As on 30<sup>th</sup> September, 2023)

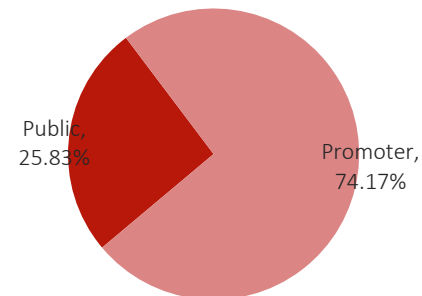


Price Data (As on 30<sup>th</sup> September, 2023)

INR

Face Value	5.00
CMP	361.45
52 Week H/L (INR)	517.00/294.90
Avg. Net Turnover (INR Mn)	10.80
Market Cap (INR Mn)	12164.09
Equity Shares Outstanding (Mn)	33.65

Shareholding Pattern (As on 30<sup>th</sup> September, 2023)



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**Mr. Anuj Sonpal, CEO**

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Thank you

*Oriental Aromatics Ltd.*