September 26, 2022

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

BSE CODE: 524208

Dear Sir/Madam,

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 39th Annual General Meeting held today i.e. September 26, 2022.

Kindly take the same on record.

Thanking You,

Yours faithfully,

FOR AARTI INDUSTRIES LIMITED

RAJ KUMAR SARRAF

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
Annual General Meeting
26 September 2022
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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Agenda

01 Company Overview
02 Financial Snapshot & Shareholder Info
03 Strengths
04 Growth Opportunity & Strategy
05 Demerger Proposal
06 Corporate Social Responsibility
About Aarti Industries (AIL)

Overview

- A leading Speciality Chemicals company in Benzene & Toulene based derivatives with integrated operations and high level of cost optimization
- Pharma operations spanning APIs, intermediates and Xanthene derivatives
- Established by first generation technocrats in 1984
- Strong R&D capabilities – 4 R&D facilities; dedicated pool of about 400+ engineers & scientists; IPRs for developing customized products.
- Plants located in western India with proximity to ports: 15 for Speciality chemicals; 5 for Pharma (2 USFDA and 3 WHO/GMP)

Key Metrics

- 200+ Products
- 400+ Global Customers
- 700+ Domestic Customers
- 21 Manufacturing Plants
- 16 Zero Liquid Discharge Plants
- 8,000+ Employees

Revenue split - Segmental and Geographical – FY22

- Speciality Chemicals, 84%
- Pharma, 16%
- Domestic, 59%
- North America, 11%
- Europe, 11%
- China, 5%
- Japan, 3%
- ROW, 11%

Key Financials

Revenue (Rs cr)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Rs cr)</td>
<td>3,806</td>
<td>4,706</td>
<td>4,621</td>
<td>5,023</td>
<td>7,919</td>
</tr>
</tbody>
</table>

EBITDA (Rs cr)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA (Rs cr)</td>
<td>699</td>
<td>965</td>
<td>977</td>
<td>982</td>
<td>1,930</td>
</tr>
</tbody>
</table>

CAGR 16%

CAGR 29%

*FY22 nos. are including the termination income
FY22 – Financial Highlights & Key Updates

**FY22 vs FY21**

- **Revenues**: INR 7919 crore (58% increase vs FY21)
- **EBITDA**: INR 1930 crore (96% increase vs FY21)
- **Profit Before Tax**: INR 1527 crore (130% increase vs FY21)
- **Profit After Tax**: INR 1307 crore (144% increase vs FY21)

**INR 1200 crore**

- **Fund raised through QIP for growth initiatives**

**59 : 41**

- **Domestic & Exports revenue-mix**

**0.44x**

- **Debt : Equity**

**Key Points**:

- Robust revenue momentum supported by better realisations trends owing to Company’s ability to pass on sharp spikes in RM costs and other utilities. This was backed by healthy volume gains led by continued strong demand trajectory in the key end-user industries.

- EBITDA performance bolstered by operating leverage due to high utilisation levels across plants. The Company’s robust pricing model (RM pass through model) helped to maintain the absolute delta margin (expressed in per kg terms) despite unprecedented challenges during the year posed by inflation in raw material prices and other costs, as well as logistical constraints.

- Commercialized unit for the project related to 2nd Long term Contract at Dahej SEZ.

- Key expansion projects related to 3rd Long Term Contract, the NCB capacity expansion, Pharma USFDA expansion, Acid unit revamp and expansion are progressing well and expected to be commercialized in FY 2022-23 and FY 2023-23.

*FY22 nos. are including the termination income
# FY22 Highlights (Consolidated)

## Revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>Without termination income</th>
<th>With termination income</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>5,023</td>
<td></td>
</tr>
<tr>
<td>FY22</td>
<td>7,288</td>
<td>7,919</td>
</tr>
</tbody>
</table>

## EBITDA

<table>
<thead>
<tr>
<th>Year</th>
<th>Without termination income</th>
<th>With termination income</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>982</td>
<td></td>
</tr>
<tr>
<td>FY22</td>
<td>1320</td>
<td>1930</td>
</tr>
</tbody>
</table>

## Profit Before Tax

<table>
<thead>
<tr>
<th>Year</th>
<th>Without termination income</th>
<th>With termination income</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>665</td>
<td></td>
</tr>
<tr>
<td>FY22</td>
<td>917</td>
<td>1527</td>
</tr>
</tbody>
</table>

## Profit After Tax

<table>
<thead>
<tr>
<th>Year</th>
<th>Without termination income</th>
<th>With termination income</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>535</td>
<td></td>
</tr>
<tr>
<td>FY22</td>
<td>1,307</td>
<td></td>
</tr>
</tbody>
</table>

Amount in INR (Cr);
## FY2021-22 Highlights (Consolidated)

### Chemical Segment

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue Without termination</th>
<th>Revenue With termination</th>
<th>EBIT Without termination</th>
<th>EBIT With termination</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>4,071</td>
<td>5,988</td>
<td>746</td>
<td>1,004</td>
</tr>
<tr>
<td>FY22</td>
<td>6,619</td>
<td></td>
<td>1,614</td>
<td></td>
</tr>
</tbody>
</table>

### Pharma Segment

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>952</td>
<td>211</td>
</tr>
<tr>
<td>FY22</td>
<td>1,300</td>
<td>220</td>
</tr>
</tbody>
</table>

- For FY22, segment revenue includes long-term contract termination fees of Rs. 631 crore and EBIT includes the impact of the same of Rs. 610 crore.
- Successfully passed on impact of higher raw material costs, partly with a time lag.
- Commercialized the unit for 2nd Long term contract in Q4 FY22, resulting into increase in fixed costs and depreciation.
- Robust growth in topline performance attributable to positive demand landscape for key products.
- Inflation in input costs – Continuous efforts to pass on to the customers.
- The expansion of capacity for the USFDA approved API facility in the final stages and expected to commercialize in Q1 FY23.
10 Years Highlights

**Revenues**
- FY12: 1667
- FY17: 3163
- FY22: 7919

**PAT**
- FY12: 104
- FY17: 328
- FY22: 1307

**Gross Block**
- FY12: 855
- FY17: 2655
- FY22: 6272

**Market Capitalization**
- FY12: 478
- FY17: 6287
- FY22: 31500

CAGR: 19%, 25%, 32%, 59%

Amount in INR (Cr)
## Financials - Consolidated

### Robust Revenue Growth

<table>
<thead>
<tr>
<th>INR (Cr)</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td>4,621</td>
<td>5,023</td>
<td>7,919</td>
</tr>
</tbody>
</table>

CAGR 20%

### Strong EBITDA Growth

<table>
<thead>
<tr>
<th>INR (Cr)</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
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<tbody>
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<td>699</td>
<td>965</td>
<td>977</td>
<td>982</td>
<td>1,930</td>
</tr>
</tbody>
</table>

CAGR 29%

### Strong PAT Growth

<table>
<thead>
<tr>
<th>INR (Cr)</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>333</td>
<td>492</td>
<td>536</td>
<td>535</td>
<td>1,307</td>
</tr>
</tbody>
</table>

CAGR 41%

### Significant Capex Undertaken

<table>
<thead>
<tr>
<th>INR (Cr)</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>615</td>
<td>794</td>
<td>1,153</td>
<td>1,311</td>
<td>1,305</td>
</tr>
</tbody>
</table>

### Strong Return Ratios

- ROCE
- ROCE (exc CWIP)
- ROE

### Debt Profile

- D/E
- Net Debt/EBITDA

**FY22 financials are inclusive of termination income**

EBITDA = Profit before Tax + Interest Expense + Depreciation - Other Income; EBIT = EBITDA-Depreciation; Capital Employed= Net Worth + LT Debt+ ST debt+ current maturity of long term debt- cash; Capital Employed adj for CWIP= Capital Employed -CWIP; ROCE= EBIT/Average of Capital employed of current & previous year ; ROCE (exc CWIP) = EBIT/Average of Capital employed adj for CWIP of current & previous year; ROE = Net Income/Average of Net Worth of current & previous year; D/E = Total Debt/ Total Equity; Net Debt/EBITDA = (Gross Debt - cash)/ EBITDA
Shareholders Info

**Shareholders Base**

<table>
<thead>
<tr>
<th>Year</th>
<th>Shareholders Base</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-17</td>
<td>23259</td>
</tr>
<tr>
<td>Sep-18</td>
<td>26113</td>
</tr>
<tr>
<td>Sep-19</td>
<td>42051</td>
</tr>
<tr>
<td>Sep-20</td>
<td>123044</td>
</tr>
<tr>
<td>Sep-21</td>
<td>265330</td>
</tr>
<tr>
<td>Sep-22</td>
<td>337948</td>
</tr>
</tbody>
</table>

**Shareholding Pattern (%)**

- Promoter: 44%
- Domestic Institutions: 15%
- Foreign Institutions: 12%
- Public: 29%

**Market Cap (Rs. Cr)**

- 2012: 478
- 2013: 700
- 2014: 1086
- 2015: 3125
- 2016: 4311
- 2017: 6287
- 2018: 9323
- 2019: 13633
- 2020: 18581
- 2021: 22939
- 2022: 31500

- Sep-22: 34692
Q1 FY23 – Financial Highlights & Key Updates

Q1 FY23 vs Q1 FY22

- **Revenues**: INR 2173 crore (45% increase)
- **EBITDA**: INR 369 crore (18% increase)
- **Profit Before Tax**: INR 233 crore (13% increase)
- **Profit After Tax**: INR 189 crore (15% increase)

- **Significant increase in revenues was on account of pass-on for the elevated Inputs prices, Utility costs and Logistics costs.**

- **Commenced commercial production at the new block of the USFDA approved API facility at Tarapur in early Q2; this will further strengthen Company’s niche offerings in Pharma**

- **The project related to 1st and 2nd long term contract has started seeing volume ramp up; Utilization levels expected to increase to ~70%+ by the end of FY24 for 1st Long term contract.**

54 : 46
Domestic & Exports revenue-mix

0.46x
Debt : Equity
Performance Overview – Q1 FY23

Revenues of Rs. 2,173 crore; YoY increase of 45%

EBITDA of Rs. 369 crore; YoY growth of 18%

PAT of Rs. 189 crore; YoY up by 15%

- Revenue trajectory was steered by higher volume off take for key products, favourable realization gains and pass on of higher costs. This was supported by incremental volumes coming from newer capacities added in the recent past. Both 1st and 2nd long term contract has seen a ramp-up during the quarter, and this is expected to further improve in the ensuing quarters.

- Absolute profitability levels were maintained despite significant impact seen on account of higher input and utility costs, combined with logistical challenges and mark to market impact on the ECBs on account of steep depreciation in currency rates during this quarter
  - Absolute delta margin (expressed in per kg terms) generally remains similar, under the robust input price pass-on pricing model.
  - PBT includes a negative impact of Rs. 30 crore on account of significant rupee depreciation during the quarter; excluding this impact, the performance would have been even better.

- Capex initiatives linked to 3rd Long Term Contract, the NCB capacity expansion, and other projects are on track, and expected to be commissioned in a phase-wise manner starting from latter part of FY23.

- Annual EBIDTA growth guidance for FY 2022-23 of high single digit considering
  - Higher fixed costs on account of commissioning of newer assets,
  - Volumes are under ramp-up for recent commercialized units and major benefit of operating leverage as well as volume rampup will be witnessed strongly in FY 2023-24
  - Lower demand for Dyes and Pigment intermediates due to slowdown in the textile sector and uncertainties across global recessionary fears.

- Company’s Q1 performance better than guidance, will wait for Q2 performance for revision in guidances, if needed. Normalizing of the Fixed Costs and volume ramp up will guide stronger EBIDTA growth in FY 2023-24.
Agenda

01 Company Overview
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06 Corporate Social Responsibility
## Key Strengths

### Global Player in Benzene based Derivatives with Integrated Operations
- Strong/Leadership position in key products and processes
- Integrated operations across product chain of Benzene and Toluene
- Ability to effectively use co-products and generate value-added products

### Well Diversified Across Multiple Dimensions
- Diversification provides significant de-risking
- Multi-product, multi-customer, multi-geographies & multi-end-user industry

### Pharma – Significant growth with diversification
- API & Intermediate market (domestic & exports) expected to witness strong growth
- Xanthine Derivatives are expected to continue the growth momentum

### Strong Return Profile despite Significant Capex
- Expanded capacities and diversified into new products while maintaining return profile
- New capacities are still ramping up providing operating leverage

### Well placed to benefit from Industry Tailwinds
- Significant opportunity for exports arising from environmental related shutdowns in China
- Structural drivers in places for a robust domestic demand growth

### Strong Focus on R&D and Process Innovation
- Focus on downstream products through processes like high value chlorination, hydrogenation, etc.

### Thrust on Sustainability
- Significant capex done in SH&E, which provide long term benefits
- Continuous efforts to enhance on ESG Initiatives.
ESG for AIL

Our Strategy : Growth with Sustainability for a Sustainable Growth

ESG factors are core part of our decision making process. We monitor our performance on below mentioned ESG parameters:

### Environment
- GHG & atmospheric Emissions
- Water
- Effluent Management
- Cleaner Technologies
- Materials
- Waste
- Energy
- Noise Pollution
- Bio Diversity/Green Carpet

### Social
- Health & Safety
- Community relations
- Labor management
- Product safety & quality
- Supply chain sustainability
- People and talent development
- Human Rights

### Governance
- Compliance
- Board composition and Independence
- Business Ethics
- Management Evaluation and track record
- Disclosures and shareholder relations

Our Strategy : Growth with Sustainability for a Sustainable Growth
Recognition on ESG

AIL awarded RC in Feb

Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY

Responsible Care® is the global chemical industry’s commitment to drive continuous improvement and excellence in Environment, Health, Safety & Security Performance. It represents self-imposed ethical commitment for better EHS&S performance and responsible management of chemicals.

AIL awarded Gold Award by EcoVadis

EcoVadis is the world’s most trusted business Sustainability Ratings, used by 75000+ global companies across 160+ countries. The Award places AIL among top 5% of the global companies assessed by EcoVadis.

AIL awarded Gold Award by EcoVadis

ESG Rating by CRISIL

CRISIL independently evaluated top 225 companies across 18 sectors based on their ESG assessment framework (as per publicly available information). AIL was placed at 3rd position in chemical sector (amongst 15 chemical companies).
Well placed to benefit from sector tailwinds – Global

Global Speciality chemicals market size and region-wise share (USD Bn)

<table>
<thead>
<tr>
<th>Year</th>
<th>China</th>
<th>North America</th>
<th>Western Europe</th>
<th>Japan</th>
<th>India</th>
<th>Global</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>595</td>
<td>3%</td>
<td>0%</td>
<td>1%</td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>2020</td>
<td>740</td>
<td>1%</td>
<td>0%</td>
<td>1%</td>
<td>4%</td>
<td>3-4%</td>
</tr>
<tr>
<td>2025E</td>
<td>830</td>
<td>1%</td>
<td>0%</td>
<td>1%</td>
<td>4%</td>
<td>3-4%</td>
</tr>
</tbody>
</table>

Significant opportunity of growth for Indian specialty chemicals markets

CAGR (2020-25)

<table>
<thead>
<tr>
<th>Region</th>
<th>CAGR (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>4-6%</td>
</tr>
<tr>
<td>North America</td>
<td>1-3%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>0-2%</td>
</tr>
<tr>
<td>Japan</td>
<td>1%</td>
</tr>
<tr>
<td>India</td>
<td>10-12%</td>
</tr>
<tr>
<td>Global</td>
<td>3-4%</td>
</tr>
</tbody>
</table>

Global Speciality chemicals market size and region-wise share 2020

<table>
<thead>
<tr>
<th>Region</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>21%</td>
</tr>
<tr>
<td>China</td>
<td>26%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>15%</td>
</tr>
<tr>
<td>India</td>
<td>4%</td>
</tr>
<tr>
<td>Japan</td>
<td>8%</td>
</tr>
<tr>
<td>Others</td>
<td>15%</td>
</tr>
<tr>
<td>Other Asia</td>
<td>11%</td>
</tr>
</tbody>
</table>

Other Asia 11%

India 4%

Japan 8%

Western Europe 15%

North America 21%

Expected absolute growth over 2020-25

<table>
<thead>
<tr>
<th>Region</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>$17-22 bn</td>
</tr>
<tr>
<td>China</td>
<td>$50-55 bn</td>
</tr>
<tr>
<td>World</td>
<td>$100-120 bn</td>
</tr>
</tbody>
</table>
India is emerging as an alternative to China due to various factors

India has grown a critical mass and several Indian Companies are eager to Invest creating global sized plants to cater to growing domestic and global demand.

Global multinationals need alternate sourcing destinations from China to de-risk their supply chain. India is a best fit in this case.

Thrust to manufacturing via Make in India, cut in Corporate Tax rates and Tax reforms, PLI Schemes, etc will boost the growth in the sector.

Inherent CAPEX and labour cost advantage as compared to the West / Developed nations.

Indian Currency Depreciated against USD and CNY strengthening Cost Position for Indian Products in Exports Markets.
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05. Demerger Proposal
06. Corporate Social Responsibility
Future Growth Projects: FY23-24 (Driven by R&D & Innovation)

Key Highlights

- Adding new chemistries and Value added products
  - 40+ products for Chemicals
  - 50+ products for Pharma
- EBITDA margin ~ 25% - 30%
- Capex of about:
  - Rs. 2,500-3,000 crore for Chemicals
  - Rs. 350-500 crore for Pharma
- Site development work to commence on 100+ acre land at Jhagadia. Also acquired over 120 acres land at Atali, Gujarat.
- Environmental Clearances obtained / in process
- Construction from FY22 – FY24
- Will drive the growth from FY25 and beyond
Growth Estimates

- **FY21 Snapshot**
  - Turnover: Rs. 5,000 Cr.
  - EBITDA: Rs. 980 Cr.
  - PAT: Rs. 523 Cr.

- **FY22 Snapshot**
  - Turnover: Rs. 7919 Cr.
  - EBITDA: Rs. 1929 Cr.
  - PAT: Rs. 1307 Cr.

- **FY24 Growth (over FY21)**
  - Turnover: 1.7x - 2.0x
  - EBITDA: 1.7x - 2.0x
  - PAT: 1.7x – 2.0x

- **FY27 Growth (over FY21)**
  - Turnover: 2.5x-3.5x
  - EBITDA: 3x - 4x
  - PAT: 3x - 4x
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Pharmaceuticals – Exposure to multiple segments & products
with strong growth opportunities, demerger proposal

Pharma - Significant Top Line and Margin Growth...

**CAGR FY18-22: 24%**

<table>
<thead>
<tr>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>556</td>
<td>726</td>
<td>756</td>
<td>952</td>
<td>1300</td>
</tr>
</tbody>
</table>

**CAGR FY18-22: 29%**

<table>
<thead>
<tr>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>79</td>
<td>113</td>
<td>137</td>
<td>211</td>
<td>220</td>
</tr>
</tbody>
</table>

**Key Infrastructure and Highlights**

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>3</td>
<td>2</td>
<td>38</td>
<td>20</td>
</tr>
<tr>
<td>USFDA approved facilities</td>
<td>WHO /GMP facilities</td>
<td>R&amp;D Facilities</td>
<td># of US DMF approvals</td>
<td>CEP (1 under assessment)</td>
</tr>
<tr>
<td>48</td>
<td>90+</td>
<td>52</td>
<td>200+</td>
<td></td>
</tr>
<tr>
<td># of API’s commercialized till date</td>
<td># of Pharma Intermediates</td>
<td>Patents Filed (13 awarded)</td>
<td># of R&amp;D Scientist</td>
<td></td>
</tr>
</tbody>
</table>

**Rationale for Demerger Proposal**

The Proposed demerger of Pharma Undertaking will facilitate a focused approach to the growth opportunities into respective segments, also enables the segment take strategic calls as may be needed to capture onto these opportunities to grow.
Agenda

01 Company Overview
02 Financial Snapshot & Shareholder Info
03 Strengths
04 Growth Opportunity & Strategy
05 Demerger Proposal
06 Corporate Social Responsibility
Contributing for Social Development

Together for prosperity

‘Nearly 260 million people who are below the poverty line have to join mainstream of a good life.’
- Late Dr. APJ Abdul Kalam

INR 12.62 crs
Amount Spent on CSR activities

12,45,633
Lives impacted by our CSR activities

COVID-19 Efforts

Cluster & Rural Development

Education & Skill Development

Childcare & Healthcare Facilities

Water Conservation & Environment

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THANK YOU

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