Oriental Aromatics

Ref: OAL/BSE/NSE/49/2022-23

02nd August, 2022

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 ended 30th June, 2022.

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.

Kindly take the same on your record.

Thanking you.
For Oriental Aromatics Limited

KIRANPREET KAUR GILL
Digitally signed by KIRANPREET KAUR GILL
Date: 2022.08.02 12:23:28 +05'30'

Kiranpreet Gill
Company Secretary & Compliance Officer

Oriental Aromatics Ltd.

EARNINGS PRESENTATION | Q1-FY23

Executive Summary

Oriental Aromatics Ltd.

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 19,125.3 Mn as on 30th June, 2022.

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

FY22 Consolidated Financials

Op. Income INR 8,688 Mn	EBITDA INR 925 Mn	EBITDA Margin 10.65%	ROCE 12.51%
PBT INR 759 Mn	Net Profit INR 533 Mn	EPS INR 15.84	ROE 8.81%

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, Terpineols, 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.

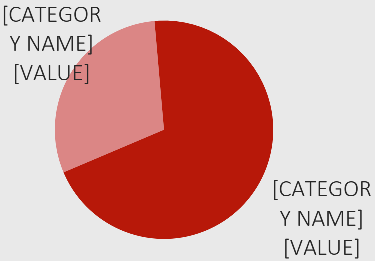
Fragrances

Flavours

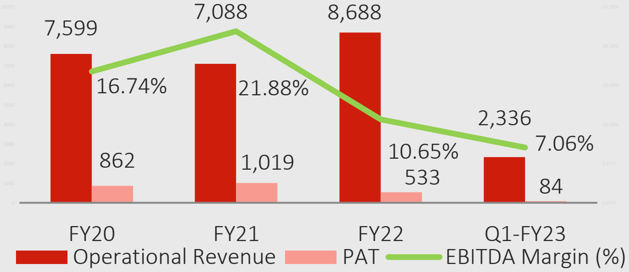
Aroma Chemicals

Camphor

FY22 Geographical Sales (%)



Operational Revenue, PAT & EBITDA Margin (INR)



Value Chain

Oriental Aromatics Ltd.

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.

Q1-FY23 Financial Overview

Q1-FY23 Financial Highlights

Oriental Aromatics Ltd.

Q1-FY23 Consolidated Financial Performance

INR 2,336 Mn Revenue from Operations	INR 165 Mn EBITDA	7.06 % EBITDA Margin
INR 84 Mn Net Profit	3.60 % PAT Margin	INR 2.50 Basic/Diluted EPS

Q1-FY23 Operational Highlights

- During the quarter, the company has witnessed a positive growth in demand across all product categories i.e. Aroma Chemicals, Camphor, Fragrances and Flavors.
- Productions and Sales Volumes for the quarter improved by 5% & 2% respectively on a Q-o-Q basis.
- Margin and profitability pressures continue due to the significant increases across all input costs mainly due to impact of geopolitical issues, supply chain disruptions from china. This however is showing signs of stabilization and in some cases has started a downward correction as well.

Capital Expenditure Update:

- The capex plans have been slowed down in a bid to buffer the impact of severe cost escalations from input prices. Now that the commodity prices are showing signs of reduction and stabilization we will be forging ahead with our capex plans.

Quarterly Consolidated Financial Performance

Oriental Aromatics Ltd.

Particulars (INR Mn)	Q1-FY23	Q1-FY22	Y-O-Y	Q4-FY22	Q-O-Q
Revenue from Operations	**2,336**	**2,297**	**1.7%**	**2,029**	**15.1%**
Total Expenses	2,171	1,952	11.2%	1,808	20.1%
EBITDA	**165**	**345**	**(52.2)%**	**221**	**(25.3)%**
EBITDA Margins (%)	*7.06%*	*15.02%*	*(796) Bps*	*10.89%*	*(383) Bps*
Other Income	20	11	81.8%	23	(13.0)%
Depreciation	47	40	17.5%	46	2.2%
Finance Cost	24	7	NA	27	(11.1)%
PBT	**114**	**309**	**(63.1)%**	**171**	**(33.3)%**
Tax	30	82	(63.4)%	66	(54.5)%
PAT	**84**	**227**	**(63.0)%**	**105**	**(20.0)%**
PAT Margins (%)	*3.60%*	*9.88%*	*(628) Bps*	*5.17%*	*(157) Bps*
Basic/Diluted EPS (INR)	2.50	6.75	(63.0)%	3.11	(19.6)%

Historical Financial Overview

Historical Standalone Income Statement

Oriental Aromatics Ltd.

Income Statement (Mn)	FY20	FY21	FY22	Q1-FY23
Total Operational Income	**7,594**	**7,088**	**8,688**	**2,336**
Total Expenses	6,312	5,532	7,753	2,169
EBITDA	**1,282**	**1,556**	**935**	**167**
EBITDA Margins (%)	*16.88%*	*21.95%*	*10.76%*	*7.15%*
Other Income	63	18	44	20
Depreciation	190	175	170	47
Finance Cost	120	24	41	24
PBT	**1,035**	**1,375**	**768**	**116**
Tax	167	351	227	30
Profit After Tax	**868**	**1,024**	**541**	**86**
PAT Margins (%)	*11.43%*	*14.45%*	*6.23%*	*3.68%*
EPS (After Exceptional Items)	25.78	30.44	16.06	2.57

Historical Standalone Balance Sheet

Oriental Aromatics Ltd.

Liabilities (INR Mn)	FY20	FY21	FY22
Shareholders Fund			
Share Capital	168	168	168
Other Equity	4,470	5,406	5,893
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	15	-	450
ii) Other Financial Liabilities	8	2	-
Deferred Tax Liabilities (Net)	261	267	271
Long-Term Provisions	18	25	21
Current Liabilities			
Financial Liabilities			
i) Short-Term Borrowings	431	779	943
ii) Trade Payables	566	713	817
iii) Other financial Liabilities	114	58	38
Short-Term Provisions	17	14	19
Other Current liabilities	21	24	40
TOTAL EQUITY AND LIABILITIES	6,089	7,456	8,660

Assets (INR Mn)	FY20	FY21	FY22
Assets			
Non-Current Assets			
Property, Plant and Equipment	1,814	1,846	2,076
Intangible Asset	24	2	24
Capital WIP	17	125	210
Right of use- Lease	74	67	60
Goodwill on amalgamation	450	450	450
Financial Assets			
Investment in Subsidiaries	60	96	144
Other financial assets	37	40	39
Income Tax Assets (Net)	32	74	77
Other non-Current assets	6	6	42
Current Assets			
Inventories	1,623	2,276	2,869
Financial Assets			
Trade and other Receivable	1,524	1,891	1,954
Cash & Cash Equivalents	131	151	63
Bank Balance other than above	18	20	16
Other Current Financial Assets	8	10	12
Other Current Assets	270	401	624
Non-Current Assets classified as held for Sale	1	1	-
TOTAL ASSETS	6,089	7,456	8,660

Historical Consolidated Income Statement

Oriental Aromatics Ltd.

Income Statement (Mn)	FY20	FY21	FY22	Q1-FY23
Total Operational Income	**7,599**	**7,088**	**8,688**	**2,336**
Total Expenses	6,327	5,537	7,763	2,171
EBITDA	**1,272**	**1,551**	**925**	**165**
EBITDA Margins (%)	***16.74%***	***21.88%***	***10.65%***	***7.06%***
Other Income	66	17	44	20
Depreciation	190	175	170	47
Finance Cost	119	23	40	24
PBT	**1,029**	**1,370**	**759**	**114**
Tax	167	351	226	30
Profit After Tax	**862**	**1,019**	**533**	**84**
PAT Margins (%)	***11.34%***	***14.38%***	***6.13%***	***3.60%***
EPS (After Exceptional Items)	25.61	30.29	15.84	2.50

Historical Consolidated Balance Sheet

Oriental Aromatics Ltd.

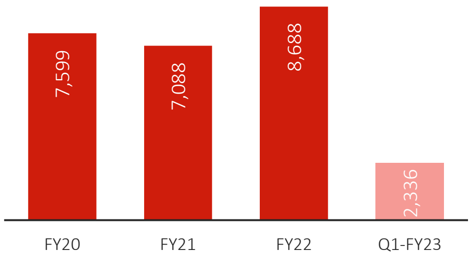
Liabilities (INR Mn)	FY20	FY21	FY22
Shareholders Fund			
Share Capital	168	168	168
Other Equity	4,473	5,405	5,884
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	15	-	450
ii) Other Financial Liabilities	8	2	1
Deferred Tax Liabilities (Net)	260	266	269
Long Term Provisions	18	25	21
Current Liabilities			
Financial Liabilities			
i) Short-Term Borrowings	431	779	943
ii) Trade Payables	557	709	812
iii) Other financial Liabilities	115	58	41
Short-Term Provisions	17	14	20
Other Current liabilities	21	24	40
TOTAL EQUITY AND LIABILITIES	6,083	7,450	8,649

Assets (INR Mn)	FY20	FY21	FY22
Assets			
Non-Current Assets			
Property, Plant and Equipment	1,815	1,846	2,079
Goodwill on Amalgamation	450	450	450
Capital WIP	18	127	251
Intangible Assets	24	2	24
Right to use	74	67	102
Other Financial Assets	37	40	41
Income Tax Assets (Net)	32	74	77
Other non-Current assets	6	68	75
Current Assets			
Inventories	1,623	2,276	2,869
Financial Assets			
Trade and other Receivable	1,514	1,886	1,948
Cash & Cash Equivalents	173	154	66
Bank Bal other than above	38	47	28
Other Current Financial Assets	8	10	12
Other Current Assets	270	402	627
Non-Current Assets Classified as held for Sale	1	1	-
TOTAL ASSETS	6,083	7,450	8,649

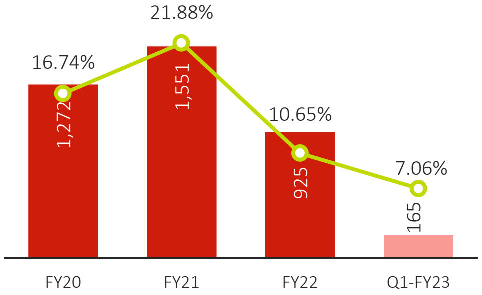
Consolidated Financial Performance

Oriental Aromatics Ltd.

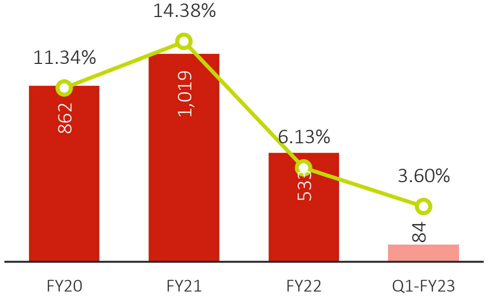
Revenue from Operations (INR Mn)



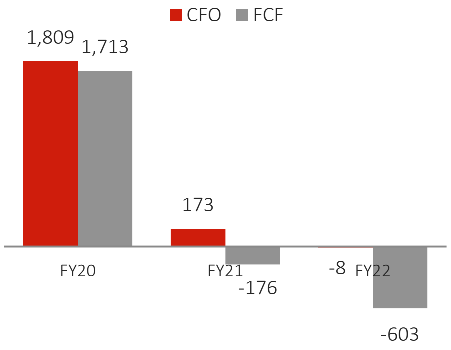
EBITDA (INR Mn) EBITDA MARGINS (%)



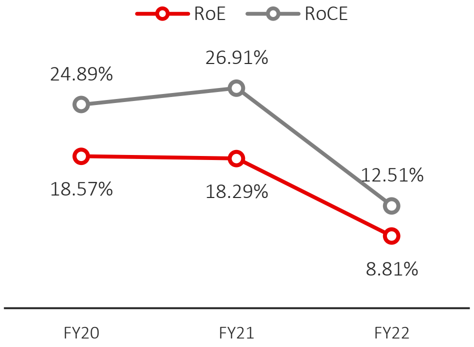
PAT (INR Mn) PAT MARGINS (%)



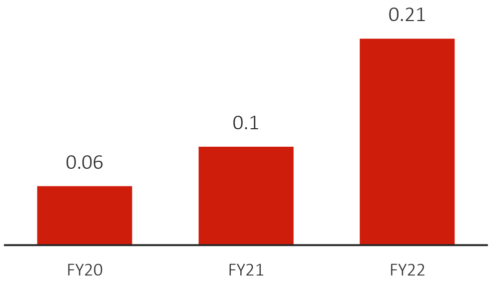
Cash flow from operations (CFO) & Free Cash Flows (FCF) (INR Mn)



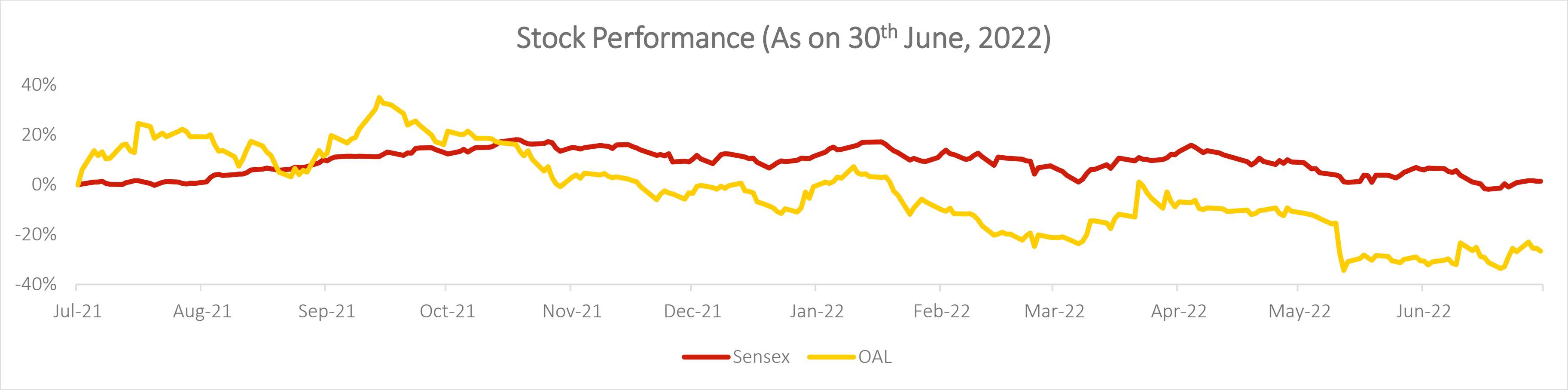
RoE (%) and RoCE (%)



Net D/E (x)

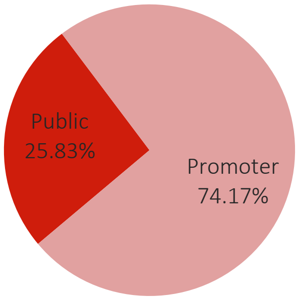


Capital Market Information



Price Data (As on 30th June, 2022)	INR
Face Value	5.0
CMP	568.3
52 Week H/L (INR)	1,148.0/501.5
Avg. Net Turnover(INR Mn)	23.0
Market Cap (INR Mn)	19,125.3
Equity Shares Outstanding (Mn)	33.7

Shareholding Pattern (As on 30th June, 2022)



Safe Harbour

Oriental Aromatics Ltd.

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thank you