

Oriental Aromatics

Ref: OAL/BSE/NSE/08/2025-26

29th May, 2025

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 Para A of Part A of Schedule III of the Listing Regulations, we hereby enclose the Earning Presentation for the quarter and year ended 31st March, 2025.

Pursuant to Regulation 46 of the Listing Regulations, the aforesaid Earnings 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

Dharmil

Anil Bodani

Digitally signed by Dharmil Anil Bodani
Date: 2025.05.29 10:36:39 +05'30'

Dharmil A. Bodani

Chairman & Managing Director

DIN: 00618333

Oriental Aromatics Ltd.

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www.orientalaromatics.com

Oriental Aromatics

EARNINGS PRESENTATION

Q4-FY25/FY25



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 9,280 Mn as on 31st March, 2025.

FY25 CONSOLIDATED FINANCIALS

OP. INCOME – INR 9,283 Mn

PBT - INR 476 Mn

EBITDA – INR 934 Mn

NET PROFIT - INR 343 Mn

EBITDA MARGIN –10.06%

EPS - INR 10.20

ROCE – 9.33%

ROE – 5.17%

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
 - Mahad, Maharashtra - 250 MTPA
- **Flavours and Fragrances:**
 - Ambernath, Maharashtra - 6,000 MTPA

R&D FACILITIES

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



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.



FRAGRANCES



FLAVOURS



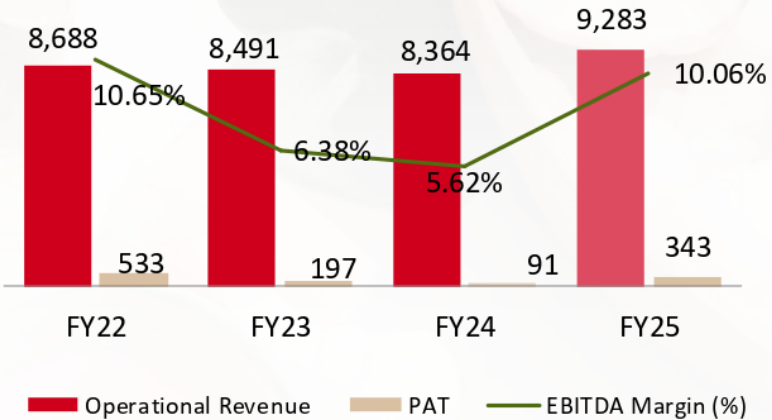
AROMA CHEMICALS



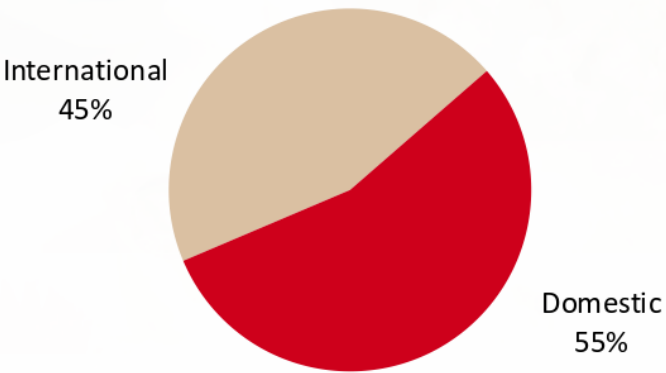
CAMPHOR

Oriental Aromatics

OPERATIONAL REVENUE, PAT & EBITDA MARGIN (INR)



FY25 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

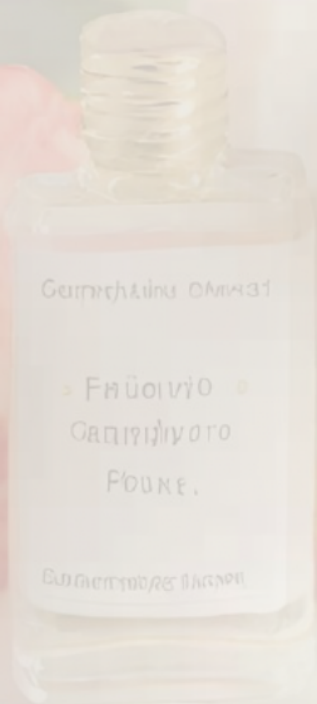


DETERGENTS



HAIR OILS, SHAMPOOS, SOAPS ETC.

Q4-FY25/FY25 FINANCIAL OVERVIEW



Q4-FY25/FY25 FINANCIAL HIGHLIGHTS

Oriental Aromatics

Q4-FY25 CONSOLIDATED FINANCIAL PERFORMANCE

INR 2,532 Mn	INR 193 Mn	7.62%
REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 14 Mn	0.55%	INR 0.42 /share
NET PROFIT	PAT MARGIN	BASIC/DILUTED EPS

FY25 CONSOLIDATED FINANCIAL PERFORMANCE

INR 9,283 Mn	INR 934 Mn	10.06%
REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 343 Mn	3.69%	INR 10.20 /share
NET PROFIT	PAT MARGIN	BASIC/DILUTED EPS

Q4-FY25/FY25 OPERATIONAL HIGHLIGHTS

Oriental Aromatics

- In Q4 FY25, the overall production volume increased by 11.3% and sales volume increased by 16.4% on Q-o-Q basis.
- The prices of the raw materials were stable or showing signs of increase.
- In FY25, the company witnessed healthy demand across all the verticals i.e. Flavours & Fragrances, Aroma Chemicals, Camphor & Terpene Chemicals.
- Over the year production volume increased by 12.9%, while sales volume grew by 4.8% YoY.
- EBITDA margins for the year stood at 10.06% representing an increase of 444 Bps on Y-o-Y basis demonstrating the impact of efficiency measures and product mix optimization.
- From a balance sheet perspective, the Net Debt to Equity on a consolidated basis stood at 0.51x as compare to 0.30x in previous year.
- The management is cautiously optimistic about FY-26.

QUARTERLY CONSOLIDATED INCOME STATEMENT (IND-AS)

Oriental Aromatics

INCOME STATEMENT (MN)	Q4-FY25	Q4-FY24	Y-O-Y	Q3-FY25	Q-O-Q
Total Operational Income	2,532	2,165	17.0%	2,226	13.7%
Total Expenses	2,339	1,956	19.6%	2,000	17.0%
EBITDA	193	209	(7.7)%	226	(14.6)%
EBITDA Margins (%)	7.62%	9.65%	(203) Bps	10.15%	(253) Bps
Other Income	2	17	(88.2)%	1	NA
Depreciation	72	51	41.2%	64	12.5%
Finance Cost	86	34	NA	64	34.4%
PBT	37	141	(73.8)%	99	(62.6)%
Tax	23	40	(42.5)%	28	(17.9)%
Profit After Tax	14	101	(86.1)%	71	(80.3)%
PAT Margins (%)	0.55%	4.67%	(412) Bps	3.19%	(264) Bps
EPS (After Exceptional Items)	0.42	3.01	(86.0)%	2.12	(80.2)%

ANNUAL CONSOLIDATED INCOME STATEMENT (IND-AS)

Oriental Aromatics

INCOME STATEMENT (MN)	FY25	FY24	Y-O-Y
Total Operational Income	9,283	8,364	11.0%
Total Expenses	8,349	7,894	5.8%
EBITDA	934	470	98.7%
EBITDA Margins (%)	10.06%	5.62%	444 Bps
Other Income	33	73	(54.8)%
Depreciation	237	198	19.7%
Finance Cost	254	204	24.5%
PBT	476	141	NA
Tax	133	50	NA
Profit After Tax	343	91	NA
PAT Margins (%)	3.69%	1.09%	260 Bps
EPS (After Exceptional Items)	10.20	2.71	NA

HISTORICAL FINANCIAL OVERVIEW

HISTORICAL STANDALONE INCOME STATEMENT

Oriental Aromatics

INCOME STATEMENT (MN)	FY22	FY23	FY24	FY25
Total Operational Income	8,688	8,491	8,364	9,280
Total Expenses	7,753	7,940	7,890	8,279
EBITDA	935	551	474	1,001
EBITDA Margins (%)	10.76%	6.49%	5.67%	10.79%
Other Income	44	58	73	32
Depreciation	170	193	197	213
Finance Cost	41	131	205	201
PBT	768	285	145	619
Tax	227	79	50	151
Profit After Tax	541	206	95	468
PAT Margins (%)	6.23%	2.43%	1.14%	5.04%
EPS (After Exceptional Items)	16.06	6.13	2.82	13.92

HISTORICAL STANDALONE BALANCE SHEET

Oriental Aromatics

LIABILITIES (INR MN)	FY23	FY24	FY25	ASSETS (INR MN)	FY23	FY24	FY25
Shareholders Fund				Assets			
Share Capital	168	168	168	Non-Current Assets			
Other Equity	6,099	6,176	6,619	Property, Plant and Equipment	2,089	2,068	2,708
				Intangible Asset	47	50	61
				Capital WIP	369	537	50
Non-Current Liabilities				Right of use- Lease	79	72	65
Financial Liabilities				Goodwill on amalgamation	450	450	450
i) Long-Term Borrowings	316	183	133	Financial Assets			
ii) Other Financial Liabilities	17	11	-	i) Investment in Subsidiaries	320	320	1,000
Deferred Tax Liabilities (Net)	275	277	297	ii) Other financial assets	42	57	77
Long-Term Provisions	29	41	53	iii) Loan to Subsidiary	-	391	-
				Income Tax Assets (Net)	102	89	111
				Other non-Current assets	44	40	3
Current Liabilities				Current Assets			
Financial Liabilities				Inventories	3,677	2,763	3,572
i) Short-Term Borrowings	1,972	1,522	2,667	Financial Assets			
ii) Trade Payables	870	818	750	i) Trade and other Receivable	1,907	1,904	1,889
iii) Other financial Liabilities	100	52	47	ii) Cash & Cash Equivalents	96	35	66
Short-Term Provisions	21	23	29	iii) Bank Balance other than above	12	12	14
Other Current liabilities	16	29	53	iv) Loan to subsidiary	-	-	-
				v) Other Current Financial Assets	7	8	10
				Other Current Assets	642	504	740
TOTAL EQUITY AND LIABILITIES	9,883	9,300	10,816	TOTAL ASSETS	9,883	9,300	10,816

HISTORICAL CONSOLIDATED INCOME STATEMENT

Oriental Aromatics

INCOME STATEMENT (MN)	FY22	FY23	FY24	FY25
Total Operational Income	8,688	8,491	8,364	9,283
Total Expenses	7,763	7,949	7,894	8,349
EBITDA	925	542	470	934
EBITDA Margins (%)	10.65%	6.38%	5.62%	10.06%
Other Income	44	57	73	33
Depreciation	170	194	198	237
Finance Cost	40	130	204	254
PBT	759	275	141	476
Tax	226	78	50	133
Profit After Tax	533	197	91	343
PAT Margins (%)	6.13%	2.32%	1.09%	3.69%
EPS (After Exceptional Items)	15.84	5.87	2.71	10.20

HISTORICAL CONSOLIDATED BALANCE SHEET

Oriental Aromatics

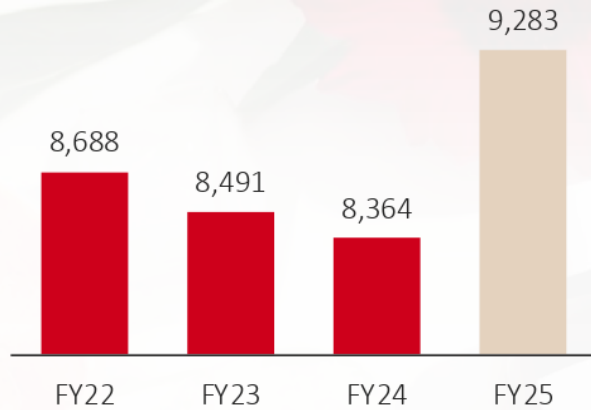
LIABILITIES (INR MN)	FY23	FY24	FY25
Shareholders Fund			
Share Capital	168	168	168
Other Equity	6,081	6,155	6,461
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	316	519	822
ii) Other Financial Liabilities	17	10	-
Deferred Tax Liabilities (Net)	272	274	275
Long Term Provisions	29	41	55
Current Liabilities			
Financial Liabilities			
i) Short-Term Borrowings	1,972	1,522	2,699
ii) Trade Payables	869	820	760
iii) Other financial Liabilities	101	384	128
Short-Term Provisions	22	23	29
Other Current liabilities	18	34	54
TOTAL EQUITY AND LIABILITIES	9,865	9,950	11,451

ASSETS (INR MN)	FY23	FY24	FY25
Assets			
Non-Current Assets			
Property, Plant and Equipment	2,091	2,070	4,131
Goodwill on Amalgamation	450	450	450
Capital WIP	524	1732	50
Intangible Assets	47	50	61
Right to use	141	133	157
Other Financial Assets	68	75	76
Income Tax Assets (Net)	103	89	112
Other non-Current assets	44	168	96
Current Assets			
Inventories	3,677	2,772	3,646
Financial Assets			
i) Trade and other Receivable	1,900	1,805	1,884
ii) Cash & Cash Equivalents	160	106	106
iii) Bank Bal other than above	14	14	16
iv) Other Current Financial Assets	7	12	11
Other Current Assets	639	474	655
TOTAL ASSETS	9,865	9,950	11,451

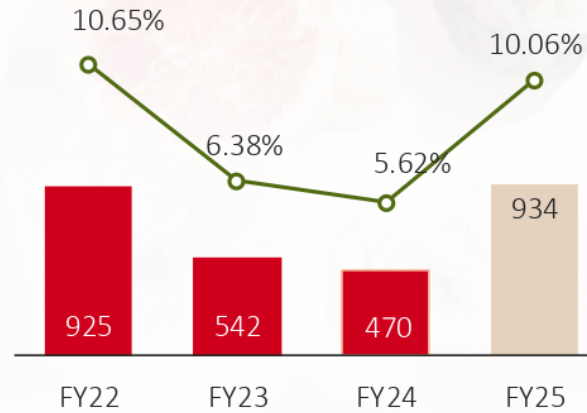
CONSOLIDATED FINANCIAL PERFORMANCE

Oriental Aromatics

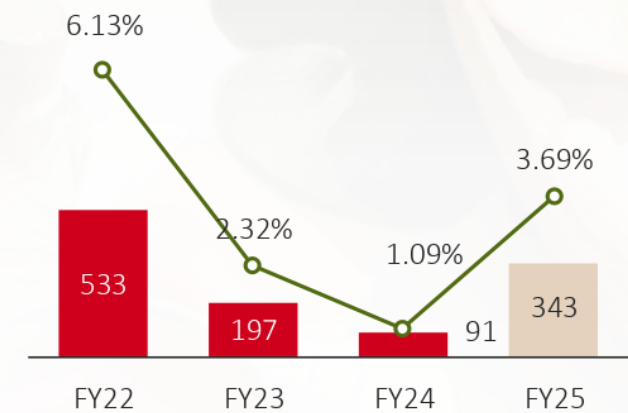
REVENUE FROM OPERATIONS (INR MN)



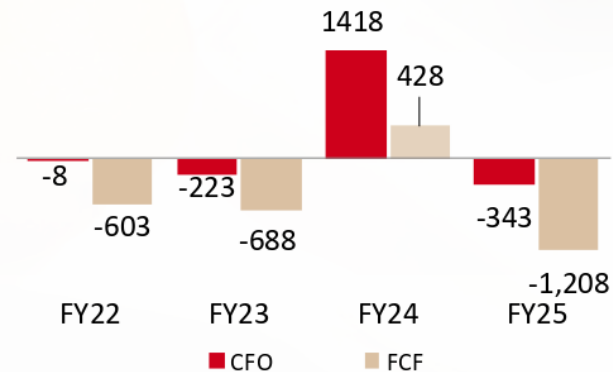
EBITDA (INR Mn) & EBITDA MARGINS (%)



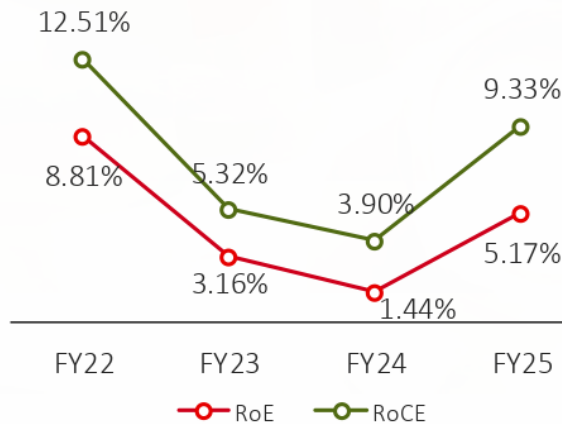
PAT (INR Mn) & PAT MARGINS (%)



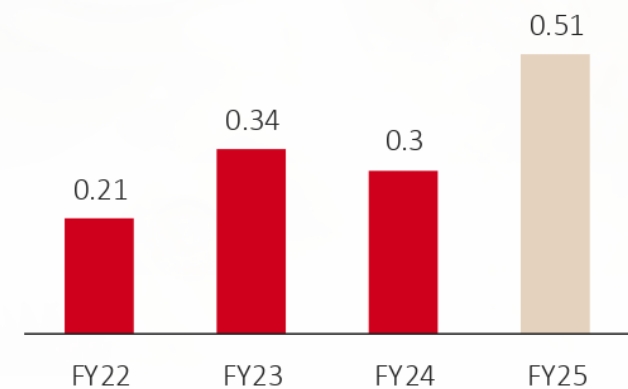
CASH FLOW FROM OPERATIONS (CFO) & FREE CASH FLOWS (FCF) (INR MN)



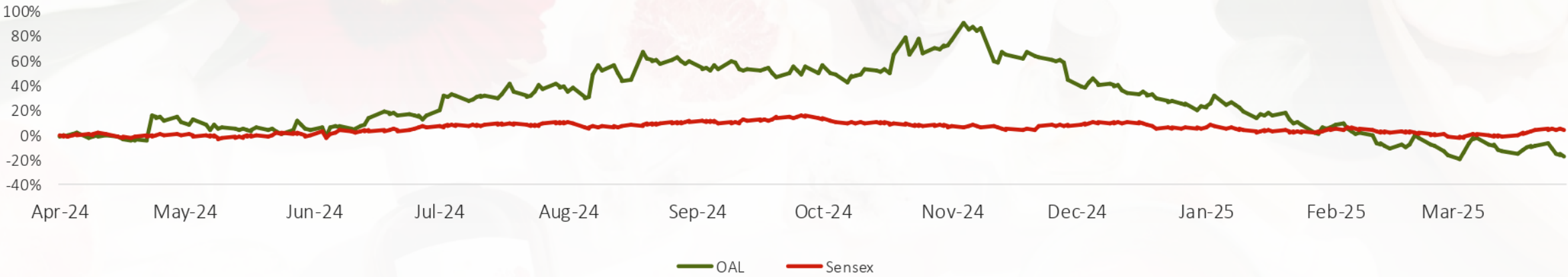
ROE (%) AND ROCE (%)



NET D/E (X)

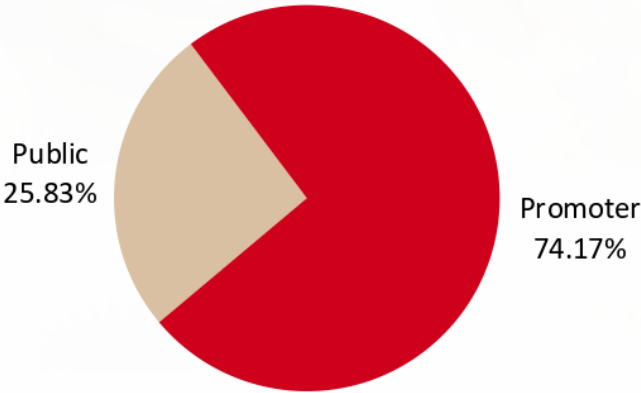


STOCK PERFORMANCE (AS ON 31st March, 2025)



PRICE DATA (AS ON 31 st March, 2025)	INR
Face Value	5.00
CMP	275.75
52 Week H/L (INR)	656.00/252.40
Avg. Net Turnover (INR Mn)	34.82
Market Cap (INR Mn)	9,279.97
Equity Shares Outstanding (Mn)	34.82

SHAREHOLDING PATTERN (AS ON 31st March, 2025)



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thank you

Oriental Aromatics Ltd.