



Manorama Industries Limited

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

April 26, 2025

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

To
The Manager,
Listing Department
**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

Sub: Investor Presentation on Annual Audited Financial Results (both Standalone and Consolidated).

Dear Sir/Madam,

In reference to the above captioned subject, please find attached a copy of Investor's Presentation with respect to Audited Financial Results (both Standalone and Consolidated) of the Company for quarter and year ended March 31, 2025.

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
Membership No: A48707

Encl: As above.

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Tel.: +91-771-2283071, 2282579, 2282457
Telefax: +91-771-4056958
CIN: L15142MH2005PLC243687
GSTIN: 22AAECM3726CIZI

Certifications:

FSSC 22000, ISO 9001, ISO 14001, ISO 4500, RSPO, HALAL,
KOSHER, FAIRTRADE, ORGANIC, FSSAI,
EcoVadis & Sedex registered and certified.
A Government of India Recognized Star Export House

Registered Office:

Office No. 701, 7th Floor, Bonanza Building,
Sahar Plaza Complex, JB Nagar Metro Station
Andheri Kurla Road, Andheri East,
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www.manoramagroup.co.in
GSTIN-27AAECM3726CIZR



Manorama Industries Limited

Investor Presentation Q4 & FY25

April - 2025

Empowering Sustainability





Safe Harbor

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



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Q4 & FY25 Financial Highlights





Management Commentary – Q4 & FY25



“We are pleased to announce that the Company has achieved its highest quarterly and full year operational performance during Q4 and FY25, driven by strong market demand for our wide variety of specialty butters and fats, along with increased volumes from the commissioning of the new fractionation capacity. We have surpassed our financial guidance for FY25, registering a topline of INR 771 crores with a robust growth 69% YoY along with improved profitability. The domestic to export mix stood at 27: 73 in FY25. Additionally, the Company has announced a final dividend of INR 0.60 paise per share (30% of face value of INR 2 per share) for its shareholders.

We specialize in developing several innovative food ingredients including cocoa butter equivalents (CBEs) for chocolate, coating, and molding applications. By leveraging our expertise, we address the increasing global demand and provide tailored solutions that foster success for our partners in the food and personal care industry. We have achieved significant advancements in extraction technology, expanded our product offerings, and created strategic global subsidiaries in Africa, UAE and Brazil to enhance our market position.

We expect to gain momentum in operational efficiencies and cost rationalisation with improvement in capacity utilisation of our new fractionation capacity in FY26. We anticipate to report a revenue of around INR 1,050+ crores in the FY26.

During the financial year 2021-25 period our revenue, EBITDA and PAT has registered CAGR of 40%, 53% and 66%, respectively. We emphasize ethical practices and environmental responsibility, aligning with ESG objectives while upholding rigorous standards of traceability and sustainability. Our ongoing investment in R&D will drive innovation and meet our customers' evolving needs, positioning us for long-term success and thus, deliver value for our esteemed stakeholders.”

ASHISH SARAF, Chairman and Managing Director



Q4 & FY25 Results Highlights

Particulars (INR Millions)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue	2,328.1	1,293.3	80.0%	2,092.0	11.3%	7,708.4	4,570.8	68.6%
Cost of Goods Sold	1,151.3	745.8	54.4%	988.3	16.5%	3,976.8	2,502.1	58.9%
Gross Profit	1,176.8	547.5	114.9%	1,103.7	6.6%	3,731.7	2,068.7	80.4%
Gross Profit margin	50.5%	42.3%	821 bps	52.8%	(221 bps)	48.41%	45.3%	315 bps
Employee Expenses	136.2	63.1	115.8%	168.9	(19.4%)	479.2	195.3	145.4%
Other Expenses	401.6	276.7	45.1%	383.1	4.8%	1,341.9	1,138.2	17.9%
EBITDA	639.0	207.7	207.6%	551.7	15.8%	1,910.53	735.2	159.9%
EBITDA margin	27.4%	16.1%	1,139 bps	26.4%	108 bps	24.8%	16.1%	870 bps
Depreciation	64.0	37.7	69.8%	59.9	6.8%	221.2	136.1	62.6%
EBIT	575.0	170.1	238.1%	491.8	16.9%	1,689.3	599.1	182.0%
Finance Cost	119.5	68.8	73.6%	109.4	9.2%	391.6	198.9	96.9%
EBIT and Other Income	455.6	101.2	350.0%	382.4	19.1%	1,297.7	400.2	224.3%
Other Income	90.6	37.8	140.0%	19.4	366.8%	185.6	131.5	41.1%
EBT after Other Income	546.2	139.0	292.9%	401.8	35.9%	1,483.3	531.7	179.0%
Tax	123.5	14.0	785.4%	106.5	16.0%	362.8	130.6	177.7%
PAT	422.7	125.0	238.0%	295.3	43.1%	1,120.5	401.1	179.4%
PAT margin	18.2%	9.7%	849 bps	14.1%	404 bps	14.54%	8.8%	576 bps
Diluted EPS (in INR)	7.07	2.10	236.7%	4.94	43.1%	18.73	6.72	178.7%



► Total Income grew by **80%** YoY to INR **2,328** million in Q4 FY25 due to higher demand of the Company's product portfolio coupled with commercialization of the new fractionation capacity



► EBITDA grew by **208%** YoY to INR **639** million in Q4 FY25, the EBITDA margin expanded by **1,139 bps** YoY to **27.4%** in Q4 FY25 due to operating leverage

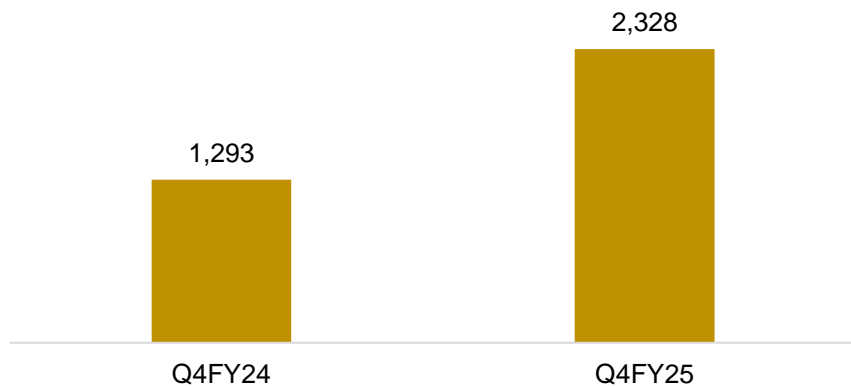


► PAT surged by **238%** YoY to INR **423** million during the quarter, PAT margin expanded by **849 bps** YoY at **18.2%** in Q4 FY25

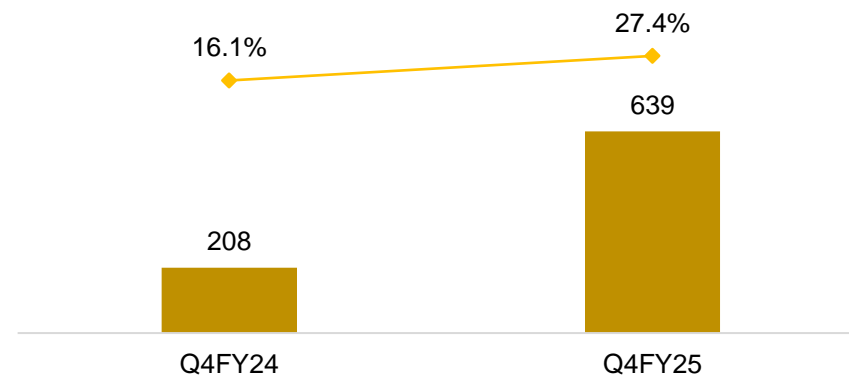
Q4FY25: Financial Snapshot



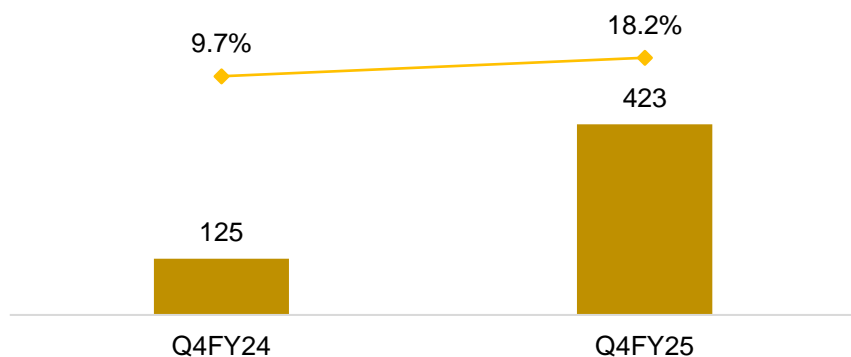
Revenue (in INR Millions)



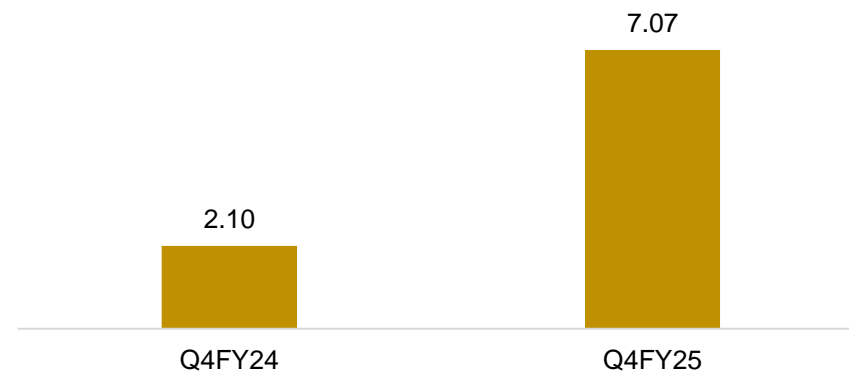
EBITDA (in INR Millions) & EBITDA Margin (%)



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



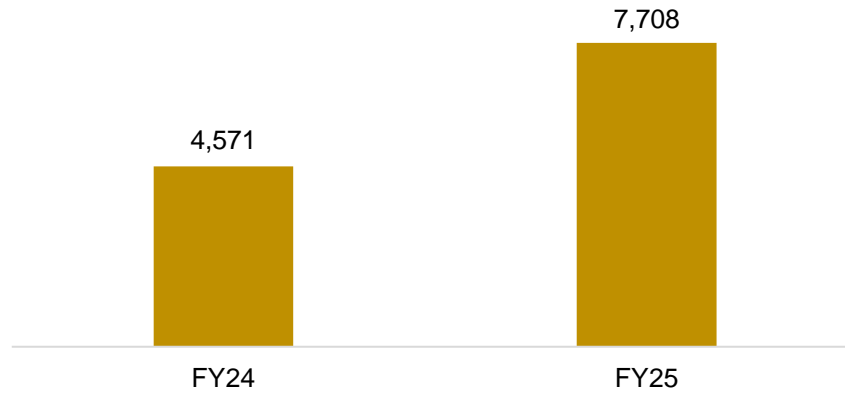
Earnings Per Share (in INR)



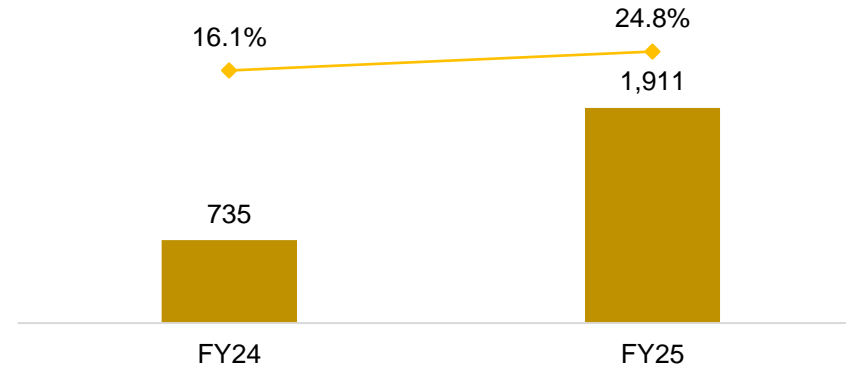


FY25: Financial Snapshot

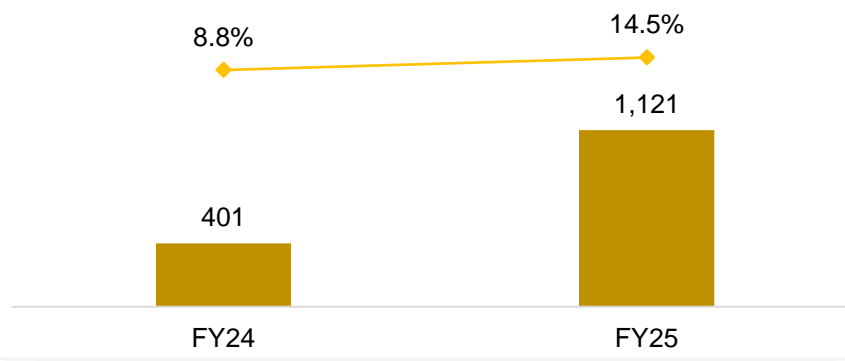
Revenue (in INR Millions)



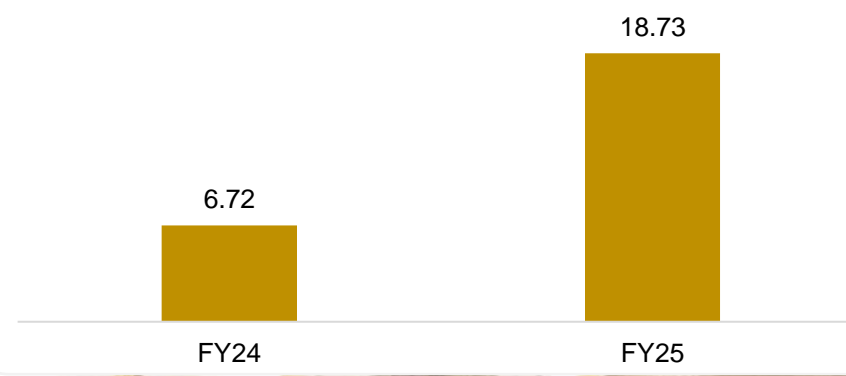
EBITDA (in INR Millions) & EBITDA Margin (%)



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



Earnings Per Share (in INR)





Balance Sheet



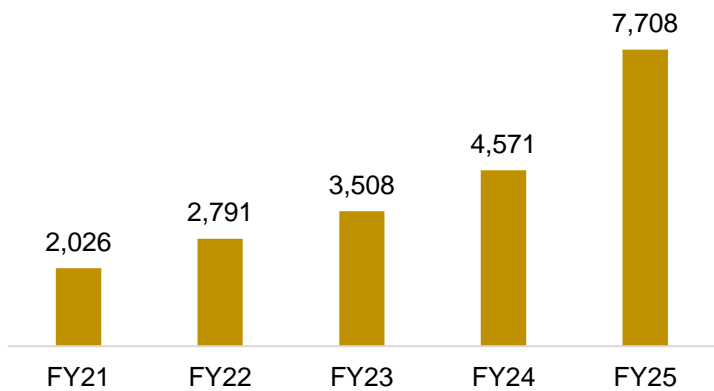
Equity and Liabilities (INR Millions)	FY25	FY24
Share Capital	119	119
Other Equity	4,500	3,250
Total Equity	4,619	3,369
Borrowings	429	507
Deferred Tax Liabilities	35	43
Other Non-Current Liabilities	36	17
Non-Current Liabilities	500	568
Current Liabilities		
Borrowings	4,380	2,956
Trade Payables	143	401
Other Current Liabilities	208	72
Total Current Liabilities	4,731	3,429
Total Equities and Liabilities	9,850	7,367

Assets (INR Millions)	FY25	FY24
Non-Current Assets		
Plant, Property and Equipment	1,746	1,293
Capital Work in Progress	24	412
Other Non-Current Assets	165	102
Total Non-Current Assets	1,935	1,807
Current Assets		
Inventories	5,490	3,892
Trade Receivables	1,017	418
Cash & Cash Equivalents & Other Bank Balances	962	875
Other Financial Assets	7	20
Other Current Assets	438	354
Total Current Assets	7,915	5,560
Total Assets	9,850	7,367

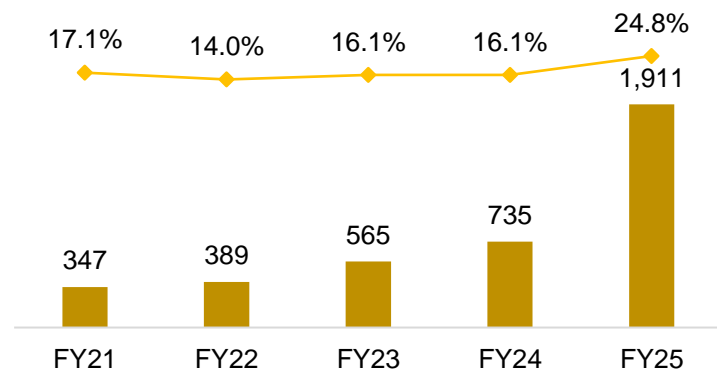


Historical Financial Snapshot (1/2)

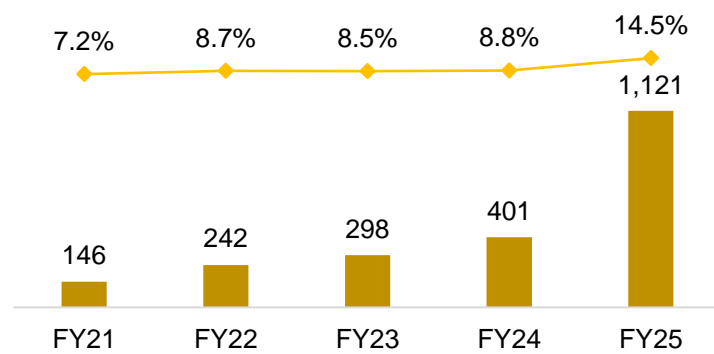
Revenue (in INR Millions)



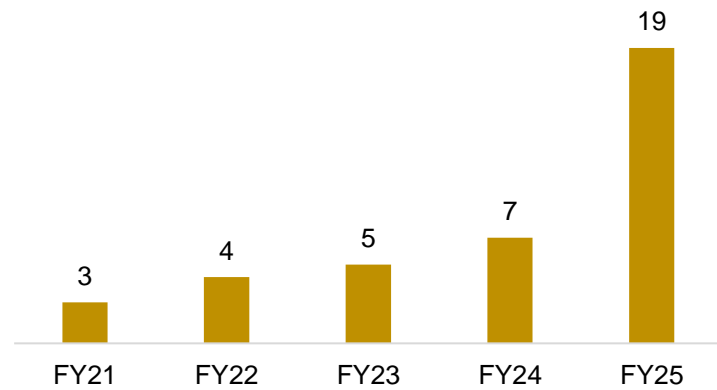
EBITDA (in INR Millions) & EBITDA Margin (%)



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



Earnings Per Share (in INR)



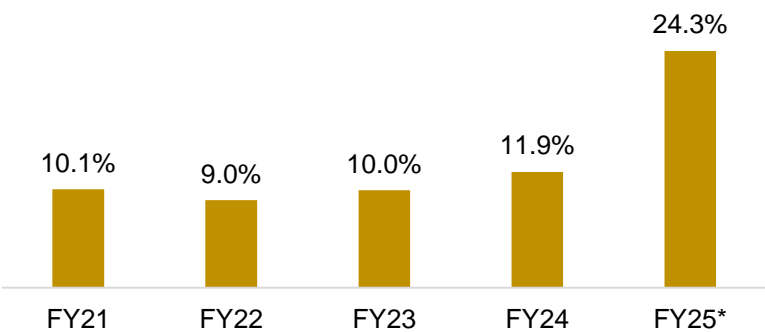
*Adjusted to face value of INR 2 per share for FY21-24



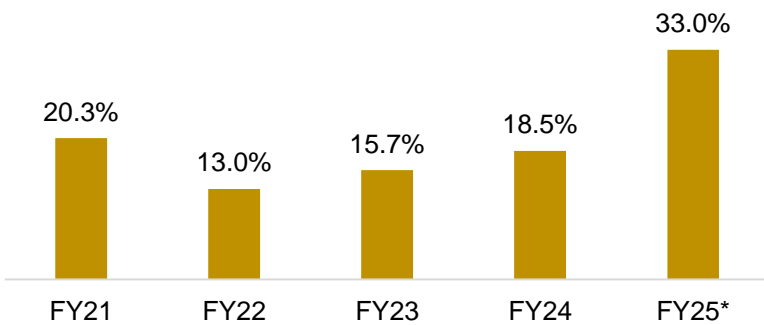


Historical Financial Snapshot (1/2)

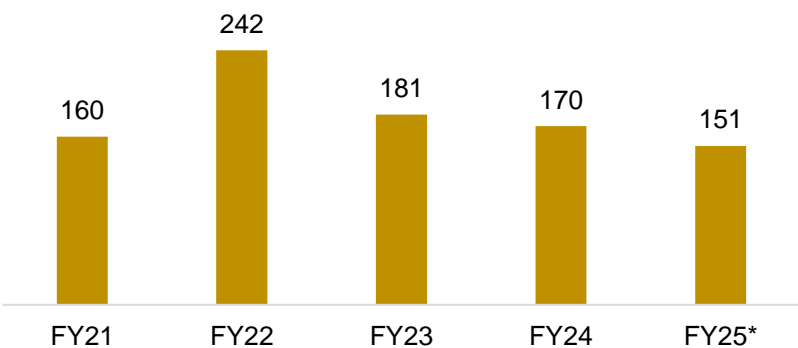
Return on Equity



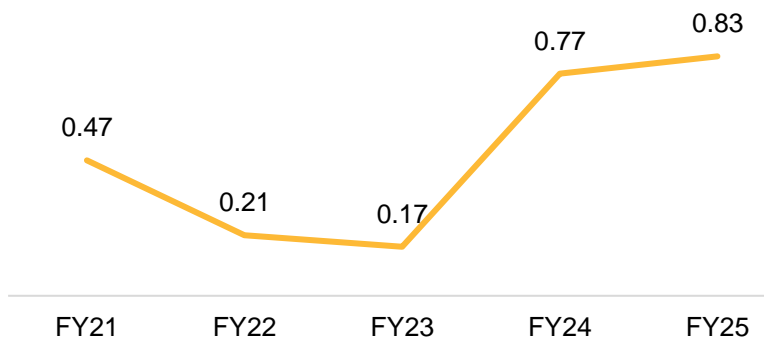
Return on Capital Employed



Working Capital Analysis (in days)



Net Debt to Equity



*Adjusted to face value of INR 2 per share for FY21-24

Manorama's Unique Proposition





Built on Strong Business Moats – Greener Future

Waste to Wealth



Competitive Advantage

- ▶ **Nearly 2 decades** of rich management expertise in speciality fats & butter and exotic products
- ▶ **# 1** in Sal & Mango based speciality Fats & Butters
- ▶ Efficiently sources Shea nuts from Manorama Africa Limited
- ▶ Strong seed procurement supply chain in India and West Africa
- ▶ Navigates inflationary pressure as product co-developed jointly with the client where product quality weighs over price



Marquee Clientele

- ▶ Offers customer-centric solutions to diverse clients, thereby being a key partner to success
- ▶ High client stickiness as new supplier approval becomes a challenging task for client's existing products
- ▶ **Works with Fortune 500 companies** in premium confectionery, chocolate and cosmetic sector



Manufacturing Excellence

- ▶ Integrated capacity powered with several domestic & international certifications resulting in high product quality
- ▶ Integration of Africa's procurement arm with Birkoni's unit enhances the company's proposition in Shea speciality fats & butter products
- ▶ **Fractionation plant's capacity expansion (25,000 tonnes) commissioned** strengthens Manorama's stance in the industry



Industry Tailwinds

- ▶ Huge industry demand of Cocoa Butter Equivalent (CBE) & Exotic Speciality Fats and Butter as it enhances product shelf-life in the tropical climate
- ▶ **FSSAI allows 5% usage of CBE** in chocolates from 1st January 2018. India is yet to achieve the 5% usage owing to the huge potential despite of the Government's relaxation for CBE



Sustainable Growth Financial Performance

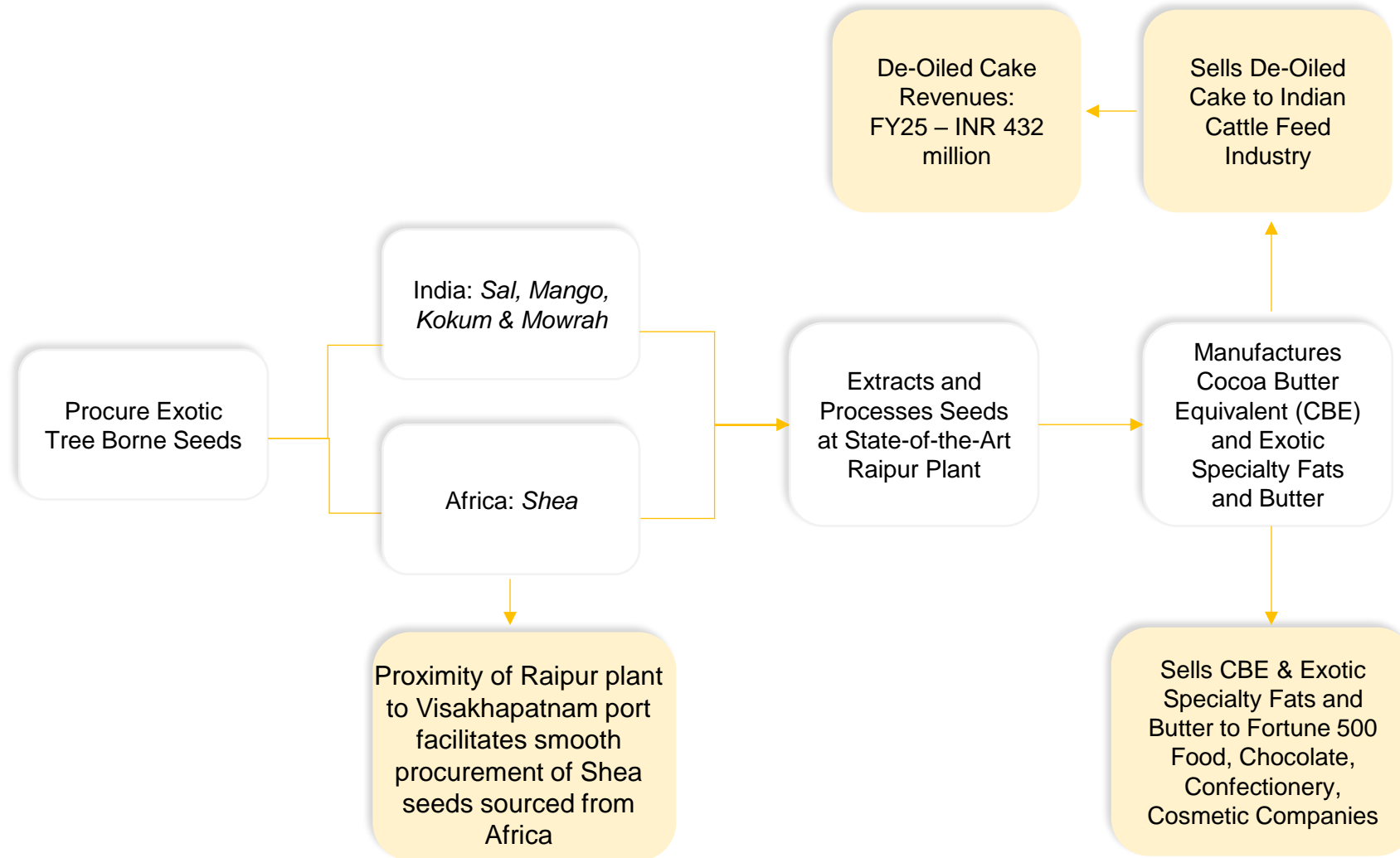
- ▶ Uplift the quality of life of millions of women tribals through its unique Waste to Wealth business model & best ESG Practice
- ▶ Strong existing industry competencies powers confidence to diversify into Chocolate & Confectionery business
- ▶ CARE Ratings upgrades the Company's bank facilities to 'A' from 'A -'
- ▶ **Financial track record (FY21-25: CAGR)**
Revenue: 40%
EBITDA: 53%
PAT: 66%

Company Overview





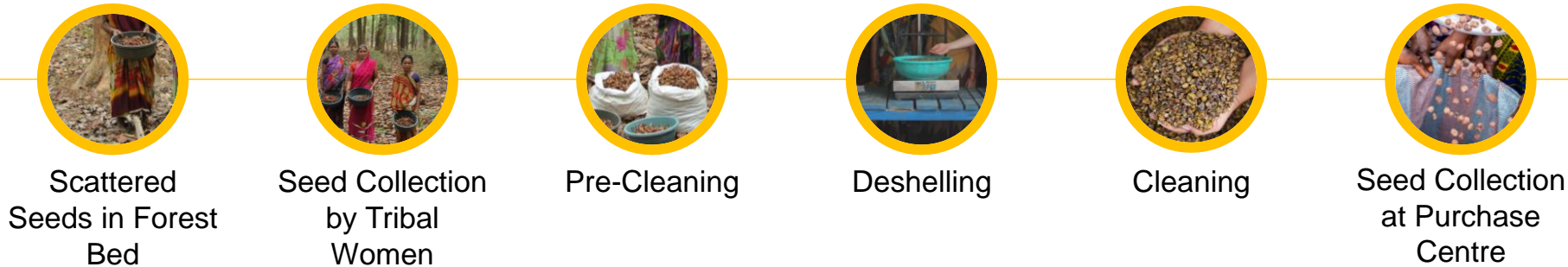
Waste to Wealth Business Model





Strong Supply Chain Network

India – Sal Seed Collection Process



*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

Africa – Shea Seed Collection Process



^Shea Forest - Africa

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

Enjoys a Strong Network of Tribal Communities & Collection Centres



Glimpse of Seed Procurement Process/Team

Tribals Collecting Sal Seeds, India



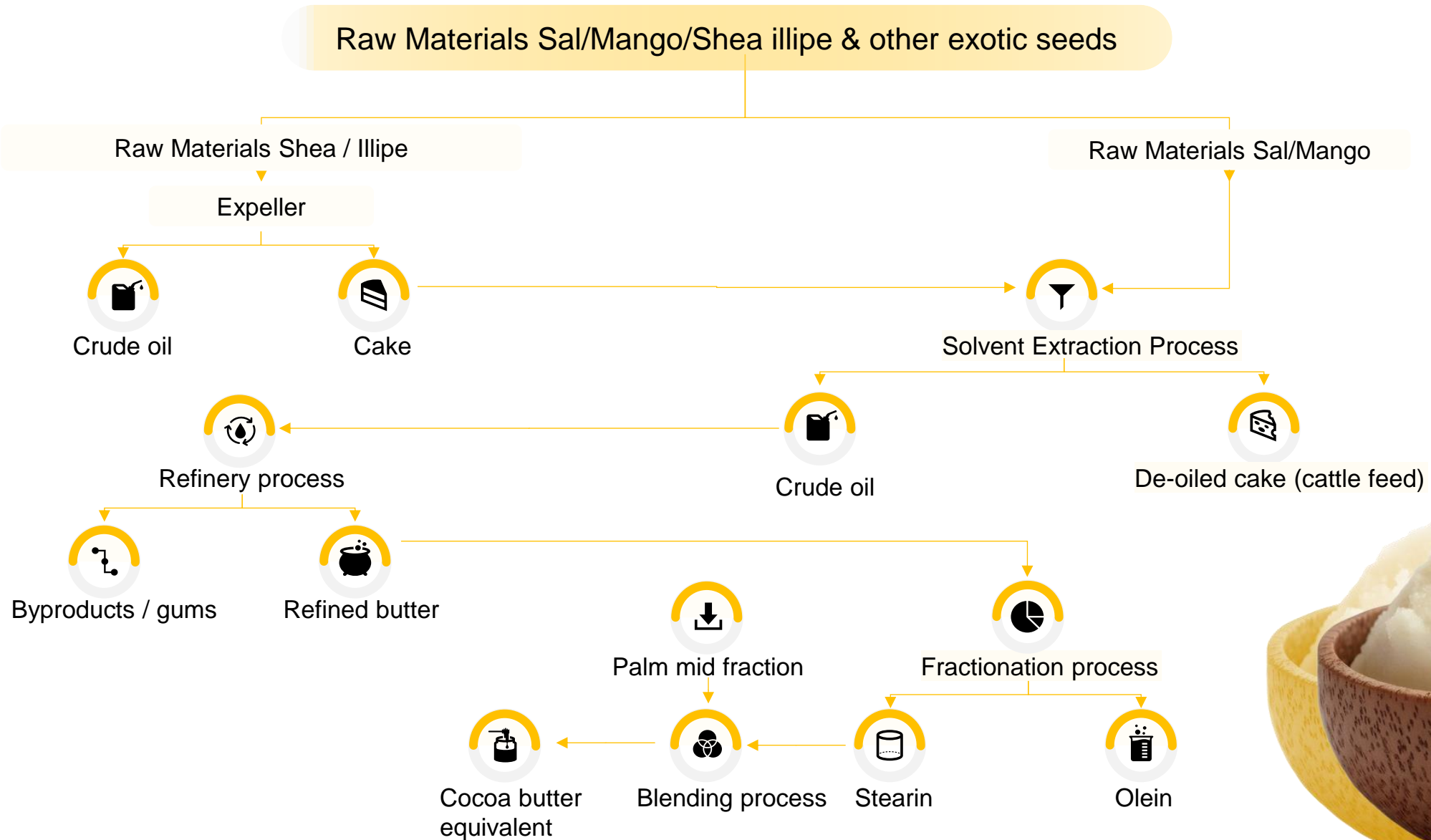
Management with Shea Seed Collection Team, Africa



Low Risk of Non-availability of Raw Materials



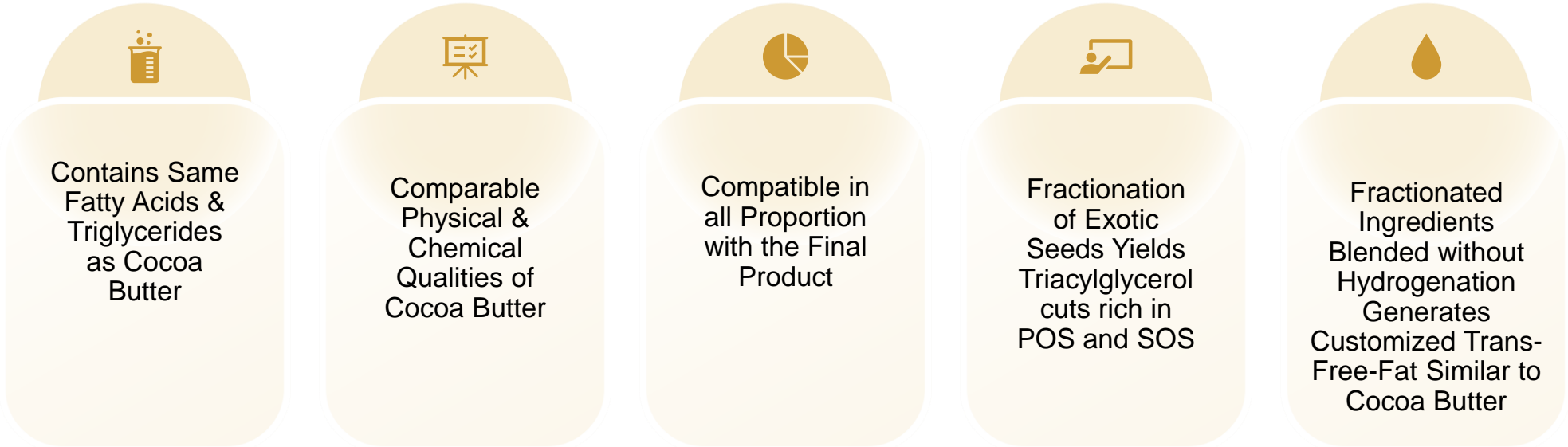
CBE and Exotic Specialty Fats & Butter - Process









CBE and Exotic Specialty Fats & Butter – Winning Proposition

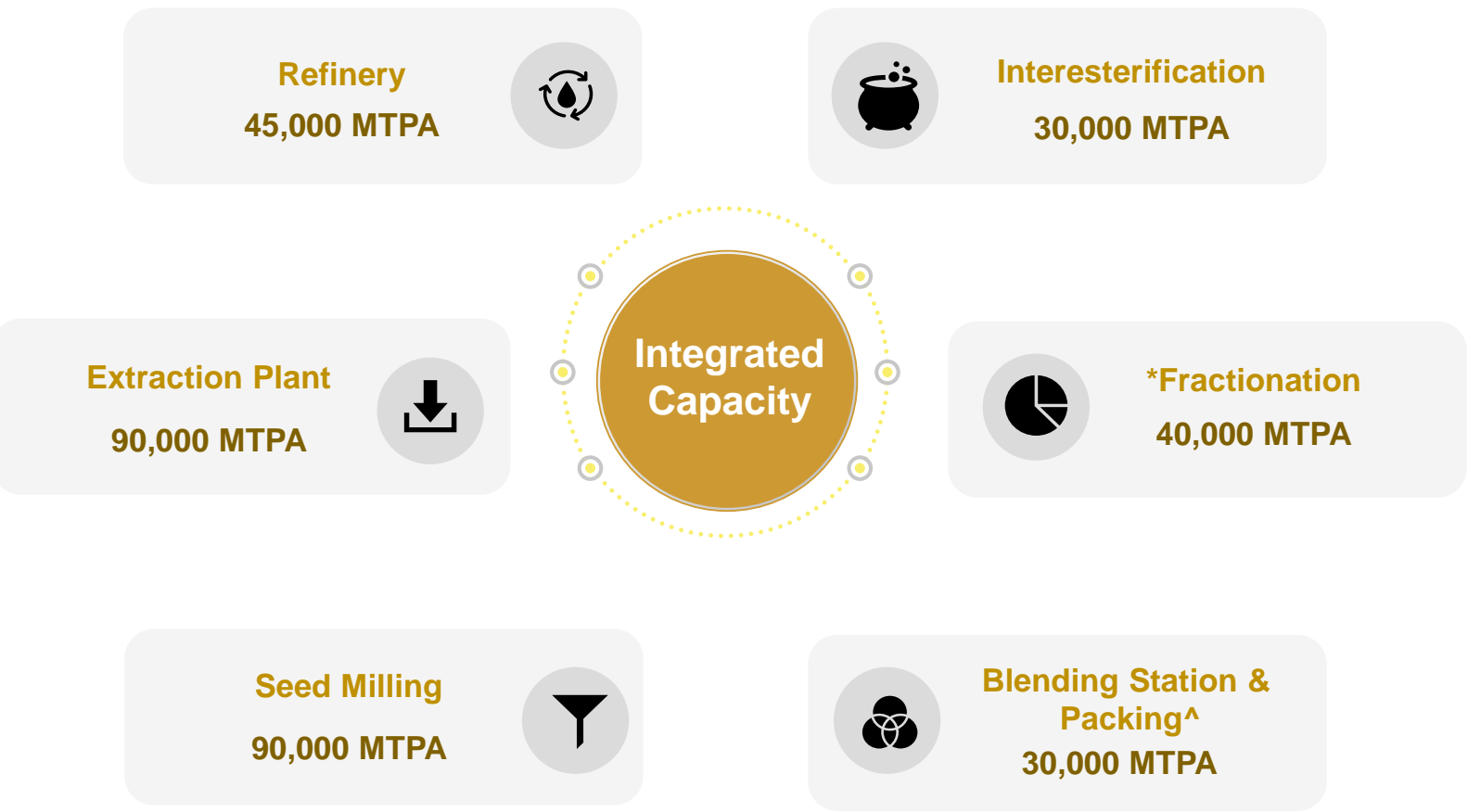


CBEs and Exotic Specialty Fats & Butter - Winning Case Factors



	Seeds	Procurement	Collection Period	Butter Applications	Stearin Applications
	Sal	India	May – June	Food & Personal Care 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	July – February/ March		

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



Manorama's Birkoni Plant (Raipur)



* Fractionation capacity of 25,000 MTPA commercialized from July 2024 onwards; ^ Under Process

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	FY21	FY22	FY23	FY24	FY25	CAGR
Fractionation (TPA)	15,000	15,000	15,000	15,000	40,000	21.7%
Revenues (in INR Crores)	203	279	351	457	771	39.7%
Average Fixed Assets (in INR Crore)	54	56	76	113	152	29.5%
Average Asset Turnover (in Times)	3.8x	5.0x	4.6x	4.0x	5.1x	



► Fractionation is the key process to obtain CBE & Exotic Specialty Fats and Butter



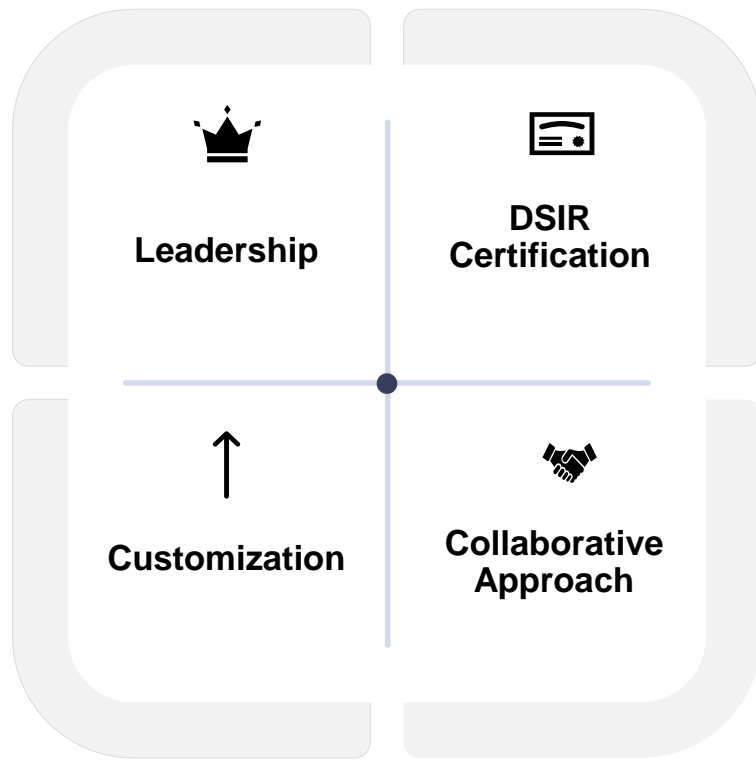
R&D Capabilities for Catering the Global CBE and Exotic Specialty Fats & Butter Demand



Milcoa® Innovation & Research Center – Edge



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



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



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



Deep mutual collaboration with clients R&D Team

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



New Product Launches and Developments

New Products ✓

- ▶ All-round filling fat (**Milcoceam 1059**)
- ▶ Bake-stable filling fat (**Milcocream 1068**)
- ▶ Wafer cream filling fat (**Milcocream FF69**)
- ▶ Frozen desert application (**Milcolin R11**)

New Developments ✓

- ▶ All-round filling fat (palm based) (**Milcocream FF77**)
- ▶ Premium filling fat (palm based) (**Milcocream TF76**)
- ▶ No-palm spread fat for export market (**Milcospread TU 5**)

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 Enabled State-of-the-Art DSIR Certified Lab

Glimpse of
Latest R&D
Enabled
Processes in
DSIR
Certified Lab





R&D Enabled State-of-the-Art DSIR Certified Lab

Quest to be
the Best:
Wide
Spectrum of
Prestigious
Certifications





Esteemed Clientele



VALUABLE CUSTOMERS



Growth Strategy





Gearing up for the next wave of growth



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

Commercialized 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, operating leverage, backward integration, seamless operations translating operational efficiencies to kick in the coming years coupled with better customer & product mix

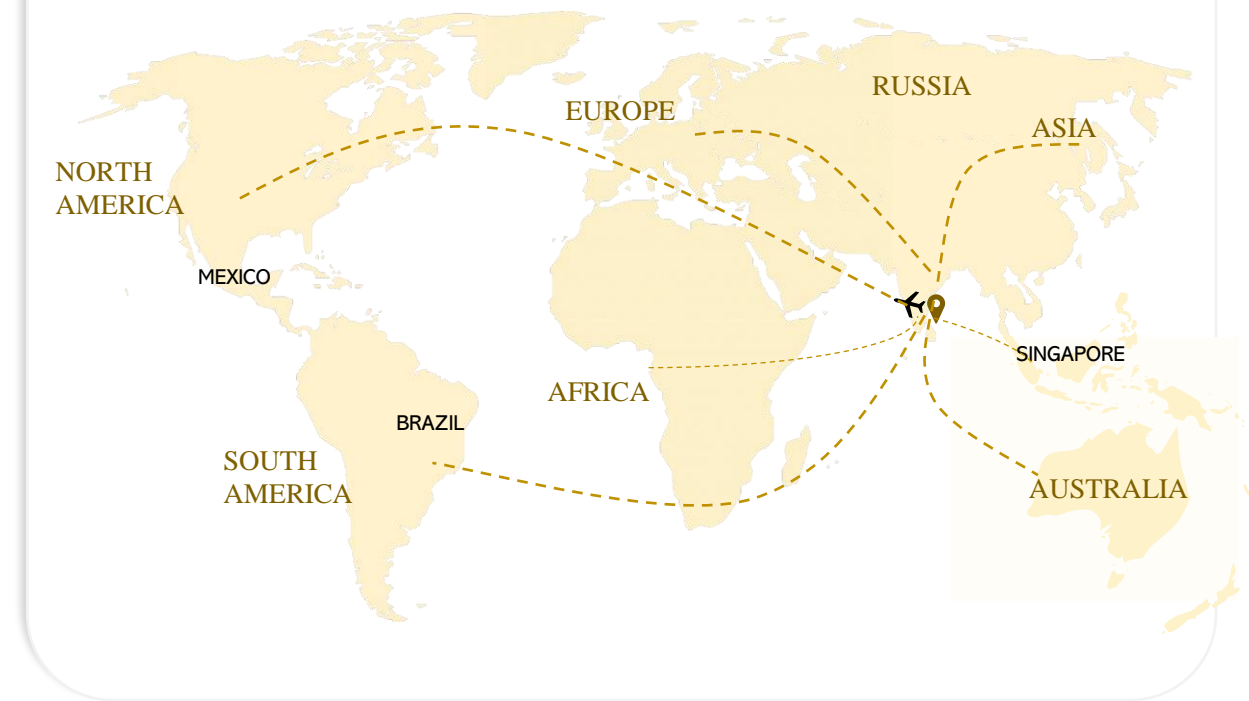


Growing Global Footprints

New Subsidiaries Launch



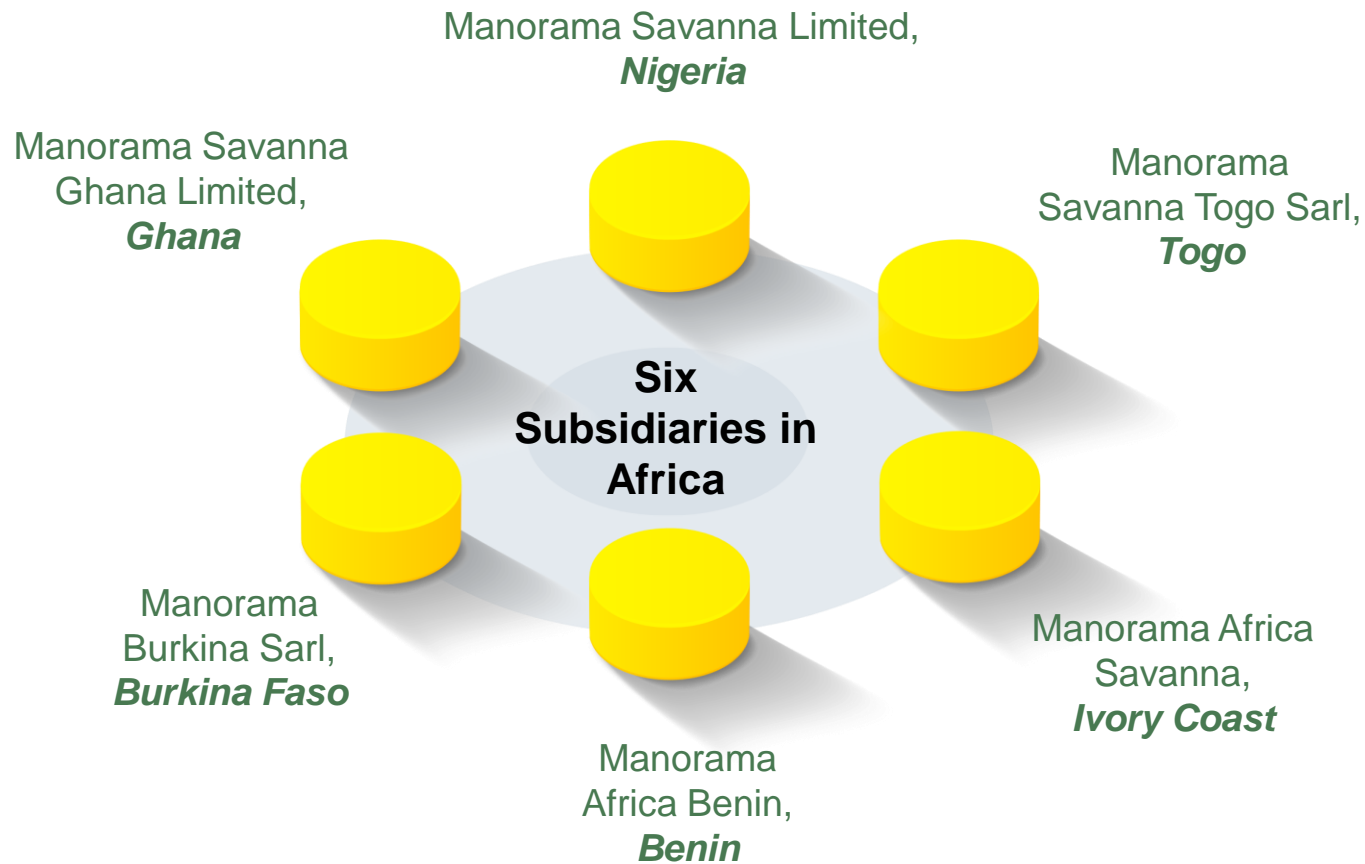
Geographical Presence



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



Expanding our Geographical Footprints



- To strengthen the sourcing of Shea Seeds from Africa



**One Subsidiary in
UAE**

Manorama Mena
Trading LLC



**One Subsidiary in
Brazil**

Manorama
Latin America
LTDA

- Strengthening procurement & onboarding new customers from MENA region and Latin America

Sustainable Business Practices





Environmental Initiatives

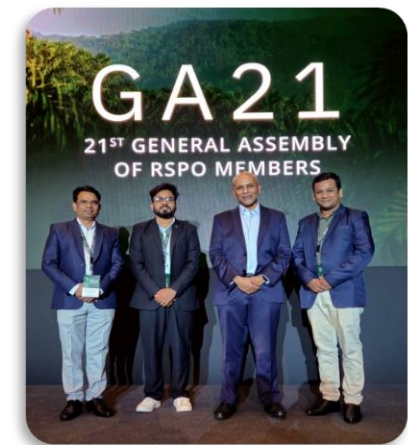
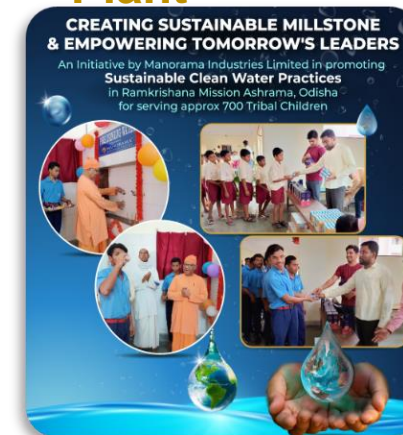


Environment

- ❑ 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
- ❑ Installed 10 solar streetlights in three tribal villages to improve safety
- ❑ Completely organic raw material product with no associated greenhouse gas emissions
- ❑ Organized the Block-Level Science Exhibition named “I SEE” Little Scientist under the theme of Sustainability and Environmental Conservation
- ❑ Completed Stage 1 assessment for the ‘No Deforestation, No Peat, No Exploitation’ policy collaborating with the Earthworm Foundation



Educational Tour of Tribal in the Plant





Social Initiatives



Social

- ❑ Launched a skill training program on sewing machine operation and embroidery for women in Kehskal, training over 200 women month.
- ❑ 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
- ❑ Supported the "Surakshit 2.0" medical program organized by the Ganeshi Devi Foundation at Birkoni Village Mahasamund





Governance Initiatives



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.
Won 14th CSR Leadership Summit 2024 Award for CSR Activities
Bagged Factory Award for ESG, Safety, Health & Hygiene at Conclave 2024 organised by OHSSAI & CG Talk



Leadership Team & Management





Seasoned Board of Directors



Ashish Saraf – Chairman & Managing Director

Experience : 33 Years

He has rich experience in the specialty fats and butters manufacturing sector, leading operations since the company's inception. His expertise encompasses procurement, supply chain management, business development across the world and the development of tailor-made products for major global brands in chocolate, confectionery, and cosmetics.



Gautam Pal – Whole Time 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



Vinita Saraf - Vice Chairperson & Whole Time Director

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



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.



CA Ashok Jain - Whole Time Director & Chief Financial Officer

Experience : 13 Years

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



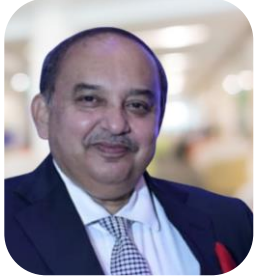
Ashish Bakliwal– Independent Director

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.



Seasoned Board of Directors



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.



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.



Subhaprada Nishtala - Independent Director

Experience : 25 Years

She is a recognized authority in food safety, regulatory compliance, and quality operations, has spearheaded critical strategic initiatives across manufacturing, operations, and new product development, driving excellence and innovation in both private and public sectors. As a Lead Auditor and Lead Trainer for FSMS standards, she has conducted over 400+ training programs in HACCP, ISO 22000, and FSSC 22000,



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 Squibb in India.



Experienced Management Team (1/3)



Dr. Krishnadath Bhaggan - 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.



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.



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.



Mauro Sérgio Nobre Terreri - VP – Fats & Oils business in Latin America (Global Sales)

Degree in Food Engineering by Unicamp University (Brazil) and MBA, Marketing and has over 30 years of experience in Food Ingredients and Specialty Fats & Oils businesses, leading Sales, Marketing and Technical teams through Latin America countries.



Dmitry Zimmermann – Manager – International Sales & Business Development

He is a seasoned FMCG professional with over 20 years of experience in leading multinational companies like Procter & Gamble and Nestle. He holds degrees in Agronomy and Economics from Yaroslav the Wise Novgorod State University. Dmitry excels in managing key national accounts and developing sales strategies.



Luciano Luz Pupp – Head of R&D and A&TS in Brazil / Latam

He has over 30 years of experience working for food multinational global industries dedicated to food ingredients, specialty fats & edible oils, either managing technical customer co-developments, innovation projects and industrial ingredients application. He is Chemical Engineer, graduated by Oswaldo Cruz University (Brazil) with food technology specialization.



Experienced Management Team (2/3)



Thales Baptistella - Finance Manager at Brazil Latam

He has Bachelor's Degree in Business Administration & Logistics and a Master Degree in Accounting and Finance with more than 15 years of experience within both Brazilian and International Companies in different market sectors such as food ingredients, decoration and retail businesses.



Marcelo Sasaki - Regional Sales Manager at Brazil Latam

Graduated in Food Engineering from Unicamp University (Brazil), he has 25 years of commercial experience in the Specialty Fats & Oils and Food Ingredients industries, leading sales activities across Latin American countries, with a strong focus on managing global and regional accounts and distributors.



Rossana Bento Cabral - Marketing and Sales Executive at Brazil Latam

She has a Bachelor's Degree in Arts from Unicamp (Brazil) and a Master's Degree in Marketing & Strategic Planning with more than 20 years of experience in the Fats & Oils and Specialty industries, leading marketing, communication and sales activities across Latin American countries with a strong focus on Food and Cosmetics customers.



Sandeep Agrawal – Chief Operating Officer

He is a Mechanical Engineering Graduate from BIT Durg having more than 25 years of experience at versatile industries like Vedanta (metal and mining industries) as well as US and Indian MNC on FMCG category like Bunge India and Britannia industries Ltd. He is having a lifetime membership on Quality Circle Forum of India (QCFI).



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.



Nisha Sharma - Manager – International Sales & Business Development

She has 6 years of experience. She has worked extensively with C-level executives worldwide, increasing the client base by identifying and introducing potential decision-makers. Her passion for working with multinational companies has driven her to excel in her field.



Experienced Management Team (3/3)



Mansoor Ali – Associate VP - HR

He has more than 30 years of experience in Steel Manufacturing Industries in Strategic HR as HRBP. Bachelor's degree from Ravi Shankar University, Raipur & Diploma in Mechanical Engineering from NIE, Maharashtra along with Professional certifications as HR Analytics and HRBP from IIM Rohtak. Served MS Godawari Power & Ispat Ltd (HIRA Group) & Ms Super Smelters Ltd. (SAI Group)



Vishal Hotchand Narang - Director – Manorama Africa Limited

Business Leader with 22+ years of FMCG / Commodities experience in Global markets driving sustainable growth in functional areas of Sales & Marketing, Strategic Deployment, Business Development with special emphasis to P&L accountabilities & General Management functions.



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



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)



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.



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.

Appendix





Recent Awards & Accolades (1/2)



Shri Shrey Saraf – Whole Time Director, Manorama Industries receiving 'Excellency Award' in collaboration with the Government of Chhattisgarh & Swadeshi Jagran Manch.



Shri. Deep Saraf – Vice President, Manorama Industries received 'Memorandum of Understanding (MoU)' with Government of Chhattisgarh



Shri. Ashish Saraf – Chairman and Managing Director of Manorama Industries Limited received six esteemed awards for the remarkable achievement as 'Highest Processor of Sal Seed and Mango Kernel, Highest Exporter of Sal Oil (Fats), Mango Kernel Oil (Fats), Kokum Oil (Fats) and Neem Oil' for 19 consecutive years.



Shri. Ashish Saraf – Chairman and Managing Director, Manorama Industries at Chhattisgarh Investor Connect





Recent Awards & Accolades (2/2)



Shri Shrey Saraf – Whole Time Director, Manorama Industries receiving *'Eminent Excellence in ESG & Sustainable Creation of Business through waste, with support to thousands of forest dwellers' Award*



Shri. Ashish Saraf – Chairman and Managing Director and Shri Shrey Saraf – Whole Time Director, Manorama Industries awarded with *'Highest Processor of Minor Oil Seeds' and 'Highest Exporters of Tree Borne Oils And Mango Kernel Oil (Fats) From India'*



Shri. Ashish Saraf – Chairman and Managing Director, Manorama Industries 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)



Shri. Ashok Jain, Whole Time Director and CFO receiving award for *'Highest Export'* on behalf of Manorama Industries Limited



Client Testimonials

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.



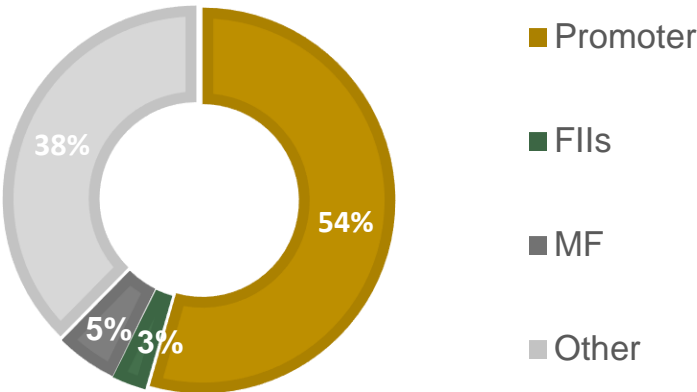
Shareholder Information

Capital Market Data

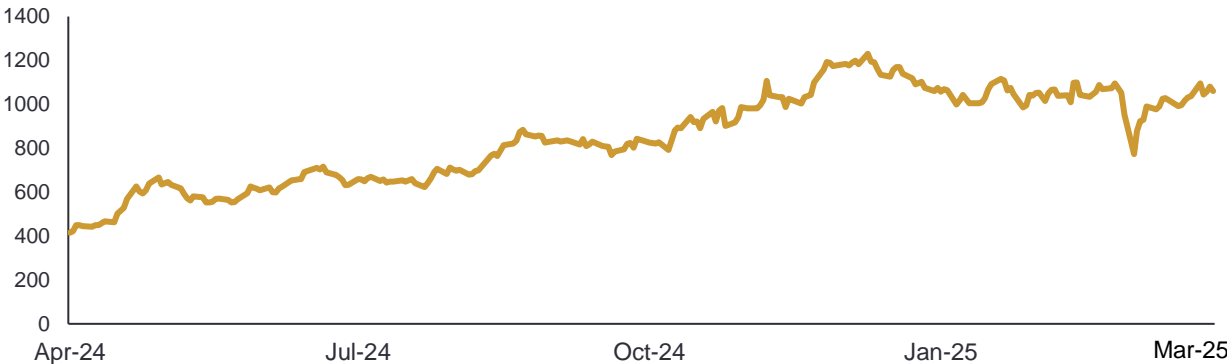
NSE Ticker /BSE Code	MANORAMA / 541974
Current Market Price (as on 25 April 2025)	1,210.7
Market Cap (INR Crores) (as on 25 April 2025)	7,289.6
52 Week High/Low	1,256.0/545.0
Shares Outstanding (in Crores)	5.95
3M ADTV* (Shares) as on 31 st March 2025	74,240

Source: NSE

Shareholding Pattern March 2025 (%)



Share Price Movement (1 Year)



THANK YOU!

Contact Information

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