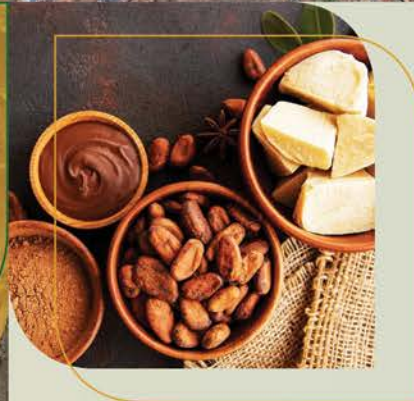


Harnessing Sustainability for Empowering Progress and Growth



18th
Annual Report
2022-23



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| | |
|----------------|-----------------------|
| CIN | L15142MH2005PLC243687 |
| BSE Code | MANORAMA |
| NSE Symbol | 541974 |
| Bloomberg Code | MANORAMA:IN |
| AGM Date | 18 September, 2023 |
| AGM Venue | Video Conferencing |

Disclaimer:

This document contains statements about expected future events and financials of Manorama Industries Limited ('The Company'), 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 several 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.



Harnessing Sustainability for Empowering Progress and Growth

In today's business landscape, innovation and sustainability are not only essential for environmental and social well-being but also for long-term success and growth. At Manorama Industries Limited (MIL), our journey towards progress and growth is deeply rooted in the principles of sustainability. We recognize the significance of integrating sustainable practices into our daily operations, and have taken decisive steps to achieve this goal.

Our commitment to sustainability is ingrained in the very fabric of our business and includes not only our growth but also the well-being of the environment. By expanding our manufacturing capabilities, we are increasing our output but in a manner that respects and preserves our natural resources.

We provide our customers with versatile solutions and customized products. However,

this commitment goes beyond meeting their immediate needs wherein we become a partner in their sustainability journeys.

As we focus on growth, we are equally committed to aligning our business operations with robust Environmental, Social, and Governance (ESG) sustainability practices. By embracing these practices, we aim to create a positive impact on the society and minimize any adverse effects on the environment.

Our journey towards harnessing sustainability for empowering progress and growth is an ongoing one. We understand that this is not a destination but a process of continuous improvement and adaptation. Throughout this journey, we remain steadfast in our commitment to integrating sustainable practices into every aspect of our business, and will continue to seek innovative ways to achieve our goals.

2022-23 HIGHLIGHTS

Building a Sustainable Pathway to Empowerment and Growth

Manorama Industries Limited has emerged as a renowned global leader in the manufacturing of specialty fats and butter and committed to innovation, sustainability and empowering communities.

*Sourcing from the Forests
Sustaining Tribal Livelihoods
Staying Closer to Nature*



EXPANDING ROBUST OPERATIONAL CAPACITY

Total refinery Capacity

45,000 MTPA

Capex

Rs. 1,035.5 million

Added refinery capacity

30,000 MTPA



SUPPORTED BY STABLE FINANCIALS

Income from operations

Rs. **3,508** million

PAT

Rs. **297.75** million

ROE

10.51 %

ENSURING HOLISTIC GROWTH

Trees planted

2,000+



Empowering Growth and Progress Sustainably

A Look at Manorama Industries

Manorama Industries Limited focuses on delivering exceptional quality and meeting the unique requirements of our diverse clientele. We have emerged as a preferred supplier to the world's most prestigious Fortune 500 companies in the luxury and premium confectionery, chocolate, and cosmetics sectors.

~18 years
of experience

Various national
and global awards
for a sustainable and
unique business model

Recognized by the
Government of India (GoI)
and other organizations for
innovation and social impact

Manorama Industries Limited (hereafter referred to as 'MIL' or 'Our Company' or 'We') is a leading manufacturer and supplier of specialty fats and butters to the luxury food, chocolate, and confectionery industries, as well as cosmetic corporations. Our product range is derived from exotic seeds and nuts like sal seed, shea nuts, mango kernels, and other plant-based sources. Over the years, we have become renowned for sustainable co-development in the food and personal care sectors.

With a rich heritage in pioneering the extraction of specialty fats and butters from tree-borne and plant-based seeds and nuts, we have achieved remarkable progress. Our expertise lies in food ingredients, including functional Cocoa Butter Equivalent (CBE) for chocolate, coating, and moulding compounds, as well as specialized fats and butters tailored for filled chocolates, confectionery, dairy, bakery, and food service industries. Furthermore, we have successfully ventured into the shea goods segment, which has a tremendous worldwide demand and promising market potential.

Innovation, excellence, and customer satisfaction form the core of our operations. We take pride in our ability to provide tailor-made solutions and contribute to the success of our partners in the food and personal care industries. As we move forward, we remain dedicated to upholding our position as a global leader in specialty fats and butters, and are excited to explore new opportunities for growth and co-development.





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 the community in which we operate
- To uplift the health, sanitation, and education of tribal communities
- One-stop shop for the 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



Committed to UN Global Compact

Manorama Industries Limited is dedicated to upholding the principles of the UN Global Compact. Through our commitment to this initiative, we actively integrate and promote various principles that encompass human rights, international labor standards, and eradication of discrimination.

PRESIDENT'S MESSAGE



“

We embarked on a quest to discover untapped opportunities within the domestic and global chocolate, confectionery, and cosmetic markets

”

Dear Stakeholders,

I am delighted to present the Annual Report for 2022-23 for Manorama Industries Limited (MIL) and highlight our remarkable achievements and ambitious plans. At MIL, our commitment to harnessing sustainability for empowering progress and growth has been our driving force. We consistently focus on technology upgradation, product innovation, and robust Research and Development (R&D) as the pillars of our success. This focus has continued to propel us to new heights and helped us in advancing towards our goals and targets.

Throughout 2022-23, we embarked on a quest to discover untapped opportunities within the domestic and global chocolate, confectionery, and cosmetic markets. By tapping into the latent development potential of these industries, we have positioned ourselves for the next phase of our evolution. We benefit from our strategic location in the heart of India's forest region and our strong relationships with the local tribal communities. This has played a pivotal role in meeting the soaring demand for specialty tailor-made fats and CBEs.

We have established a state-of-the-art production facility in Birkoni, near Raipur, Chhattisgarh, equipped with cutting-edge technologies. The facility encompasses expelling, extraction, refining, fractionation, and other vital procedures.

Innovation has been at the forefront of our growth strategy. We have invested heavily in R&D and on collaboration with renowned experts and institutions to develop breakthrough solutions and novel products. Our efforts have led to the creation of several patented processes and formulations, which set us apart from our competitors. By constantly pushing the boundaries of what is possible, we have introduced revolutionary products that cater to the evolving needs and preferences of our customers.

However, our success is not only measured by financial performance but also our impact on the environment and the communities we operate in. Sustainability is at the core of all our operations and we are deeply committed to minimizing our environmental footprint and promoting social responsibility. Towards this end, we have implemented various initiatives to reduce energy consumption, optimize water usage, and minimize waste generation. Additionally, we have adopted responsible sourcing practices to ensure that our raw materials are procured ethically and sustainably. Through these efforts, we aim to contribute positively to the communities and ecosystems we operate in.

Moreover, we have implemented various strategies to tackle environmental issues and align our efforts with global benchmarks. Our dedication to sustainability is evident in our

compliance with certifications like Fair Trade, Fair for Life, and organic training initiatives, which prioritize environmental conservation. By establishing a traceable and open supply chain, our aim is to foster sustainability and generate positive social and economic impact in the communities where we operate.

I am pleased to announce that MIL demonstrated robust financial performance during 2022-23. Our total revenue for the year amounted to Rs. 3,508 million, representing a growth of 26% compared to the previous fiscal year. This growth can be attributed to our focus on product innovation, expansion into new markets, and efficient supply chain management. Additionally, we achieved a profit after tax of Rs. 297.75 million, indicating a healthy growth of 23%. These financial results reflect our commitment to sustainable growth and profitability.

During the year, we made substantial capital expenditures (capex) to bolster our operations and strengthen our capabilities. Our investments in technology, infrastructure, and R&D have empowered us to deliver exceptional products and services to our customers. We allocated a significant portion of our capex towards the expansion of our production facilities, increasing our capacity 166.67% from 15,000 tonnes to 40,000 tonnes. Furthermore, we invested in advanced machinery and equipment to enhance efficiency, optimize resource utilization, and save costs. This has positioned us well for sustainable growth, enabling us to enhance our production capacity, optimize efficiencies, and seize new market opportunities.

At MIL, we acknowledge our accountability and responsibility to all our stakeholders, including our core suppliers, the tribal and forest dwellers, customers, workers, investors, bankers, and the communities in which we operate. Sustainability is ingrained in our DNA, and we prioritize the well-being of our employees by providing meticulous training and encouraging the development of new skill sets through evolving technologies. We maintain a harmonious working environment, ensuring equal opportunities for all and enforcing regulations to prevent sexual harassment, with a particular focus on safeguarding the well-being of our female employees.

I express my deepest gratitude to all our stakeholders for their continued support and belief in our vision. Together, we will continue to move ahead, leveraging sustainability for progress and growth, fostering innovation, and empowering communities. The future holds immense promise, and we are excited to embark on this journey together.

Warm regards,

Ashish Saraf
President

MANAGING DIRECTOR'S MESSAGE



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We successfully commissioned our new Refinery plant with a capacity of 30,000 tonnes, accompanied by a 15,000-tonne inter-esterification plant

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