



AARTI INDUSTRIES LIMITED

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PRESS RELEASE

Aarti Industries Limited: Q3 Result Update

Turnover Rs 459 Crores & PAT Rs 22 crores

Board declares second Interim Dividend of Rs 1.25 per share

Board approves Setup of 200,000 TPA SSP Unit.

Aarti Industries Limited (AIL), a leading company in the field of chemical industry, today declared its financial results for the third quarter and nine months period ended December 31, 2012.

Total revenues for the Company for Q3FY13 stood at Rs. 459.4 crores, as compared to Rs. 418.0 crores for Q2FY12. EBITDA for Q3FY13 was at Rs. 67.2 crores as compared to Rs. 65.7 crores in the same period last year. Higher Depreciation on account of the commissioning of the new projects and higher interest costs had caused the marginal decline in Net Profit. Net Profit for Q3 FY13 was at Rs. 21.8 crores as compared to Rs. 23.0 crores for Q3FY12. While the Nine monthly Sales for FY 13 increased by 14% to Rs 1377.9 crs from Rs 1206.5 crs for same period last year. Similarly the EBIDTA also increased by 20% from Rs 173.2 crores to Rs 209.2 crores. Likewise the PAT also registered a growth of 27% to Rs 75.1 crores from Rs 58.9 crores.

The Board of Directors declared a 2nd interim dividend of Rs 1.25 (25%) for the each equity shares of Rs 5. The Company had already paid an 1st Interim Dividend of Rs 1.50 for each equity share of Rs 5 each, thus aggregating to the total interim dividend of Rs 2.75.

The Segmental EBIT for Performance Chemicals was Rs 40.6 crs in Q3FY13 as against Rs 46.0 crs in Q2FY13, similarly for Agri Intermediates Segment the EBIT for Q3FY13 was Rs 18.3 crs as against Rs 19.0 crs for Q2FY13. Likewise for Pharma Segment the EBIT was flat at Rs 1.6 crs for both



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Q3FY13 and Q2FY13, while for Home and Personal care segment EBIT for Q3FY13 was 0.90 crs as against Rs 1.1 crs for Q2FY13, respectively.

The EBIT for Performance Chemicals had declined majorly on account of below factors.

During the quarter, Company had taken mandatory Annual Shutdown for maintenance of its Sulphuric Acid plant at Vapi. This shutdown is generally taken in Q3 every year and this had resulted for decline in topline and EBIDTA, with EBIDTA generally lower by approx Rs 4-5 crs as compared to other quarters.

Commissioning of New Additional Hydrogenation Unit and backward integrated Hydrogen Gas Generation Plant in Q3 has resulted the increase in Depreciation and fixed overheads, while the volumes shall start from Q4FY13.

Further, the price of Key Raw material, Benzene, had in Q3FY13 increased by Rs 6.50 per kg from Rs 67.5 per kg to Rs 74 per kg. This has impacted the EBIDTA by around Rs 2 crs in this quarter, as part of our exports contracts have a quarterly lag in passing-on of the variations in RM price to the customers and the same is being passed on in Q4FY13.

During the last quarter, the Company commissioned its additional Hydrogenation unit at Jhagadia, thereby increasing the production capabilities of hydrogenated compounds from 1500 tpm to 3000 tpm. This expanded / additional hydrogenation unit shall help the company to cater to the growing, high margin and niche demand in the segments of Polymers, Agrochemicals, Pigments, etc in global markets. The company expects the benefits from this new unit to start from Q4FY13. Hence with these expanded capacities coupled with strong market position, the company expects to post significant growth in revenues and margins in coming periods.

The Company also commissioned its backward integrated Hydrogen gas Generation plant to cater to its growing captive demand for hydrogen gas (as required for the Hydrogenation unit).



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The Board of Directors had also approved an investment of Rs 35 crores for setting up of a 200,000 tpa Single Super Phosphate (a widely used Fertilizer) unit at Jhagadia. This unit shall captively consume the by-product, viz Dilute Sulphuric Acid, generated by the expanded existing facilities. This unit is expected to be commissioned by Q4FY14.

Thus with the commissioning of various projects, the company expect to continue its growth momentum.

For **AARTI INDUSTRIES LIMITED**

RAJENDRA V. GOGRI

CHAIRMAN AND MANAGING DIRECTOR