



# Gem Aromatics Limited

**Manufacturer & Exporters of Essential Oils & Aromatics Chemicals**

Registered Office: A/410-411, A-Wing, Kailash Ind. Complex, Powai Vikhroli link Rd, Vikhroli West,  
Mumbai-400079. Maharashtra, India, Tel No: +91-2225185231/25185931  
CIN: L24246MH1997PLC111057

Date: August 13, 2026

**To,**  
**Listing / Compliance Department**  
**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**BSE CODE: 544491**

**To,**  
**Listing / Compliance Department**  
**National Stock Exchange of India Limited**

Exchange Plaza, C-1, Block G  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

**NSE SYMBOL: GEMAROMA**

Dear Sir/Madam,

**Subject: Submission of Investor Presentation in respect of Unaudited (Standalone & Consolidated) Financial Results for the quarter ended June 30, 2026**

Pursuant to Regulation 30 and Para A of Part A of Schedule III read with Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on performance review of the Company for the quarter ended June 30, 2026.

The same will be available on the website of the Company at [www.gemaromatics.com](http://www.gemaromatics.com).

You are requested to take the same on your record.

Thanking you,

Yours faithfully,

**For Gem Aromatics Limited**

**Akshita Deepak Gohil**  
**Company Secretary & Compliance Officer**

**Encl: As Above**



**GEM**  
AROMATICS

Investor Presentation

Q1FY27



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**Q1FY27  
Highlights**



**Company  
Overview**



**Annual  
Financials**



**Annexure**



# Q1FY27 Highlights







**Yash Vipul Parekh**

Managing Director and Chief Executive Officer

“

Q1FY27 witnessed YoY growth in revenue from operations, while the business continued to operate in a seasonally softer quarter. As we look ahead, our focus is increasingly shifting towards utilizing and monetising the expanded manufacturing platform at Dahej and scaling the newer product categories through Krystal Ingredients.

We are seeing continued progress in customer engagement and product qualification. Our focus remains on converting these opportunities into recurring commercial business as they scale.

Innovation and R&D remain central to our long-term strategy, with continued focus on process innovation, product customization and development of higher-value specialty molecules. The multipurpose capabilities at Dahej also provide flexibility to address evolving customer requirements and support the development of specialty products.

We continue to strengthen our international presence, with the proposed Brazil subsidiary expected to enhance our distribution reach in Latin America.

We remain committed to disciplined execution and sustainable value creation, with our focus now on progressively scaling Krystal Ingredients' Dahej facility, strengthening our product capabilities and expanding our presence across global markets.

”

# Q1FY27 Financial Performance



|              | Revenue<br>(Rs Cr)             | Gross Margin &<br>EBITDA Margin (%)                                                                                                             | PAT<br>(Rs Cr)                   | Cash PAT<br>(Rs Cr)           |
|--------------|--------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|-------------------------------|
| Standalone   | <b>Rs 83.0 Cr</b><br>▲ 9% YoY  | <b>17.7 %</b><br><i>(Gross Margin declined from 25.0 % in Q1FY26)</i><br><b>10.3 %</b><br><i>(EBITDA Margin declined from 13.8 % in Q1FY26)</i> | <b>Rs 7.3 Cr</b><br>▲ 11% YoY    | <b>Rs 8.9 Cr</b><br>▲ 11% YoY |
| Consolidated | <b>Rs 98.9 Cr</b><br>▲ 13% YoY | <b>16.7%</b><br><i>(Gross Margin declined from 29.5 % in Q1FY26)</i><br><b>3.3%</b><br><i>(EBITDA Margin declined from 16.9% in Q1FY26)</i>     | <b>Rs (7.9) Cr</b><br>▼ 199% YoY | <b>Rs 1.3 Cr</b><br>▼ 87% YoY |

Consolidated profitability was impacted by higher non-cash depreciation of Rs 9.1 Cr post capitalisation of ~Rs 265 Cr Dahej capex (total planned capex ~Rs 270 Cr)

## Revenue & Market Environment

Q1FY27 revenue from operations recorded YoY growth, reflecting an improvement in underlying business activity. The quarter is seasonally softer, while the Clove business was impacted by floods in Madagascar, resulting in higher raw material prices and impacting sales. The situation has now normalised, supporting a more stable operating environment.

## Gross Margin & EBITDA Margin

Gross margin and EBITDA margin were impacted primarily by the product mix, along with higher raw material costs. The newly commissioned facility also resulted in higher operating costs and as capacity utilization improves and the contribution from higher-value products increases, we expect margins to gradually improve.

## Profitability & Depreciation Impact

Profitability was impacted by higher raw material and operating costs, along with Rs 9.1 Cr of higher depreciation following capitalization of a significant portion of the ~ Rs 265 Cr Dahej capex.

## International Market Expansion – Brazil

The Company has approved the incorporation of a Wholly Owned Subsidiary in Brazil to distribute essential oils, aromatic chemicals and specialty chemicals, strengthening its presence across Brazil and the broader Latin American market.

## Krystal Ingredients – New Product Vertical Update

- **Cooling Agents:** Customer audits completed and initial orders secured for GEM Cool 03, GEM Cool 05 and GEM Cool 23. Revenue contribution expected from Q3FY27.
- **Safranal:** Revenue contribution expected towards the end of Q2FY27 and more meaningfully from Q3FY27.
- **Phenol Derivatives:** Trial production expected by end of Q2FY27, followed by approvals and quality processes; commercial production targeted in Q3FY27, with revenue contribution expected from Q4FY27.



# Standalone Profit & Loss Statement

| Particulars (Rs Cr)                 | Q1FY27       | Q1FY26       | YoY (%)         | Q4FY26       | QoQ (%)         |
|-------------------------------------|--------------|--------------|-----------------|--------------|-----------------|
| <b>Net Revenue From Operations</b>  | <b>83.0</b>  | <b>76.4</b>  | <b>8.6%</b>     | <b>112.2</b> | <b>-26.1%</b>   |
| Cost of Goods Sold                  | 68.3         | 57.3         |                 | 86.0         |                 |
| <b>Gross Profit</b>                 | <b>14.7</b>  | <b>19.1</b>  | <b>-23.2%</b>   | <b>26.2</b>  | <b>-44.0%</b>   |
| <i>Gross Profit Margin (%)</i>      | <i>17.7%</i> | <i>25.0%</i> | <i>-734 bps</i> | <i>23.4%</i> | <i>-566 bps</i> |
| Employee Expenses                   | 3.1          | 3.4          |                 | 2.6          |                 |
| Other Expenses                      | 3.1          | 5.2          |                 | 8.5          |                 |
| <b>EBITDA</b>                       | <b>8.5</b>   | <b>10.5</b>  | <b>-19.0%</b>   | <b>15.1</b>  | <b>-43.4%</b>   |
| <i>EBITDA Margin (%)</i>            | <i>10.3%</i> | <i>13.8%</i> | <i>-350 bps</i> | <i>13.4%</i> | <i>-315 bps</i> |
| Other Income                        | 4.2          | 2.6          |                 | 3.8          |                 |
| Finance Cost                        | 1.3          | 2.9          |                 | 1.5          |                 |
| Depreciation                        | 1.6          | 1.4          |                 | 1.4          |                 |
| <b>PBT Before Exceptional Items</b> | <b>9.7</b>   | <b>8.7</b>   | <b>11.5%</b>    | <b>16.0</b>  | <b>-39.1%</b>   |
| Tax Expense                         | 2.5          | 2.2          |                 | 4.1          |                 |
| <b>PAT</b>                          | <b>7.3</b>   | <b>6.5</b>   | <b>11.2%</b>    | <b>11.9</b>  | <b>-38.9%</b>   |
| <i>PAT Margin (%)</i>               | <i>8.7%</i>  | <i>8.5%</i>  | <i>20 bps</i>   | <i>10.6%</i> | <i>-183 bps</i> |
| EPS (Rs)                            | 1.4          | 1.4          |                 | 2.3          |                 |
| <b>Cash PAT</b>                     | <b>8.9</b>   | <b>8.0</b>   | <b>11.3%</b>    | <b>13.3</b>  | <b>-33.2%</b>   |

# Consolidated Profit & Loss Statement

| Particulars (Rs Cr)                 | Q1FY27      | Q1FY26      | YoY (%)        | Q4FY26       | QoQ (%)        |
|-------------------------------------|-------------|-------------|----------------|--------------|----------------|
| <b>Net Revenue From Operations</b>  | <b>98.9</b> | <b>87.6</b> | <b>12.8%</b>   | <b>110.4</b> | <b>-10.5%</b>  |
| Cost of Goods Sold                  | 82.3        | 61.8        |                | 76.7         |                |
| <b>Gross Profit</b>                 | <b>16.5</b> | <b>25.9</b> | <b>-36.2%</b>  | <b>33.7</b>  | <b>-51.0%</b>  |
| <i>Gross Profit Margin (%)</i>      | 16.7%       | 29.5%       | -1282 bps      | 30.5%        | -1384 bps      |
| Employee Expenses                   | 7.1         | 4.1         |                | 6.2          |                |
| Other Expenses                      | 6.1         | 7.0         |                | 11.9         |                |
| <b>EBITDA</b>                       | <b>3.3</b>  | <b>14.9</b> | <b>-77.7%</b>  | <b>15.7</b>  | <b>-79.0%</b>  |
| <i>EBITDA Margin (%)</i>            | 3.3%        | 17.0%       | -1361 bps      | 14.2%        | -1089 bps      |
| Other Income                        | 0.2         | 1.3         |                | 0.3          |                |
| Finance Cost                        | 2.9         | 3.5         |                | 3.0          |                |
| Depreciation                        | 9.1         | 1.8         |                | 9.0          |                |
| <b>PBT Before Exceptional Items</b> | <b>-8.5</b> | <b>10.8</b> | <b>-179.2%</b> | <b>4.0</b>   | <b>-312.0%</b> |
| Tax Expense                         | -0.7        | 2.8         |                | 3.0          |                |
| <b>PAT</b>                          | <b>-7.9</b> | <b>8.0</b>  | <b>-198.6%</b> | <b>1.0</b>   | <b>-877.3%</b> |
| <i>PAT Margin (%)</i>               | -8.0%       | 9.1%        | -1708 bps      | 0.9%         | -888 bps       |
| EPS (Rs)                            | -1.6        | 1.7         |                | 0.2          |                |
| <b>Cash PAT</b>                     | <b>1.3</b>  | <b>9.8</b>  | <b>-87.2%</b>  | <b>10.0</b>  | <b>-87.5%</b>  |

# Company Overview



# ~A Journey of 3 Decades leading to Growth and Transformation...



**1997**

Incorporated our Company and inaugurated the Silvassa Facility



**2008**

Executed the first export order



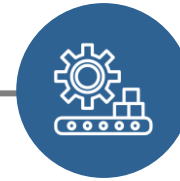
**2009**

Introduced a new vertical – Clove oil



**2013**

Received Star Export House status



**2016**

Commenced production at Unit II – Budaun, U.P



**2018**

Achieved Rs 1,648 Mn in revenue for FY18 and growth of over 100% in terms of year-on-year revenue



**2019**

Received a strategic investment by dōTERRA Enterprises, Srl



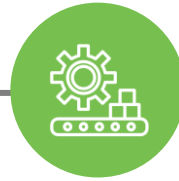
**2020**

Our Material Subsidiary made its first sale of \$202,608



**2023**

Achieved Rs 4,248 Mn for FY23 in revenue from operations on a consolidated basis



**2024**

Manufacturing of first batch at Unit III – Dahej, Gujarat  
Received 3-Star Export House status



**2025**

Successfully listed on NSE and BSE on 26<sup>th</sup> Aug' 25  
Commercialisation of GEM Cool-23, GEM Cool-03, Clove Oil, and Eugenol.  
Diversifying portfolio with new high-value aroma chemicals and phenol derivatives.



**2026**

Commercial production of GEM Cool 5 cooling agents and Safranal commenced at the greenfield Dahej facility on 26<sup>th</sup> Feb'26  
Silvassa plant received EcoVadis Platinum sustainability rating.  
Approved incorporation of a Brazil subsidiary in June 2026

## ...Established Scale with a Strong Market Presence

- One of the leading Indian manufacturer of **specialty ingredients**, including **essential oils**, **aroma chemicals**, and **value-added derivatives**.
- Company offers a **wide range of products** across **Mint, Clove, Phenol**, and other **natural and synthetic ingredients**.
- **Expanding into new areas** with upcoming products under **Citral Chemistry and Phenol Derivatives**.
- Products are used in **Oral Care, Cosmetics, Nutraceuticals, Pharmaceuticals, Wellness & Pain Management, Personal Care**



Capabilities  
Built so far

**3**

Decades of  
Experience

**80+**

Products Across  
Categories

**3**

Manufacturing  
Facilities

**13**

Scientists  
Leading R&D

**20**

Countries Served  
Globally

**240**

Domestic  
Customers

**44**

Global  
Customers

# Mint & Mint Derivative – Well Established Business



- Largest business segment with strong customer demand
- Widely used in **Oral Care, Pharma, Nutraceuticals, Personal Care, Wellness**
- With a facility in the Budaun mint belt (UP), we benefit from easy, cost-efficient access to quality mint raw materials.



## Products

|            |           |         |     |                |
|------------|-----------|---------|-----|----------------|
| Peppermint | Spearmint | Menthol | DMO | Cooling Agents |
|------------|-----------|---------|-----|----------------|

## Industry Landscape (2025)



## Financial & Production Snapshot (FY26)



## Growth Drivers

### Cooling Agents

Foraying into a new forward integration product, Cooling Agents, at the new Dahej facility.

Opens up a new consumer category of Confectionary, primarily export markets.



# Clove & Clove Derivatives – High-Value Segment with Leadership in Eugenol



- Second-largest Revenue contributor with Strong Margin Profile
- One of the largest processors of Clove Oil and Eugenol (by volume in India, FY25)
- Used in **Flavor, Dental Care, Pharma, Fragrance** Applications



## Products

|           |         |                     |
|-----------|---------|---------------------|
| Clove Oil | Eugenol | Eugenol Derivatives |
|-----------|---------|---------------------|

## Industry Landscape (2025)



## Financial & Production Snapshot (FY26)



## Growth Drivers

Expanded capacity at the Dahej plant in April 2026, along with its close proximity to ports, will strengthen domestic reach and export penetration to cater to rising demand across key industries.

- Diversified phenolic portfolio serving pharma, antioxidant and fragrance applications.
- Sustainable vapor-phase technology ensures high-purity output with near-zero effluent.
- Forward-integrated processes enable entry into limited-competition, high-margin molecules



## Products

Anethole

Anisole

MEHQ > BHA

Guaiacol

4-MAP

## Industry Landscape (2025)



**~USD 880 Mn**

Global Market Size



**~USD 210 Mn**

India Market Size



**~USD 200 Mn**

India Production Size



**~20-25%**

India Positioning  
(% share of global supply)

## Financial & Production Snapshot (FY26)



**Rs 5 Cr**

Revenue



**~1%**

of Total Revenue



## Growth Drivers

Supported by vapor phase technology and entry into high-value molecules, the installed capacity is expected to enhance domestic and export penetration while improving margins.

## Citral Chemistry

### New Products

### Entering into High-Value Aroma Molecules

- Developed in-house through R&D with strong process know-how for **Safranal & Damascone**
- Used in **fine fragrances, high-end perfumery, cosmetics and flavours**



## Products

Safranal

Damascone

## Growth Drivers



Newer chemistry opens up margin accretive product chain with immense domestic market potential

## Natural & Synthetic Ingredients



- Largest processor of Eucalyptus Oil in India with **~58% market share (FY25)\***
- Diversified sourcing of crude eucalyptus & botanicals from **India, Uganda, Rwanda and China.**
- Widely used across **Oral Care, Cosmetics, Nutraceuticals, Pharmaceuticals, Wellness and Personal Care.**

## Products

Eucalyptus Oil

Lemongrass Oil

GEM Cool 23

Basil Oil

Turmeric/Ginger Oil

Eucalyptol

## Financial & Production Snapshot (FY26)



**Rs 36 Cr**  
Revenue



**~10%**  
of Total Revenue

## Growth Drivers



Expanding domestic and export penetration through stronger sourcing, high-purity grades, and broader customer approvals.

# Focus on Growing Value-Added Products – From Base to Advanced Molecules

| Category                                                                                                                             | Mother Ingredient/ Base Product                                       | Advanced / Specialty Products               | Industry                                                                                                                                                                                                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Mint &amp; Mint Derivatives</b>                 | Peppermint<br>Spearmint<br>Menthol                                    | GEM Cool 05<br>GEM Cool 03                  | <div> <ul style="list-style-type: none"> <li>• Oral Care</li> <li>• Cosmetics</li> <li>• Nutraceuticals</li> <li>• Pharmaceuticals</li> <li>• Wellness &amp; Pain Management</li> <li>• Personal Care</li> </ul>  </div> |
|  <b>Clove &amp; Clove Derivatives</b>               | Clove Leaf Oil                                                        | Eugenol<br>Eugenol Derivatives              |                                                                                                                                                                                                                                                                                                              |
|  <b>Phenol</b>                                      | Anisole                                                               | Anethole<br>4-MAP<br>MEHQ > BHA<br>Guaiacol |                                                                                                                                                                                                                                                                                                              |
|  <b>Citral Chemistry</b>                            | Citral                                                                | Safranal<br>Damascone                       |                                                                                                                                                                                                                                                                                                              |
|  <b>Other Synthetic &amp; Natural Ingredients</b> | Eucalyptus Oil<br>Lemongrass Oil<br>Basil Oil<br>Turmeric /Ginger Oil | Eucalyptol<br>GEM Cool 23                   |                                                                                                                                                                                                                                                                                                              |

● Existing Product

● New Product

● Upcoming

## Promoters and Directors



**Vipul Parekh**  
Whole-Time Director

- Associated with the company since inception
- Oversees **project execution, capital expenditure, and human resources**
- Brings extensive leadership experience in large-scale operations and execution excellence



**Kaksha Vipul Parekh**  
Whole-Time Director, Chairperson and CFO

- Associated with the company since inception
- Responsible for **finance, legal, compliance, exports, and logistics**
- Recipient of **Export Excellence Award (MSME Category)** by *FIEO* for multiple years and **SME Activator Certificate** by *The Economic Times*

**Export Excellence Award for outstanding performance in category of Women Entrepreneur – MSME**

2021-2022, 2018-19 and 2017-18  
Federation of Indian Export Organisation

**Certificate of Felicitation – SME Activator**  
Economic Times



**Yash Vipul Parekh**  
Managing Director and Chief Executive Officer

- Associated with the company since April 2011, playing a pivotal role in its growth from Rs 15 Cr to Rs 500 Cr and beyond.
- Holds a **Bachelor's degree in Business Administration** from the *State University of New York at Buffalo*.
- Leads **sales, marketing, procurement, R&D, and IT**, driving innovation, operational excellence, and global expansion.

# Experienced Promoters and Management Team...(2/2)



**Dinesh T V**

Additional WTD

- Associated with the company since inception
- M.Sc. in Chemistry from University of Calicut
- Over 25 years of experience in plant operations and process optimization



**Shrenik Vora**

Non-Executive Director

- Chartered Accountant with 25+ years of experience in financial services.
- Formerly associated with Edelweiss Group, Kotak Mahindra Bank, and ECL Finance.
- Specializes in corporate finance, investments, and risk management.



**CA Nandan Narula**

Independent Directors

- Chartered Accountant and Commerce graduate from Barkatullah University.
- Managing Partner at MNB & Co. with expertise in advisory, taxation, auditing, and project financing.
- Non-Executive Director at N Square Capital Advisors Private Limited and NSquare Techventures Private Limited.



**Dr. Ajay Sahai**

Independent Directors

- Ph.D. in Business Management from Amity University, Uttar Pradesh.
- Director General and CEO of the Federation of Indian Export Organisations (FIEO).
- Expertise in international trade, export policy, and global business strategy.



**Vishakha Bhagvat**

Independent Directors

- Corporate lawyer with 30+ years of experience in legal, banking, and compliance.
- Formerly with L&T Ltd., IDBI Bank, and Catalyst Trusteeship Ltd.
- Expertise in corporate governance, legal strategy, and regulatory affairs.



**Dr. Parag Gogate**

Independent Directors

- Ph.D. in Chemical Engineering from University of Mumbai.
- Chartered Engineer and member of the Institute of Chemical Engineers.
- Experienced in process design, scale-up, and manufacturing innovation.

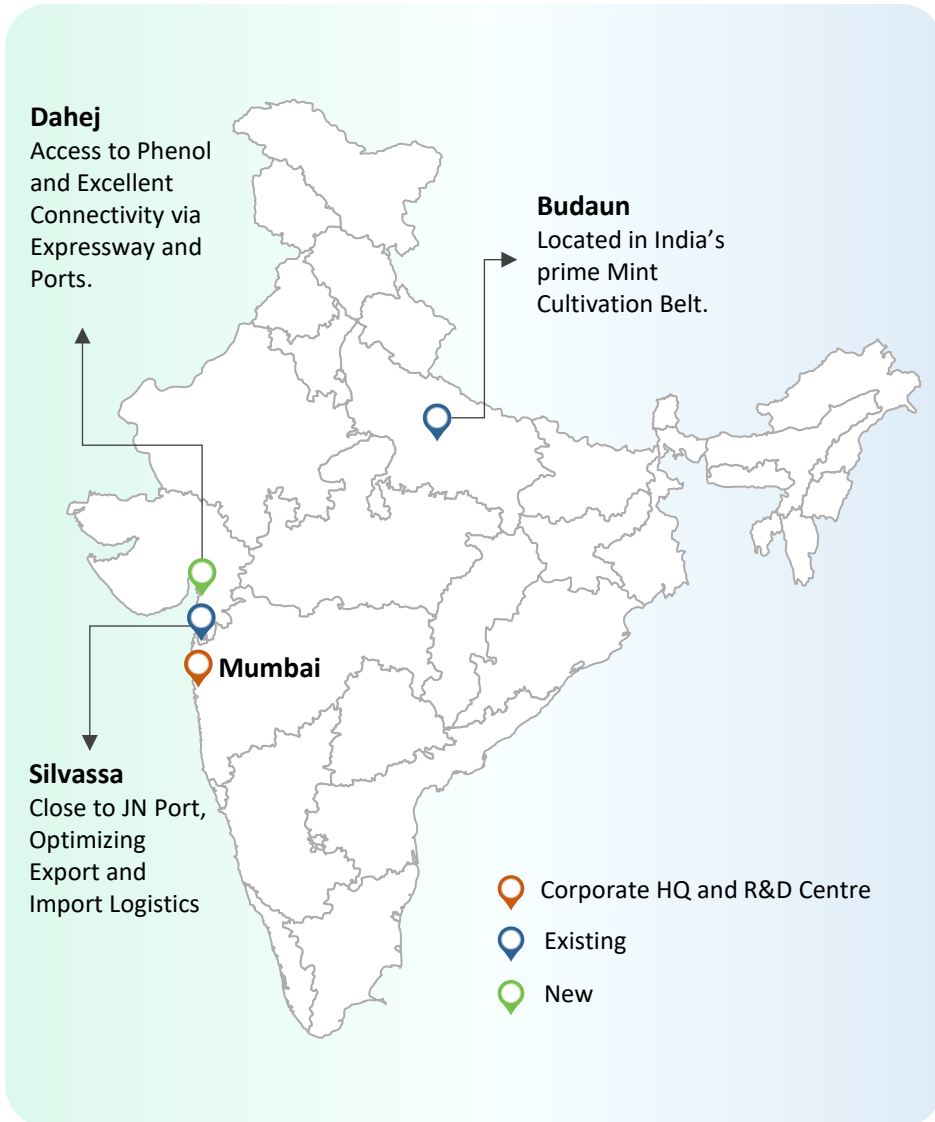


**Dr. Shubhangi Umbarkar**

Independent Directors

- Ph.D. in Chemistry from IIT Bombay.
- Scientist at National Chemical Laboratory, Pune since 2002.
- Brings expertise in chemical research and catalysis.

# Strategically Located Manufacturing Facilities with Advanced Capabilities



## Silvassa Facility (1997)

### Products Manufactured:

- Mint & Mint Derivatives
- Clove & Clove Derivatives
- Other Synthetic and Natural Ingredients\*
- Phenol



## Budaun Facility (2016)

### Products Manufactured:

- Mint & Mint Derivatives
- Clove & Clove Derivatives
- Other Synthetic and Natural Ingredients\*
- Phenol



## Dahej Facility (2024)

### Products Manufactured:

- Clove & Clove Derivatives
- Cooling Agents
- Phenol Derivatives
- Citral chemistry



### Certifications



9001:2015



14001:2015



45001:2018



FSSC 22000



22000:2018



Ts 22002-1:2009



## Key Plant Highlights



### Krystal Ingredients Pvt. Ltd.

Wholly owned subsidiary



### ~Rs 270 Cr Investment

via Internal Accruals & Debt



### Next-Gen

Vapor Phase Technology



## Key Business Update

- ✓ Cooling Agents: Customer audits completed and initial orders secured for GEM Cool 03, GEM Cool 05 and GEM Cool 23. Revenue contribution expected from Q3FY27.
- ✓ Safranal: Revenue contribution expected towards the end of Q2FY27 and more meaningfully from Q3FY27.
- ✓ Phenol Derivatives: Trial production expected by end of Q2FY27, followed by approvals and quality processes; commercial production targeted in Q3FY27, with revenue contribution expected from Q4FY27.



## Strategic Advantages

- ✓ **Focus on High Value Specialty Molecules enables Superior Margins and Stronger Market Positioning**
  - Cooling Agents
  - MEHQ > BHA
  - Guaiacol
  - Safranal
  - Damascone
  - Eugenol Derivatives
- ✓ **15% Corporate Tax Rate** under Government Incentives till **perpetuity**.
- ✓ Backward and Forward Integration enables to have a robust control over process, product quality and provides further avenues for customisation and development of super specialty products
- ✓ Installed manufacturing capabilities can be deployed across varied models like **CRO, CMO and CDMO**
- ✓ **Strategic location** close to Phenol supply, Mumbai–Delhi Expressway, and Jawaharlal Nehru Port for reduced logistics cost and faster exports.

# From India to the World: Strengthening Our Global Presence

Serving 240 domestic and  
44 international customers  
across 20 countries

dōTERRA

Strategic investor  
and customer



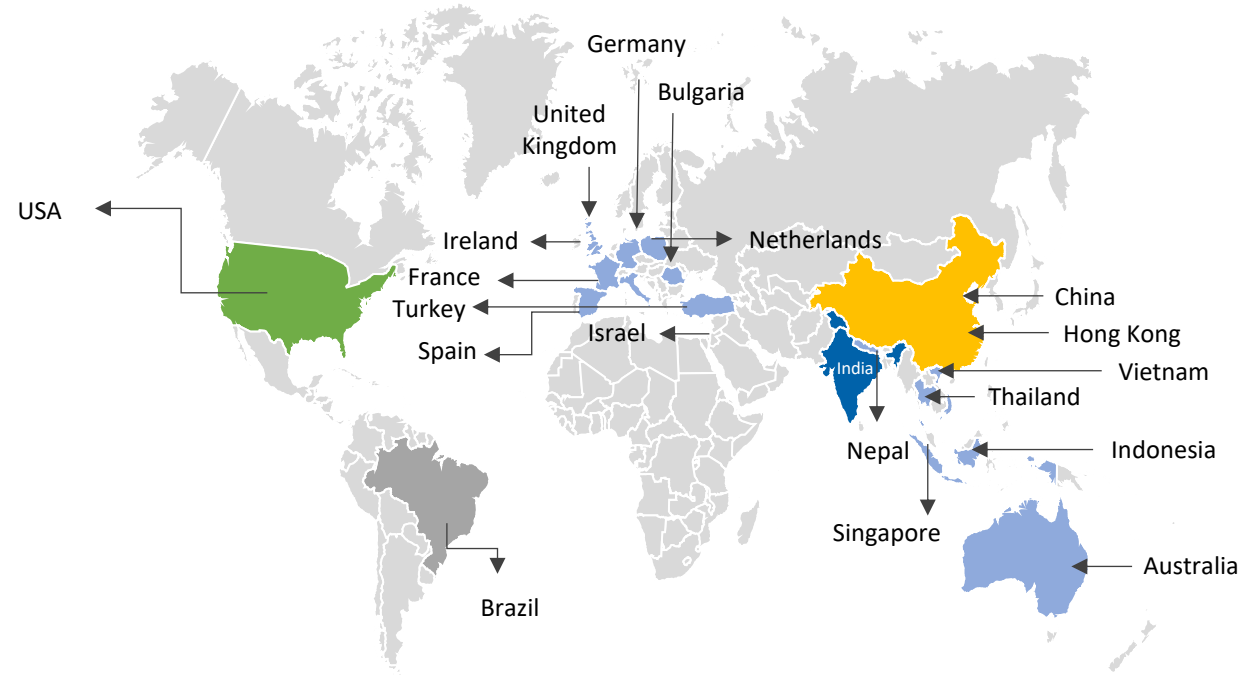
PATANJALI



ventos

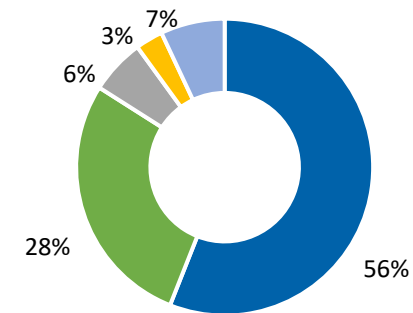


symrise

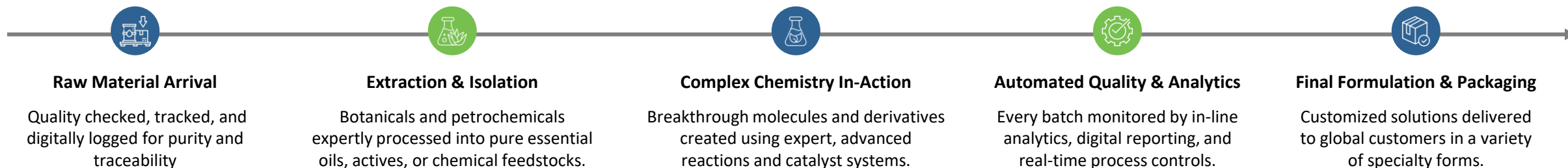


Revenue  
split by  
Geography  
(FY26)

- India
- USA
- Brazil
- China
- Rest of World



## Journey of a Molecule



### Process Technology

#### Distributed Control System (DCS) / Process Automation

Enables real-time monitoring, control, and optimization of chemical processes

#### Fixed-Bed Reaction Technology

High selectivity, ideal for continuous catalytic reactions

#### High-Pressure Reaction Technology

Faster rates, higher yields for complex syntheses

#### Continuous Reaction Technology

Improves throughput, reduces batch variation

#### High-Vacuum Distillation (Wiped Film/Short Path)

Purifies sensitive or high-boiling chemicals for high purity

### Complex Chemistries

#### Grignard's Reactions

Forming carbon-carbon bonds for alcohols and intermediates

#### Amide Coupling

Key in specialty chemicals

#### Friedel-Crafts Reactions

Aromatic substitution for advanced intermediates

#### Cross-Coupling Chemistry

Joins two carbon groups using catalysts

#### Photochemical Reactions

Light-activated for unique structures

#### Methoxylation (Green Chemistry)

Environmentally friendly introduction of methoxy groups

Every molecule in our portfolio goes through a journey of scientific precision, process innovation, and sustainable mastery, setting Gem Aromatics apart in a crowded market.

## Structured R&D Focus Areas



### Existing Product Innovation:

- ✓ Improving yields, selectivity, and process efficiencies
- ✓ Catalyst development & benchmarking



### Portfolio Expansion:

- ✓ New molecules, new chemistry, and step derivatives
- ✓ Example: Multi-step mint & clove processing enabling unique derivatives



### Strategic Market Targeting:

- ✓ Identifying high-demand products with limited producers globally/India
- ✓ Custom product development for client needs



### R&D Infrastructure & Team

- Dedicated **in-house R&D facility** (Maharashtra) with cutting-edge equipment
- Continuous Investment in R&D towards capex and technology upgrades
- **13 Qualified Scientists** with advanced expertise



### Expertise in Advanced & Green Chemistries

- **Mastery of:**
  - ✓ Grignard reactions
  - ✓ Amide coupling
  - ✓ Friedel-Crafts
  - ✓ Cross-coupling (Suzuki, Heck, etc.)
  - ✓ Photochemistry
  - ✓ Green Methoxylation
- **Sustainability focus:** Effluent-free, vapour phase reactions, solvent minimisation, catalyst recycling



### Value-Adding R&D Achievements

- Citral chemistry leading to launch of high-value molecules (Safranal, Damascones)
- Effluent-free and vapor phase process for Anisole & Synthetic Anethole
- Cooling agents developed from menthol
- Anisole converted to MEHQ, Guaiacol, 4-MAP via efficient in-house innovation

# Annual Financials



# Consolidated Profit & Loss Statement

| Particulars (Rs Cr)                 | FY23         | FY24         | FY25         | FY26         |
|-------------------------------------|--------------|--------------|--------------|--------------|
| Net Revenue From Operations         | 424.8        | 452.5        | 504.0        | 366.5        |
| Cost of Goods Sold                  | 317.4        | 341.2        | 378.7        | 276.1        |
| <b>Gross Profit</b>                 | <b>107.4</b> | <b>111.3</b> | <b>125.2</b> | <b>90.3</b>  |
| <i>Gross Profit Margin (%)</i>      | <i>25.3%</i> | <i>24.6%</i> | <i>24.8%</i> | <i>24.6%</i> |
| Employee Expenses                   | 10.8         | 11.1         | 12.8         | 16.4         |
| Other Expenses                      | 30.4         | 21.8         | 23.9         | 33.2         |
| <b>EBITDA</b>                       | <b>66.2</b>  | <b>78.4</b>  | <b>88.5</b>  | <b>40.8</b>  |
| <i>EBITDA Margin (%)</i>            | <i>15.6%</i> | <i>17.3%</i> | <i>17.6%</i> | <i>11.1%</i> |
| Other Income                        | 0.3          | 1.8          | 1.4          | 0.9          |
| Finance Cost                        | 5.6          | 6.3          | 8.1          | 12.7         |
| Depreciation                        | 4.8          | 6.3          | 7.3          | 22.6         |
| <b>PBT Before Exceptional Items</b> | <b>56.1</b>  | <b>67.6</b>  | <b>74.4</b>  | <b>6.4</b>   |
| Tax Expense                         | 11.4         | 17.5         | 21.0         | 4.9          |
| <b>PAT</b>                          | <b>44.7</b>  | <b>50.1</b>  | <b>53.4</b>  | <b>1.4</b>   |
| <i>PAT Margin (%)</i>               | <i>10.5%</i> | <i>11.1%</i> | <i>10.6%</i> | <i>0.4%</i>  |
| EPS (Rs)                            | 9.53         | 10.69        | 11.39        | 0.28         |
| <b>Cash PAT</b>                     | <b>49.4</b>  | <b>56.4</b>  | <b>60.7</b>  | <b>24.0</b>  |

# Consolidated Balance Sheet

| Liabilities (Rs Cr)                  | Mar-23       | Mar-24       | Mar-25       | Mar-26       |
|--------------------------------------|--------------|--------------|--------------|--------------|
| Share Capital                        | 1.8          | 9.4          | 9.4          | 10.4         |
| Reserves & Surplus                   | 177.7        | 221.2        | 274.6        | 439.5        |
| <b>Shareholders' Funds</b>           | <b>179.5</b> | <b>230.5</b> | <b>284.0</b> | <b>449.9</b> |
| Long Term Borrowings                 | 0.3          | 24.0         | 68.7         | 21.7         |
| Other Non-Current Liabilities        | 0.5          | 0.3          | 2.1          | 1.8          |
| <b>Total Non-Current Liabilities</b> | <b>0.8</b>   | <b>24.3</b>  | <b>70.7</b>  | <b>23.5</b>  |
| Short Term Borrowings                | 89.1         | 87.1         | 155.6        | 128.1        |
| Trades Payable                       | 21.1         | 18.9         | 16.7         | 19.2         |
| Other Financial Liabilities          | 3.7          | 1.2          | 8.0          | 19.3         |
| Other Current Liabilities            | 1.5          | 6.5          | 1.4          | 1.9          |
| <b>Total Current Liabilities</b>     | <b>115.5</b> | <b>113.7</b> | <b>181.7</b> | <b>168.5</b> |
| <b>Total Equity and Liabilities</b>  | <b>295.8</b> | <b>368.6</b> | <b>536.4</b> | <b>641.9</b> |

| Assets (Rs Cr)                                    | Mar-23       | Mar-24       | Mar-25       | Mar-26       |
|---------------------------------------------------|--------------|--------------|--------------|--------------|
| Property, Plant & Equipment and Intangible Assets | 26.4         | 40.3         | 43.4         | 243.1        |
| Capital Works-in-progress                         | 10.9         | 30.4         | 125.5        | 6.1          |
| Right To Use Assets                               | 9.4          | 9.3          | 11.0         | 10.4         |
| Other Non-current Assets                          | 4.7          | 8.1          | 12.4         | 18.2         |
| <b>Total Non-current Assets</b>                   | <b>51.4</b>  | <b>88.1</b>  | <b>192.3</b> | <b>277.7</b> |
| Inventories                                       | 142.5        | 174.5        | 166.1        | 233.7        |
| Trade Receivables                                 | 79.6         | 45.3         | 141.0        | 76.7         |
| Cash And Cash Equivalents                         | 10.6         | 16.4         | 4.1          | 15.9         |
| Other Financial Assets                            | 0.5          | 13.9         | 0.2          | 0.3          |
| Other Current Assets                              | 11.2         | 30.4         | 32.8         | 37.5         |
| <b>Total Current Assets</b>                       | <b>244.4</b> | <b>280.5</b> | <b>344.1</b> | <b>364.1</b> |
| <b>Total Assets</b>                               | <b>295.8</b> | <b>368.6</b> | <b>536.4</b> | <b>641.9</b> |



# Consolidated Cash Flow Statement



| Particulars (Rs Cr)                                                   | FY23         | FY24         | FY25         | FY26          |
|-----------------------------------------------------------------------|--------------|--------------|--------------|---------------|
| <b>Net Profit Before Tax and Extraordinary Items</b>                  | <b>56.1</b>  | <b>67.6</b>  | <b>74.4</b>  | <b>6.4</b>    |
| Adjustments for: Non-Cash Items / Other Investment or Financial Items | 15.8         | 10.4         | 15.4         | 40.1          |
| <b>Operating Profit Before Working Capital Changes</b>                | <b>71.9</b>  | <b>78.0</b>  | <b>89.8</b>  | <b>46.4</b>   |
| Changes in Working Capital                                            | -39.1        | -22.2        | -89.5        | -5.5          |
| <b>Cash Generated From Operations</b>                                 | <b>32.8</b>  | <b>55.9</b>  | <b>0.3</b>   | <b>40.9</b>   |
| Direct Taxes Paid (Net of Refund)                                     | -17.5        | -15.7        | -25.2        | -11.3         |
| <b>Net Cash From Operating Activities</b>                             | <b>15.3</b>  | <b>40.1</b>  | <b>-24.9</b> | <b>29.6</b>   |
| <b>Net Cash From Investing Activities</b>                             | <b>-14.4</b> | <b>-51.1</b> | <b>-92.5</b> | <b>-101.5</b> |
| <b>Net Cash From Financing Activities</b>                             | <b>6.4</b>   | <b>15.4</b>  | <b>104.5</b> | <b>77.6</b>   |
| Net Decrease/Increase in Cash and Cash Equivalents                    | 7.4          | 4.4          | -12.9        | 5.7           |
| Add: Cash & Cash Equivalents at the Beginning of the Period           | 6.5          | 10.6         | 15.9         | 3.0           |
| Effect of exchange rate changes                                       | -3.3         | 0.9          | 0.1          | -0.6          |
| <b>Cash &amp; Cash Equivalents at the End of the Period</b>           | <b>10.6</b>  | <b>15.9</b>  | <b>3.0</b>   | <b>8.1</b>    |

# Annexure



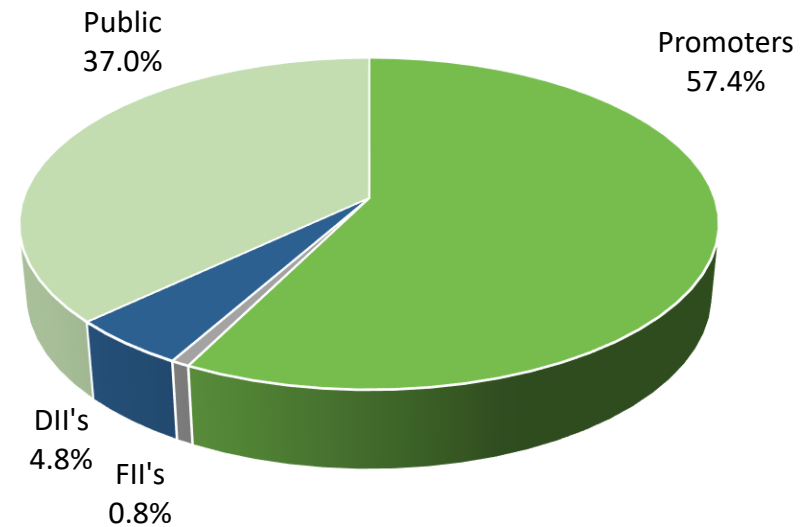




## Capital Market Information (as on 13<sup>th</sup> August 2026)

|                           |                  |
|---------------------------|------------------|
| <b>BSE/NSE Code</b>       | 544491/ GEMAROMA |
| <b>CMP (Rs)</b>           | 174.90           |
| <b>Market Cap (Rs Cr)</b> | 914.15           |
| <b>Shares (Cr)</b>        | 5.2              |
| <b>Face Value (Rs)</b>    | 2.00             |

## Shareholding Pattern (as on 30<sup>th</sup> June 2026)





# Thank You



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