



# Rooted in Excellence

**Top 3** globally for 80% of product portfolio

**\$843mn** revenue FY 23-24

**\$119mn EBITDA** FY 23-24

60 countries served globally

100+ products

14 manufacturing facilities 6000+ employees

1100+ domestic & global

customers

Zero Liquid Discharge (ZLD) ready plants

co-generation power plants

state-of-the-art R&D centers

**Evolving** with our Ethos

### Vision

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

### **Mission**

Delight Stakeholders

### **Values**

Care, Excellence and Integrity

**Purpose** 

Right chemistry for a brighter tomorrow



# Flourishing with Chemistry: **Our Offerings**



**Specialty Chemicals** 



**CDMO Solutions** 

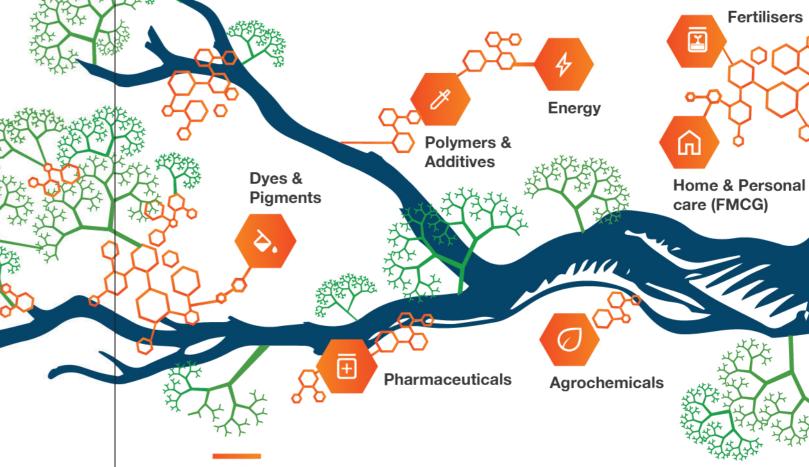


**Strategic Partnerships** 

# **Blooming Across Borders:** Our Revenue Share in %







## A Canopy of Trust: **Our Clientele**















syngenta











□-BASF





























#### **Thriving with Purpose Since 1984** Commercialised facility for a new **∞ 2021** speciality chemical intermediate **Branching into** manufacturing at Jhagadia; Operationalised Phase 2 Commissioned Specialty Chemical Unit at Dahej SEZ; the Future plant at Dahej SEZ Commercialized chlorination unit at Jhagadia (2019-2025)···**0 2024** Expanded NCB Capacity from **2022** 75KTPA to 108KTPA; Demerger of Pharmaceutical Commercialised Phase 1 of Commissioned the nitrotoluene business: Commercialised Acid Unit Revamp; hydrogenation facility at Jhagadia; facility for speciality Commissioned 13.2 MW Signed another multi-year contract chemical intermediates Hybrid Renewable Power with a global player supply contract Plant; Signed two multi-year contracts with global player 2020 0-----Operationalised Phase 1 Unit at **~ 2025** Dahej SEZ for agrochemical Commissioning of 4 new assets intermediates & Specialty chemicals; as part of brownfield expansions Operationalised Aarti Research & for existing and new products Technology Center at Navi Mumbai Sustained Growth (2013-2018)Commissioned the Nitro Toluene Plant; Signed two large multi-year contracts 2014 0 with global players **⋄ 2016** First concentration Commissioned ethylation plant in India facility at Dahej SEZ; 2013 0-----Expanded NCB capacity Merged manufacturing division of **∞ 2017** Anushakti Chemicals and Drugs Ltd.; Total income crossed 2,000 crores; Commenced functioning of calcium chloride facility; exports crossed 1,000 crores Started operations at co-gen and solar power plants Laying the o 1984 **Roots** Incorporated Aarti Organic Private Limited (1984-2012)**6 1990**

### o 1986

Commenced 1,200 TPA unit for Nitro Chloro Benzenes (NCB) in Sarigam, Gujarat

Set up the first large-scale organic plant in Vapi (4,500 TPA for NCB)

#### o 1992

Listed on NSE and BSE

### ------ 1997-2001

Set up large-scale hydrogenation & nitration unit at Jhagadia

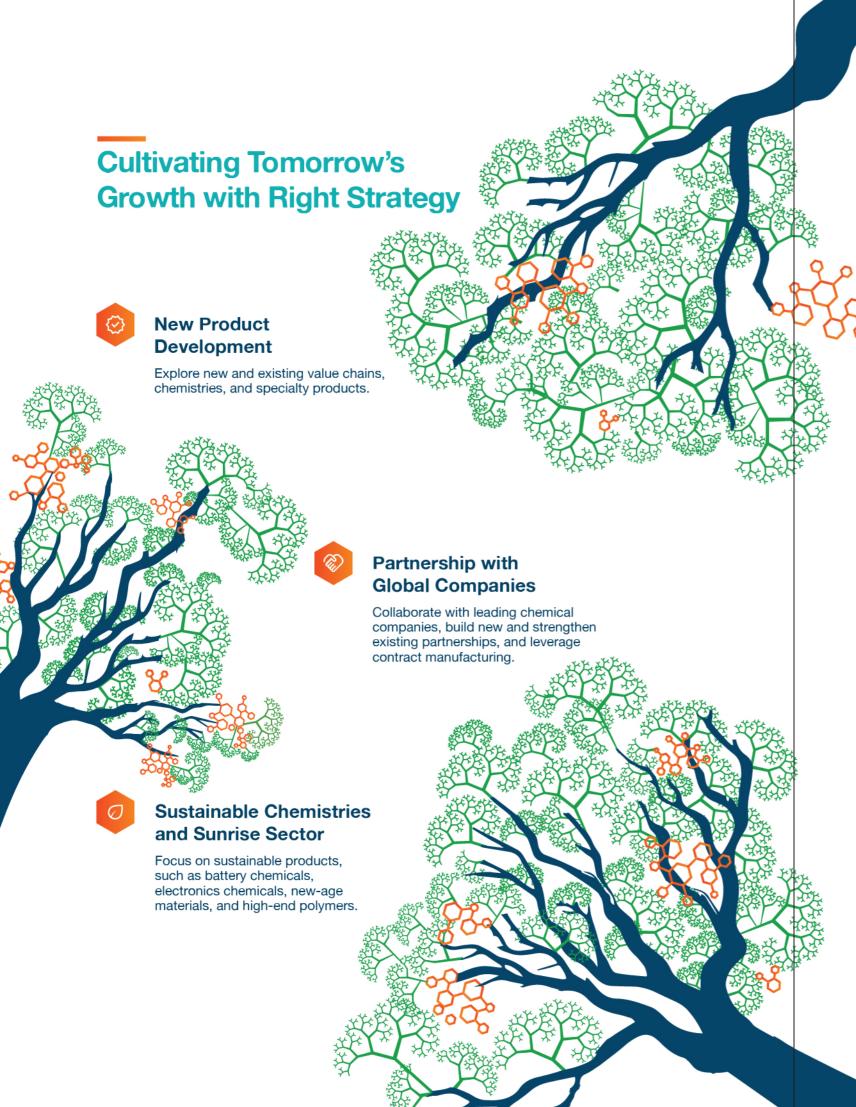
### **0 2004-08**

Expanded NCB & Sulphuric acid capacity; Set up a large-scale specialty chemical unit in Kutch

### o 2011

Upgraded hydrogenation unit from batch to continuous: Custom Synthesis division at Vapi received USFDA approval

\*Note: Milestones are stated on a fiscal year (FY) basis.



# **Growing Together Through Strategic Partnerships**

Our strategic partnerships nurture innovation from concept to commissioning. With tailored solutions at every stage, we empower global specialty chemical leaders with efficiency and excellence.

# What We Do

Provide end-to-end solutions for outsourced chemical manufacturing and product development across product lifecycle.

### Who We Do It For

Global specialty chemical manufacturers seeking a trusted partner for innovative and cost-efficient solutions.

# What Do Our Partners Get

Unmatched expertise, cost-efficient solutions, custom chemical manufacturing IP protection, long-term supply assurance, world-class safety practices and strategic manufacturing partnerships in the chemical industry.

# **AIL Advantage**

**Customised Solutions Across Product Development Stages** 



30-40% CapEx reduction



Global safety and scale



Technology development



New product development



Innovative R&D, piloting & validation



At Aarti Industries, innovation drives our journey from concept to commercialisation. Our robust R&D ecosystem transforms ideas into reality through a structured process of discovery, optimisation, and scale-up.

**Multi-Purpose** Plants (MPP or SCMP): The Canopy of Industrial Success

Once optimised, processes are seamlessly transferred to our Multi-Purpose Plants (MPPs) or Single Chemistry Multi Purpose (SCMP) Plants, ensuring flexibility, efficiency, and large-scale production readiness.

- High-volume reactors enabling large-scale production
- Advanced downstream processing for superior efficiency
- · Robust infrastructure ensuring scalability and flexibility
- · Seamless transition from scale-up to commercialisation

### **Pilot Plants: The** Trunk of Scale Up

Following successful feasibility trials, our pilot plants play a crucial role in process optimisation, where parameters are refined for efficiency, sustainability, and cost-effectiveness. Here, we fine-tune the scalability of our innovations, ensuring smooth scale-up while maintaining high-quality standards.

### **R&D: The Roots** of Innovation

AIL's innovation journey begins in our advanced R&D centers focused on pioneering niche, value-added chemistries while enhancing existing offerings. The process starts with route scouting, ensuring the most efficient pathways for new developments, followed by feasibility trials to validate concept viability and industrial potential.

### **R&D Highlights**

- 250+ R&D workforce
- Aarti Research & Technology Centre (ARTC) driving innovation
- Technology Centre with 120+ engineers exploring new chemistries & partnerships
- Strong pipeline of value-added products
- 15 patents filed
- Strong emphasis on inherently safe processes
- Enhanced data security and data management accredited by ISO 2700:2022

### Certifications





NABL ISO/IEC 17025:2017;





## **Sustainability: Flourishing** with Responsibility

Embracing sustainability as a fundamental pillar, we weave environmental, social, and governance (ESG) principles into every facet of our operations. By aligning with global frameworks such as GRI, UNSDGs, and TCFD, we ensure meaningful and measurable progress.



Reducing Footprint, **Expanding Impact** 



Empowering People, **Driving Excellence** 



Engaging Stakeholders, Strengthening Partnerships



Upholding Integrity, **Ensuring Compliance** 

### A Testament to our **Sustainable Promise**













### **Safety: The Foundation of Our Growth**

At Aarti Industries, safety is more than a practice—it's a promise we uphold every day. Just as a tree flourishes when its environment is protected, we create a workplace where every individual feels safe, valued, and cared for.

### BESAFE, Aarti Suraksha Survey & BESAFE+

Since 2019, BESAFE has been enhancing our safety culture. AIL conducted "Aarti Suraksha Survey" during FY-2022- 23 to get a pulse on safety perception and it

indicated that AIL's safety culture is on the verge of becoming Independent, paving the way for BESAFE+, launched in 2023. This initiative, in collaboration with

global safety leaders, is enabling AIL strengthen lead indicators through powerful interventions, thus building a more care-driven safety culture.



# A Legacy of Excellence, A Future of Possibilities

For four decades, Aarti Industries has been scripting a story of ambition, innovation, and resilience. What began in 1984 as a small-scale venture with a purpose to "create the right chemistry for a brighter tomorrow" has today evolved into a globally recognized enterprise—trusted by partners, driven by excellence, and guided by a steadfast commitment to sustainability and innovation.

The foundation of our success lies in our values—Care, Integrity, and Excellence. These principles have shaped our journey, helping us navigate challenges, honor commitments, and build enduring partnerships. Over the years, we have transformed from a local industry player into a global force, setting benchmarks in quality, customer-centricity, and operational efficiency.

As we celebrate this remarkable milestone, we also embark on an exciting new chapter with an unwavering spirit of transformation. We look ahead to the future, ready to embrace new opportunities and redefine possibilities.

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Here's to 40 years of shaping industries, touching lives, and creating a sustainable future—together.