

Date: February 14, 2026

**BSE Limited**

Listing & Compliance Department  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort  
Mumbai – 400001.  
Scrip Code: 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 Third Quarter ended December 31, 2025**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of Investor Presentation for the Third Quarter ended as on December 31, 2025.

This Investor Presentation may also be accessed on the website of the Company at [www.mangalamorganics.com](http://www.mangalamorganics.com).

We request you to disseminate the above information on your website.

Yours faithfully,

**For Mangalam Organics Limited**

**Charmi Shah**  
Company Secretary & Compliance Officer

Encl: As above

# Mangalam Organics Limited



## Investor Presentation December 2025



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.

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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.

# Company Overview



**Founded**  
**1946**



**Years**  
**Experience**  
**80+**



**Employees**  
**349+**



**Branches**  
**8+**



**Products**  
**100+**



# Business Overview

## Who We Are ?

Mangalam Organics Limited is a pioneer in the field of pine chemistry. It is a leading manufacturer of terpene and rosin derivatives.



## What We Manufacture ?

Terpene Chemistry Camphor,  
Dipentene, Sodium Acetate  
Synthetic Resins Terpene  
Phenolic, Alkyl Phenolic, Rosin-  
based Resins

## Our Mission

To continue to strive and innovate to meet the growing requirements of our valued customers.

## Our wide Footprint

Turpentine, our principal raw material to manufacture Camphor, is procured from across the globe: Brazil, Argentina, Chile, USA, Russia, Indonesia, Vietnam, China, Portugal, and Spain, among other countries. Domestic sale of Camphor and Synthetic Resins takes place through our network of 8 offices across India. Our products are also exported to Europe, USA, African, Middle Eastern and Southeast Asian countries.

## Our Legacy

Our operations are led by an experienced management team, with over five decades of experience in the pine chemicals industry.

## Why Camphor?

As written in our Holy books, Pure Camphor symbolises union with God as it burns completely, leaving behind no trace. Pure Camphor dispels negativity, keeps one healthy and attracts prosperity.

## How to check the purity of Camphor?

Pure Camphor burns completely without sparking and does not leave behind any residue or ash.



## Significance of the Camphor Flame

Camphor flame inspires the devotee to spread warmth and fragrance through one's life, burning away energetically to eventually allow the focus solely on the almighty without any trace of existence or ego.

# Historical & Cultural Significance

- Ancient medicinal Uses:

Camphor has been revered for its medicinal properties since ancient times, with its earliest known uses dating back to traditional and Ayurvedic medicine. It was widely utilized for its analgesic, anti-inflammatory, and antiseptic properties, making it a valuable remedy for a variety of ailments.



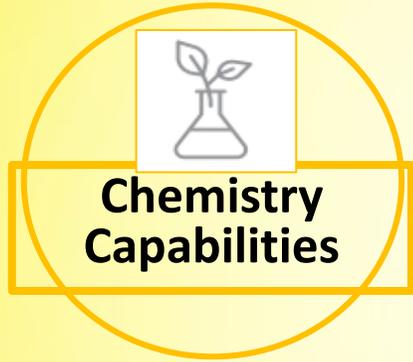
- Cultural Symbolism:

In many Asian cultures, the camphor tree has long been associated with spiritual and cultural significance. It is often viewed as a symbol of purification, longevity, and enlightenment, and its fragrant wood has been used in religious ceremonies and rituals for centuries.

- Modern Aromatherapy:

The distinct, penetrating aroma of camphor has also made it a popular ingredient in the world of aromatherapy. Its invigorating and clarifying scent is believed to have a range of benefits, from promoting mental focus to relieving respiratory discomfort.





# Our Journey

## Trading

1946

Late Ramgopal Dujodwala (founder of Mangalam Organics Ltd.) commenced Trading in Rosin

## Manufacturing

1949

Late Ramgopal Dujodwala established a Rosin and Turpentine Manufacturing unit at Hoshiarpur, followed by a unit at Una, Faridabad, and one in J&K

## Expansion

1988

Facility built for manufacture of Rosin and Turpentine at Khopoli (Maharashtra)

## Listing

1994

Facility built for manufacture of Camphor and MOL listed on BSE Limited

## Diversification

2007

Kamal Dujodwala took over as Chairman. Set up a new division to manufacture Synthetic Resins

## Brand Establishment

2013

Commenced manufacturing and retailing of Mangalam Camphor Tablets

## Product Portfolio

2017

Commenced manufacturing and retailing of homecare products based on Camphor under "CamPure"

## Brand Strengthening

2020

Established Mangalam Brands Private Limited to focus on Brands 'Mangalam' and 'Campure'

## Listing

2021

Mangalam Organics Ltd. got listed on NSE

## Expansion

2022

Successfully completed the expansion to manufacture 10,000 MT of Camphor

## Bhimseni Expansion

2025

Successfully completed the expansion to manufacture 2500 MT per annum of Bhimseni/Isoborneol Flakes



# Our Business Segments

## B2B - Terpene

**Camphor:** Religious use, healthcare products, hygiene products

**Dipentene:** Paints, cleaning and degreasing agents

**Sodium Acetate:** Textile and dyes industry, Leather tanning

**Isobornyl Acetate:** Fragrance and flavor

**Isoborneol:** Fragrance and flavor

## B2B – Synthetic Resin

**Terpene Phenolic Resin** – Adhesives  
**Alkyl Phenolic Resin** – Rubber Products i.e. Tyers.

**Rosin Ester** - Paint and varnish material industry, thermoplastic compounds for road marking, hot melts and glues susceptible to pressure, insulation finishes

## B2C -Retail Operations

**CamPure** - Homecare and personal care products based on Camphor

**Mangalam** - Camphor tablets for pious uses Private Labelling

Initiatives

## WHY IS CAMPURE CAMPHOR CONE & AIR PURIFIER GIFT BOX A PERFECT GIFT FOR ALL?



“Almost everything tends to become ordinary after a point, which is why we are here to share a little secret with you - the mystery of a perfect gift.”

An ideal gift not just for him or her but for practically anyone of any age group and preference.



What is it?

It's our Camphor Products Gift Box.

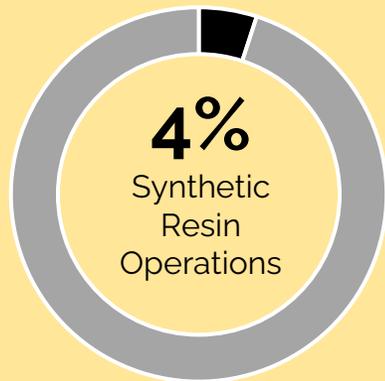
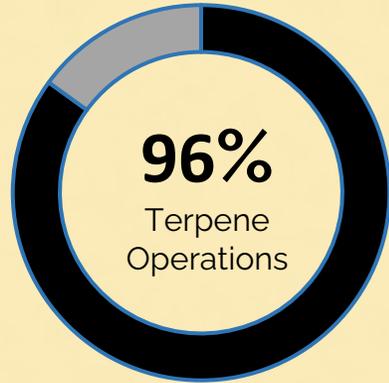


“Delivering Happiness, peace & joy.”



# Our Product Portfolio – B2B

## Revenue break-up of Mangalam Organics Limited



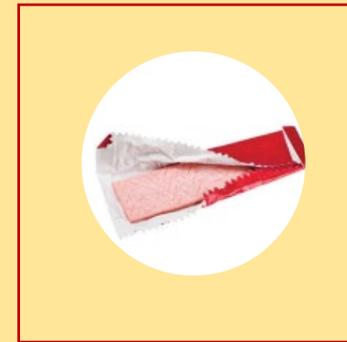
## Business-to-Business

### Terpene



Camphor | Dipentene | Sodium  
Acetate

### Synthetic Resin



Terpene Phenolic Resin | Alkyl  
Phenolic Resin | Rosin Esters

## Consumer-Focused Business



**CamPure - Homecare and personal care products based on Camphor**  
**Mangalam - Camphor tablets for pious uses**  
**Private Labelling Initiatives**

# Our Key Clientele

## Terpene Operations

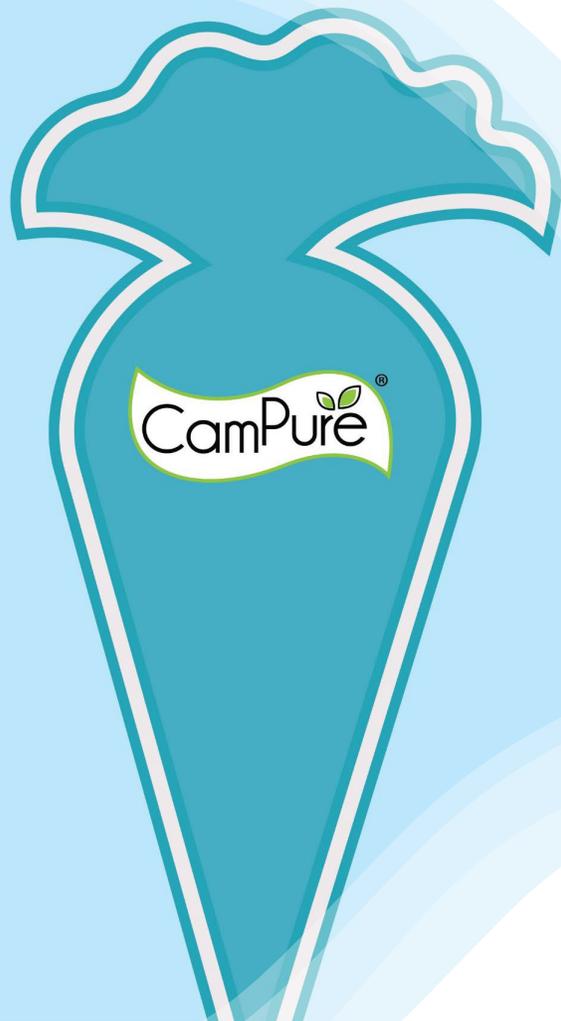


## Synthetic Resin Operations



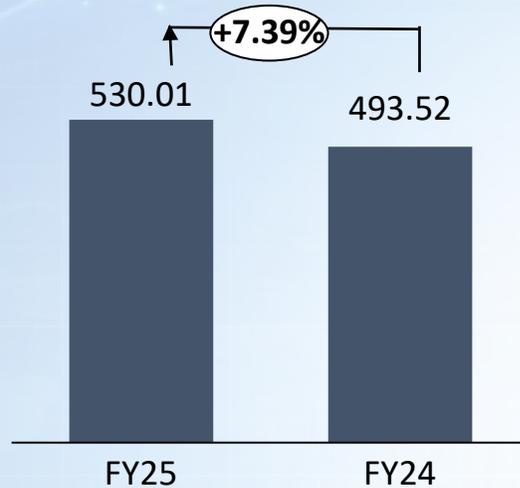
## Retail Operations



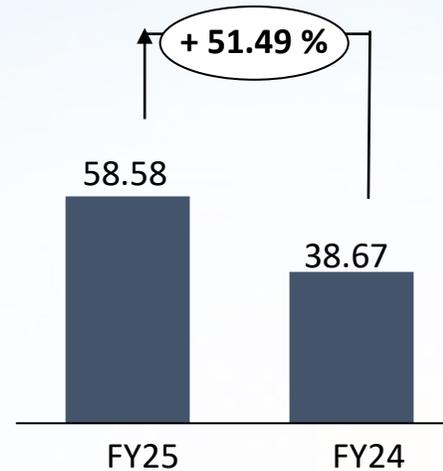


# FY25 Consolidated Financial Performance

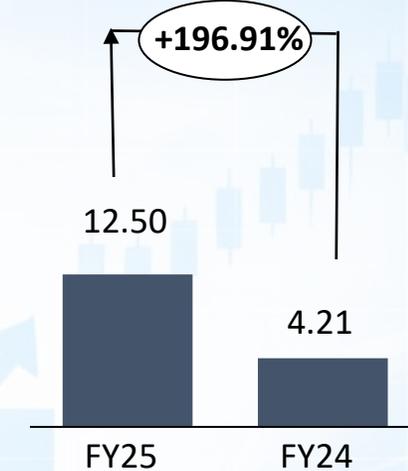
## Revenues (Rs. Crs)



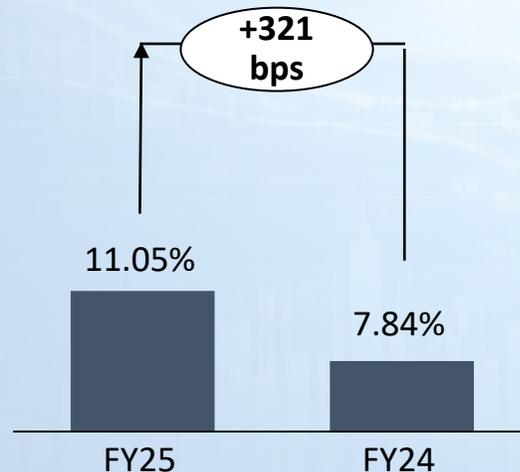
## EBITDA (Rs. Crs)



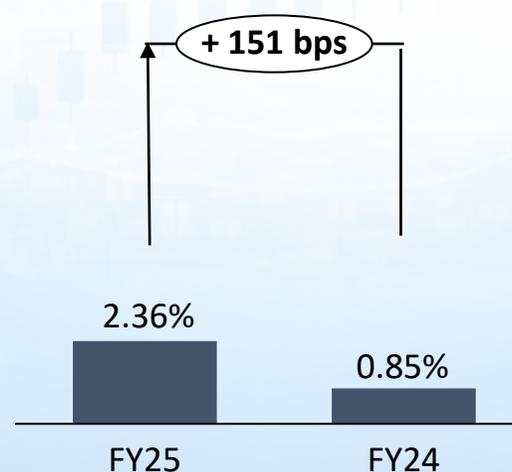
## PAT (Rs. Crs)



## EBITDA Margin (%)



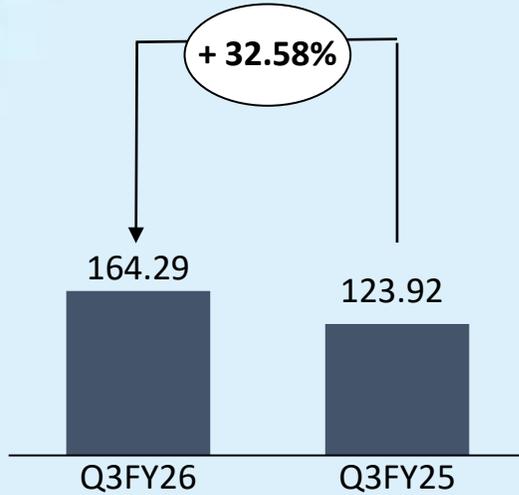
## PAT Margin (%)



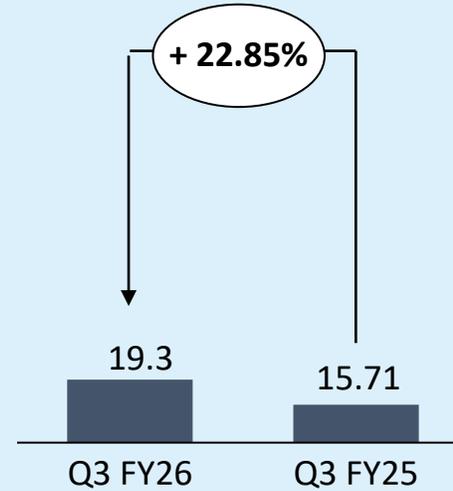
- Revenue growth of 7.39 % in FY25 vs FY24.
- Decrease in input costs lead to profitability for the year.
- Company continues its efforts on improving efficiencies and margins going forward.

# YOY FY26 Q3 Consolidated Financial Performance

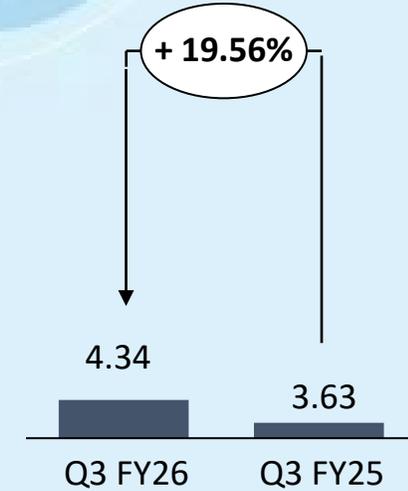
## Revenues (Rs. Crs)



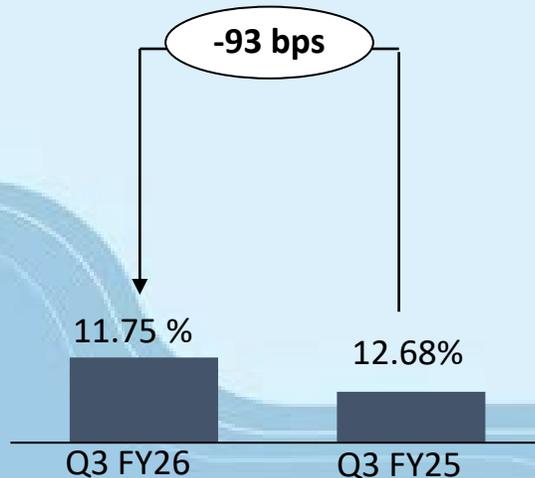
## EBITDA (Rs. Crs)



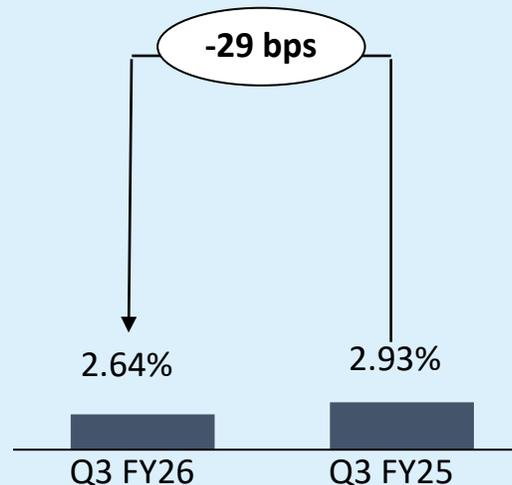
## PAT (Rs. Crs)



## EBITDA Margin (%)



## PAT Margin (%)



Revenue growth of 32.58% in Q3 FY26 as compared to Q3 FY25.

Reduction in key input costs led to improved profitability during the quarter.

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

# Q3 FY26 Consolidated Profit & Loss Statement



Particulars (Rs. Crs)	Q3FY26	Q3 FY25	Y-o-Y (%)	Q2FY26	Q-O-Q	FY25	FY24	Y-o-Y (%)
<b>Revenue from Operations</b>	<b>164.29</b>	<b>123.92</b>	<b>32.58</b>	<b>158.10</b>	<b>3.92</b>	<b>530.01</b>	<b>493.52</b>	<b>7.4</b>
Cost of Materials Consumed	85.5	85.82		99.67		312.47	258.93	
Purchase of stock in trade	0.05	0.02		3.95		6.86	6.37	
Changes in Inventories of finished goods, work in progress and stock-in trade	8.4	(36.59)		(1.03)		(45.85)	37.37	
<b>Gross Profit</b>	<b>70.34</b>	<b>74.67</b>	<b>(5.80)</b>	<b>55.51</b>	<b>26.72</b>	<b>256.53</b>	<b>190.85</b>	<b>34.4</b>
<b>GP %</b>	<b>42.8</b>	<b>60.3</b>		<b>35.11</b>		<b>48.4</b>	<b>38.67</b>	
Employee Benefits Expense	12.65	11.05		12.08		41.54	39.07	
Other Expenses	38.39	47.91		43.16		156.41	113.11	
<b>EBITDA</b>	<b>19.3</b>	<b>15.71</b>	<b>22.85</b>	<b>0.27</b>	<b>7048.15</b>	<b>58.58</b>	<b>38.67</b>	<b>51.5</b>
<b>EBITDA %</b>	<b>11.75</b>	<b>12.68</b>		<b>0.17</b>		<b>11.05</b>	<b>7.84</b>	
Other Income	0	0		20.54		0.33	0.77	
Depreciation and Amortisation Expense	5.75	5.05		6.13		20.82	19.83	
<b>EBIT</b>	<b>13.55</b>	<b>10.66</b>	<b>27.11</b>	<b>14.68</b>	<b>(7.70)</b>	<b>38.09</b>	<b>19.61</b>	<b>94.2</b>
Finance Costs	8.07	5.83		7		21.48	15.61	
<b>PBT</b>	<b>5.48</b>	<b>4.83</b>	<b>13.46</b>	<b>7.68</b>	<b>(28.65)</b>	<b>16.61</b>	<b>4</b>	<b>315.3</b>
<b>Less: Exceptional Loss</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>3.5</b>		<b>-</b>		
<b>PBT after Exceptional Loss</b>	<b>5.48</b>	<b>4.83</b>	<b>-</b>	<b>4.18</b>		<b>-</b>		
Less: Tax Expense	1.14	1.2		0.98	16.33	4.11	-0.21	
<b>Profit for the year</b>	<b>4.34</b>	<b>3.63</b>	<b>19.56</b>	<b>3.2</b>	<b>35.63</b>	<b>12.5</b>	<b>4.21</b>	<b>196.9</b>

# Profit & Loss Statement (Audited) as on March 2025

Particulars (Rs. Crs)	FY25	FY24	FY23	FY22
<b>Revenue from Operations</b>	530.01	493.52	492.5	490.6
Cost of Materials Consumed	312.47	258.93	409.4	284.3
Purchase of stock in trade	6.86	6.37	6.5	5.2
Changes in Inventories of finished goods, work in progress and stock-in trade	-45.85	37.37	-72.7	-12.6
<b>Gross Profit</b>	256.53	190.85	149.3	213.7
<b>GP %</b>	48.40	38.67	30.31	43.56
Employee Benefits Expense	41.54	39.07	34.7	29.7
Other Expenses	156.4	113.11	117.4	93
<b>EBITDA</b>	58.59	38.67	-2.8	91
<b>EBITDA %</b>	11.05	7.84	-0.57	18.55
Other Income	0.33	0.77	0.5	1.4
Depreciation and Amortisation Expense	20.82	19.83	17.6	15
<b>EBIT</b>	38.1	19.61	-19.9	77.4
Finance Costs	21.48	15.61	13.7	4.2
<b>PBT before exceptional items</b>	16.62	4	-33.6	73.2
<b>Exceptional items</b>	0	0	0	0
<b>PBT</b>	16.62	4	-33.6	73.2
Total Tax Expense	4.12	-0.21	-6.5	19.5
<b>Profit for the year</b>	12.5	4.21	-27.1	53.7
<b>PAT %</b>	2.36	0.85	-5.50	10.95
<b>EPS</b>	14.6	4.92	-31.6	62.7

# Consolidated Balance Sheet (Audited) as on March 2025

Equity & liabilities (RS.Crs )	March-25	March-24
Equity Share Capital	9	9
Other Equity	284	272
<b>Total Equity</b>	<b>293</b>	<b>281</b>
Financial Liabilities		
Borrowings	35	20
Provisions	3	3
<b>Deferred tax liabilities (Net)</b>	<b>1</b>	<b>0</b>
<b>Total Non Current Liabilites</b>	<b>39</b>	<b>23</b>
Financial Liabilities		
(i) Borrowings	234	152
(ii) Trade Payables	51	24
(iii) Other Financial Liabilites	1	1
Provisions	1	1
Other Current liabilities	5	3
Current tax Liabilities (net)	0	0
<b>Total Current Liabilities</b>	<b>292</b>	<b>181</b>
<b>Total Liabilities</b>	<b>624</b>	<b>485</b>

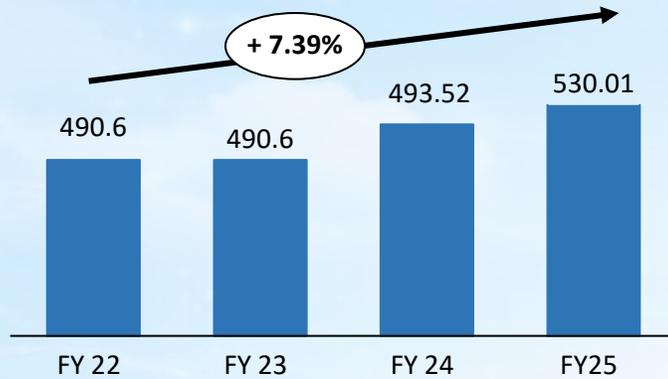
Assets(Rs. Crs)	March-25	March-24
Property ,plantand equipment	265	244
Capital work-in -progress	30	4
Financial Assets	0	0
(i) Investments	0	0
(ii) Deferred tax Assets (Net)	0	3
(iii) Other Financial Assets	11	9
<b>Total Non -Current Assets</b>	<b>306</b>	<b>260</b>
Inventories	213	135
Fiacial Assets		
(i) Trade Receivable	69	56
(ii) Cash and Cash Equivalentts	1	2
(iii) Other Bank Balances	0	0
(iv ) Other Financial Assets	18	18
Current Tax Assets (net)	1	1
Other Current Assets	16	13
<b>Total Current Assets</b>	<b>105</b>	<b>90</b>
<b>Total Assets</b>	<b>624</b>	<b>485</b>

# Cash Flow Statement (Audited)

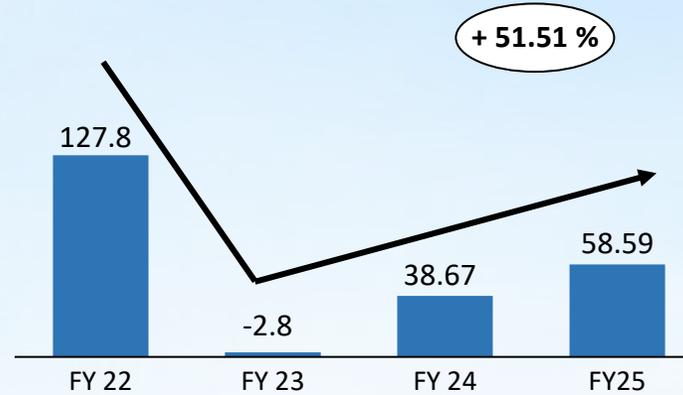
Particulars (Rs. Crs)	FY25	FY24	FY23
Profit before Tax	16.62	3.99	-33.76
<b>Operating Profit before Working Capital Changes</b>	<b>58.89</b>	<b>38.66</b>	<b>-3.26</b>
Changes in Working Capital	-66.67	29.78	79.88
<b>Cash Generated from Operations</b>	<b>-7.79</b>	<b>68.44</b>	<b>76.62</b>
Direct Taxes paid (net of refund)	-0.06	4.28	0.3
<b>Net Cash from Operating Activities</b>	<b>-7.84</b>	<b>72.72</b>	<b>76.92</b>
<b>Net Cash Flow from Investing Activities</b>	<b>-67.05</b>	<b>-39.51</b>	<b>-40.78</b>
<b>Net Cash Flow from Financing Activities</b>	<b>73.63</b>	<b>-32.55</b>	<b>-35.58</b>
<b>Net change in cash &amp; cash equivalents</b>	<b>-1.27</b>	<b>0.66</b>	<b>0.57</b>

# Performance in Charts (Audited)

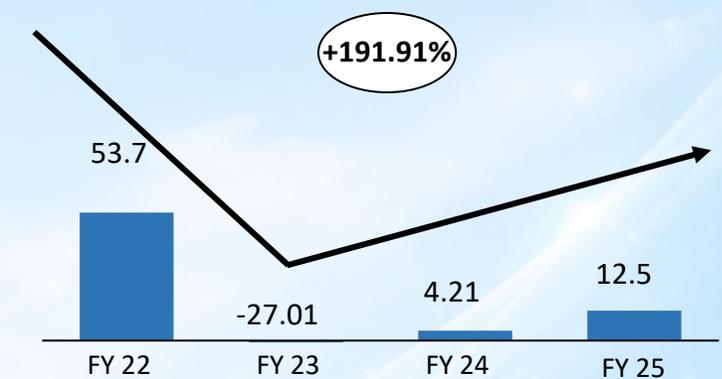
### Revenues (Rs. Crs)



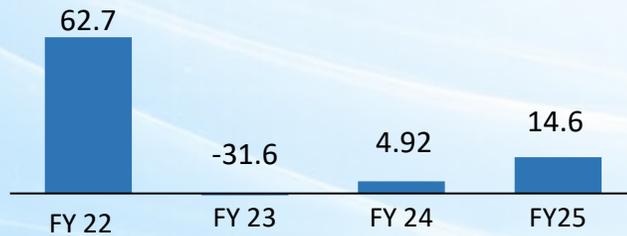
### EBITDA (Rs. Crs)



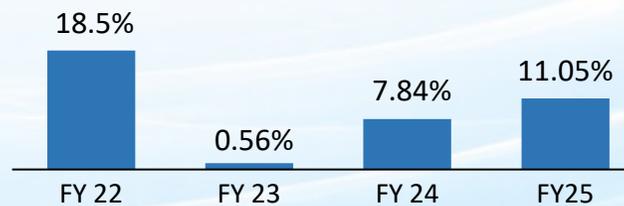
### PAT (Rs. Crs)



### Earnings Per Share (in Rs)



### EBITDA Margins (%)



### PAT Margins (%)



# Mangalam Brands Pvt Ltd Financial Overview



Particulars (Rs. Crs)	Q3 FY26	Q3 FY25	Y-o-Y (%)	Q2FY26
Revenue	55.9	52.38	6.8	77.8
EBITDA from Operations	6.9	1.97	252.3	4.6
EBITDA Margin from Operations (%)	12.4	3.76		6
Total EBITA	7.7	2.47	212.1	5.1





100% organic



Dispels Negativity



Long Lasting Flame



# Transformation form B2B to B2C

# Mangalam (Brand strengthening)



## Bhimseni Camphor Chronicles

With immense spiritual and health benefits, Bhimseni camphor is the most beneficial for your body and soul. Bhimseni Camphor is known by many names, including Pacha Kapoor, Nagi karpura, Patri Kapoor, and Desi Kapoor.

It can be used to treat colds and coughs, helps with breathing problems, various skin and hair problems as well as helps treat toothaches.

# Bhimseni Camphor



Diffuse pure Bhimseni camphor crystals in a Kapoor daani or aroma therapy diffuser to refresh yourself and your home.



The many crucial qualities of this camphor make it the most powerful of all camphor forms.

Bhimseni camphor has been around for generations. Valued in Ayurveda for its purity and medicinal powers, it is often recommended by most Ayurvedic practitioners to treat various conditions. It repels microorganisms and germs, purifying the air around us. When burnt, it releases a fragrance, making it a powerful insect repellent.

# CamPure

**Goodness of camphor is something we've known for centuries, and its usage extends far beyond our prayer rooms.**

**Over the years we heard from countless people who choose camphor as a safe alternative to regular air fresheners. Inspired by such stories, we have launched the Camphor cones**

**We have bring the goodness of camphor in a range of Homecare & Personal Care products**



# Homecare and personal care products with the goodness of camphor



# CamPure over the last year (Brand Strengthening)

Refresh your shoe rack



Making Playtime Sparkle with Our Surface Cleaner



# Reviews For Our Products

Best seller



MANGALAM Bhimseni (Original) Camphor 250g Jar - Pack Of 1 | 100% Pure | For Puja, Aromatherapy & Air Freshener ...  
★★★★☆ 20,219



Mangalam Aromatherapy Box - 1 Kapoor Dani + 50g Bhimseni Camphor + 50g Sandalwood Bhimseni Camphor - Bhimseni...  
★★★★☆ 293



CamPure MANGALAM Camphor Cone (Original) Pack of 2-100% Organic | Air Freshener for Car, Wardrobe, Office Cabin's,...  
★★★★☆ 10,883



CamPure MANGALAM Camphor Cone (1 Original + 1 Sandalwood) Pack Of 2-100% Organic | Air Freshener For Car,...  
★★★★☆ 5,194



CamPure Automatic Freshener Refill (225 ml) | Lavender & Camphor Air Purifier | 100%...  
★★★★☆ 155



★★★★★ **Good quality**  
Reviewed in India on 28 July 2024  
**Verified Purchase**  
Good quality. Happy with the product.

Helpful | Report



★★★★★ **Genuine. Cost effective**  
Reviewed in India on 19 April 2025  
Size: 250 g (Pack of 1) | **Verified Purchase**  
Genuine camphor. Go for it. Value for money too.



★★★★★ **Quality of product**  
Reviewed in India on 4 May 2025  
Size: 100 g (Pack of 1) | **Verified Purchase**

It has a very good and long lasting smell and also has a very nice and mind calming effect.

OVERALL RATING -10/10

WHY ? - it is very effective in calming the mind and body



★★★★★ **Good quality**  
Reviewed in India on 28 July 2024  
**Verified Purchase**  
Good quality. Happy with the product.

Helpful | Report



★★★★★ **As per vastu cleaning floor with camphor mixed with water can rejuvenate the energy of house**  
Reviewed in India on 8 March 2025  
Size: 1 l (Pack of 2) | **Verified Purchase**  
This product exceeded my expectations! A small amount can do impressive work, plus it has a lasting mild fragrance which give room and bathroom a Refreshing ambience The compact packing gave it a value for money, its effectiveness has reduce ants and other small insects, worth buying



★★★★★ **Parfait**  
Reviewed in France on 12 November 2023  
Size: 250 g (Pack of 1) | **Verified Purchase**  
Produit de qualité , conforme et livraison impeccable . Je recommande sans hésiter .



CamPure Camphor Cone (Lavender) Pack of 2-100% Organic | Air Freshener for Car,...  
★★★★☆ 1,778  
400+ bought in past month



Mangalam Scent - Ceramic Diffuser Burner with Tea Light Candle and Camphor | Multipurpose Incentse Aroma...  
★★★★☆ 227



Mangalam Camphor Thal 250g Pouch | 100% Pure | for Puja, Festivals & Other Religious Rit...  
★★★★☆ 95  
50+ bought in past month



CamPure Camphor Sticks (Pack of 6) - Wonderful Fragrance, Repels Cockroaches and Rats,...  
★★★★☆ 907  
20+ bought in past month



MANGALAM Campure Camphor Cone (Bhimseni) Pack of 2-100% Organic | Air Freshener for Car,...  
★★★★☆ 2,157



MANGALAM Camphor Brass Cleaner Sprinkling Shine Spray For Copper | Aluminium | Iron |...  
Liquid



CamPure Mangalam Camphor Cone (Lavender, Original, Jasmine, Mogra, Sandalwood, ...  
★★★★☆ 111



MANGALAM Bhimseni (Rose) Camphor 100g Jar - Pack of 1 | 100% Pure | for Puja,...  
★★★★☆ 727

## Amazon Bestsellers

Our most popular products based on sales. Updated frequently.

◀ Any Department

◀ Health & Personal Care

Household Supplies

Dishwashing Supplies

Household Cleaners

Indoor Insect & Pest Control

Laundry

Lighters & Matches

Papers, Wraps & Bags

Pooja Supplies

### Bestsellers in Pooja Supplies

#1



MANGALAM Bhimseni (Original) Camphor  
250g Jar - Pack Of 1 | 100% Pure | For Puja,  
Aromatherapy & Air Freshener | Sweet...

★★★★☆ 20,219

₹336.00

#2



MANGALAM Camphor Tablet 100g Jar - Pack  
of 1 | 100% Pure | For Puja, Festivals & Other  
Religious Ritual | No Dangerous Chemicals |...

★★★★☆ 15,884

₹164.00

#3



MANGALAM Camphor Tablet 500g (Small  
Round) Pouch - Pack of 1 | 100% Pure | For  
Puja, Festivals & Other Religious Ritual | No...

★★★★☆ 8,083

₹633.00

# Social Media Presence

**AROMATIC ELEVATION**  
— Bhimseni Camphor's Soothing Touch —



Bhimseni Camphor  
Ceramic Diffuser  
100% PURE BHIMSENI CAMPHOR

**Camphor Celebration Box invites**  
A SENSE OF PURITY AND POSITIVITY



Infuse your space with the divine fragrance of dhoop sticks



ROHAK  
DHOOP STICKS  
SANDALWOOD



STEP INTO SERENITY WITH THE GENTLE FRAGRANCE OF BHIMSENI CAMPHOR



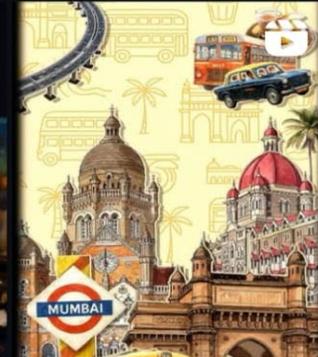
100% PURE BHIMSENI CAMPHOR

**HAPPY REPUBLIC DAY**  
Celebrate the essence of unity and purity



**FULL PAISA VASOOL SALE**  
24<sup>th</sup> - 28<sup>th</sup> Jan

Full Paisa Vasool offers Camphor? SMART BAZAAR Challenge!

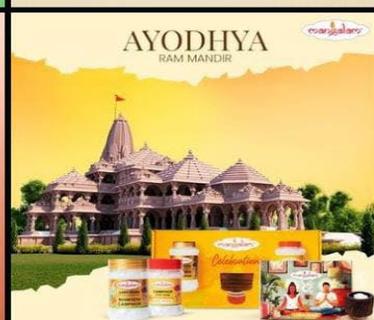



INHALE THE GOOD VIBES, EXHALE THE STRESS.

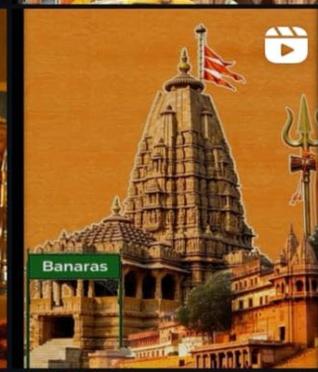


BHIMSENI CAMPHOR  
KAPOORDAHI

**AYODHYA**  
RAM MANDIR



**Rama**  
is often portrayed as an ideal king, known for his virtues, righteousness, and adherence to dharma (moral and social duties). His life is often cited as an example of how a person should lead a righteous and purposeful life.

BREATHE IN THE GOODNESS, BREATHE OUT THE STRESS



100% PURE BHIMSENI CAMPHOR

- Disperses Negativity
- Refreshing Fragrance
- Enhances Concentration

According to Hindu belief, Lord Rama is considered the seventh avatar (incarnation) of Lord Vishnu, who incarnates on Earth whenever there is a decline in righteousness.



**Happy Makar Sankranti**

Ignite the auspicious vibes with THE PURITY OF CAMPHOR




# Television Commercial



MUMBAI  
CamPure cone #CalmKare - Car

To watch - [Click here](#)



Mangalam camphor TV commercial advertisement To watch - [Click here](#)

12,618 views • Premiered Apr 27, 2020  150  269  SHARE  SAVE ...



CamPure cone #CalmKare - Study area To watch - [Click here](#)



CamPure cone #CalmKare - Cupboard

To watch - [Click here](#)

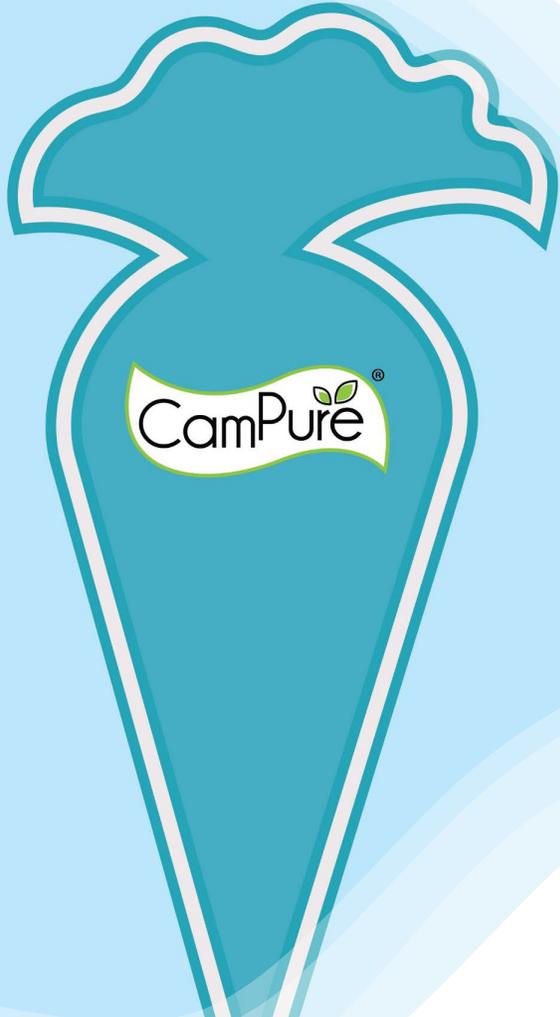


#CamPure #Organic #Camphor To watch - [Click here](#)

CamPure Cone vs Chemical based Air Fresheners (Phool ya Fool ?)



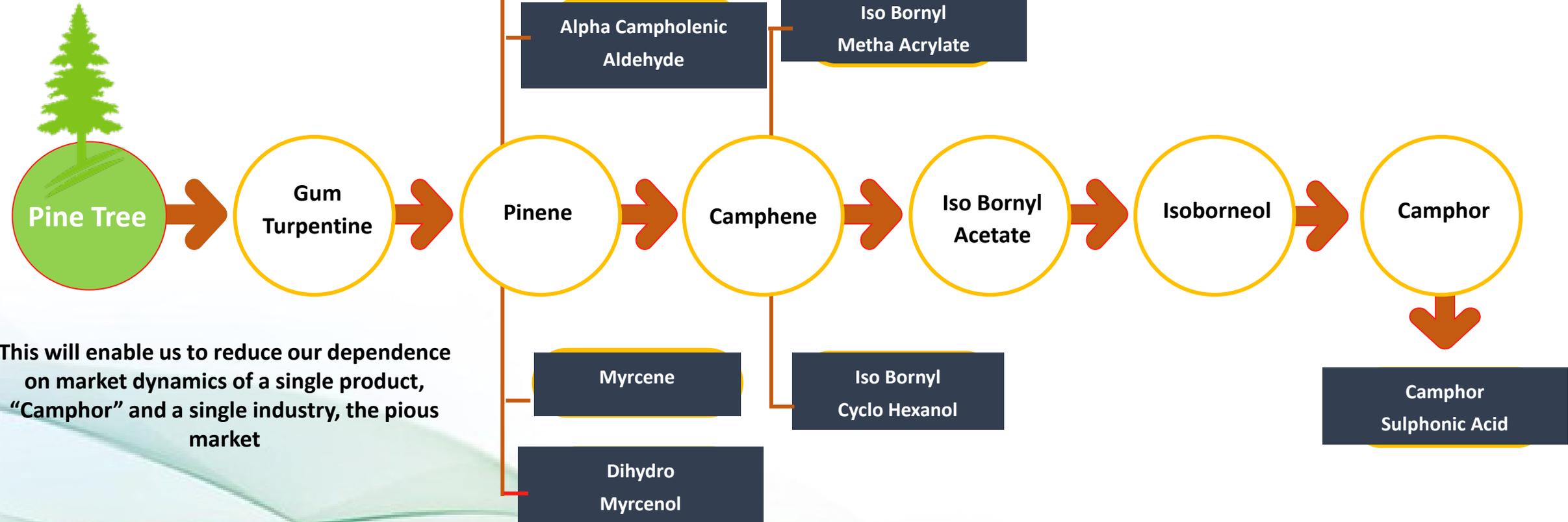
To watch - [Click here](#)



*FUTURE STRTERGY*

# 1. B2B – Unlocking the Value of Intermediates

Our endeavour to unlock the saleable value of intermediates and improve the quality of Camphor is on track.



This will enable us to reduce our dependence on market dynamics of a single product, “Camphor” and a single industry, the pious market

○ Present Operations

● Possible Integration Avenues

# 3. B2C – Future Growth Strategy

## Expansion in Product Portfolio

1

Introduction of new products for the retail markets to increase our market share



## Expansion in Geographical Reach

2

Expand the distribution network; at present, we employ 190 salespeople; this will enable us to penetrate 14 states.



## E-Commerce

4

Strengthening brand and unlocking the power of E-commerce . Our products are available on Amazon, Bigbasket, Jiomart, Flipkart etc.



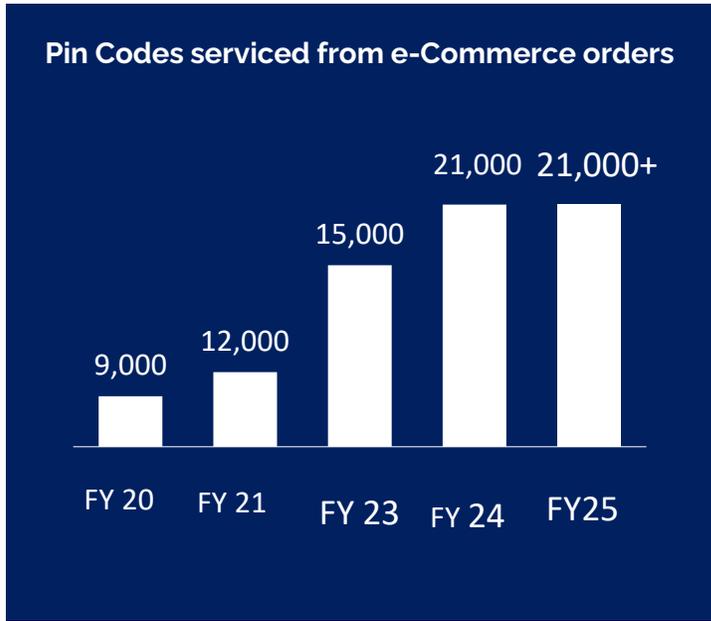
## Export Opportunity

3

There is huge global market potential for the products we manufacture. We started selling our products in USA & UK



# 4. B2C – Target retail market with e-Commerce



Mangalam Aromatherapy Box - 1 Kapoor Dani + 50g Bhimseni Camphor + 50g Sandalwood Bhimseni Camphor - Bhimseni...  
★★★★★ 293



MANGALAM Bhimseni (Original) Camphor 500g Jar - Pack Of 1 | 100% Pure | For Puja, Aromatherapy & Air Freshener ...  
★★★★★ 20,232



MANGALAM Wooden Kapoor Dani - Bhimseni Diffuser | Essential Oil | Natural Oil | Bakhoor  
★★★★★ 649  
800+ bought in past month



CamPure Camphor Surface and Floor Cleaner (1 L) - (Pack of 2) | 100% Organic | Eliminates...  
Liquid  
★★★★★ 651



CamPure MANGALAM Camphor Cone (Original) Pack of 2-100% Organic | Air Freshener for Car, Wardrobe, Office Cabin's,...  
★★★★★ 10,883



CamPure MANGALAM Camphor Mosquito Repellent(Refill Pack)Pack of 3-100% Organic|Repels Mosquitoes|Saf...  
★★★★★ 8,351



CamPure Automatic Freshener Refill (225 ml) | Original Camphor Air Purifier | 100%.  
★★★★★ 155  
30+ bought in past month



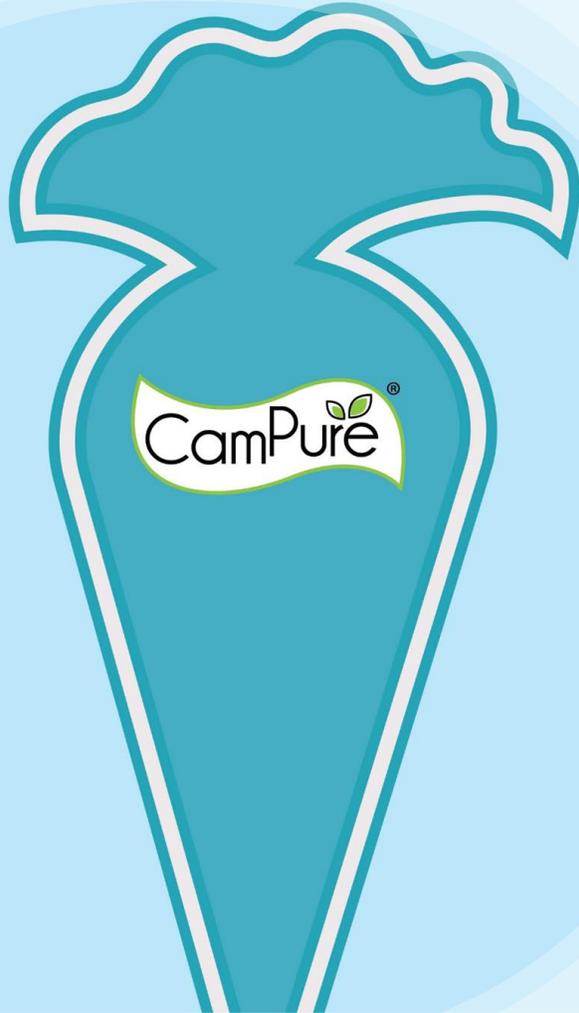
CamPure Camphor Cone (1 Original + 1 Mogra) Pack Of 2- 100% Organic | Air Freshener For Car, Wardrobe, Office Cabin's,...  
★★★★★ 143



CamPure Tiranga Cone (Original) Pack Of 2-100% Organic | Air Freshener For Car, Wardrobe,...  
★★★★★ 40  
30+ bought in past month



CamPure Floral Basket Gift Box - 5 Camphor Cones - 100% Organic | Air Freshener for Car, Wardrobe, Office Cabin's,...  
★★★★★ 73



## **Manufacturing Facility**

# Our Manufacturing Facilities

**“The willingness to produce is a choice, the ability to produce is a skill, but the capacity to produce is an intelligent effort.”**



**PRODUCTION FACILITY**  
Our plant is located at Mumbai – Pune expressway, Kumbhivali.



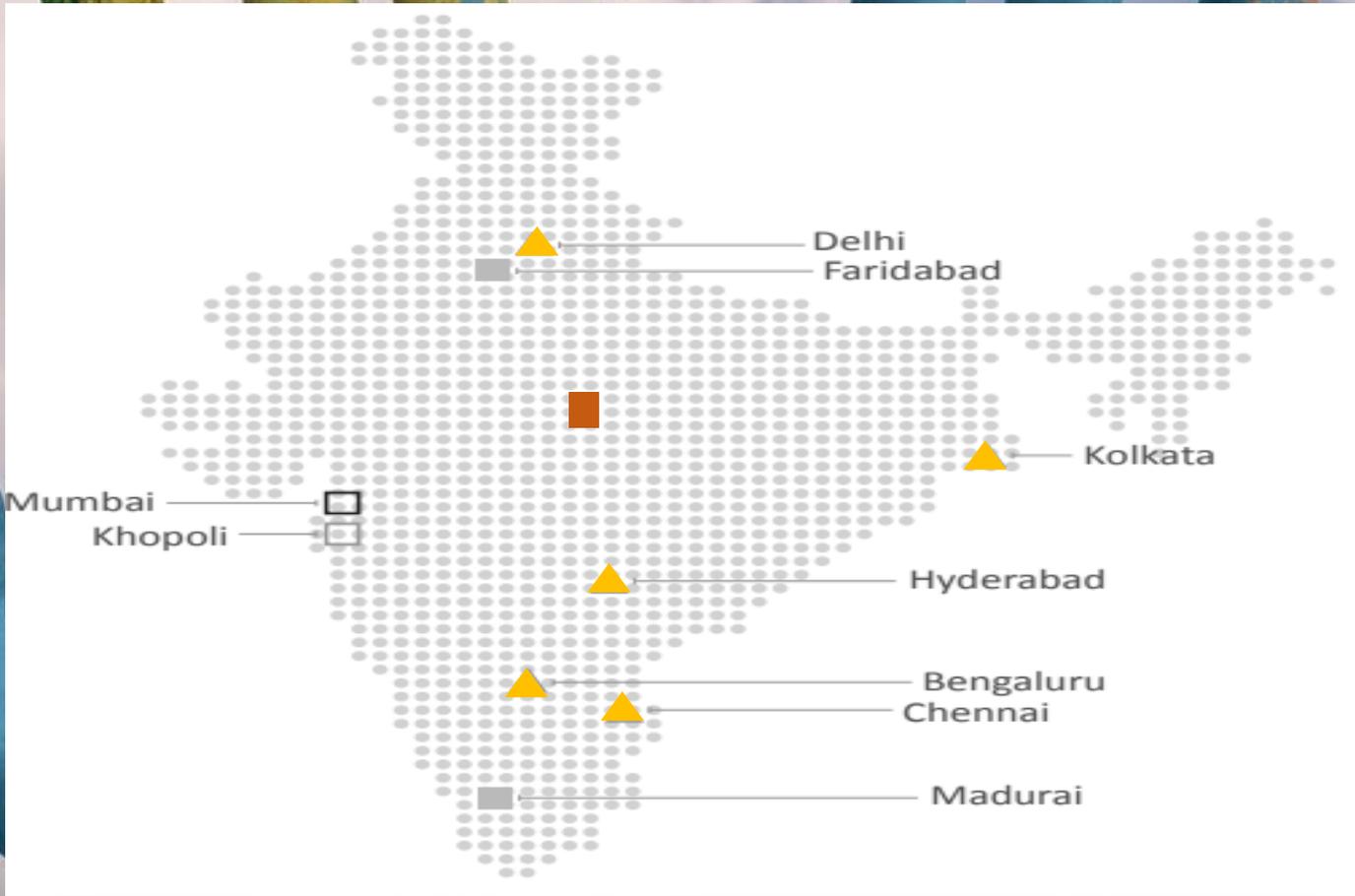
# Our Manufacturing Facilities

**“Our Capacity for production & utilization is a function of our Character and Integrity.”**



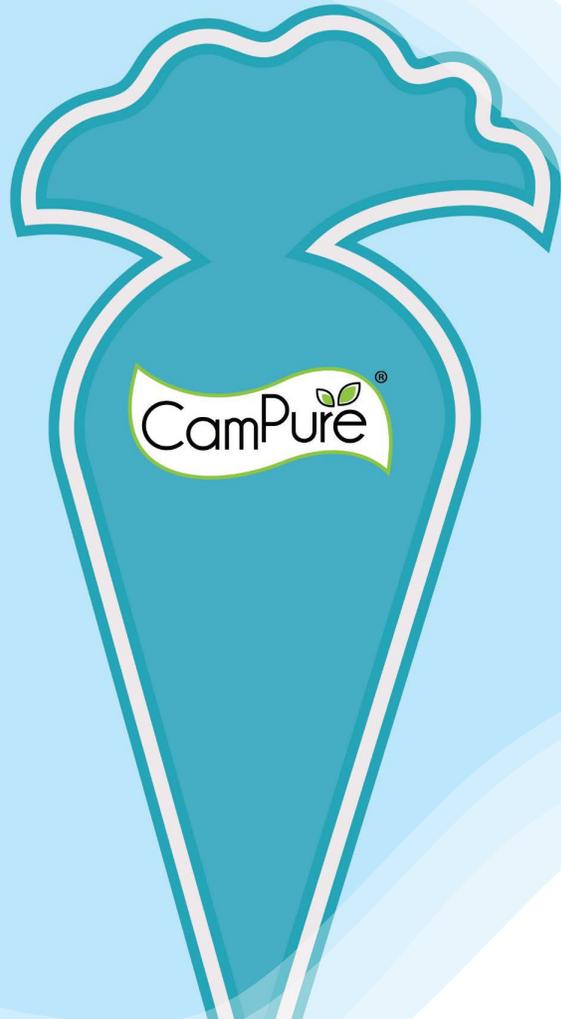
**PAN India Presence  
With Growing Export Footprints**

**Our  
Sales  
Network**



- Manufacturing Plant
- Head Office
- ▲ Warehouse & Marketing Office
- Marketing Office

Not to scale. For illustrative purpose only.



## **Key Management Personnel**

# 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)**

Mrs. 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)**

Mr. 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.

## **Mr. Sidharath Singh Sekhon (Independent Director)**

Mr. Sekhon (MSc, LLB) is a former IRS (Customs & Excise) officer with 37 years of service, including roles as Commissioner and Member (Technical), CESTAT. A recipient of the President of India's Distinguished Service Award, he has been practicing as an Advocate/Consultant in indirect taxation for over 17 years.

## **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.

# 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, London 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. Shrirang V Rajule – Chief Financial Officer

Shrirang V Rajule is a Commerce Graduate having 42 years of expertise in Accounts, Finance and Taxation.

Mr. Rajule is associated with Mangalam Organics Ltd for more than two decades.

## 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.

## Ms. Charmi Shah – Company Secretary

Over three years of experience in the Secretarial and Compliance field, with hands-on exposure to corporate law compliances, statutory filings, board processes, and regulatory coordination, ensuring timely and effective governance support, compliance advisory and Investor relations.

## Mr. Manoj Mhapadi – Head of Finance

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.

# THANK YOU

Charmi Shah

Company Secretary & Compliance Officer

Mangalam Organics Limited

CIN: L24110MH1981PLC024742

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[www.mangalamorganics.com](http://www.mangalamorganics.com)



CamPure®