

INVESTOR UPDATE

PERFORMANCE REVIEW: Q1FY14



AARTI INDUSTRIES LIMITED

RIGHT CHEMISTRY FOR BRIGHTER TOMMOROW



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- **Growth Drivers**



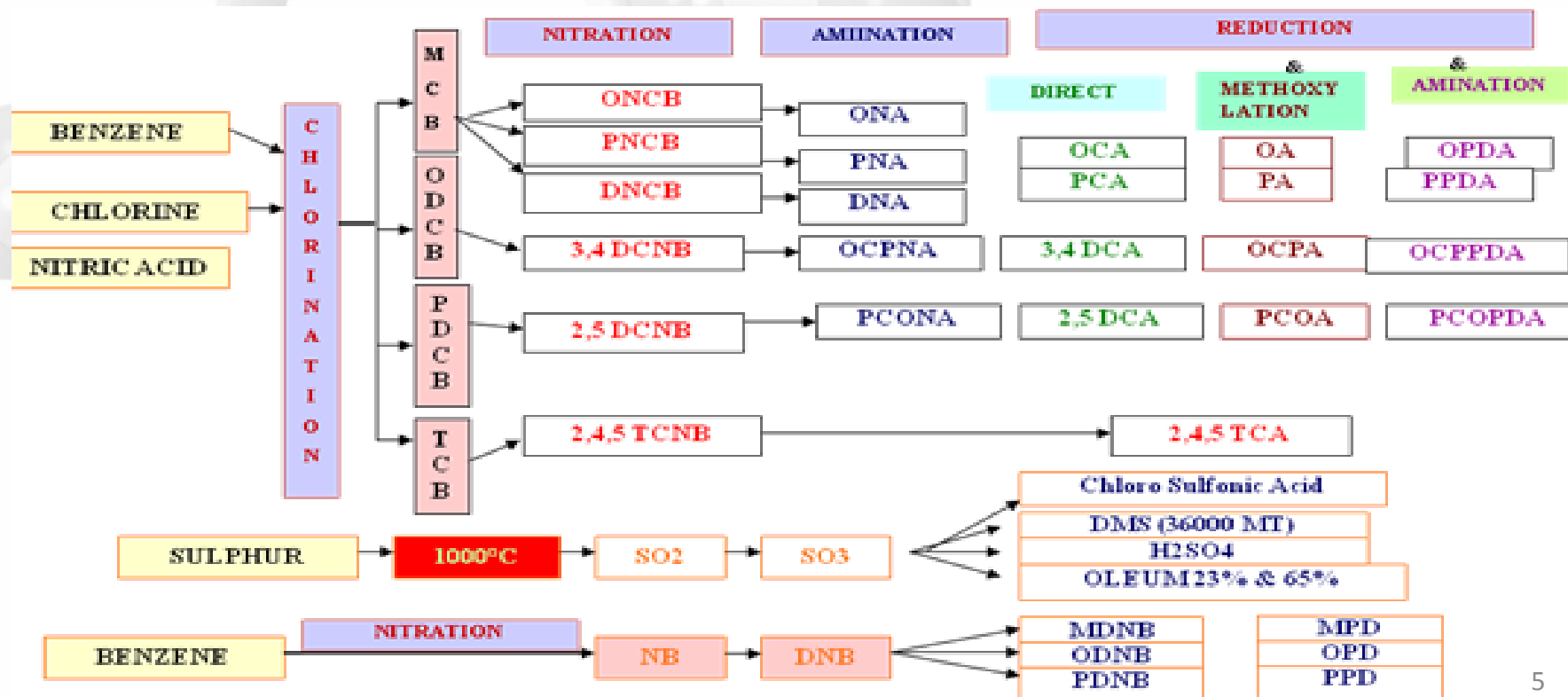
- **Leading manufacturer of Speciality Chemicals & Pharmaceuticals** with diversified end-uses in Pharmaceuticals, Agrochemicals, Polymer, Additives, Surfactants, Pigments, Dyes, etc.
- Promoters are **First Generation Technocrats** with sound entrepreneurial Skills.
- Manufacturing units of **Global Scale & Size** and are situated in the State of Gujarat, Maharashtra, Madhya Pradesh and U.T. of Silvassa.
- **Highly integrated Plants** with Cost-Efficient Manufacturing Process,.
- Pioneer to introduce **latest technology** and manufacturing processes in India with the help of **World Class R & D**
- Globally ranks at 1st - 5th Position for majority of its key products

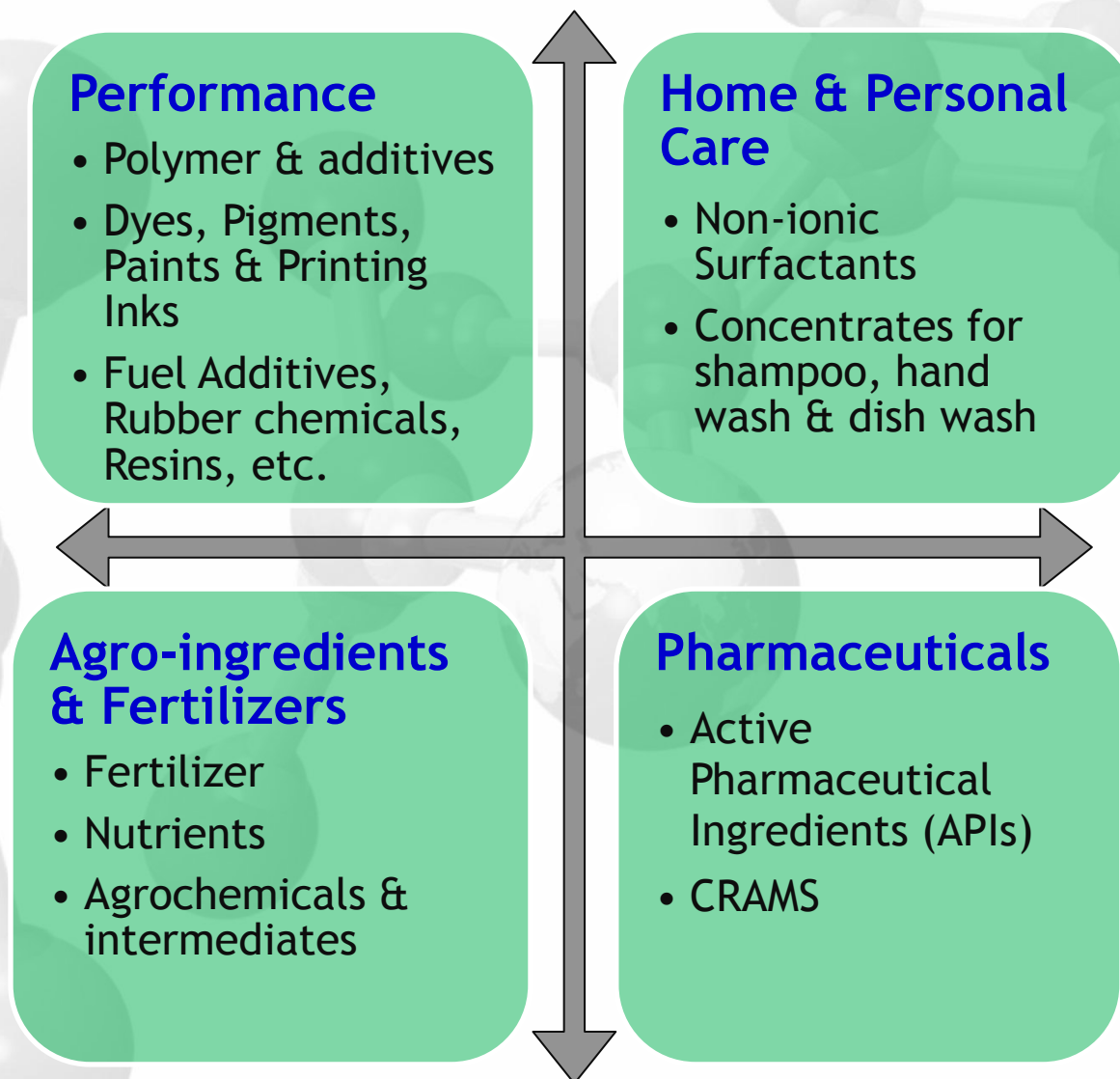


- Presence in high margin specialty chemicals with diverse applications
- Global Scale Units
- Manufacturing more than 125 products
- Ability to Supply Basket of products to Global Customers & MNCs
- Tagged as “Strategic Supplier” by various Global MNCs
- Backward Integration
- Latest Manufacturing Technology & World Class R&D
- Superior Cost Management Skills & Economies of Scale
- Capability to convert by-products into commercially viable product
- IPRs for Developing Customized Products & Products under Secrecy Agreements
- Captive Power Plants

A significant portion of Aarti's Production capabilities are process driven and not based on a particular product. This gives Aarti the flexibility to change its input mix and manufacture different products, thereby resulting into optimum utilization of production capabilities

Brief Structure of Aarti Industries' Production Capabilities





Q1 FY14 Segmental Performance

(standalone)



AARTI INDUSTRIES LIMITED

In Rs. Lakh

Particulars	Performance	Agro	Pharma	H&PC	Total
Income	40,267	9,015	6,332	3,750	59,364
<i>% of Total Income</i>	<i>67.83%</i>	<i>15.19%</i>	<i>10.67%</i>	<i>6.32%</i>	<i>100%</i>
Export	22,792	4,036	3,133	787	30,748
<i>% of Sales</i>	<i>56.60%</i>	<i>44.77%</i>	<i>49.48%</i>	<i>20.99%</i>	<i>0.00%</i>
EBIT	4,786	1,617	729	-23	7,109
<i>EBIT Margin</i>	<i>11.89%</i>	<i>17.94%</i>	<i>11.51%</i>	<i>-0.61%</i>	<i>11.98%</i>

Condensed Statement of Operations

(standalone)



AARTI INDUSTRIES LIMITED

In Rs. Lakh

Particulars	Q1FY14	% of Total Income	Q1FY13	% of Total Income	Y-o-Y Growth (%)
Income from Operations	58,585	98.69%	43,773	97.51%	33.84%
Other Operating Income	779	1.31%	1,116	2.49%	30.20%
Total Income	59,364	100.00%	44,889	100.00%	32.25%
• Exports	30,748	51.79%	21,749	48.45%	41.38%
Operating Expenditure	51,740	87.16%	38,078	84.83%	35.88%
EBITDA	7,624	12.84%	6,811	15.17%	11.94%
Depreciation	2,021	3.40%	1,478	3.29%	36.74%
Other Income	236	0.40%	171	0.38%	38.01%
EBIT	5,839	9.84%	5,504	12.26%	6.09%
Finance Cost	2,636	4.44%	2,060	4.59%	27.96%
Profit Before Tax	3,203	5.40%	3,444	7.67%	-7.00%
Tax Expenses	950	1.60%	940	2.09%	1.06%
Profit After Tax	2,253	3.80%	2,504	5.58%	-10.02%

Figures for the quarter ended 30th June, 2013 does not include figures of demerged activities of Anushakti Chemicals & Drugs Ltd (Manufacturing Division) merged with the Company w.e.f. 1st April, 2012. To this ⁸ extent these figures are not comparable.

Segmental Revenue Growth Trend

(standalone)



AARTI INDUSTRIES LIMITED

In Rs. Lakh

Segments	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY12	Annual FY12-13	Q1 FY14
Performance Chemicals	25,409	28,451	27,993	37,741	1,19,594	40,267
Agri-Intermediates & Fertilisers	10,466	10,384	10,154	12,815	43,819	9,015
Pharmaceuticals	4,803	4,284	4,387	5,210	18,684	6,332
Home & Personal Care	4,211	3,843	3,402	3,706	15,162	3,750
Total Income	44,889	46,962	45,936	59,472	1,97,259	59,364

Financial Highlights – over 5 quarters

(standalone)



AARTI INDUSTRIES LIMITED

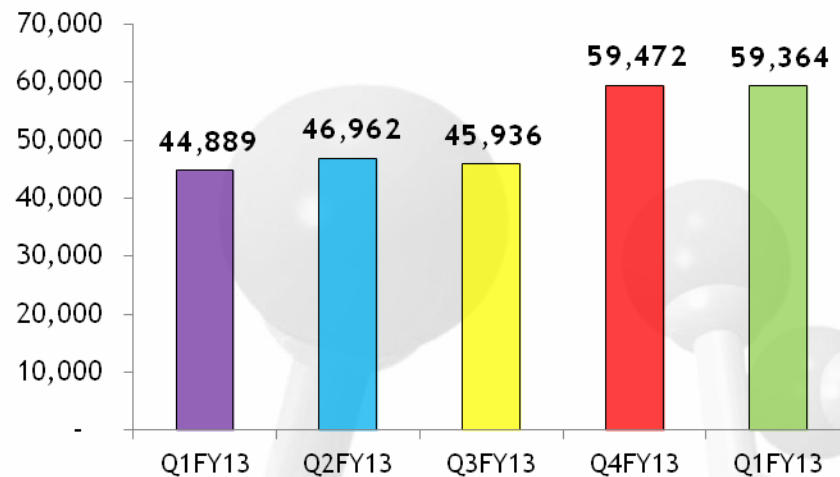
In Rs. Lakh

Particulars	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Annual FY12-13	Q1 FY14
Total Income	44,889	46,962	45,936	59,472	2,09,612	59,364
• Exports	21,749	23,645	22,540	30,739	98,673	30,748
% of Total Inc.	48.45%	50.35%	49.07%	51.69%	47.07%	51.79%
EBITDA	6,811	7,392	6,715	9,286	35,624	7,624
EBITDA Margin	15.17%	15.74%	14.62%	15.61%	17.00%	12.84%
EBIT	5,504	5,930	5,136	7,347	27,884	5,839
EBIT Margin	12.26%	12.63%	11.18%	12.35%	13.30%	9.84%
PAT	2,504	2,826	2,182	3,855	13,134	2,253
PAT Margin	5.58%	6.02%	4.75%	6.48%	6.27%	3.80%
EPS	3.16	3.57	2.76	4.35	14.83	2.54

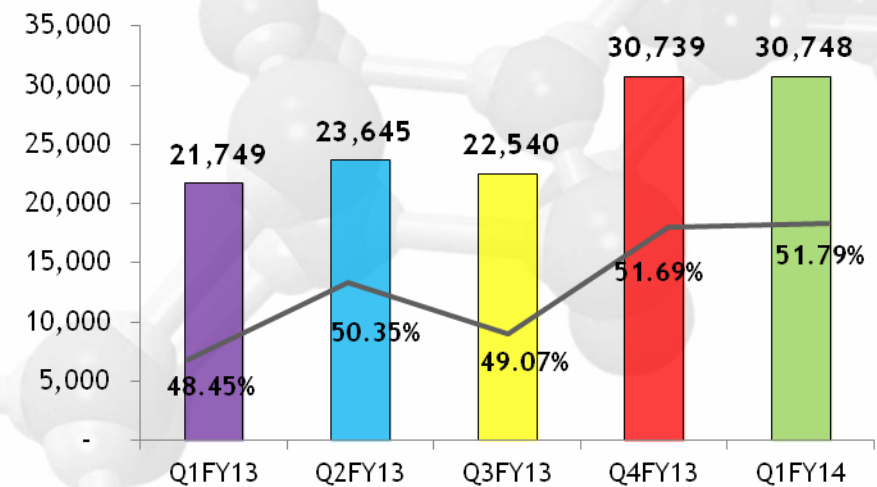
Financial Highlights – Graphical Layout (standalone)



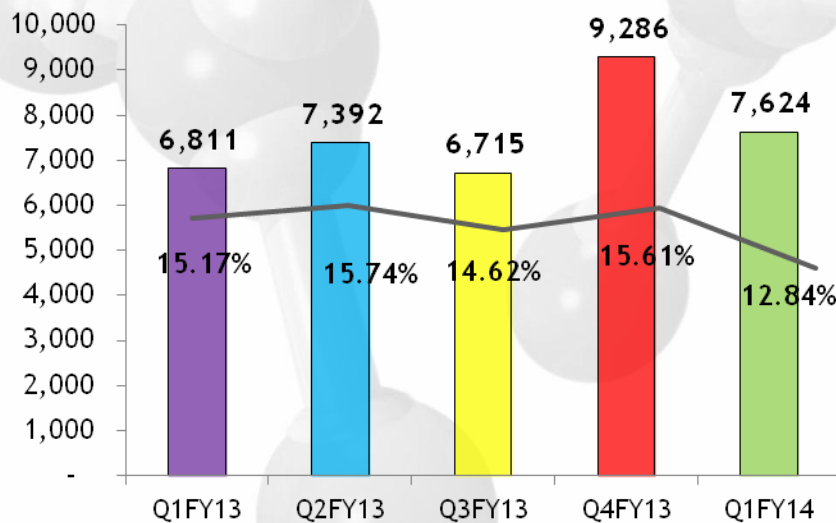
AARTI INDUSTRIES LIMITED



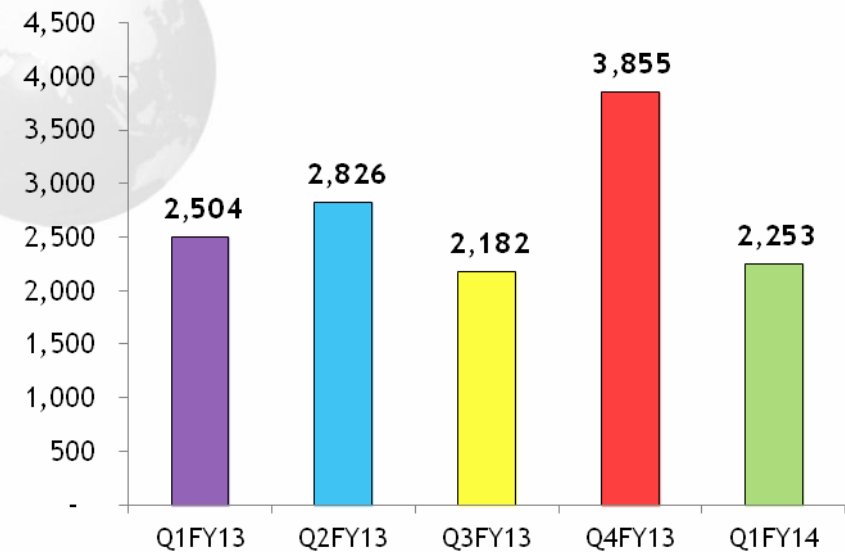
Total Income (Rs. Lakh)



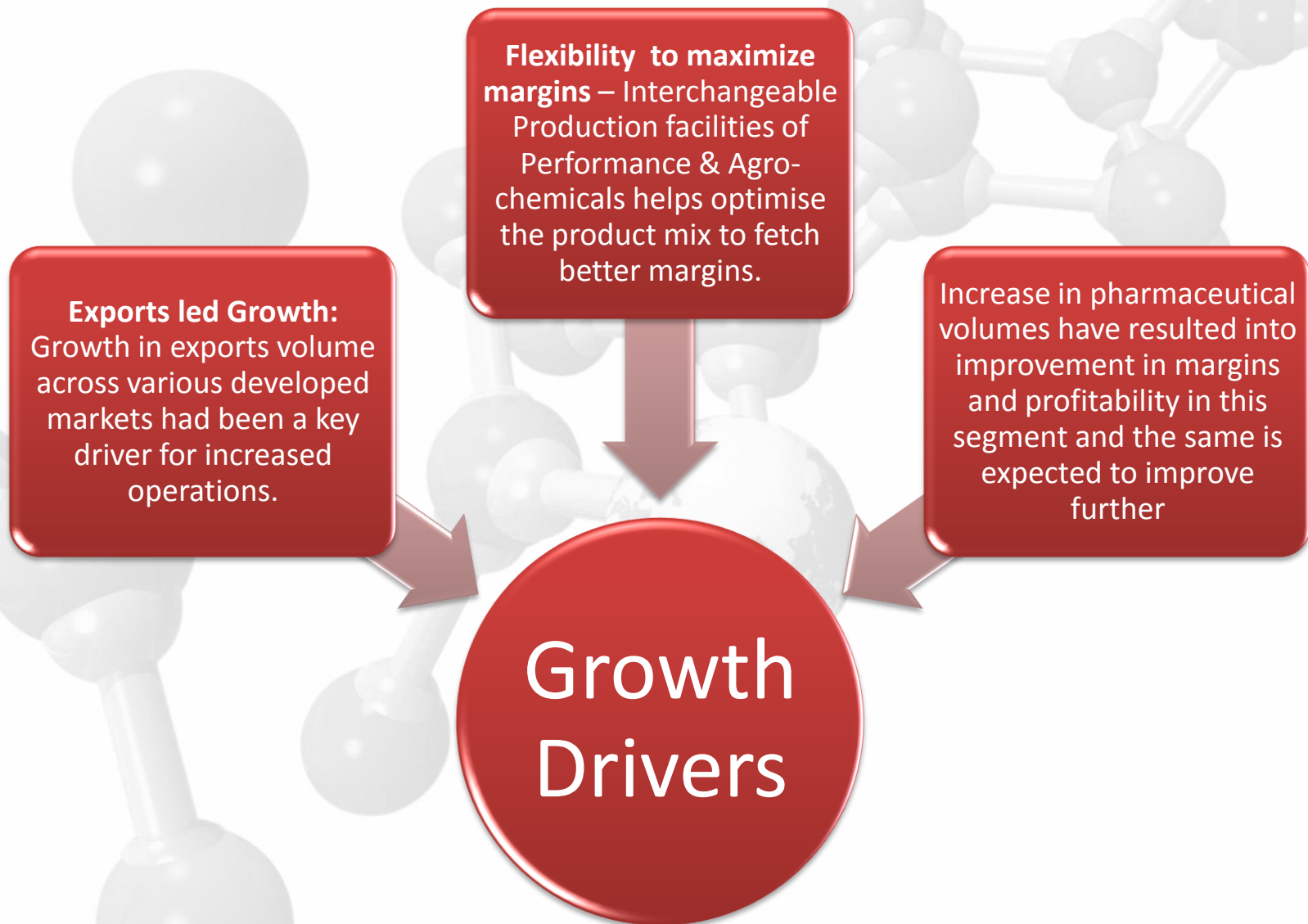
Exports (Rs. Lakh) & Exports as % of Total Income



EBITDA (Rs. Lakh) & EBITDA as a %



Net Profit (Rs. Lakh)





AARTI INDUSTRIES LIMITED

Thank You

For further information please log on to www.aartigroup.com or contact:

Mr. Chetan Gandhi / Mrs. Mona Patel

Tel: +91 (22) 6797 6666; Email: info@aartigroup.com

Mr. Siddharth Kumar / Mr. Dhiraj Rajpal

Mobile: +91 9833933447 / 9820106986

Email: siddharth.kumar@adfactorspr.com / dhiraj.rajpal@adfactorspr.com



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