



**AARTI  
INDUSTRIES  
LIMITED**

**Ref. No.: AIL/B-36/2017/858**

**December 29, 2017**

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

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.

**BSE CODE -524208**

**NSE CODE:AARTIIND**

Dear Sir/Madam,

**Sub:-Aarti Industries signs ₹ 10,000 crore multi-year deal**

**Ref.: Regulation 30 of the SEBI (LODR) Regulations, 2015.**

This communication supersedes earlier communication, which kindly be read as under;

We wish to inform that the company has entered into a ₹ 10,000 crore multi-year contract with a Global Chemical Company for supply of high value Speciality Chemical Intermediate. Please find enclosed the relevant Press Release in this regard.

Kindly take the same on record

Yours Faithfully

**For AARTI INDUSTRIES LIMITED**

RAJ SARRAF

**COMPANY SECRETARY**

ICSI M. NO. A15526

Encl.: as above.



**www.aarti-industries.com | CIN: L24110GJ1984PLC007301**

**Admin. Office :** 71, Udyog Kshetra, 2nd Floor, Mulund Goregaon Link Road, Mulund (W), Mumbai - 400080, INDIA.

**T :** 022-67976666, **F :** 022-2565 3234 | **E :** info@aarti-industries.com

**Regd. Office :** Plot No. 801, 801/23, IIIRD Phase, GIDC Vapi-396195, Dist- Valsad. INDIA. **T :** 0260-2400366.



## Press Release

For Immediate Publication

# Aarti Industries signs a 20 years exclusive contract worth ₹ 10000 Cr for supply of high value chemical

**Mumbai, December 29, 2017:** Aarti Industries Ltd (AIL) today announced that they have signed ₹ 10000 Cr multi-year exclusive supply contract with a leading global chemical conglomerate (customer). This contract entails supply of a high value speciality chemical intermediate over a period of 20 years. The supplies are expected to commence from 2020 with an estimated revenue generation of ₹ 10000 Cr over the contract period. With this deal, AIL is set to enter a new chemistry range, first of its kind in India; and its end product is amongst the major growth initiatives for the customer.

AIL will be investing \$35 - \$40 Million to setup dedicated large scale manufacturing facility for production of this speciality chemical intermediate, and will be built on the basic technology package received from the customer. The upcoming facility will be a 100 % export oriented unit in the state of Gujarat. As a part of this contract terms, the customer shall provide \$42 Million as an advance to AIL in instalments, which shall be adjusted against the supplies in future. This advance shall help reduce the net capital employed, enabling higher ROCE returns for this project.

There is a paradigm shift in the Indian manufacturing sector due to major government reforms & initiatives like Make in India, Tax Structure simplification, infrastructure development, etc. The chemical sector has immensely benefitted from creation of chemical zones, strong IPR, availability of raw material and skilled manpower, leading to many global chemical companies investing in India. With an emphasis on SHE, strong technical knowledge, robust manufacturing practices coupled with 30+ years of experience, AIL has become a natural partner of choice for the global chemical companies looking to invest/partner in India.

Commenting on this contract Mr. Rashesh C. Gogri, Vice-Chairman & Managing Director, AIL said, "We continue to hit the right milestones at the right time. This deal is testament to our increasing brand equity among targeted customers who continue to choose us for supply of high value intermediaries involving large scale complex chemistries. It highlights the strength as a 'Global Partner of Choice' in the global chemical industry."

The Indian speciality chemicals market has grown at the rate of 14% over the last 5 years and the market size expected to touch \$ 70 billion by 2020. With our customer base growing, our prospective investments, capabilities and competencies, will translate into a larger operation that addresses the growing demands of our customers. I am confident that the company will sustain its multi-year growth expanding profitability, generating higher cash flows and enhancing value of all stakeholders."

## Contact Information

Mr. Chetan Gandhi/Mr. Raj Sarraf  
Aarti Industries Ltd.  
Tel: +91 22 6797 6666  
[chetan.gandhi@aarti-industries.com](mailto:chetan.gandhi@aarti-industries.com)  
[raj.sarraf@aarti-industries.com](mailto:raj.sarraf@aarti-industries.com)

Mr. Vikram Rajput/Mr. Shiv Muttoo  
CDR India  
Tel: +91 22 6645 1223/1207  
[vikramr@cdr-india.com](mailto:vikramr@cdr-india.com)  
[shiv@cdr-india.com](mailto:shiv@cdr-india.com)





## Press Release

For Immediate Publication

### About Aarti Industries

Aarti Industries (AIL) is one of the most competitive benzene-based speciality chemical companies in the world. AIL is a rare instance of a global speciality chemicals company that combines process chemistry competence (recipe focus) with scale-up engineering competence (asset utilization). Over the last decade, AIL has transformed from an Indian company servicing global markets to what is fundamentally a global company selecting to manufacture out of India. The Company globally ranks at 1st – 4th position for 75% of its portfolio and is “Partner of Choice” for various Major Global & Domestic Customers.

AIL has de-risked portfolio that is multi-product, multi-geography, multi-customer and multi-industry. AIL has 125+ products, 500+ domestic customers, 150+ export customers spread across the globe in 60 countries with major presence in USA, Europe, Japan. AIL serves leading consumers across the globe of Speciality Chemicals and Intermediate for Pharmaceuticals, Agro Chemicals, Polymers, Pigments, Printing Inks, Dyes, Fuel additives, Aromatics, Surfactants and various other speciality chemicals.

AIL is committed to Safety Health & Equipment Quality with environment polices mapped to global benchmarks ensuring customer confidence and business sustainability. The Company has 6 Zero Discharge units and a strong focus on Reduce-Reuse-Recover across its 17 manufacturing sites.

AIL is a responsible corporate citizen engaged in community welfare through associated trusts (Aarti Foundation and Dhanvallabh Charitable Trust) as well as focused NGOs engaged in diverse social causes.

Over the years, AIL has received multiple awards and recognitions. CHEMEXCIL presented the Company ‘Trishul Award’ for outstanding export performance for FY14-15 and FY 15-16 and ‘Award of Excellency’ for the consistency in export performance for FY13-14. CHEMTECH Foundation accorded AIL with the ‘Outstanding Achievement for Innovation’ award for the company’s commendable efforts in conserving the environments as well as ensuring sustainable growth through path breaking innovation. Indian Institute of Chemical Engineers bestowed the prestigious Lala Shriram National Award for ‘Leadership in Chemical Industry’ to Chairman Emeritus and founder Shri Chandrakant V. Gogri. AIL has been honoured with couple of awards for its contribution towards environment protection & green chemistry. Recently, AIL received the ‘SERB IGCW 2017 Award’ for incorporating principles of Green Chemistry and Engineering into manufacturing practices. Also, the Forest & Environment Department, Govt of Gujarat presented the ‘Gujarat Cleaner Production Award’ to Aarti’s Jhagadia Unit.

### Contact Information

Mr. Chetan Gandhi/Mr. Raj Sarraf  
Aarti Industries Ltd.  
Tel: +91 22 6797 6666  
[chetan.gandhi@aarti-industries.com](mailto:chetan.gandhi@aarti-industries.com)  
[raj.sarraf@aarti-industries.com](mailto:raj.sarraf@aarti-industries.com)

Mr. Vikram Rajput/Mr. Shiv Muttoo  
CDR India  
Tel: +91 22 6645 1223/1207  
[vikramr@cdr-india.com](mailto:vikramr@cdr-india.com)  
[shiv@cdr-india.com](mailto:shiv@cdr-india.com)

