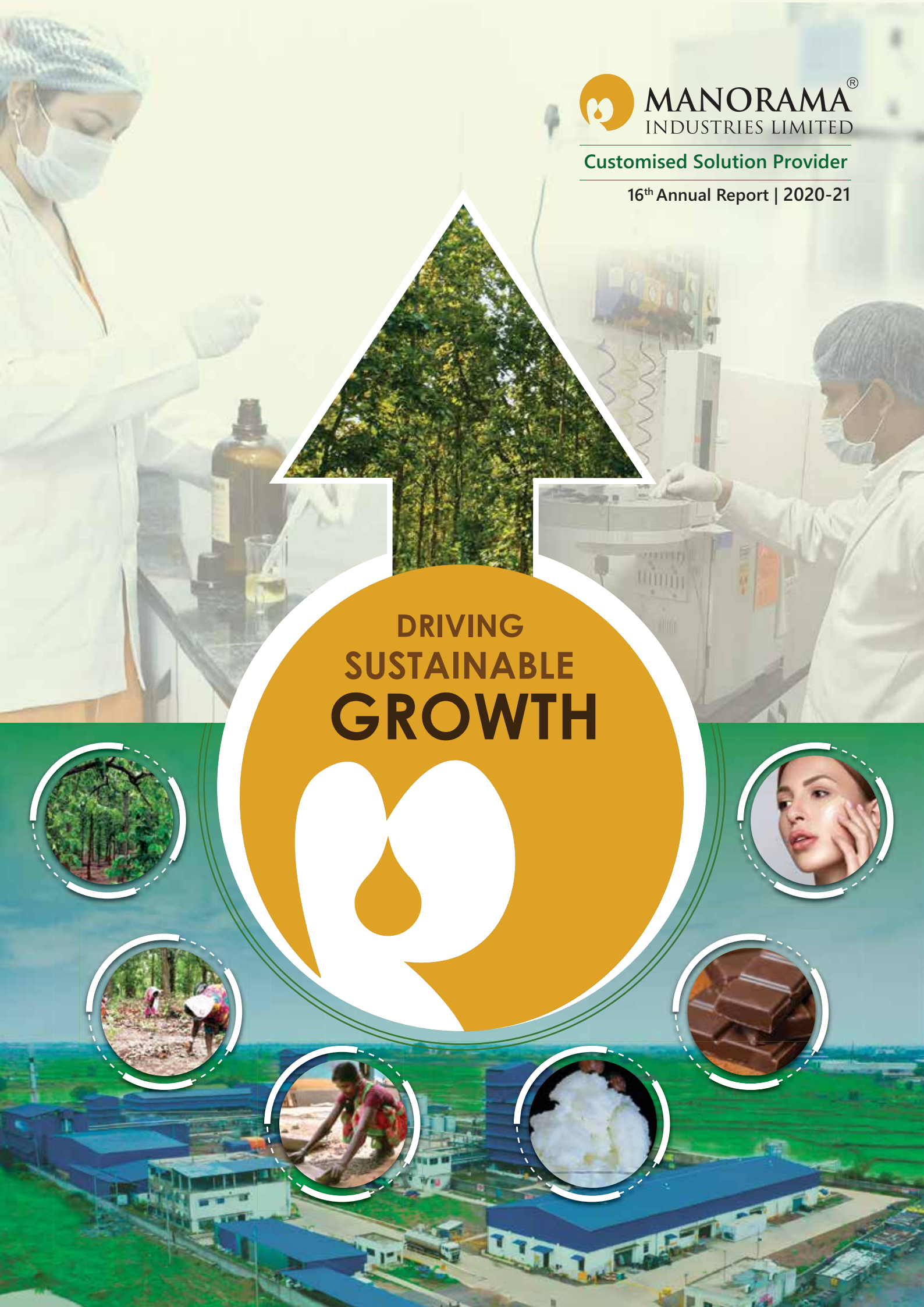
MANORAMA®
INDUSTRIES LIMITED

Customised Solution Provider

16th Annual Report | 2020-21

DRIVING SUSTAINABLE GROWTH



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INVESTOR INFORMATION

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Disclaimer: This document contains statements about expected future events and financials of Manorama Industries Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.

DRIVING SUSTAINABLE GROWTH

Manorama Industries Limited's ('Manorama' or 'The Company' or 'We') growth with sustainbility plays vital role to nurture overall development. It is the lasting effect that creates value and drives the future. Being a customised solutions provider, catering the niche market segment of specialty fats and butters ingredients, it is imperative for Manorama to ensure that it makes sustainable use of the resources available.

At Manorama, we believe in driving growth across our value chain. Right from raw material procurement to our range of fats and butters solutions, we are creating value across the spectrum in such varied ways:

- Through our sustainable procurement process we are providing livelihood for millions of tribal women and forest dwellers across India and West Africa
- Through our niche manufacturing facilities and production processes we are creating value for the employees by nurturing them and imparting them necessary skills and knowledge
- Through our highly sophisticated research and development process with scientific expertise and innovations, we are creating value for our customers across the globe, by catering to their dynamic needs
- Through our value-creation process we have ensured overall development of all our stakeholders

To bring a shift in the curve further, we have strategised to expand our capacities, enter new geographies, propel innovative product developments and secure a position among the leading specialty fats and butters suppliers in the world, thus **Driving Sustainable Growth** for all our stakeholders.

Manorama Industries

Pioneers in Specialty Fats & Butters

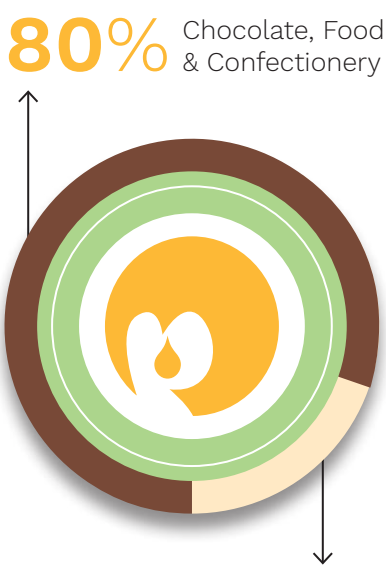
Manorama is one of the pioneers in manufacturing specialty fats and butters from tree-borne and plant-based seeds and nuts. We are one of the world's largest producers and suppliers of specialty fats and butters made from exotic seeds and nuts such as mango kernels, sal seeds, and shea nuts, among others, to the premium food, chocolate and confectionery segment as well as cosmetic conglomerates.

More than a Decade of Experience

We commenced our journey with extraction of fats and butters from sal seeds and mango kernel in 2005 and gradually expanded into exotic products, specialty fats and butters and CBE (Cocoa Butter Equivalent)

With food ingredients being our forte, our offerings comprise functional CBE for chocolate and compounds for coating and moulding and specialty fats and butters for filled chocolate confectionary, dairy, bakery, food service and special nutrition industries. We have also entered into shea products segment, which has enormous global demand and market potential in the luxury and premium confectionery and cosmetics space.

Product-wise revenue break-up (2020-21)



Vision

- Acquire and maintain leadership position in chosen areas of business by innovating and developing products for different applications for various segments leveraging on continuous research & development
- Continuously create new opportunities for growth
- Produce handsome rewards, enrichment and opportunities for growth to all our stakeholders and community in which we operate
- To uplift the health, sanitation and education of tribal
- One-Stop Shop for collection of TBOs with the help of tribal, processing, manufacturing of CBEs and Specialty fats and butters to use in end products

Mission

- Customer satisfaction is our highest priority
- Upliftment of livelihood of tribal
- On-time delivery with high-quality products at the best price
- Following socially and ecologically sustainable models of business
- Maintain our Credibility, Respect, Integrity and Honesty by fulfilling our commitments

Competitive Advantage

Global specialty fats and butters player:

- Renowned player in specialty fats and butters across the world
- Established business with prestigious clients globally
- Strong product positioning across markets
- Continuous product development through innovation and R&D

Strong domain experience

- Complete butter solutions provider to various industries
- Widespread global distribution network
- Raw material sourced sustainably from tribal/forest dwellers of India and Africa.

Operational efficiency

- Experienced management with a successful track record
- Progressive investments in modern green technology
- State-of-the-art manufacturing facility with proficient and scalable operations

5A2

Credit Rating from Dun & Bradstreet Rating

Geographical Footprints

Manorama is a global player catering to most of the world markets, providing customised solutions for application of specialty fats and butters. The Company exports to various countries globally and sources nuts and seeds from West African countries

EXPORT

- Malaysia
- Singapore
- France
- Canada
- Armenia
- Spain
- China
- Netherland
- Russia
- UK
- Germany
- Poland
- Australia
- Switzerland
- Italy
- Indonesia
- USA
- Istanbul
- UAE
- Korea

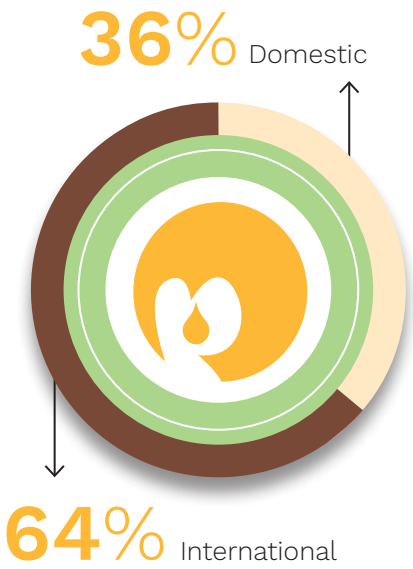
IMPORT

- Ghana
- Mali
- Malaysia
- Burkina Faso
- Togo
- Nigeria
- Ivory Coast
- Benin

IMPORT AND EXPORT

- Indonesia
- Malaysia
- Singapore

Average revenue break-up (2020-21)



Global Certifications

Manorama maintains the highest standards of quality and it is recognised through a cluster of reputable global certifications.

Govt. of India has recognised Manorama as **'STAR EXPORT HOUSE'**

Import Export Import and Export

*Map for illustrative purpose only. Not to Scale

Valuable Supply Chain

For a Sustainable Future

Judicious use of resources is one of the key drivers for sustainability. At Manorama, we believe in creating long-term value by using natural raw materials to manufacture our products. This helps in uplifting the livelihood of millions of our primary suppliers-tribal women/forest dwellers as well as aids us in driving value for our customers through high-quality customised offerings.

We are engaged in manufacturing, processing and export of specialty fats and butters. All these are made primarily from natural resources such as sal seeds, mango kernel, shea nuts, kokum seeds and mowrah seeds, sourced from the forests of India and Africa. We are also engaged in production of several value-added customised products that are used as ingredients in CBE, exotic and specialty fats and butters for usage in food, chocolate, confectionary and cosmetic industries.

Tree-borne and plant-based resources are viable for a better tomorrow, as they ripen and bear fruit every year, apart from helping maintain the ecological balance. They not only drive consumer value due to their superior quality, but also support the cause for environmental conservation. At Manorama, we undertake various reforestation programmes to promote environmental balance.

Procurement Process in India

1 Scattered sal in forest bed

2 Seeds picking by tribal women

3 Pre-cleaning of seeds

4 Removing shell from seeds

5 Cleaning of seeds

6 Seeds brought to our purchase centre