

August 25, 2025

To,
Listing/Compliance Department
BSE LTD.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.

BSE CODE : 524208

Dear Sir/Madam,

To,
Listing/Compliance Department
**National Stock Exchange of
India Limited**
“Exchange Plaza”, Plot No. C/1,
G Block Bandra-Kurla Complex,
Bandra (E), Mumbai – 400 051.
NSE Symbol : AARTIIND

Sub: Investor Presentation
Ref: Regulation 30(6) of the SEBI (LODR)
Regulations, 2015

Please find enclosed herewith presentation made to the Shareholders of the Company at the 42nd Annual General Meeting held today i.e. August 25, 2025.

Kindly take the same on record.

Thanking You,

Yours faithfully,
FOR AARTI INDUSTRIES LIMITED

RAJ SARRAF
COMPANY SECRETARY

ICSI M. NO. A15526

Encl.: as above.



42nd Annual General Meeting

25th August, 2025

A **Legacy** of
Excellence
A **Future** of
Possibilities



Disclaimer



AARTI INDUSTRIES LIMITED may, from time to time, make written and oral forward looking statements, in addition to statements contained in the company's filings with BSE Limited [BSE] and National Stock Exchange of India Limited [NSE], and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the AARTI INDUSTRIES LIMITED.

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Company Overview and Strengths



Key Updates



Financial Snapshots



Growth Opportunity & Strategy

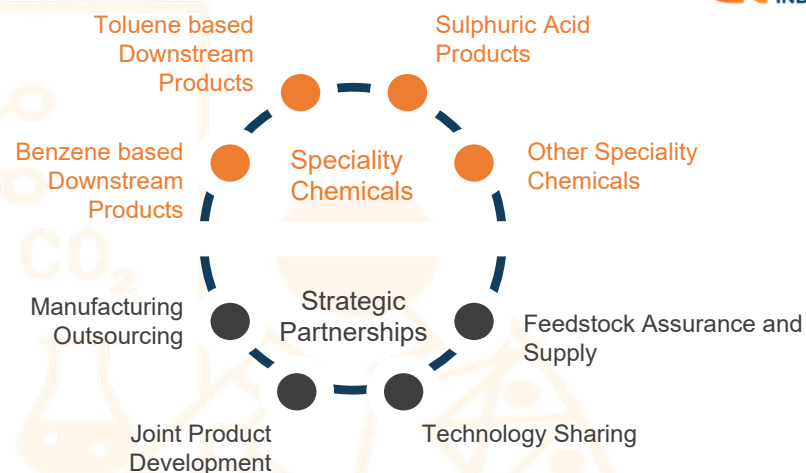


Awards & Corporate Social Responsibility

Aarti Industries at a Glance



- Established by **first generation technocrats** in **1984**
- Integrated operations** and high-cost optimization
- Key **value chains** include Nitro Chloro Benzenes, Di-Chlorobenzenes, Phenylenediamines, Nitro Toluene Value Chain and Sulphuric Acid & downstream
- Strong **R&D capabilities** with IPRs for customized products
- Strategically located:** In western India with proximity to ports



100+
Products



1100+
Domestic &
Global Customers



60
Exporting
Countries



16
Manufacturing
Plants



8
Zero Liquid
Discharge Plants



5
Co-generation
Power Plants



2
State-of-the art
R&D Centers



6,000+
Employees



Our Ethos

PURPOSE

Right Chemistry for
a Brighter Tomorrow

VISION

To emerge as a Global Partner of
Choice for leading consumers of
speciality chemicals and intermediates

MISSION

Delighted Stakeholders

AIL VALUES



CARE



INTEGRITY



EXCELLENCE

Well Diversified Across Various Regions Industries Served



Textiles and Fabrics



Paints



Medicines



Air Fresheners



Agrochemicals



Polymers & Additives

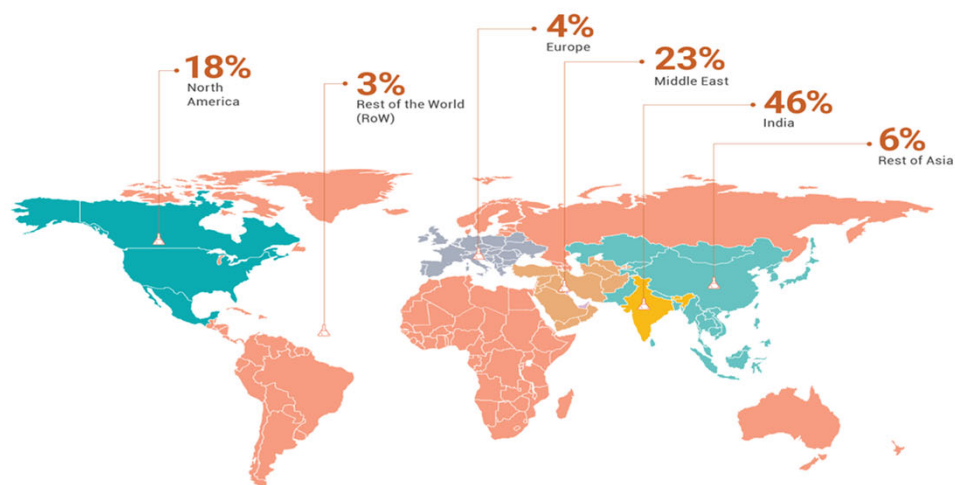


Oil Refineries

Key End-use profile

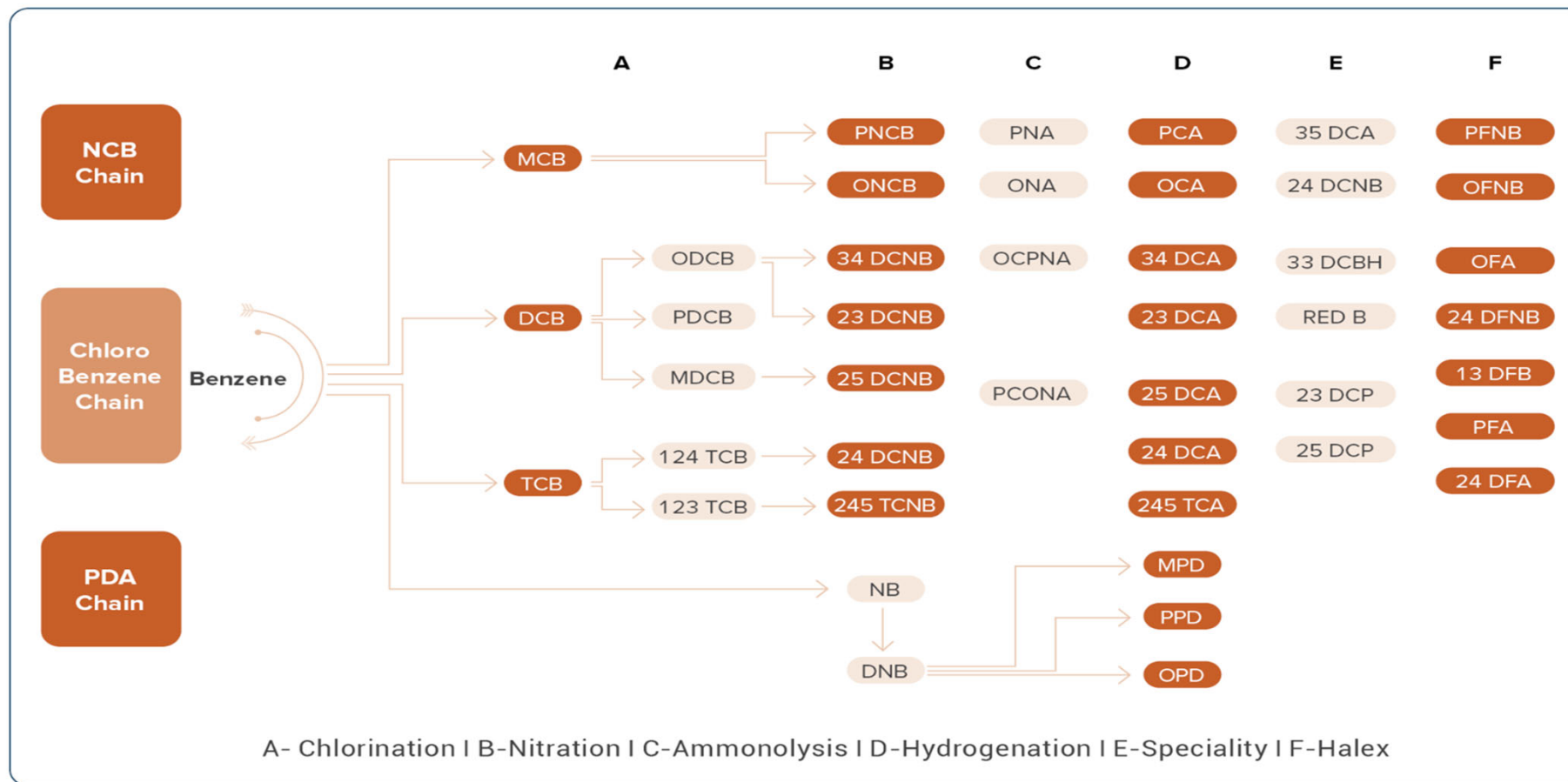


Region-wise revenue (%)



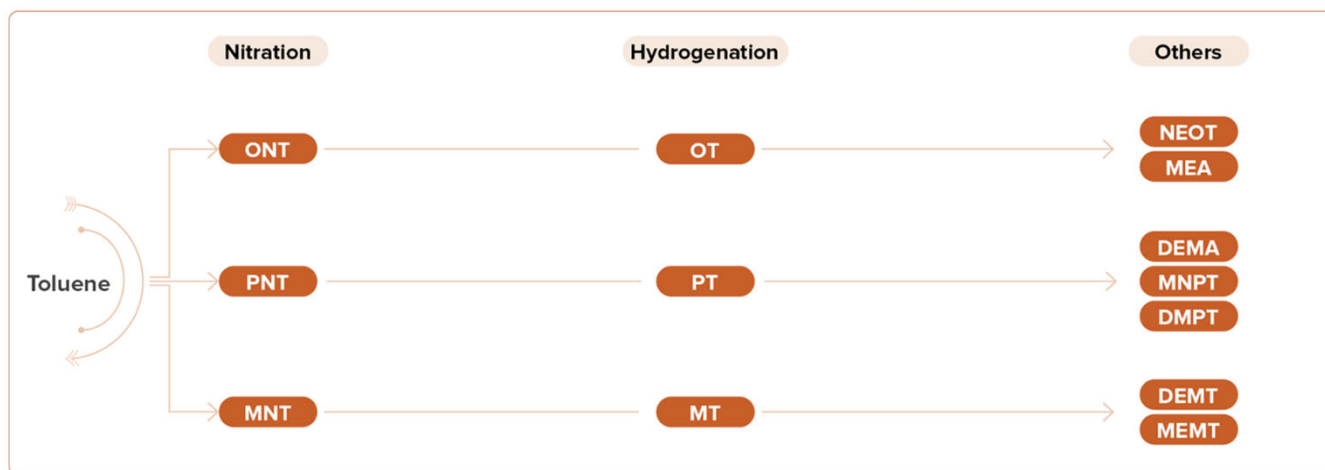
Key Customers



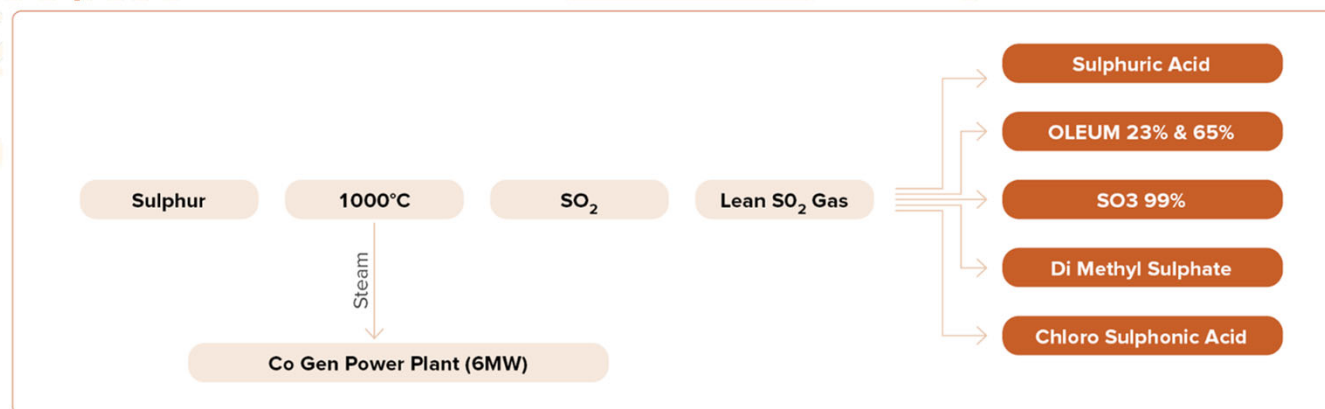


Toluene and Sulphuric Acid Product Chains

Toluene Value Chain



Sulphuric Acid Chain



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Environment, Social and Governance



- CDP rating us to move to **Leadership band in Climate change and Water security**
- **Ecovadis Gold rating** in Sustainability in 2025
- S&P Global (DJSI) | **AIL's ESG score improved** from 43 to 62 putting us in the **top Decile of global chemical companies**
- **"Responsible Care"** certification for 3 Years starting April 2025



Capacity Expansions



- **Successful commissioning of expansion projects in Ethylation value chain.** Nitro-toluene capacity increase to 45 kT; ethylation capacity expanding to 30 kT
- NCB capacity demonstrated equivalent to 108 kT
- ESA capacity successfully demonstrated equivalent to 221 kT
- Halex capacity debottlenecking project moved to commissioning phase
- MMA capacity expansion to 260 kT completed (from Q1 FY26)
- New Pilot Plant commercialised at Zone IV

Cost Efficiency



Several planned Variable and Fixed cost optimization initiatives were completed in FY25 with plans in place to achieve similar targets in FY26

- Implementation of Back-Pressure Turbine Project to improve steam efficiency was successfully concluded
- Hybrid Power Phase-1 achieved full scale utilization reducing our carbon footprint along with cost savings
- Yield improvements in key products/ value chains
- Process optimisation driving cost savings across multiple products
- Fixed cost optimisation progressing well

Capacities and utilization trend for few major products

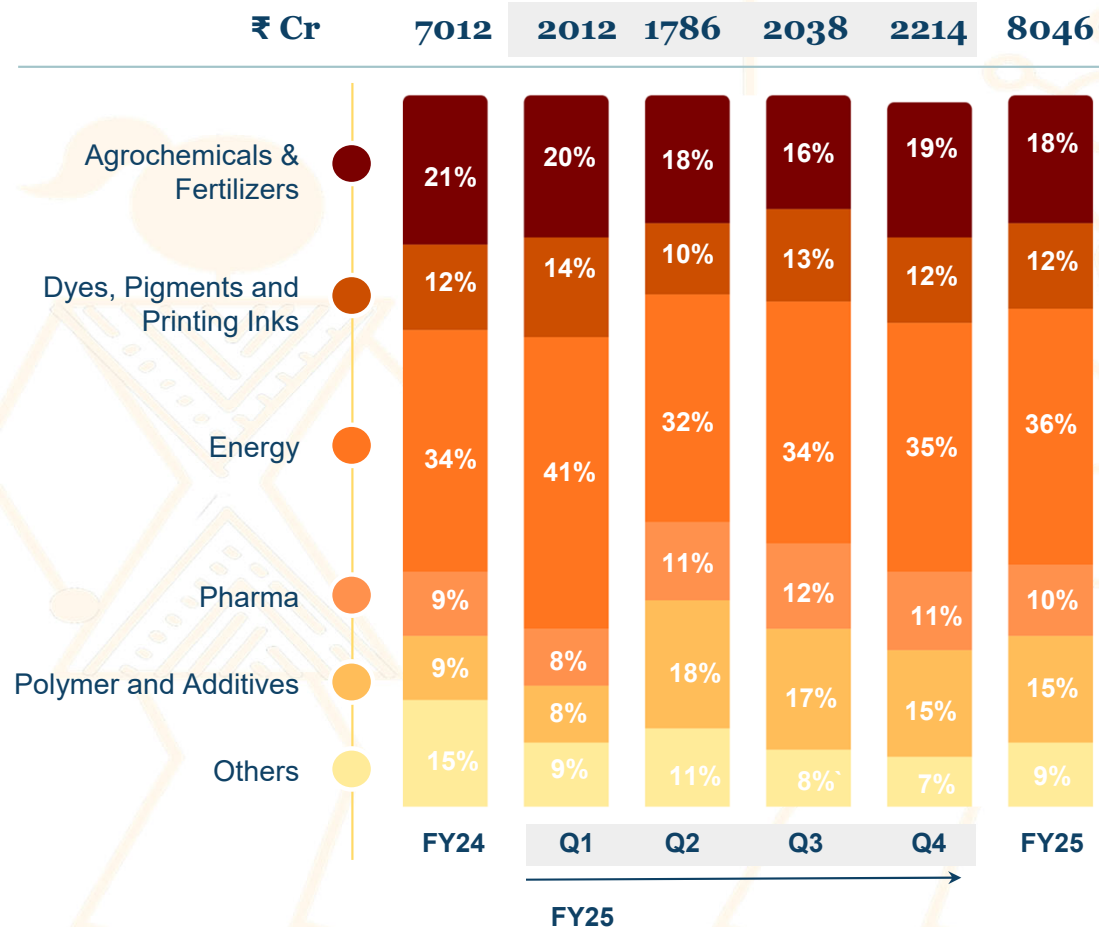
Product Groups	Capacity (in KTPA) (Expanded period)	FY22	FY23	FY24	FY25	Y-o-Y	FY25 Utilization%
NCB	108 (From Q3FY24)	76.6	77.8	73.5	85.3	16%	79%
DCB	120	74.6	84.2	80.7	88.6	10%	74%
Hydrogenation	60	35.7	37.2	39.1	44.4	14%	74%
PDA	12	6.5	4.2	4.4	3.9	-11%	33%
NT	45 (From Q4FY25)	16.0	23.9	30.5	29.4	-4%	65%
Ethylation	25-30 (From Q4FY25)	7.2	11.9	10.5	14.5	38%	48%
MMA	260 (From Q1FY26)	23.1	37.8	89.3	123	38%	62%

Significant upside possible from higher asset utilization—operating leverage tied to demand growth

Notes

1. Above capacities and volume nos are for few product only and not the entire range of AIL products.

Revenue by End Use



- End-use application mix is broadly similar to last years end-use mix
- Energy end application getting stabilized driven by higher volumes but lower margins due to pricing pressure
- Intermediates for Agrochemical sector continues to be under pressure.
- Dyes, Pigment & Printing Inks and Pharma applications remains steady.
- Polymer & Additives segment showing mixed trends across different product value chains

Key Announcements & Updates



Re Aarti Private Limited



- Joint venture for driving the development of Plastic Materials Recycling Facilities across India with focus on Chemical recycling
- Combines the strength of ReSRL on waste management & resource recovery with AIL's expertise in speciality chemical manufacturing
- Resource recovery capacity of 500 TPD is targeted by 2030.
- Finalised technology for the project.
- Targeting commissioning in CY26

Augene Chemical Private Limited



- Joint venture for manufacturing and marketing of specialty chemicals with multiple downstream applications
- Combines the strengths of both partners who will supply essential raw materials to the JV
- Project execution is progressing well
- Targeting commissioning in CY26

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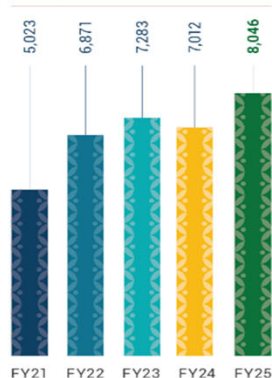
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Key Performance Indicators (Consolidated)

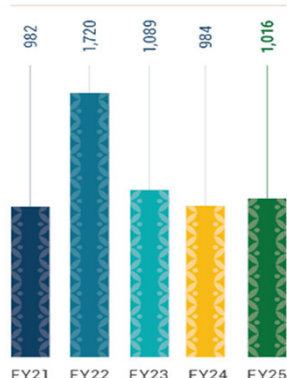


Profit and Loss

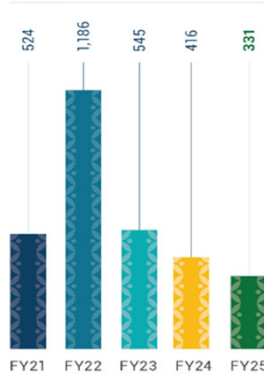
Gross income
(in Cr)



Operating EBITDA
(in Cr)



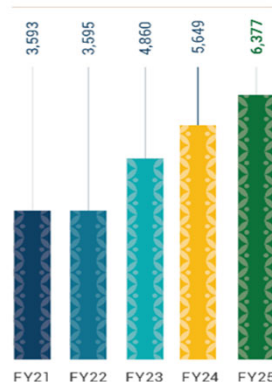
PAT
(in Cr)



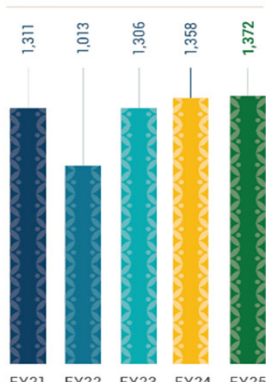
- Volumes grew by ~ 17% in FY25, with substantial growth in exports volumes.
- Despite volume growth, margin contractions due to significant competitive landscape resulted in muted EBITDA growth.
- Commercialisation of various expansion initiatives resulted into increase in Depreciation to Rs 434 crs for FY25 vs Rs 378 crs in FY24.
- Interest costs increased from Rs 211 crs in FY24 to Rs 275 crs due to increase in interest rates and also due to mark to market impact for long term foreign currency loans. .
- Capex cycle at its peak in FY25, with no major capex (other than Zone IV) lined up, capex is expected to decline progressively in FY26 & FY27.
- Working capital cycle being optimised, resulting into reduction of working capital days from about 85 days to about 60 days in FY25

Balance Sheet Indicators

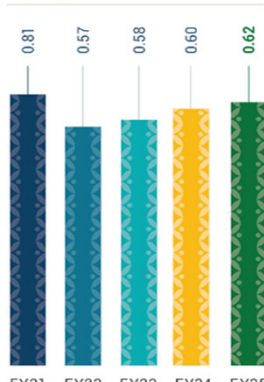
Net Fixed Assets
(in Cr)



Capex
(in Cr)



Debt To Equity Ratio



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Key EBITDA Growth Drivers in near term (FY26 - FY28)

 Completed
 Partially Completed
 Initiated - execution in progress







Cost Optimisation

-  Switching to BPT¹ to improve Cogen
-  Renewable Power phase 2
-  Waste energy streams utilization, ETP cost optimisation
-  Fixed cost optimization
-  Yield improvement





₹ 150-200 Cr

Volume and margin Ramp-up

-  Acid, DCB & NCB ramp-up
-  Ethylation & NT volume ramp-up
-  MMA volume ramp-up
-  Fluorination and Speciality Chemicals ramp-up

₹ 350-550 Cr

CAPEX led growth

-  Pilot commissioned to fuel NPD²
-  MPP comm.³ MPP ramp-up
-  Zone 4 comm.³ Zone 4 ramp-up
-  UPL JV comm.³ Ramp-up

₹ 300-450 Cr

1 BPT: Back Pressure Turbine

2 NPD: New Product Development

3 Commissioning

Long term growth focus areas

New Growth Avenues leveraging AIL's core strengths

- Sustainable manufacturing
- Newer Development Capabilities
- Customer Relationships

MPP and Zone 4 Commercialization

- R&D and MPP will support quick development, qualification and commercialization of new advanced chemistries
- Chlorotoluene commissioning and ramp up will open up new opportunities in Agro and Pharma business segments

Entry into Adjacent Markets and New Platforms

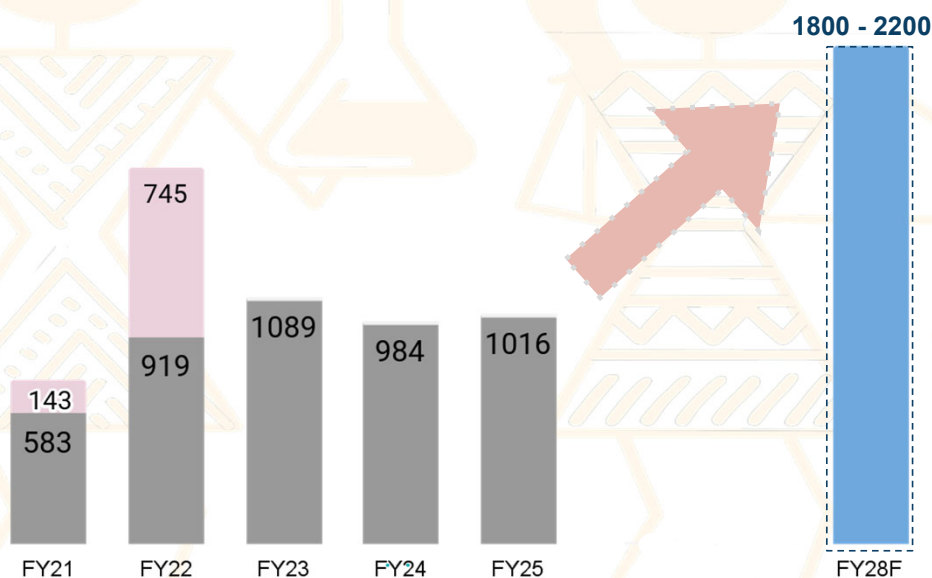
- Leverage current capabilities to newer applications like advanced materials, battery materials, defense, coatings segments
- Develop newer growth platforms in the space of sustainability / circularity

Strategic Alliances and CDMO

- Continue to promote India as manufacturing destination of choice and partner with customers for new India based investments
- Leverage R&D strength to provide CDMO services to key clients

Growth Outlook

- Core YTD EBITDA
- Contract-1 Cancellation
- Projected Annual EBITDA



- Consistent volume growth over 3 yrs driven by increased capacities
- EBITDA for FY25 in line with the estimate of ₹1000-1050 crs given for the year
- Operating leverages and cost optimisation initiatives to drive EBITDA growth beyond volume growth
- Capex for FY26 estimated to be around ₹ 1000 Cr
- Target EBITDA range of ₹ 1800-2200 Cr in 3 years; Debt/EBITDA of <2.5x and ROCE of >15%

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CSR Interventions: Empowering Communities



Education & Skill
Development

₹ 5.04 Crs



Tribal & Rural
Development

₹ 1.17 Crs



Senior Citizen

₹ 0.50 Crs



Healthcare

₹ 4.47 Crs



Urban Housing Aid

₹ 1.07 Crs



Research and
Development

₹ 0.50 Crs



Other CSR
Initiatives

₹ 0.30 Crs



Environment &
Water Conservation

₹ 1.33 Crs



Women
Empowerment

₹ 0.81 Crs



Livestock

₹ 0.48 Crs

Total CSR Spend

INR 15.63 Crs



Awards & Accolades



Chemexcil Lifetime
Achievement Award 2025
to Mr. Chandrakant Gogri



Chemexcil Trishul Award for
Export Excellence 2025



ET HREX Award 2024 for
Exceptional Employee Experience



Corporate Excellence
Award 2024



ISCM Award 2024- One of the Top
Supply Chain Champions in the
Chemical sector



Thank You

Unlocking Opportunities
Building a Stronger Future

