Mangalam Organics Limited

Head Office : 812, Tulsiani Chambers,
212, Nariman Point, Mumbai - 400 021.
Tel. : 91-22-4920 4089 / 2282 4089
Fax : 91-22-4920 4081 / 2284 1281
Email : info@mangalamorganics.com
Web : www.mangalamorganics.com
CIN - L24110MH1981PLC024742

Registered Office / Factory :
Village Kumbhivali, Savroli-Kharpada
Road,Khalapur-410 202,
Dist. Raigad (Maharashtra)
Tel. 02192 - 276140

Date: November 17, 2026

BSE Limited
Listing & Compliance Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai – 400001.

Scrip: 514418

The National Stock Exchange of India Limited
Listing & Compliance Department
Exchange Plaza, C-1 Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Symbol: MANORG

Dear Sir/Madam,

Sub: Investor Presentation for Second Quarter and Half Year ended September 30, 2026 under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Pursuant to Regulation 30 of the Listing Regulations, we hereby enclose a copy of Investor Presentation for Second Quarter and Half Year ended September 30, 2026.

This Investor Presentation may also be accessed on the website of the Company at www.mangalamorganics.com.

Request you to kindly take the same on record.

Thanking you,

Yours faithfully,
For **Mangalam Organics Limited**

CHARMI KIRTIBHAI SHAH
Digitally signed by CHARMI KIRTIBHAI SHAH
Date: 2026.11.17 17:34:03 +05'30'

Charmi Shah
Company Secretary & Compliance Officer

Encl: As above

Mangalam Organics Limited

Investor Presentation

September 2026



SAFE HARBOR

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Mangalam Organics Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

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.

Mangalam Journey of evolution

Mangalam Organics Limited

1946 FOUNDED

80+ YEARS EXPERIENCE

349+ EMPLOYEES

8+ BRANCHES

100+ PRODUCTS

01 THE BEGINNING 1946–1949

- **1946** Late Ramgopal Dujodwala (Founder) commenced trading in Rosin.
- **1949** Established Rosin and Turpentine manufacturing.

02 CAPACITY BUILD-UP 1988–1994

- **1988** Facility built for manufacture of Rosin and Turpentine at Khopoli.
- **1994** Facility built for manufacture of Camphor; listed on BSE Limited.

03 DIVERSIFICATION 2007–2013

- **2007** Kamalkumar Dujodwala took over as Chairman; new Synthetic Resins division.
- **2013** Commenced manufacturing and retailing Mangalam Camphor Tablets.

04 BRANDS & PORTFOLIO 2017–2020

- **2017** Commenced manufacturing and retailing camphor-based homecare products under CamPure.
- **2020** Established Mangalam Brands Private Limited for "Mangalam" and "CamPure".

05 MARKET EXPANSION 2021–2025/26

- **2021** Listed on NSE in November 2021; camphor capacity expanded to approximately 10,000 MT.
- **2025–26** Completed 2,500 MT p.a. Bhimseni / Isoborneol Flakes expansion; camphor production capacity increased to 12,000 MT.

Our Product Portfolio – B2B

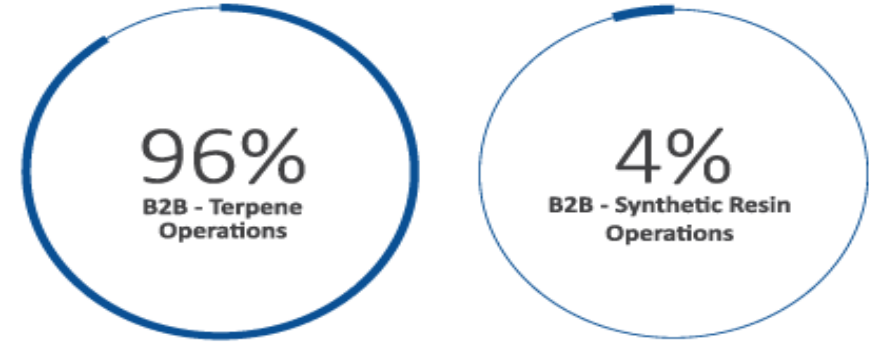
TERPENE





SYNTHETIC RESINS

Revenue break-up of Mangalam Organics Limited



Our Business Segments

Mangalam Organics Limited

B2B • Terpenes

- **Camphor**
  Religious use, healthcare and hygiene products
- **Dipentene**
  Paints, cleaning and degreasing agents
- **Sodium Acetate**
  Textiles, dyes and leather tanning
- **Isobornyl Acetate**
- **Isoborneol**

B2B • Synthetic Resins

- **Terpene Phenolic Resin**
  Adhesives, tyres, rubber and chewing gum
- **Alkyl Phenolic Resin**
  Printing inks
- **Resin Esters**

B2C • Retail Operations

- **CamPure**
  Camphor-based homecare and personal care products
- **Mangalam**
  Camphor tablets for religious use and private labelling initiatives

Our Product Portfolio – B2C (MANGALAM)

Mangalam Organics Limited

Consumer-Focused Business



Mangalam – Camphor tablets for pious uses. Private Labelling Initiatives

Our Product Portfolio – B2C (CAMPURE)

Mangalam Organics Limited

Consumer-Focused Business



CamPure – Homecare and personal care products based on Camphor

Our Business Model

A robust and integrated model that creates value at every step

Chemistry Capabilities

Strong R&D and deep chemistry expertise enable us to develop high quality and innovative products

B2C Retailing Expertise

Strong consumer connect and retail capabilities help us reach customers effectively and build trusted brands

Competitive Edge

High Product quality, innovation and operational efficiencies give us a sustainable edge in a competitive market

Cost Advantage

High Product quality, innovation and operational efficiencies give us a sustainable edge in a competitive market

FINANCIALS



GROWTH

Sustained expansion driving future



VALUE

Creating long-term shareholder value

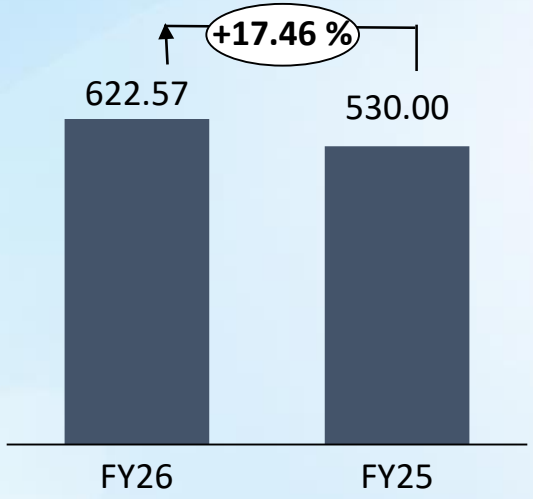


PERFORMANCE

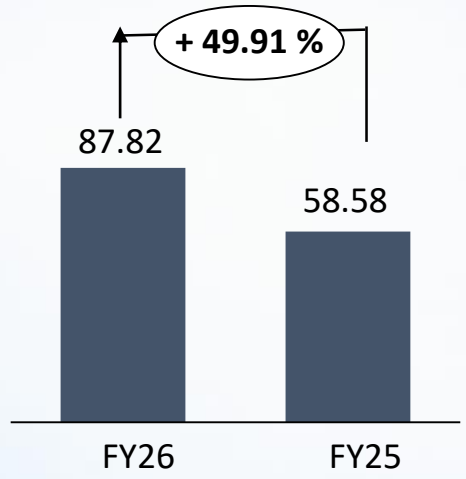
Strong results, consistent delivery

FY26 Consolidated Financial Performance

Revenues (Rs. Crs)



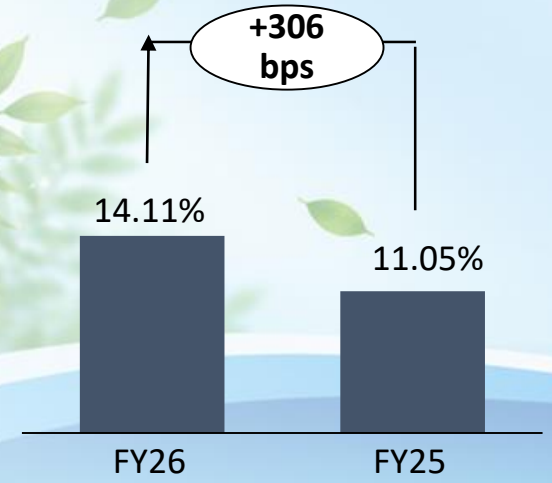
EBITDA (Rs. Crs)



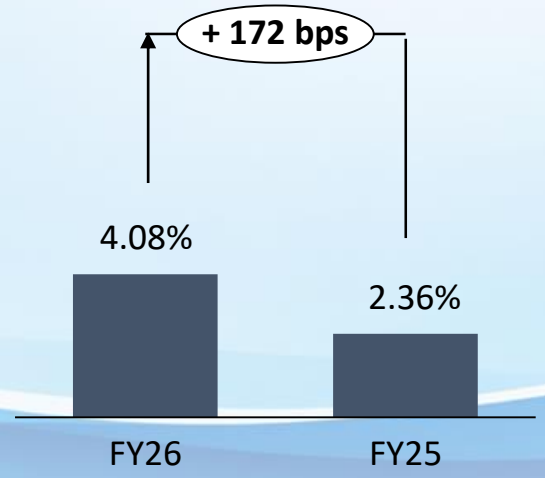
PAT (Rs. Crs)



EBITDA Margin (%)



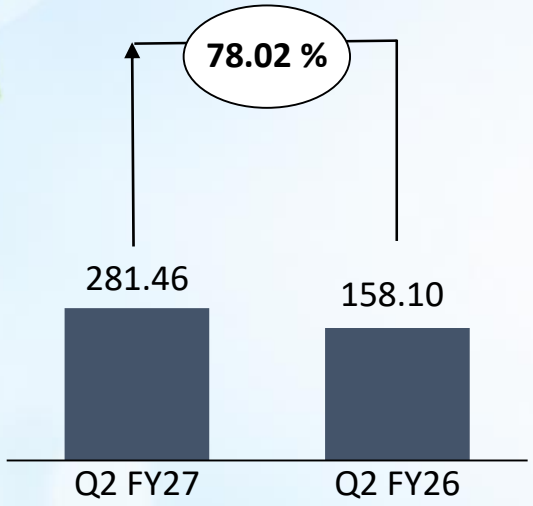
PAT Margin (%)



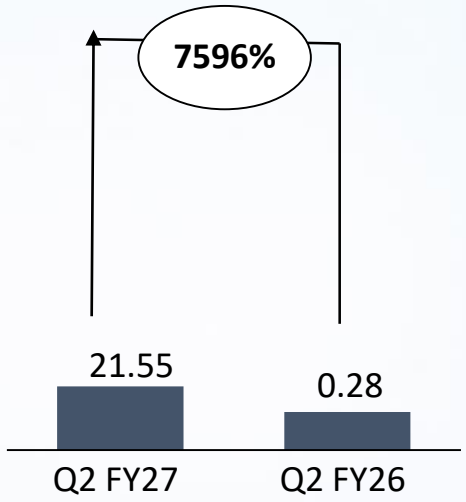
- **Revenue growth of 17.46 % in FY26 vs FY25.**
- **Decrease in input costs lead to profitability for the year.**
- **Company continues its efforts on improving efficiencies and margins going forward.**

QOQ FY27 Q2 Consolidated Financial Performance

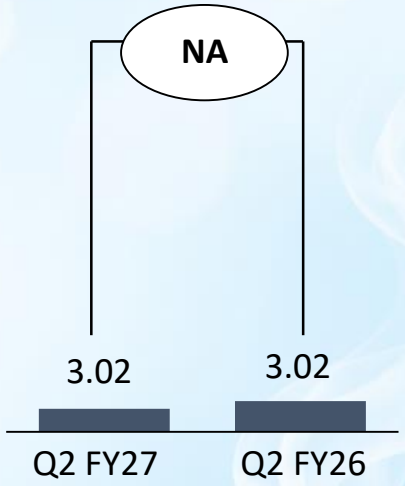
Revenues (Rs. Crs)



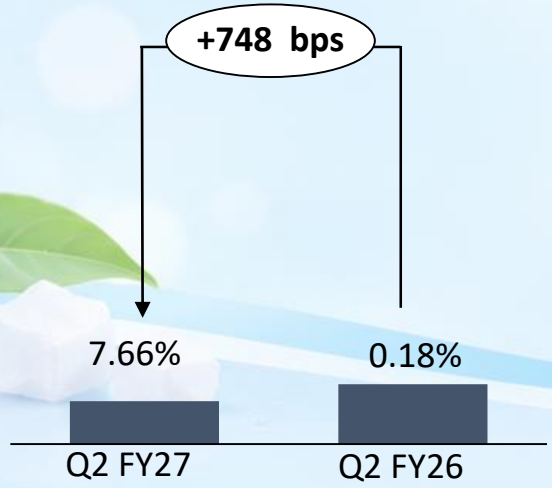
EBITDA (Rs. Crs)



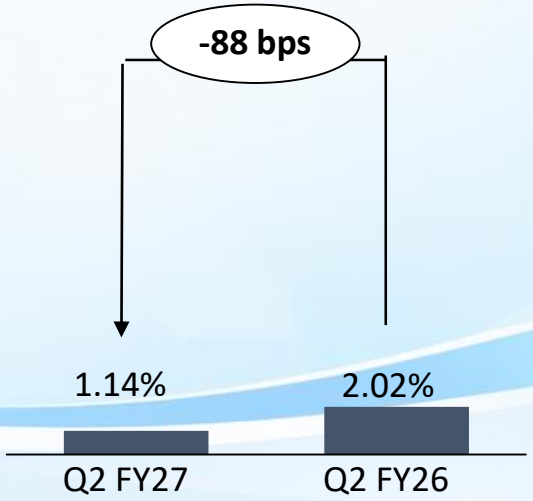
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)



Revenue Growth of 78.02 % in Q2 FY27 as compared to Q2 FY26.

Continued focus on enhancing operational efficiencies and strengthening margins going forward.

Q1 FY27 Consolidated Profit & Loss Statement

Mangalam Organics Limited

Particulars (Rs. Crs)	Q2FY27	Q2 FY26	Y-o-Y (%)	Q1FY27	Q-O-Q	FY26	FY25	Y-o-Y (%)
Revenue from Operations	**281.46**	**158.10**	**78.03**	**179.09**	**57.16**	**622.57**	**530.01**	**17.46**
Cost of Materials Consumed	199.45	99.67		122.89		365.34	312.47	
Purchase of stock in trade	0.09	3.94		0.04		7.87	6.86	
Changes in Inventories of finished goods, work in progress and stock-in trade	-1.15	-1.03		-19.97		-45.18	-45.85	
Gross Profit	**83.07**	**55.52**	**49.62**	**76.13**	**9.12**	**294.54**	**256.53**	**14.82**
GP %	**29.5**	**35.1**		**42.5**		**47.3**	**48.4**	
Employee Benefits Expense	14.13	12.08		13.55		49.92	41.54	
Other Expenses	47.39	43.16		40.37		156.80	156.41	
EBITDA	**21.55**	**0.28**	**7596**	**22.21**	**-2.97**	**87.82**	**58.58**	**49.91**
EBITDA %	**7.66**	**0.18**		**12.40**		**14.11**	**11.05**	
Other Income	0.05	20.54		0.07		4.75	0.33	
Depreciation and Amortisation Expense	7.51	6.13		6.16		27.58	20.82	
EBIT	**14.09**	**14.69**	**-4.08**	**16.12**	**-12.59**	**64.99**	**38.09**	**70.62**
Finance Costs	9.09	6.99		7.42		28.19	21.47	
PBT	**5**	**7.7**	**-35.06**	**8.7**	**-42.53**	**36.8**	**16.61**	**121.55**
Less: Exceptional Loss	**0**	3.5	**-**	**0**		**-3.5**	**-**	
PBT after Exceptional Loss	**5**	**4.18**	**-**	**8.7**		**33.3**	**-**	
Less: Tax Expense	1.8	**0.98**		1.43		7.92	4.11	
Profit for the year	**3.2**	3.2	**0.00**	**7.27**	**-55.98**	**25.38**	**12.5**	**103.04**
PAT %	1.14	2.02		4.06		4.08	2.36	
EPS	3.74	3.73		8.49		29.64	14.6	

Profit & Loss Statement (Audited) as on March 2026

Particulars (Rs. Crs)	FY26	FY25	FY24	FY23
Revenue from Operations	622.57	530.01	493.52	492.5
Cost of Materials Consumed	365.34	312.47	258.93	409.4
Purchase of stock in trade	7.87	6.86	6.37	6.5
Changes in Inventories of finished goods, work in progress and stock-in trade	-45.18	-45.85	37.37	-72.7
Gross Profit	294.54	256.53	190.85	149.3
GP %	47.3	48.40	38.67	30.31
Employee Benefits Expense	49.92	41.54	39.07	34.7
Other Expenses	156.80	156.4	113.11	117.4
EBITDA	87.82	58.59	38.67	-2.8
EBITDA %	14.11	11.05	7.84	-0.57
Other Income	4.75	0.33	0.77	0.5
Depreciation and Amortisation Expense	27.58	20.82	19.83	17.6
EBIT	64.99	38.1	19.61	-19.9
Finance Costs	28.19	21.48	15.61	13.7
PBT before exceptional items	36.8	16.62	4	-33.6
Exceptional items	-3.5	0	0	0
PBT	33.3	16.62	4	-33.6
Total Tax Expense	7.92	4.12	-0.21	-6.5
Profit for the year	25.38	12.5	4.21	-27.1
PAT %	4.08	2.36	0.85	-5.50
EPS	29.64	14.6	4.92	-31.6

Consolidated Balance Sheet (Audited) as on March 2026

Equity & liabilites (RS.Crs)	March-26	March-25
Equity Share Capital	9	9
Other Equity	310	284
Total Equity	319	293
Financial Liabilities		
Borrowings	55	35
Provisions	4	3
Deferred tax liabilities (Net)	7	1
Lease Obligation	2	0
Total Non- Current Liabilities	**68**	**39**
Financial Liabilities		
(i) Borrowings	301	234
(ii) Trade Payables	47	51
(iii) Other Financial Liablilites	1	1
Provisions	1	1
Other Current liabilites	3	5
Current tax Liabilities (net)	0	0
Total Current Liabilities	**353**	**292**
Total Liabilities	**740**	**624**

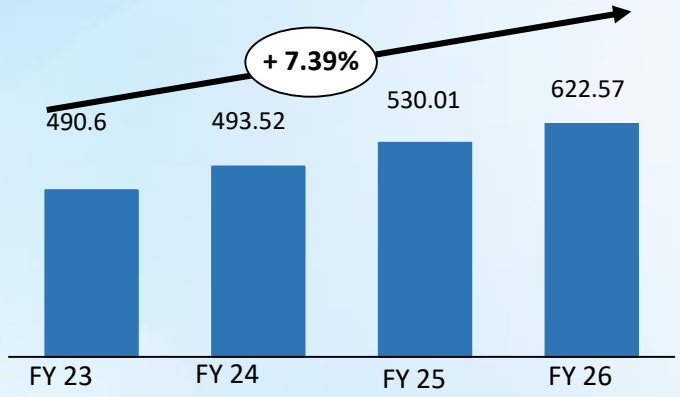
Assets(Rs. Crs)	March-26	March-25
Property ,plant and equipment	328	269
Capital work-in -progress	0	26
Financial Assets	0	0
(i) Investments	0	0
(ii) Deferred tax Assets (Net)	0	0
(iii) Other Financial Assets	11	11
Total Non -Current Assets	**339**	**306**
Inventories	300	213
Financial Assets		
(i) Trade Receivable	59	69
(ii) Cash and Cash Equivalents	1	1
(iii) Other Bank Balances	1	0
(iv) Other Financial Assets	18	18
Current Tax Assets (net)	1	1
Other Current Assets	21	16
Total Current Assets	**102**	**105**
Total Assets	**740**	**624**

Cash Flow Statement (Audited)

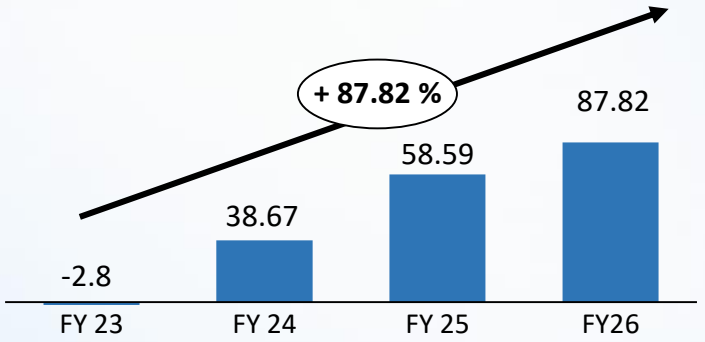
Particulars (Rs. Crs)	FY26	FY25	FY24
Profit before Tax	**33.30**	16.62	3.99
Operating Profit before Working Capital Changes	**89.10**	**58.89**	**38.66**
Changes in Working Capital	**-85.85**	-66.67	29.78
Cash Generated from Operations	**3.25**	**-7.79**	**68.44**
Direct Taxes paid (net of refund)	**-2.34**	-0.06	4.28
Net Cash from Operating Activities	**0.91**	**-7.84**	**72.72**
Net Cash Flow from Investing Activities	**-60.05**	**-67.05**	**-39.51**
Net Cash Flow from Financing Activities	**59.78**	**73.63**	**-32.55**
Net change in cash & cash equivalents	**0.65**	**-1.27**	**0.66**

Performance in Charts (Audited)

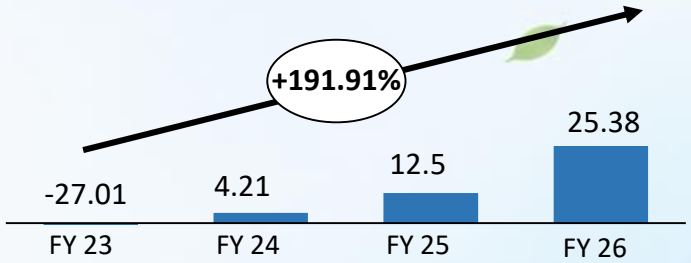
Revenues (Rs. Crs)



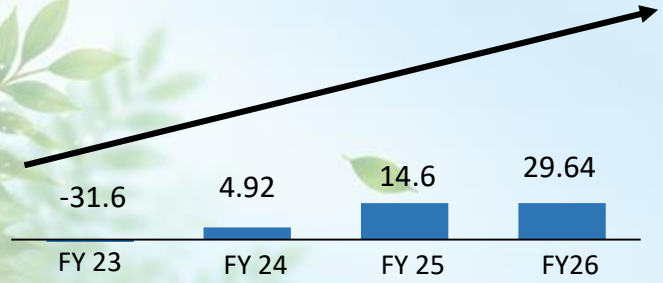
EBITDA (Rs. Crs)



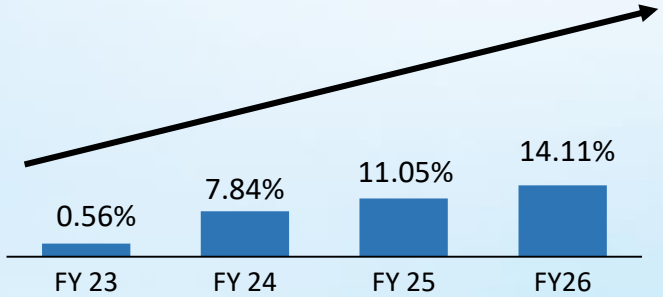
PAT (Rs. Crs)



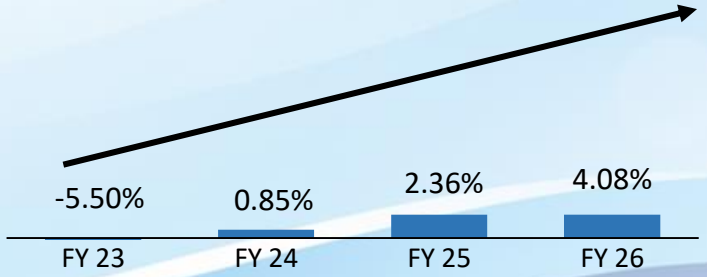
Earnings Per Share (in Rs)



EBITDA Margins (%)



PAT Margins (%)



Mangalam Brands Private Limited

Q2 FY27 Financial Performance

Total Income **₹82.69 Cr** | YoY Growth +50.56%

₹ crore, except margins

Metric	Q2 FY27	Q2 FY26	YoY Change
Total Income	**82.69**	54.92	+50.56%
EBITDA from Operations	**7.86**	8.57	−8.28%
EBITDA Margin from Operations	**9.50%**	15.60%	−6.10%

MANGALAM THROUGH THE YEAR

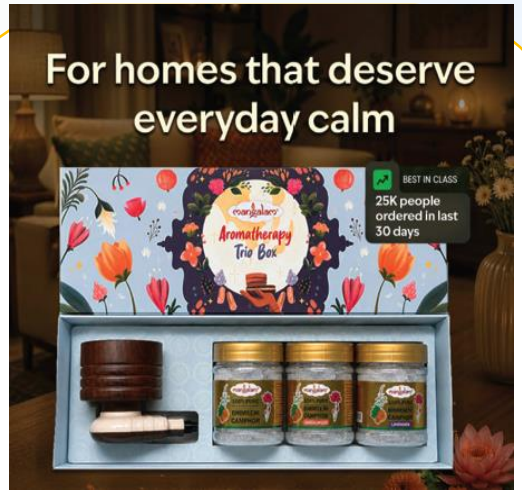
For generations, camphor has carried light, fragrance, and faith into Indian homes, temples, and moments of devotion



EVERYDAY RITUALS



FESTIVE TRADITIONS



CALM AT HOME



FRAGRANCE & PURITY



LIGHTING EVERY MOMENT

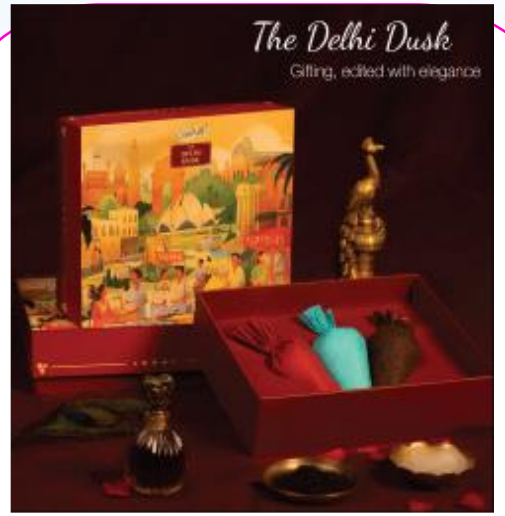
Mangalam Organics manufactures a wide range of pine-based specialty chemicals, including terpene, synthetic resins, and camphor.
The launch of Mangalam Camphor Tablets in 2013 marked an important step in taking its camphor expertise closer to Indian households.



FOR OUR LOVED ONES

CAMPURE THROUGH THE YEAR











MBPL draws strength from the Company's advanced manufacturing facility in Khopoli, Maharashtra, with a production capacity of 2,500 to 3,000 metric tonnes of camphor-based FMCG products per year and further expanded camphor-led products across spirituality, home fragrance, personal spaces, and everyday care.



Connecting with Consumers

Outdoor, social media & TV campaigns

Mangalam Organics Limited



OUTDOOR

Building brand recognition



SOCIAL MEDIA

Celebrating festive moments



TV COMMERCIAL

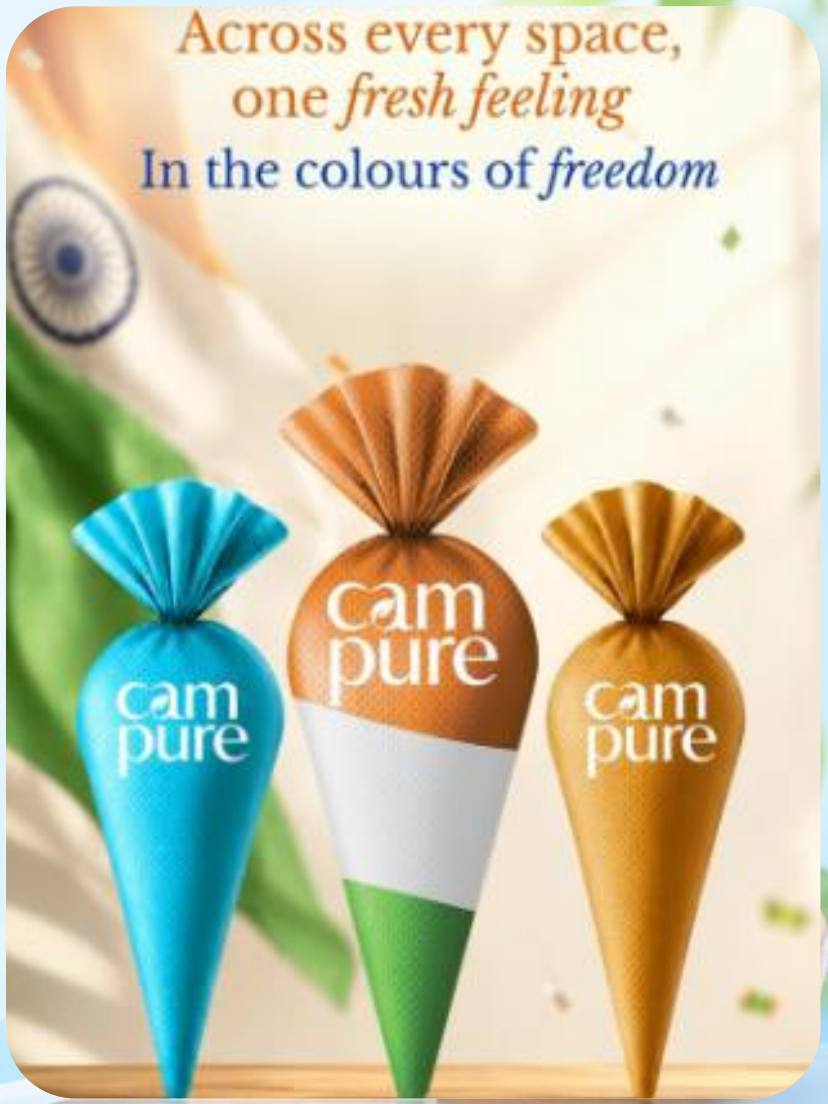
Bringing devotion to life

Social Media and TV commercial Presence

Mangalam Organics Limited







Social Media

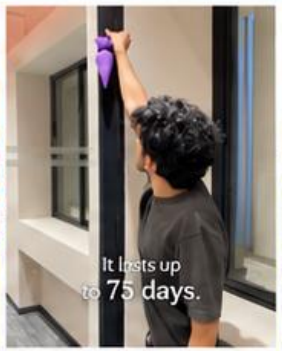


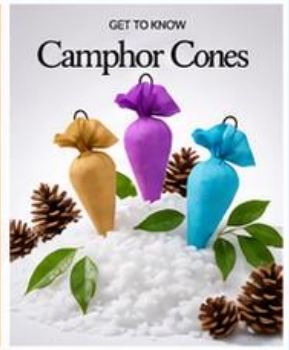




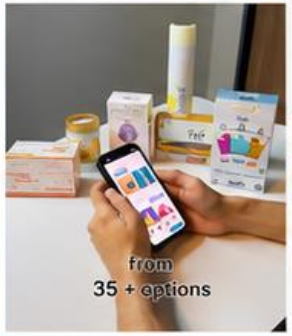


























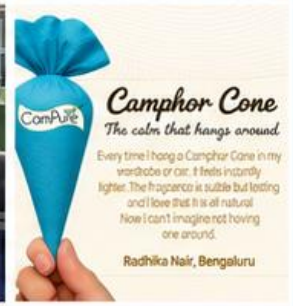






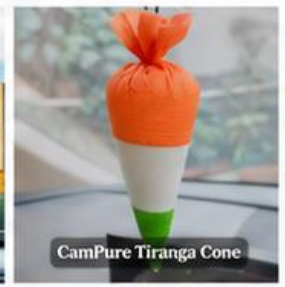




















Reviews

Mangalam Organics Limited

★★★★★

U **Udayappan Annamalai** Verified
24/04/2026

Good Freshening Feel

Good Refreshing Smell of Camphor which gives Divine Feel



Review for
Camphor Cone - Original
Pack of 6

★★★★☆

A **Anonymous** Verified
23/08/2026

It was amazing product really i like

It was amazing product really i like it...



Review for
Camphor Cone - Mogra
Pack of 10

A **Anonymous** Verified
31/10/2026

Good ಒಳ್ಳೆಯ ಪ್ರಾಡಕ್ಟ್

Good
ಒಳ್ಳೆಯ ಪ್ರಾಡಕ್ಟ್



Review for
Bhimseni Camphor - 500g
Pack of 1

★★★★★

M **Milind Phansekar** Verified
10/11/2026

Awesome product

Best for Pooja use !

Pack of 3

★★★★★

A **Ashissh Pandey** Verified
26/10/2026

Camphor Pooja Oil - 900ml

Sonu K.

★★★★★ **Pleasant fragrance and good for puja**

Reviewed in India on 5 September 2026
Size: 100 g (Pack of 1) | Verified Purchase

What I like:

The camphor has a nice, clean fragrance and the 100g jar is a good quantity for regular use. It works well for puja and also leaves a pleasant aroma in the room. The pieces are easy to handle and the jar is convenient for storage.

Things to know:

The fragrance is noticeable, so if you prefer a very mild scent, keep that in mind. Overall, a useful product for regular puja and home fragrance.



Top reviews from India

Sadagopa Ramanujam R

★★★★★ **Truly refreshing!**

Reviewed in India on 16 October 2026
Scent Name: Original | Size: 1 count (Pack of 2) | Verified Purchase

I think I've finally found the right air freshener for my car after years of dabbling with several options. The aroma diffusion rate is just right, with the fragrance being pleasantly welcoming rather than being overbearing like some of the commercial air fresheners. The aroma can be felt from the back seat as well and so the spread is quite effective. The suspender is of good quality and the cone is unobtrusive. In all, right from the packaging to the setup to the experience, it is money well spent.

3 people found this helpful

Helpful | Report

BUILDING TOMORROW'S SUCCESS.



FUTURE STRATEGY

B2C Future Growth Strategy

Expansion in Product Portfolio	Expansion in Geographical Reach	Export Opportunity	E-Commerce Growth
Introduction of new products for the retail markets to increase our market share	*Expand the distribution network; at present, we employ 190 salespeople; this will enable us to penetrate 14 states*	*Strengthening brand and unlocking the power of E-commerce . Our products are available on Amazon, Big basket, Jio mart, Flipkart etc.*	*There is huge global market potential for the products we manufacture. We started selling our products in USA & UK*



Our Key clientele

Mangalam Organics Limited

Terpene Operations

asianpaints
KANSAI NEROLAC PAINTS LIMITED
Berger Paint your imagination
Amrutanjan Pure Healthy Essence
Himalaya SINCE 1930
Dabur
VICCO TRUSTED AYURVEDA SINCE 1952
ITC Limited
emami
Colgate

Synthetic Resin Operations

Pidilite
Henkel
Bostik smart adhesives
H.B. Fuller Connecting what matters.™

Retail Operations

DMart
Reliance RETAIL
spencer's Makes fine living affordable
amazon
blinkit
instamart
zepto
emami GROUP
more.
Flipkart
bigbasket A TATA Enterprise
METRO Cash & Carry
A TATA Enterprise STAR Bazaar
APNAMART
LuLu
Walmart

Our Manufacturing Facilities



FROM PLANNING TO PRODUCTION

Desire may ignite the spark, and skill may guide the craft but it's smart planning, efficient resource use, and thoughtful process design that truly redefine the boundaries of what we can produce

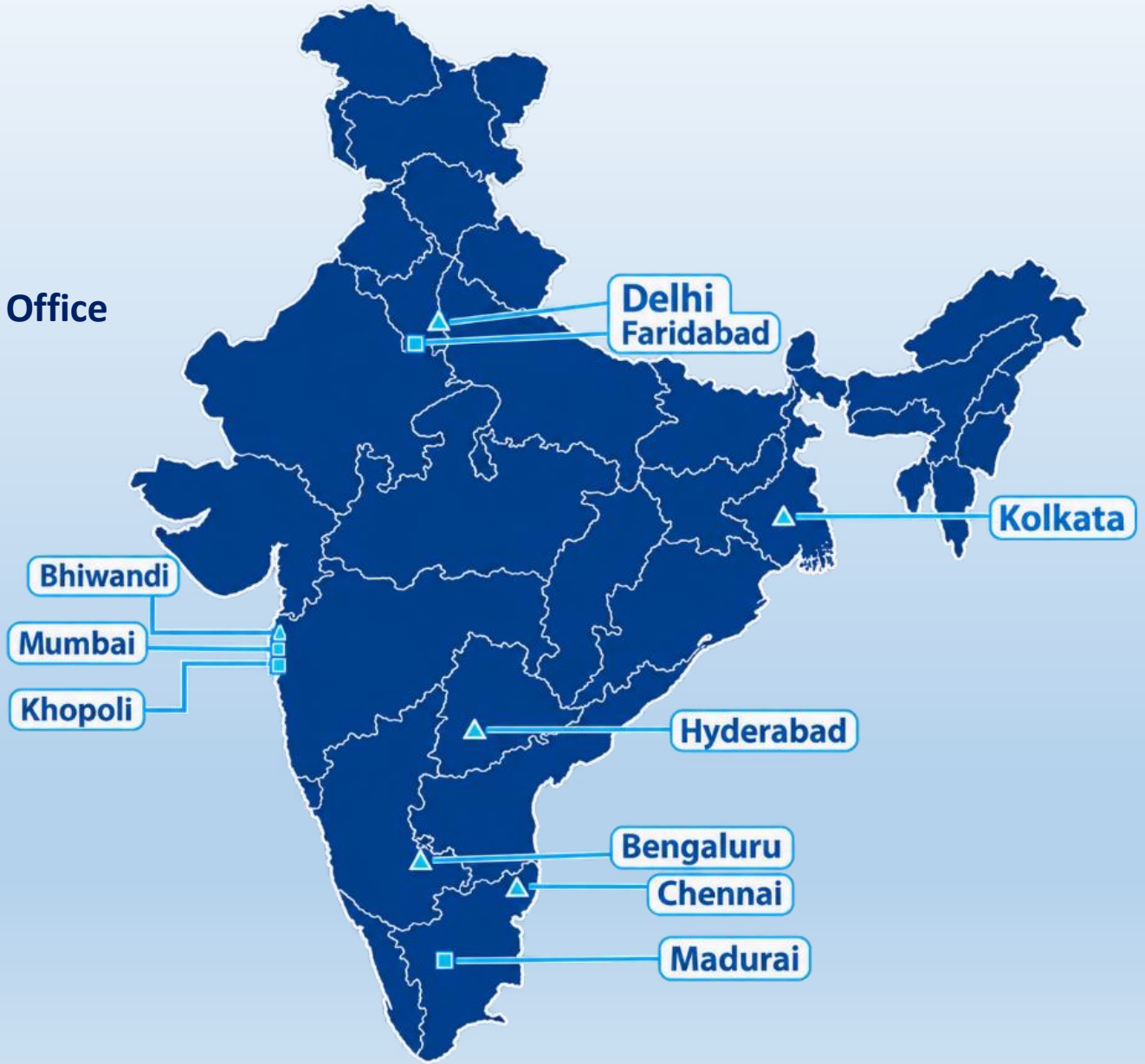






Our Sales Network

- □ Manufacturing Plant
- □ Head Office
- △ Warehouse & Marketing Office
- ■ Marketing Office



KEY MANAGEMENT PERSONNEL

Driving Excellence Through Leadership



Our Board of Directors

Mr. Kamalkumar Dujodwala (Chairman)



A Graduate in Science along with training at National Chemical Laboratory, Mr. Kamalkumar Dujodwala brings with him over 42 years of experience in the chemical Industry and has spearheaded commissioning and operations at various facilities across India. He has been the president of the All-India Manufacturers Organization and is presently the Vice President of the Indo-China Chamber of Commerce. Mr. Kamalkumar took over as Chairman of the Company in year 2007.

Mr. Pannkaj Dujodwala (Managing Director)



Mr. Pannkaj Dujodwala holds an MBA degree from Landsdown College, New Hampshire University, UK and is a Graduate in Commerce. He has been involved in the Pine Chemicals Industry for over 35 years and brings with him wide experience to oversee day-to-day activities at Mangalam Organics Limited.

Our Board of Directors

Mrs. Manisha Agarwal
(Independent Woman Director)

Manisha Agarwal is a qualified Chartered Accountant with extensive experience in financial markets, personal finance, and recruitment for domestic and international corporations. She manages family and corporate investment portfolios, oversees financial statement preparation and tax filings, and is also associated with the travel and tour services business, Voyapal.

Mr. Sanjay Bhiva Kadam
(Independent Director)

Sanjay Bhiva Kadam is a competent Chartered Accountant and B.com graduate, He is a partner in Chartered Accountants firm since 2014 and his firm has associated with various Chartered Accountants/ Company Secretaries Firms with an objective to provide quality and time bound professional services to their clients.

Our Board of Directors

Mr. Sudarshan Kumar Saraf (Independent Director)

Sudarshan Kumar Saraf, Co-Chairman and Managing Director aged 60+, holds a Mechanical Engineering degree from IIT Bombay. Honored with the 1999 Distinguished Service Award, he pioneered the interval thread rolling process and developed tools enhancing yields.

He serves on the boards of BMS Industries, Ashrit Holdings, and Technosoft Engineering Projects, is a trustee of promoter-supported trusts, and a director at Anhui Reliable Steel Technology (China), Technocraft International (UK), and Technocraft Trading Spolka.

Mr. Mahesh Lahurao Navathar (Executive Director at Works)

Mr. Mahesh Lahurao Navathar is a Chemical Engineer with 14 years of experience in plant operations and project management. He holds a B.E. and a Diploma in Chemical Engineering and currently serves as Senior Manager – Production at Mangalam Organics Ltd.

He has led capacity expansion projects and specializes in chemical processes such as Nitration and Chlorination, focusing on safety, efficiency, and process automation.

In Memoriam

Mangalam Organics Limited



Mr. Sidharath Singh Sekhon
Non-Executive Independent Director
DIN: 01983046

Remembering his service and contribution

We deeply mourn the demise of Mr. Sidharath Singh Sekhon on September 23, 2026.

Mr. Sekhon brought deep expertise in excise, VAT and indirect taxation, providing valuable guidance to the Company on complex tax and regulatory matters. His foresight, experience and sound judgement greatly supported the Company's decision-making.

As an Independent Director, he offered an objective perspective and thoughtful counsel, contributing to strong corporate governance and the long-term interests of the Company and its stakeholders.

The Board gratefully acknowledges his invaluable contributions, integrity and commitment. He will be remembered with deep respect and appreciation.

Our Management Team

Mr. Akshay Dujodwala – Chief Strategy Officer

Mr. Akshay Dujodwala has received his Master's Degree in Business Analytics & Consulting from Warwick Business School, United Kingdom and a Bachelors' Degree in Banking and Insurance from University of Mumbai. Mr. Dujodwala has also gained an experience by working in firms like Universal Consulting India Pvt Ltd, Enam Securities and ICICI Prudential AMC Ltd. He has been appointed as an Executive of the Company since September 2018 with a responsibility to head Retail Sales and Marketing department. He is instrumental in transforming the company from a B2B to B2C player.

Mr. Sanjay Bhardwaj – Chief Executive Officer

Sanjay Bhardwaj, a certified Chartered Accountant, has been associated with the Company in multiple roles and departments for the past 30 years, starting from November 1, 1994, to the present. Throughout his tenure, he has effectively managed diverse portfolios including production, marketing, finance, and human resources planning.

Mr. Manoj Mhapadi – Chief Financial Officer

Mr. Manoj Mhapadi is a Chartered Accountant, having an experience of 20 years in the fields of Accounts, taxation and auditing, commercial operation, system Development/ MIS, Fund Sourcing and Budgetary control.

Ms. Charmi Shah – Company Secretary

Over three years of experience in Secretarial and Compliance functions, with expertise in SEBI regulations and Companies Act compliances. Skilled in statutory filings, board processes, regulatory coordination, compliance advisory, and investor relations, providing timely and effective support for corporate governance.

Mangalam Organics Limited

INVESTOR RELATIONS

Thank You



Charmi Shah

Company Secretary & Compliance Officer

Mangalam Organics Limited

CIN: L24110MH1981PLC024742

cs@mangalamorganics.com

www.mangalamorganics.com