AGARWAL GROUP

AGARWAL INDUSTRIAL CORPORATION LIMITED

Petrochemicals (Manufacturers & Traders of Bitumen & Bituminous Products) • Logistics for Bitumen & LPG • Wind Mills.

CIN NO.: L99999MH1995PLC084618

June 06, 2024

To, **BSE Limited** Corporate Relationship Department P.J Towers, Dalal Street, Fort, Mumbai- 400001 Scrip Code: 531921	To, **National Stock Exchange of India Limited** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai 400051 SYMBOL: AGARIND; Series: EQ

Dear Sir/Madam,

Sub: Investor Presentation for the quarter and year ended March 31, 2024

In compliance with the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited Financial Results for the Quarter and Year ended March 31, 2024.

Kindly take the same on your record.

Thanking you

For Agarwal Industrial Corporation Limited

Dipali Pitale
Company Secretary & Compliance Officer

Agarwal Industrial Corp. Ltd.

AGARWAL INDUSTRIAL CORPORATION LIMITED

INDIA'S LARGEST PRIVATE SECTOR BITUMEN LOGISTIC COMPANY

(Infrastructure Ancillary - Transport & Logistics)

(NSE: AGARIND | BSE: 531921)

SAFE HARBOUR

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25+ YEARS OF EXCELLENCE

7 MANUFACTURING FACILITIES

7 SALES NETWORK LOCATIONS

2000+ SATISFIED CUSTOMERS

5 COUNTRIES SERVED

7 BULK STORAGE TERMINALS

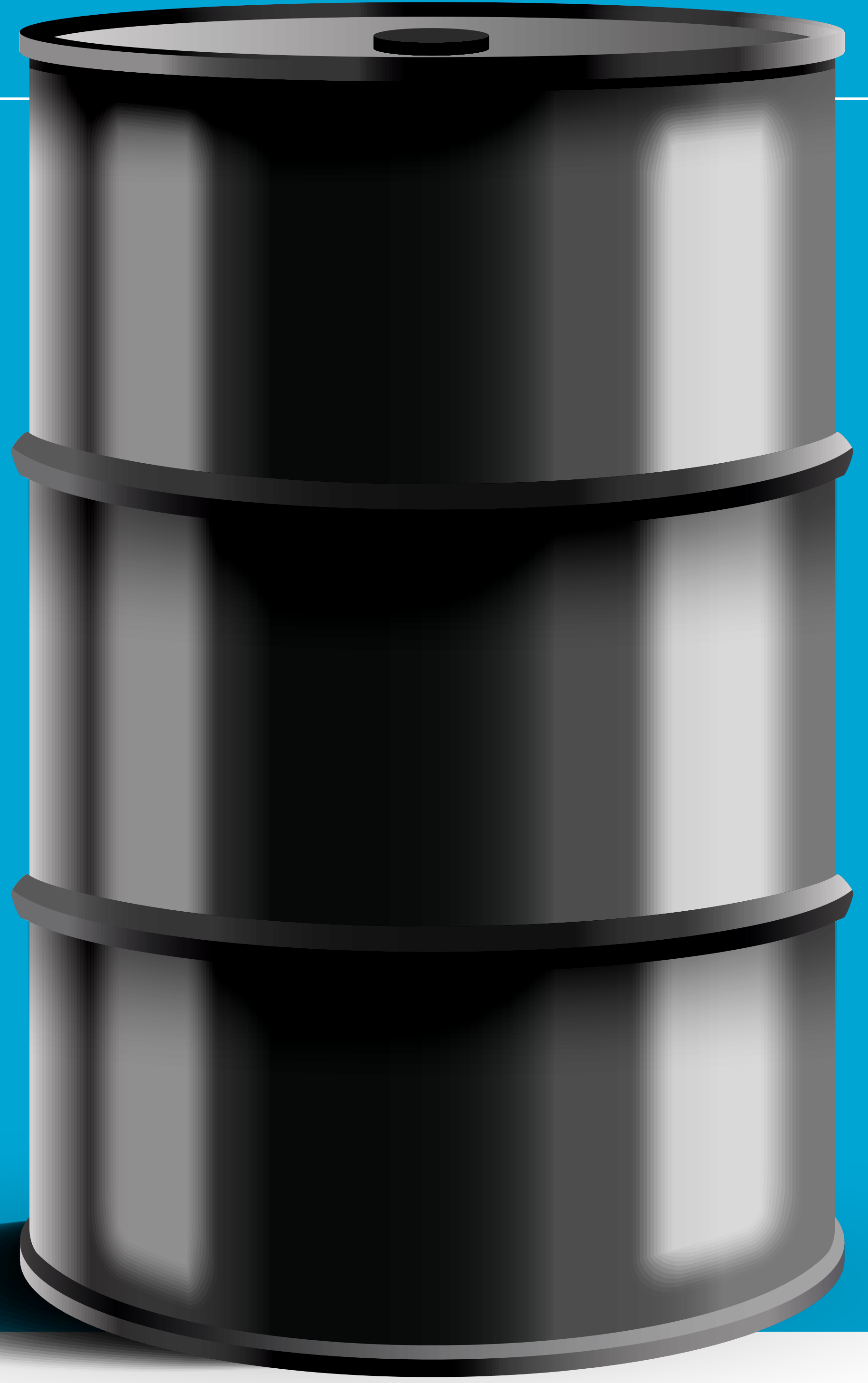
650+ FLEET SIZE*

20+ PRODUCTS IN PORTFOLIO

1000+ TEAM SIZE*

3 KEY SUBSIDIARIES

Fleet size count relates to entire Agarwal Group *Team Size includes contract workers



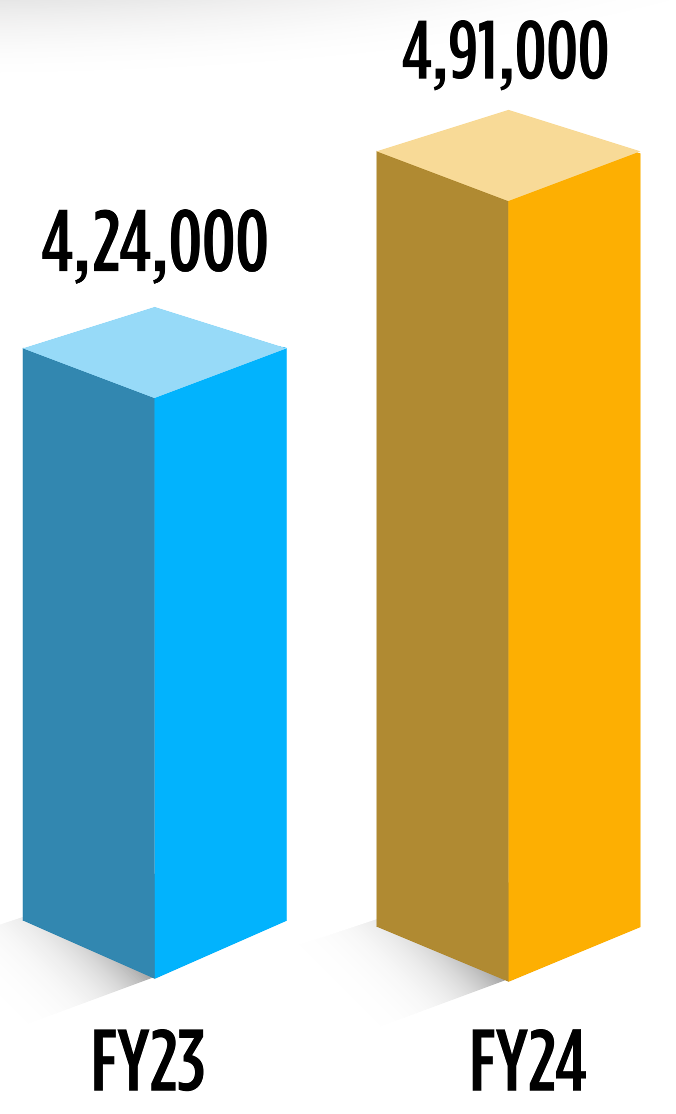
CONSISTENT VOLUME GROWTH YEAR ON YEAR

Y-O-Y

(IN METRIC TON)

VOLUME GROWTH FY24

15.80 %



MANAGEMENT PERSPECTIVE

We are happy to report that AICL has continued to demonstrate phenomenal results in the FY24 compared to FY23. We have reported a 15.80% % year-on-year (YoY) jump in Bitumen volume at 4.91 Lakh MT. Our EBIDTA has increased by 23.07 % at Rs 177.94 crore and we reported PAT of Rs. 109.22 crore with an increase of 18.38%. We are committed to serve our nation by being an integral part of Indian Infrastructure development. We function as an Infra-ancillary for the transport & logistics segments because of our powerful logistical assets & infrastructure. We continue our stand of being the largest bitumen player in the private sector in India. Our performance has seen a steady growth journey year on year and this has led us to have continual strategic expansion plans to grow our capacities. We now own a fleet of 10 large vessels having total capacity of around 1,02,049 MT which are used in importing raw bitumen from oil producing countries. In Budget 2023 Road ministry got a 36% hike in allocation at Rs 2.7 lakh Cr for 2023-24, to help the ministry meet the 25,000-km road development target announced in the 2022-23 Budget. This development pace is creating a huge demand for road materials, thereby our responsibilities of catering Bitumen has further increased. The market opportunity is tremendous and we have captured almost 20%-30% of the bulk market share in Bitumen in the private sector. Expecting strong growth in infrastructure activity and based on the current market trend and order pipeline, we have a strong guidance of sustainable long-term growth.

MR. LALIT AGARWAL - Whole Time Director

FINANCIAL HIGHLIGHTS

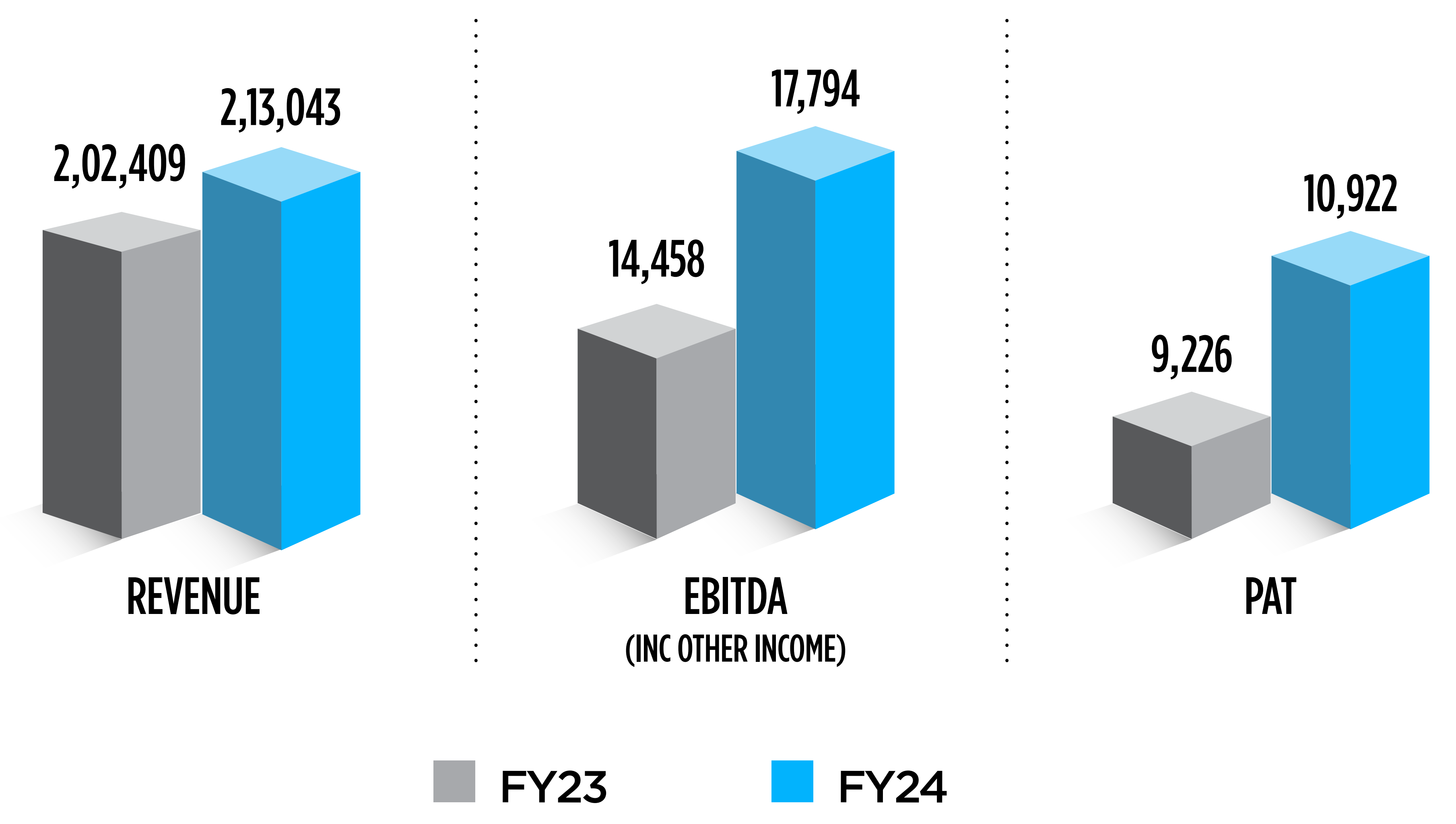
CONSOLIDATED FY24 HIGHLIGHTS

- Annual Revenue: ₹2130.42 Crores, marking a 5.25% increase in FY24.
- Annual EBITDA: ₹177.94 Crores, showcasing a significant growth of 23.07% in FY24.
- Annual PAT (Profit after Tax): ₹109.22 Crores, demonstrating an 18.38% surge in FY24, with a PAT margin of 5.13%.

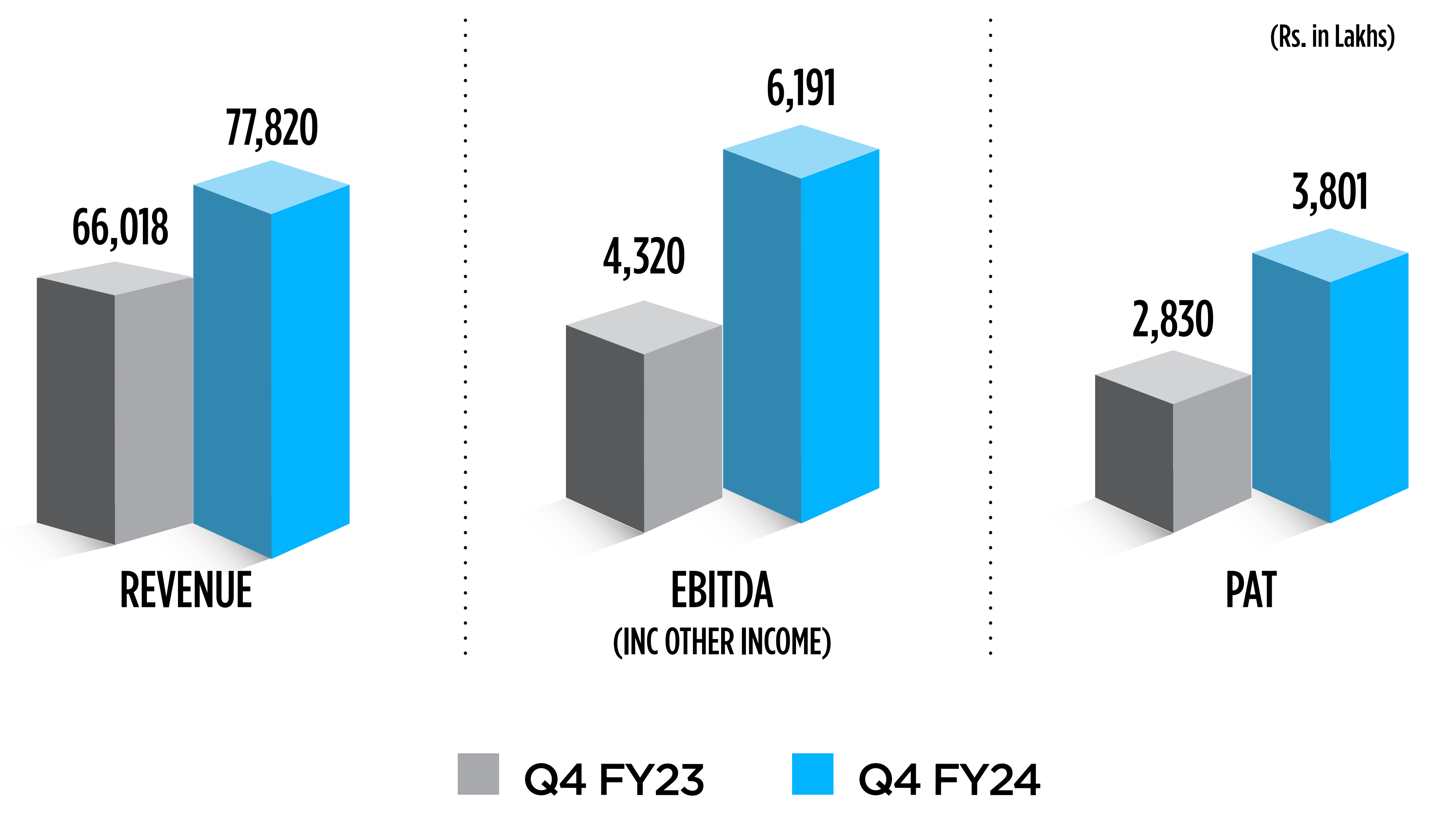
CONSOLIDATED Q4 FY24 HIGHLIGHTS

- Revenue increased by 17.88 % from Rs. 660.18 Crs. to Rs. 778.20 Crs.
- EBITDA increased by 43.31 % from Rs. 43.20 Crs to Rs. 61.90 Crs.
- Profit after tax (PAT) increased by 34.31 % from Rs. 28.30 Crs. to Rs. 38.01 Crs.

FY23 V/S FY24



Q4 FY23 V/S Q4 FY24



*EBITDA IS INCLUSIVE OF OTHER INCOME

GROWTH IN EVERY SEGMENT

SEGMENT REVENUE

(Rs. in Lakhs)

PARTICULARS	Quarter Ended			Year Ended	
	31.03.2024	31.12.2023	31.03.2023	31.03.2024	31.03.2023
Ancillary Infra (Bitumen & Allied products)	65,028.45	39,093.17	57,480.09	1,73,460.11	1,70,490.53
Petrolium Vessels operating and Chartering	8,839.49	6,213.68	4,691.20	25,314.47	17,702.74
Petroleum Products	1,880.10	1,864.84	2,007.72	7,399.64	7,508.77
Logistics	2,329.12	2,008.57	2,389.92	7,817.43	7,557.55
Wind Mill	30.61	19.43	10.77	125.19	99.12
Other (Unallocable)	254.82	216.23	180.32	998.50	1,339.33
Total	**78,362.58**	**49,415.91**	**66,760.01**	**2,15,115.36**	**2,04,698.04**

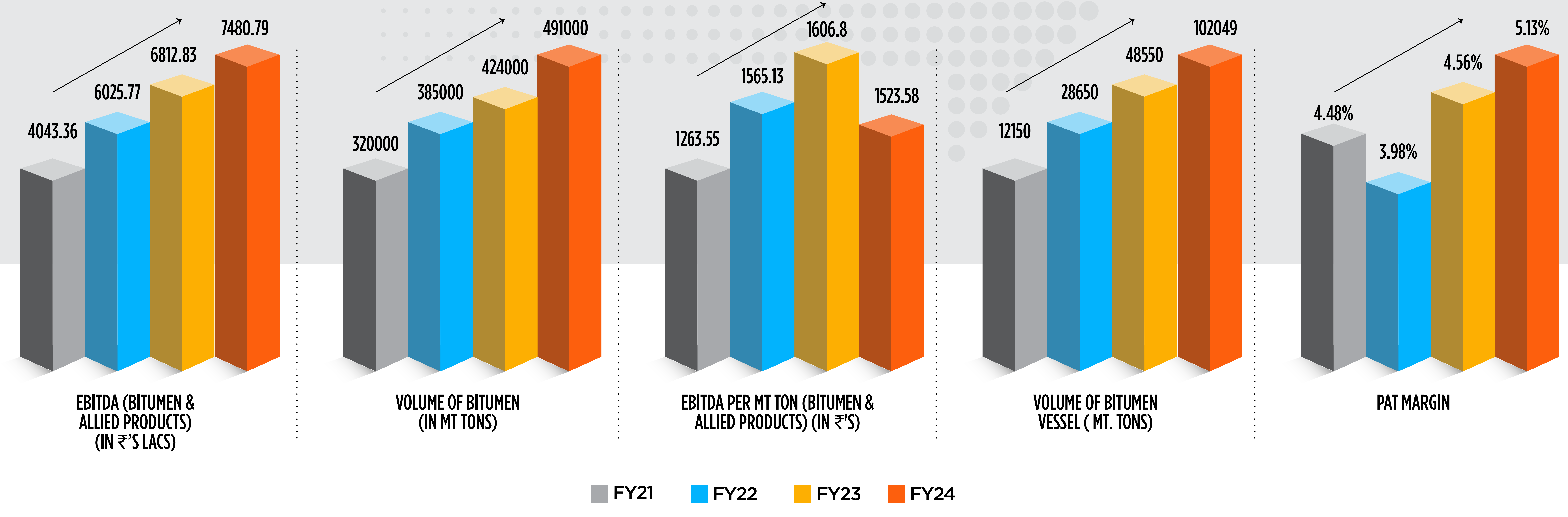
CONTRIBUTION TO REVENUE

(Rs. in Lakhs)

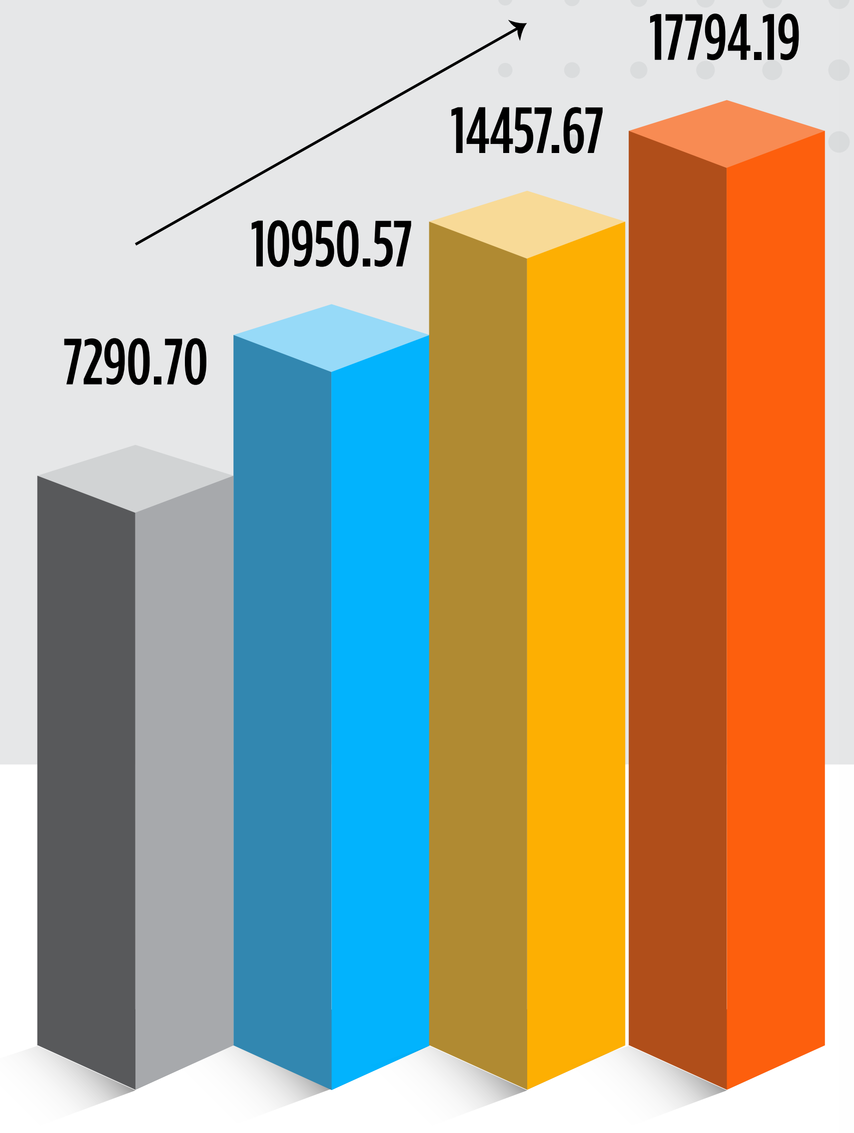
PARTICULARS	Quarter Ended			Year Ended	
	31.03.2024	31.12.2023	31.03.2023	31.03.2024	31.03.2023
Ancillary Infra (Bitumen & Allied products)	82.98%	79.11%	86.10%	80.64%	83.29%
Petrolium Vessels operating and Chartering	11.28%	12.57%	7.03%	11.77%	8.65%
Petroleum Products	2.40%	3.77%	3.01%	3.44%	3.67%
Logistics	2.97%	4.06%	3.58%	3.63%	3.69%
Wind Mill	0.04%	0.04%	0.02%	0.06%	0.05%
Other (Unallocable)	0.33%	0.44%	0.27%	0.46%	0.65%
Total	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**

INTERSEGMENT REVENUE FOR FY24 WAS (20.73) AND Q4FY24 WAS (5.43)

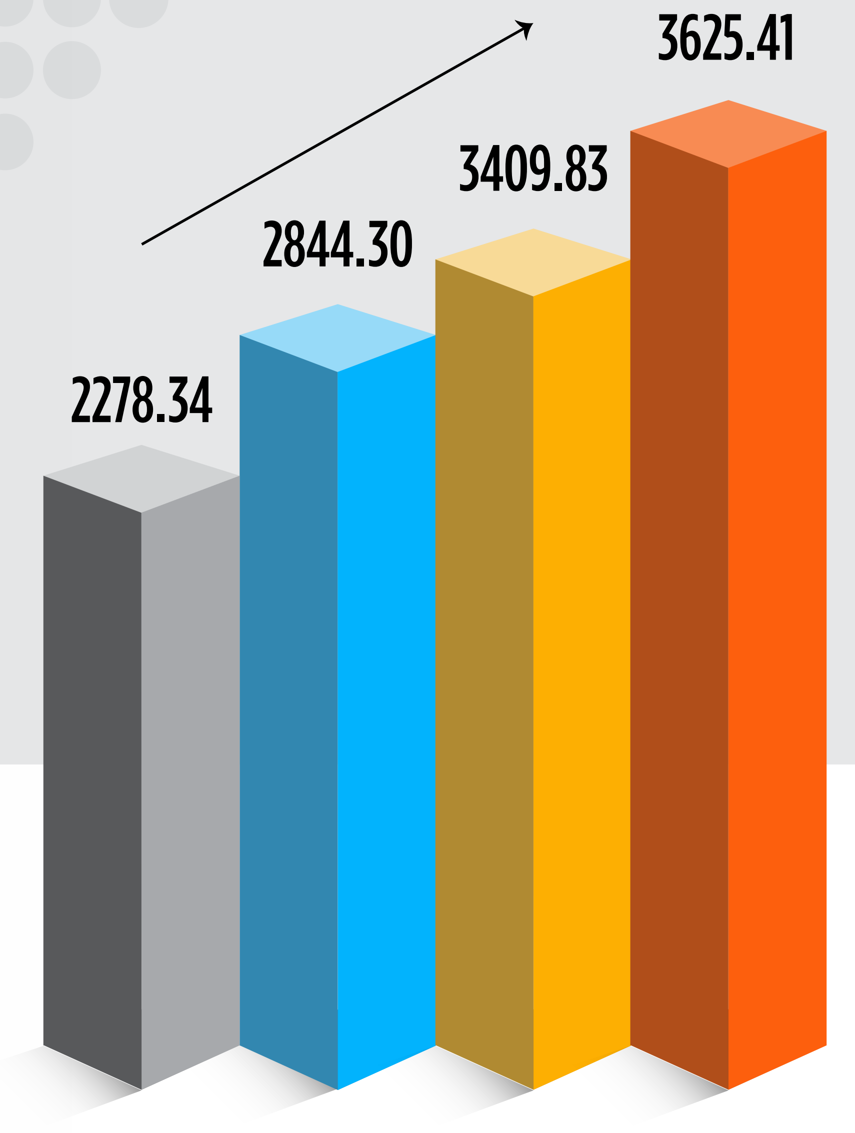
ROBUST FINANCIAL SNAPSHOT



ROBUST FINANCIAL SNAPSHOT



EBITDA
(IN ₹'S LACS)



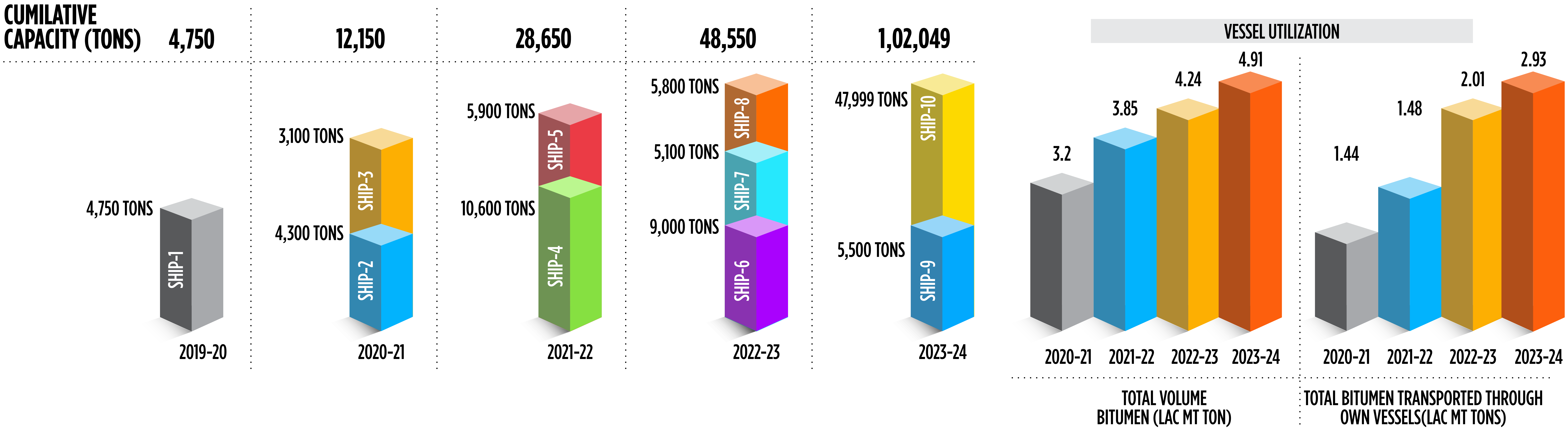
EBITDA PER MT TON
(IN ₹'S)

FY21 FY22 FY23 FY24

STABLE PAT MARGIN OF ~ 5.13%

CONTINUOUS STRENGTHENING OF VESSEL TO SUPPORT CORE BITUMEN BUSINESS

- The economies we achieve with own fleet of bitumen logistic vessels and road transport vehicles enable us to outbid competitors, secure tenders and ensure high standards of supply and service to our customers
- One Additional vessel MT Gauri with capacity 47,999MT (Under dry dock) has been added to the fleet during Q3 FY24 taking total production capacity to 1,02,949 MT
- 10 large bitumen logistic vessels having total capacity of 1,02,949 MT, through our Wholly Owned Subsidiary, AICL Overseas – FZ LLC, which are used in importing raw bitumen from Oil Producing Countries



INDIA'S LARGEST INTEGRATED PLAYER IN TRANSPORTING BITUMEN

Integrated infra-ancillary company focused on bitumen. Market-leading position in bitumen built on presence throughout the supply chain with 10 Bitumen logistics vessel of 1,02,049 MT. ton of Capacity 650+ Fleet Size Consisting of 350+ Bitumen Tankers & 300+ LPG Tankers

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Strong liquidity and risk management discipline, providing a robust financial base and the capacity to participate in financing and investments.

LAST MILE CONNECTIVITY

FLEET OF VESSELS TO IMPORT RAW BITUMEN

BITUMEN STORAGE TANKERS

BITUMEN MANUFACTURING FACILITIES

FLEET OF BITUMEN TANKERS TO MOVE BITUMEN BY ROAD

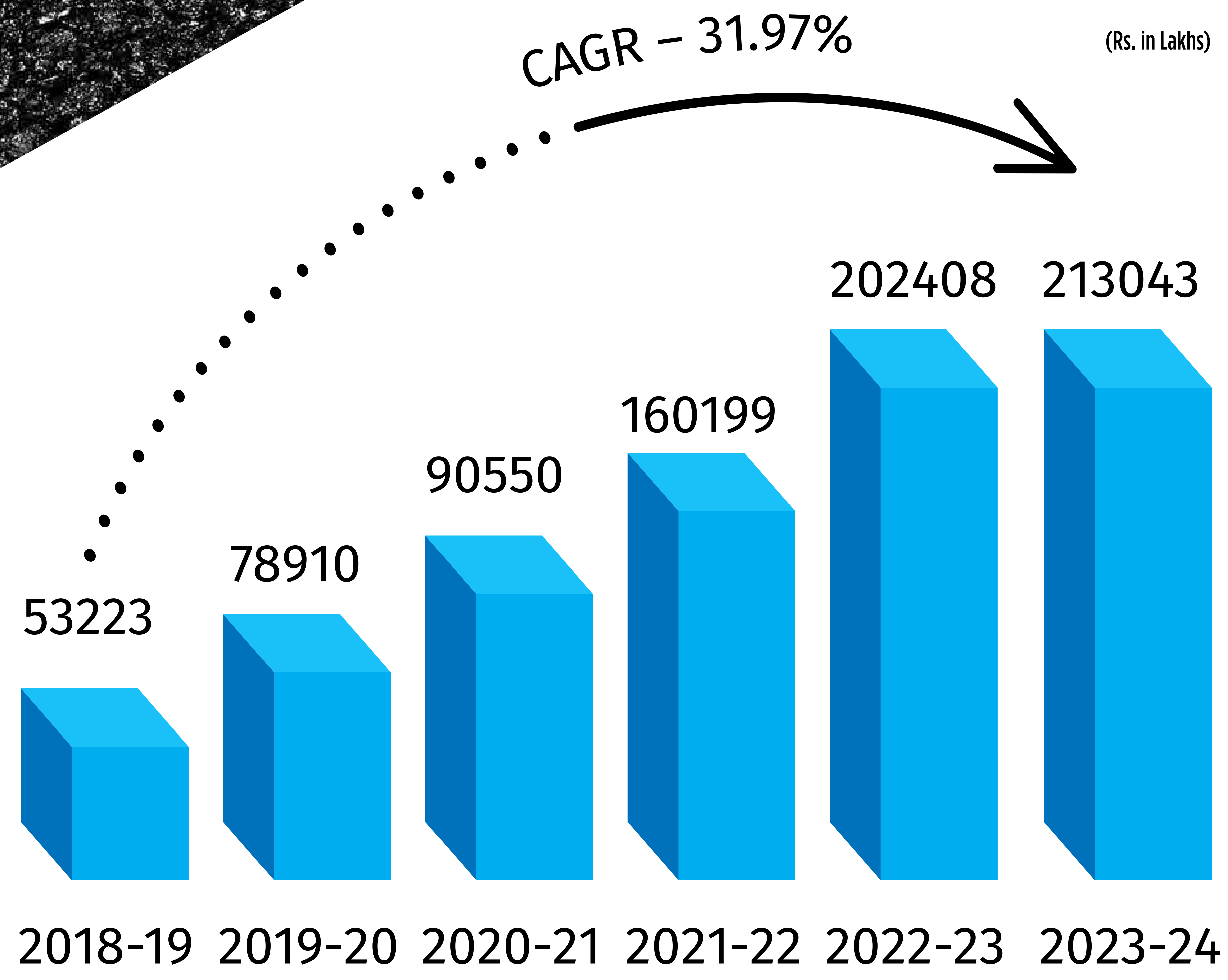
हिन्दुस्तान पेट्रोलियम HP

Bharat Petroleum

CUSTOMER PLACE

CONTINUING MARKET LEADERSHIP IN BITUMEN IN INDIA

INDIA'S LARGEST BITUMEN COMPANY IN PRIVATE SECTOR



FINANCIAL YEAR REVENUE

INDUSTRY FACTS

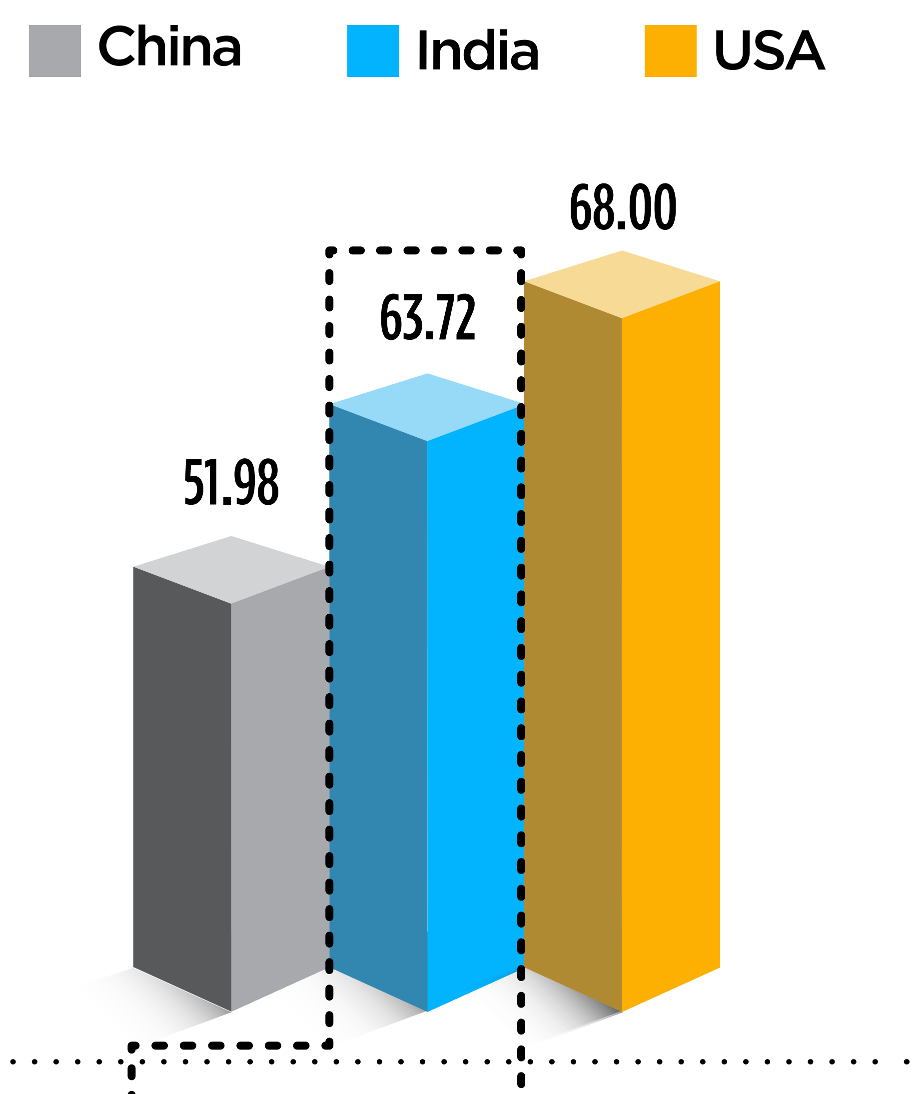
BITUMEN CONSUMPTION VS DOMESTICS PRODUCTION

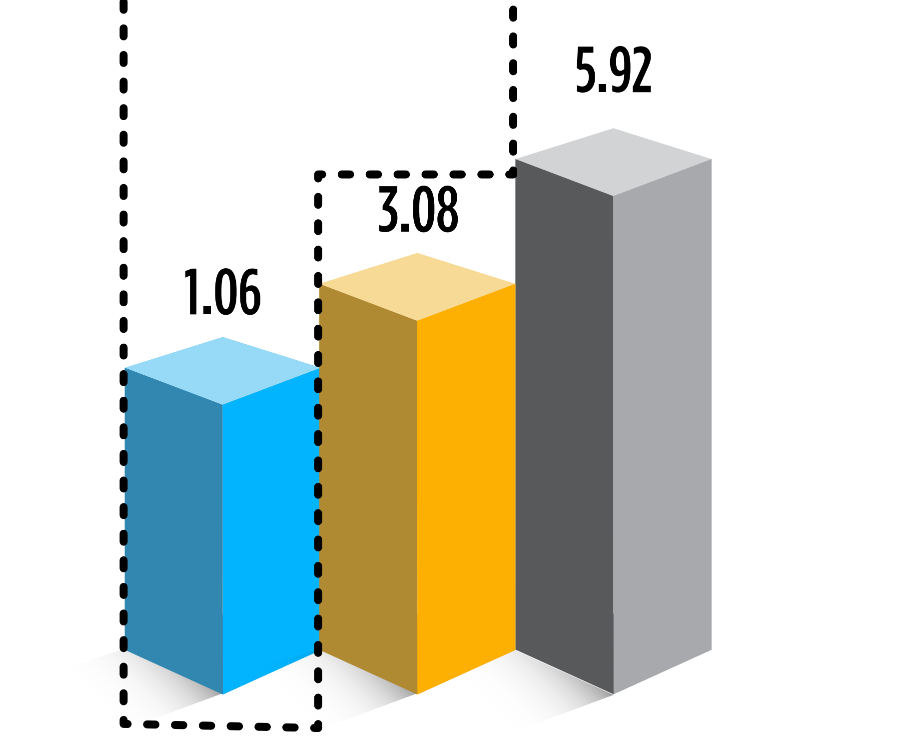
YEAR	BIT CONSUMPTION	REFINERY PRODUCTION	IMPORTS
2013-14	5007	4773	234
2014-15	5073	4690	383
2015-16	5936	5157	779
2016-17	5935	5185	750
2017-18	6086	5268	818
2018-19	6708	5564	1144
2019-20	6720	4892	1828
2020-21	7524	4902	2622
2021-22	7874	4902	2972
2022-23	8300	5415	2885
2023-24	8800	5280	3520

FIGS IN TMT

- Rising consumption with constant production creating opportunities for AICL. Constant production with increasing Y-o-Y demand.
- Bitumen consumption in India is one of the lowest among top 10 countries by road network, creating future growth opportunities.
- India has the second-largest road network in the world at about ~64 lakh kms providing large maintenance opportunities Y-o-Y.
- Large road network compared to vis a vis peers with low bitumen consumption providing opportunities.
- Making India's growth a reality – Infra spend on roads and large quantum of repair and maintenance causing demand and recession free growth momentum.

ROAD NETWORK SIZE IN LAC KM





AVERAGE BITUMEN CONSUMPTION (MT. TON) PER ROAD NETWORK 2015-19

India USA China

INDIA BITUMEN CONSUMPTION LOW COMPARED TO PEERS GIVING OPPORTUNITIES FOR GROWTH

LARGE ENTRY BARRIERS

Agarwal building capacity y-o-y across India in manufacturing and terminal storage.

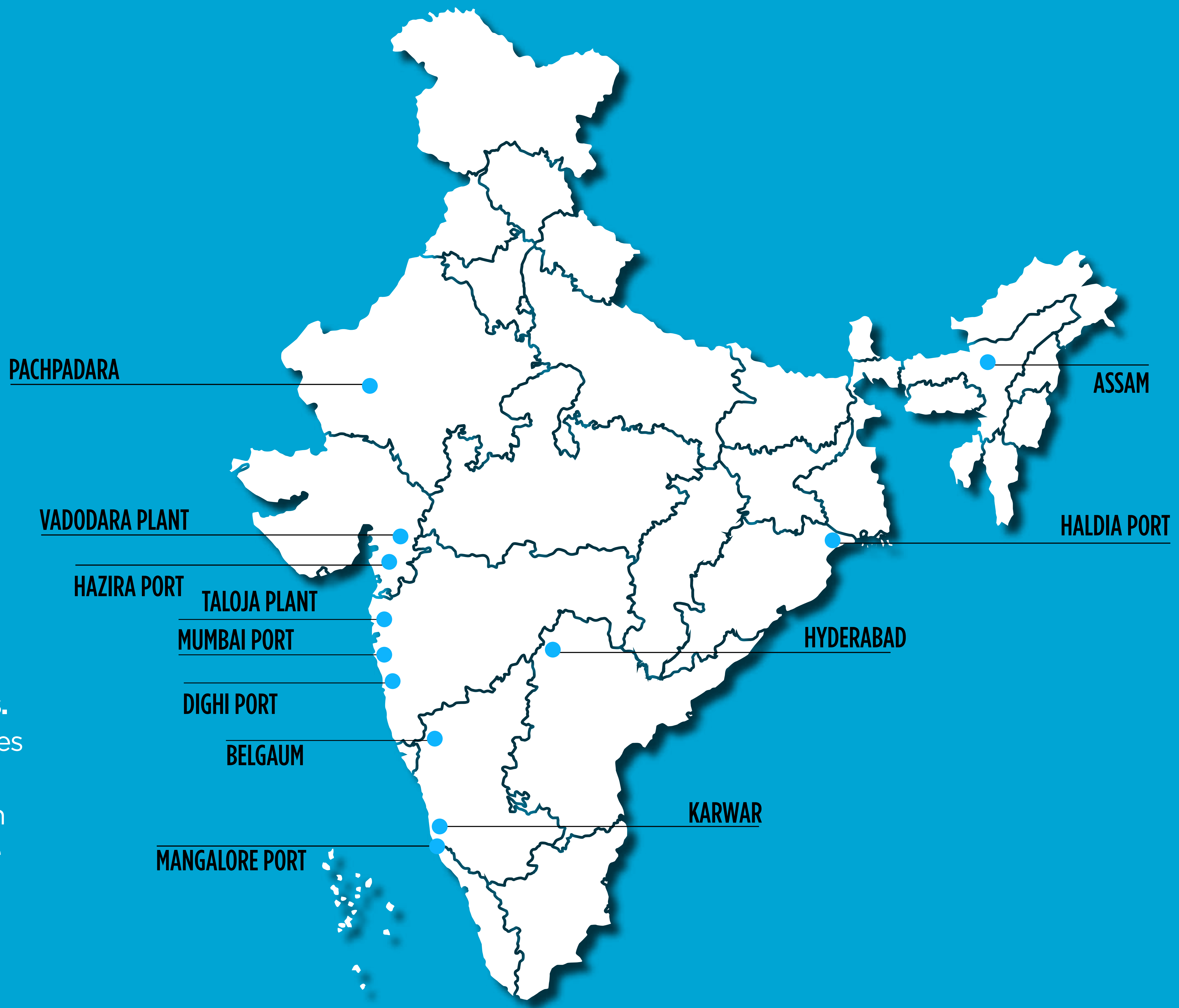
- 10 bitumen vessels
- 7 Manufacturing facilities
- 7 Sales network location
- 7 Bulk storage terminals

Efficiently utilizing 30500Mt of Storage Capacity

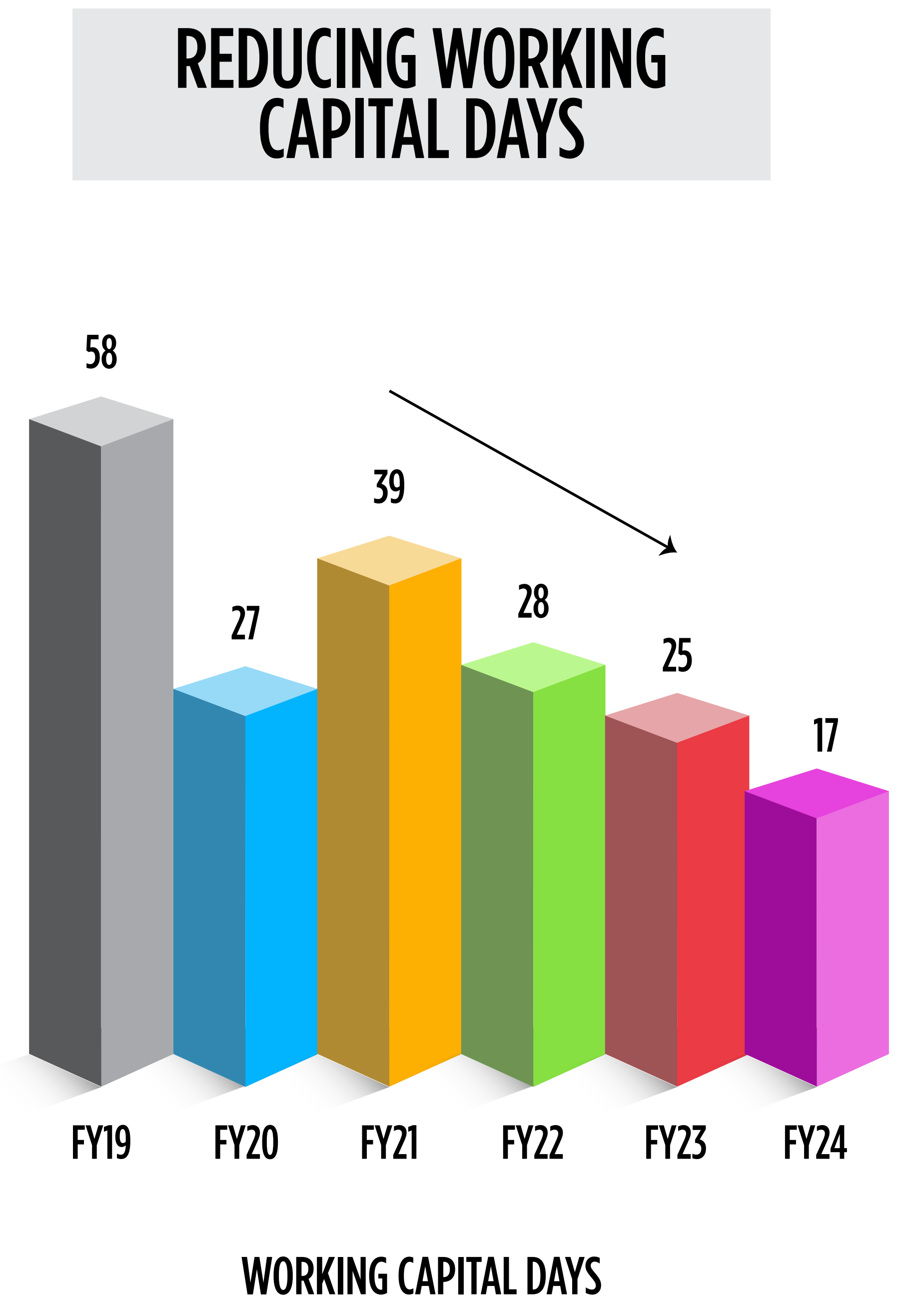
- Large utilization of storage capacity leading to reduced throughput rate for additional metric ton stored

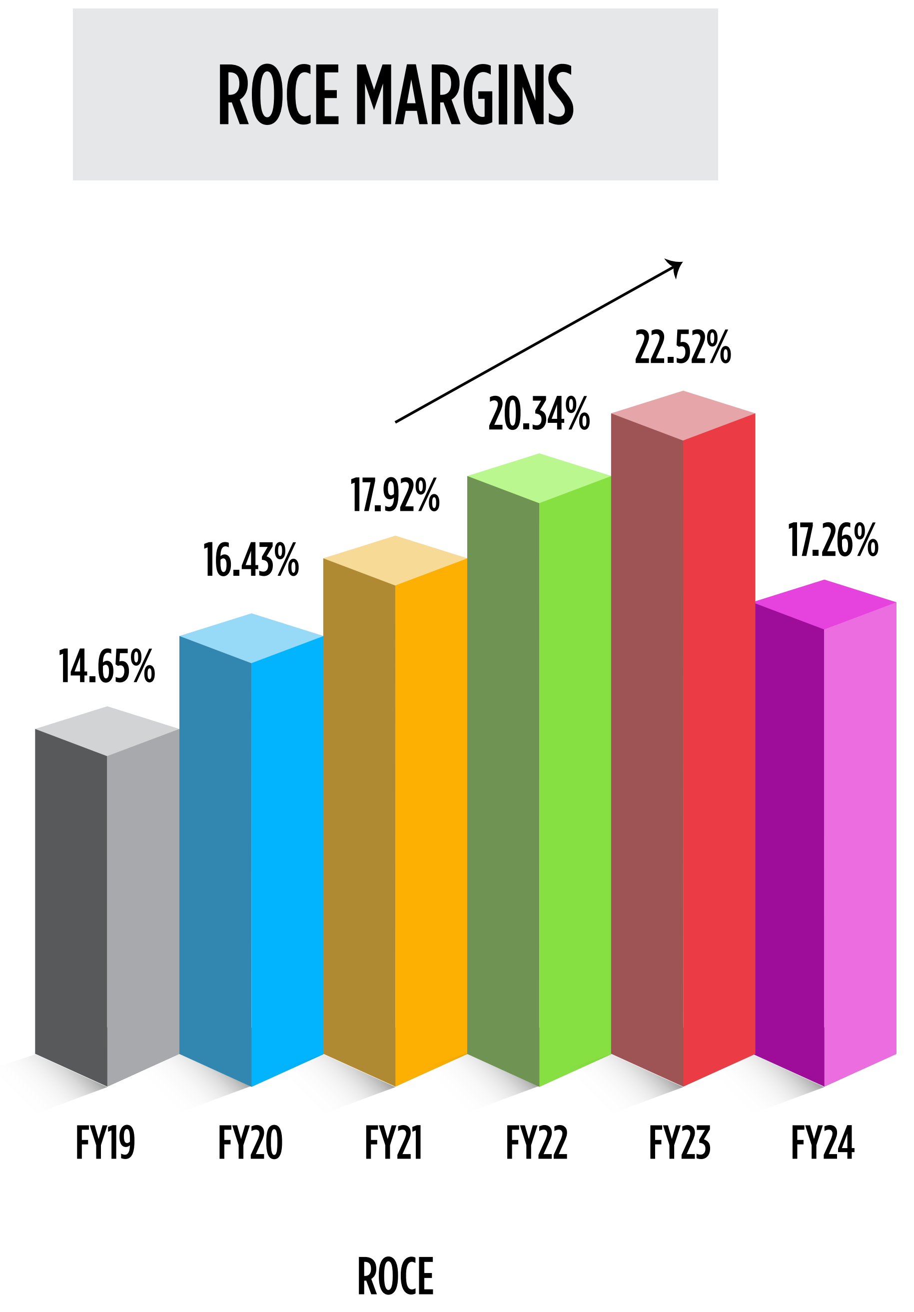
Bitumen will continue to outperform Cement roads.

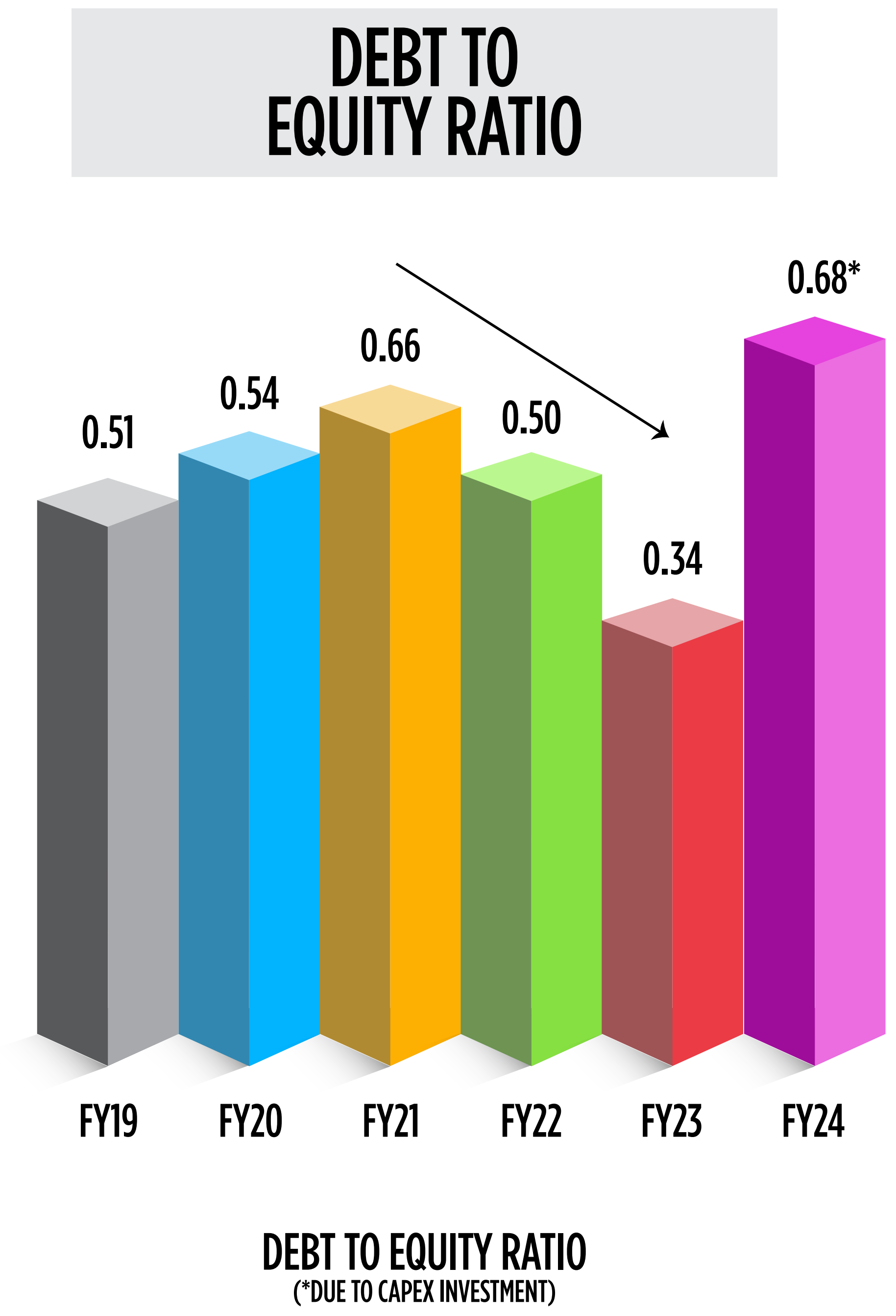
- Safety concerns in concrete roads higher as vehicles likely to slip or slide owning to rain and snow.
- Cement roads have high initial cost of construction
- Greater maintenance issue as whole slab has to be replaced when roads rupture.
- Paving cost for cement roads is higher compared to bitumen roads.

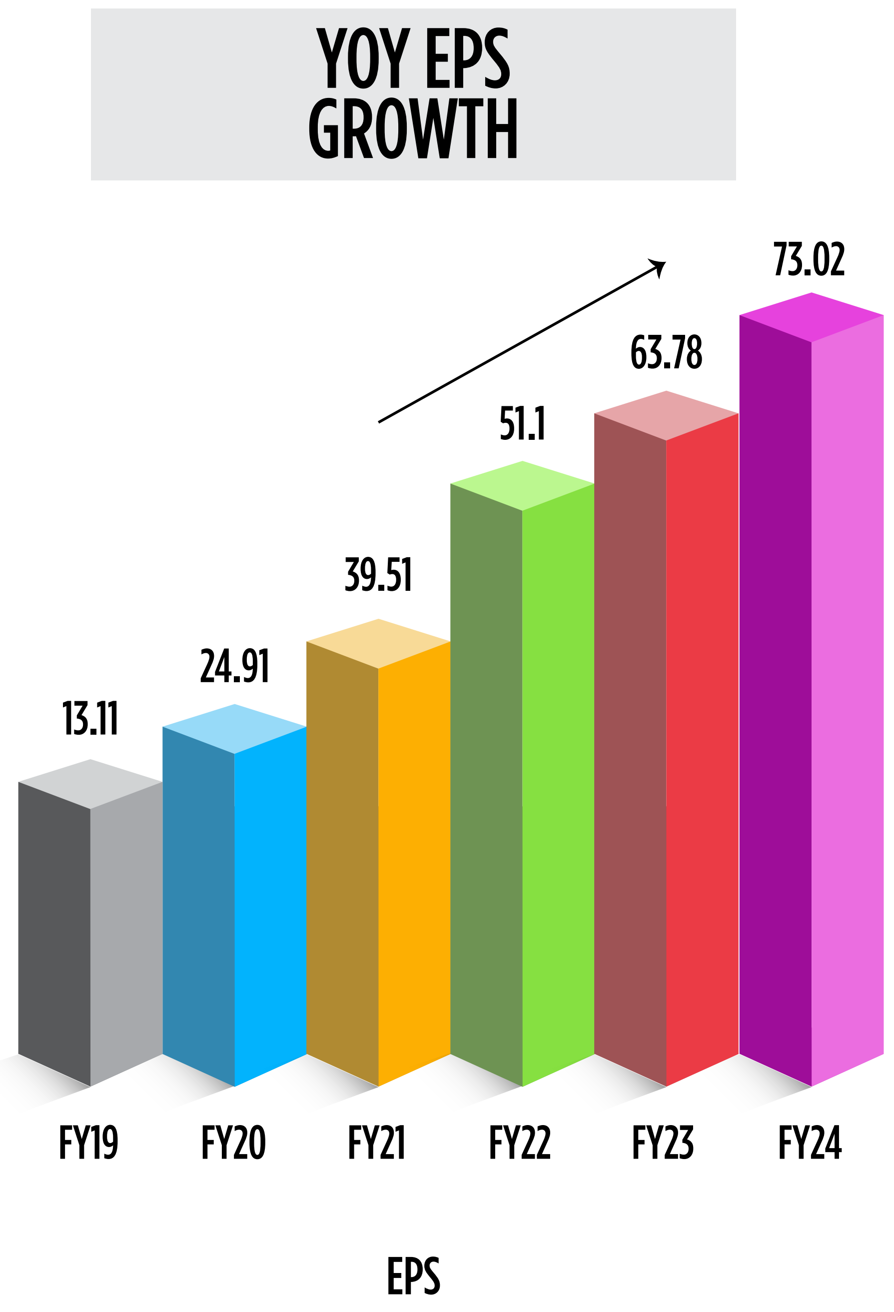


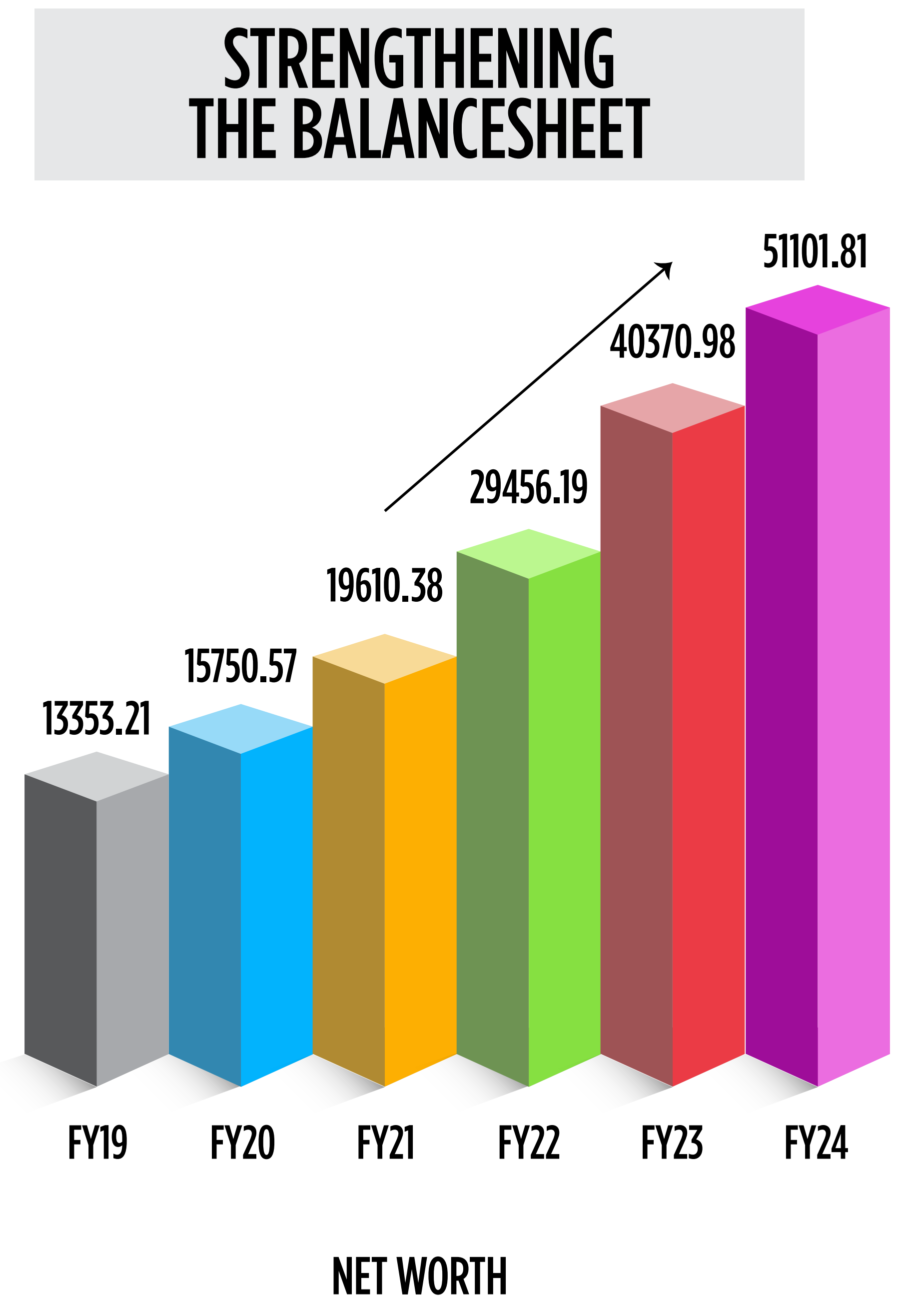
STORY THROUGH CHARTS











WE ARE AMONG ASIA-PACIFIC HIGH GROWTH COMPANIES

FORTUNE INDIA
THE NEXT 500

RANK
2022
299
2023
198

High Growth Companies
Asia-Pacific
2021

NIKKEI Asia
FT FINANCIAL TIMES

Top 50

THE ECONOMIC TIMES
INDIA'S GROWTH CHAMPIONS
2021
statista

High Growth Companies
Asia-Pacific
2018

FT FINANCIAL TIMES

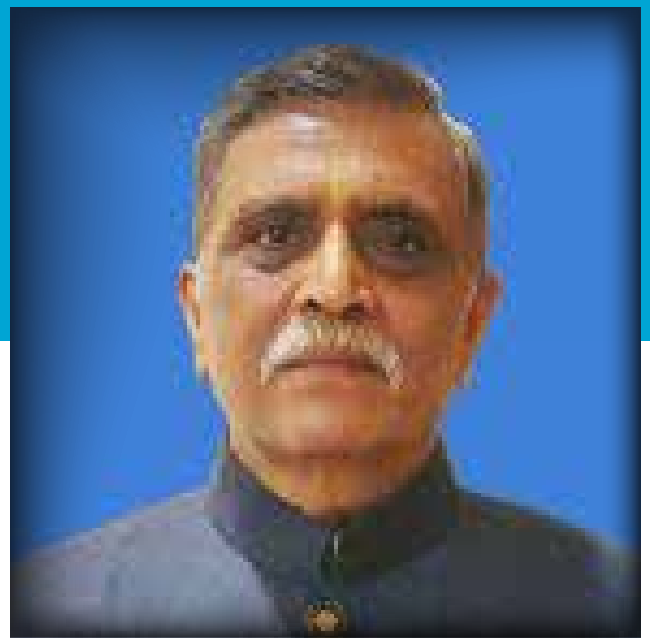
Top 100
SMEs in India 2017

SKOCH GROUP
SKOCH ORDER-OF-MERIT

IBC

INDIA'S MOST TRUSTED COMPANIES
AWARDS 2017
INDUSTRY VALIDATED

OUR PILLARS OF STRENGTH



Shri Jaiprakash Agarwal
Managing Director
(Executive, Non Independent Director)

Shri Ramchandra Agarwal
Whole Time Director
(Executive, Non Independent Director)

Shri Mahendra Agarwal
Director
(Non Executive, Non Independent Director)

Shri Lalit Agarwal
Whole Time Director
(Executive, Non Independent Director)

Vipin Agarwal
CFO

BALANCED BOARD WITH EXPERIENCE & EXPERTISE

Board Demographics

Highly Engaged Board

Actively involved in AICL's Strategic transformation.

Meetings During FY 2024

4	Board Committee
8	Member Board

57 Median Age of Board

Highly Experienced Board to Chair Committees

- Audit Committee
- Stakeholders Relationship Committee
- Nomination and Remuneration Committee
- Corporate Social Responsibility Committee
- Risk Management Committee

Board Independence

- 4/8 Independent directors.
- 5/8 Non-Executive directors.
- 1 Women director.

CONSOLIDATED PROFITABILITY STATEMENT

(Rs. in Lakhs)

PARTICULARS	QUARTER ENDED			YEAR ENDED	
	31.03.2024	31.12.2023	31.03.2023	31.03.2024	31.03.2023
Income					
Revenue from operations	77,644.43	48,818.30	65,954.28	2,12,529.93	2,01,501.43
Other Income	175.66	90.35	64.17	512.58	907.13t
Total Revenue (I + II)	**77,820.08**	**48,908.65**	**66,018.45**	**2,13,042.51**	**2,02,408.55**
Expenses					
a) Cost of materials consumed	16,104.48	10,160.00	9,501.45	41,318.15	28,639.12
b) Purchases of stock-in-trade	47,335.39	31,602.34	50,562.27	1,28,982.42	1,42,510.07
c) Changes in inventories of finished goods, Stock-in-trade and Work-in-progress	(453.69)	(4,361.83)	(4,166.97)	(1,564.92)	(4,287.32)
d) Employee benefit expenses	285.76	241.78	247.79	973.74	883.41
e) Finance Costs	847.65	465.79	361.35	2,066.04	1,213.07
f) Depreciation and amortisation expenses	982.12	720.72	628.43	3,009.57	2,268.56
g) Other expenses	8,357.45	6,742.71	5,554.11	25,538.93	20,205.60
Total Expenses (IV)	**73,459.16**	**45,571.50**	**62,688.43**	**2,00,323.93**	**1,91,432.51**
Profit before tax (III-IV)	4,360.92	3,337.15	3,330.02	12,718.58	10,976.04
Tax expense	560.27	574.56	500.39	1,796.61	1,750.26
(1) Current tax					
(2) Deferred tax					
Net Profit for the period (V-VI))	**3,800.66**	**2,762.60**	**2,829.64**	**10,921.97**	**9,225.79**
Other Comprehensive Income (OCI)					
A. (i) Items that will not be reclassified to Profit or Loss - Income / (Expenses)	(10.01)	-	(5.59)	(10.01)	(5.59)
(ii) Income tax relating to items that will not be reclassified to Profit or Loss	2.52	-	1.41	2.52	1.41
B. (i) Items that will be reclassified to Profit or Loss Income/(Expense)					
- Foreign Currency Translation Reserve	62.31	(23.89)	(47.74)	190.31	602.40
(ii) Income tax relating to items that will be reclassified to Profit or Loss	-	-	-	-	-
Total Other Comprehensive Income / (Expenses)	54.82	(23.89)	(51.92)	182.81	598.21
Total Comprehensive Income for the period (VII+IX) Comprising Profit / (Loss) and other Comprehensive Income for the period	3,855.48	2,738.71	2,777.72	11,104.78	9,824.00
Out of the Total Comprehensive Income above					
a) Profit for the year attributable to:					
(i) Owners of the parent	3,800.66	2,762.60	2,829.64	10,921.97	9,225.79
(ii) Non-controlling interests	-	-	-	-	-
b) Other Comprehensive Income attributable to:					
(i) Owners of the parent	54.82	(23.89)	(51.92)	182.81	598.21
(ii) Non-controlling interests	-	-	-	-	-
c) Total Comprehensive Income attributable to:					
(i) Owners of the parent	3,855.48	2,738.71	2,777.72	11,104.78	9,824.00
(ii) Non-controlling interests	-	-	-	-	-
Paid-up equity share capital (Face value of Rs. 10/- each)	1,495.78	1,495.78	1,495.78	1,495.78	1,495.78
Other Equity	49,606.03		38,875.20	49,606.03	38,875.20
Earnings per equity share					
(1) Basic	25.41	18.47	19.56	73.02	63.78
(2) Diluted	25.41	18.47	19.56	73.02	63.78
See accompanying note to the Financial Results					

BALANCE SHEET

(Rs. in Lakhs)

PARTICULARS	AS ON 31.03.2024	AS AT 31.03.2023
Assets		
Non-current assets		
Property, plant and equipment	56,993.74	31,683.78
Capital work-in-progress	-	694.83
Investment property	37.44	37.44
Right to Use	1,392.51	1,922.10
Goodwill arising on Consolidation	488.81	488.81
Financial assets		
Investments	0.09	0.09
Other non-current financial assets	364.25	396.90
Other non-current assets	34.94	73.42
	59,311.78	35,297.38
Current assets		
Inventories	12,776.35	11,610.14
Financial assets		
Investments	3,572.07	2,566.41
Trade receivables	26,593.66	19,355.10
Cash and cash equivalents	4,270.39	2,930.89
Bank balances other than above	1,958.89	421.75
Loans	27.05	22.29
Others financial assets	189.53	105.65
Current tax assets (net)	142.47	160.42
Other current assets	3,154.73	2,488.19
	52,685.13	39,660.85
Total assets	1,11,996.91	74,958.23
Equity and liabilities		
Equity		
Equity share capital	1,495.78	1,495.78
Other equity	49,606.03	38,875.20
	51,101.81	40,370.98
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	16,901.87	6,874.73
Lease Liability	818.32	1,477.11
Other Financial Liabilties	4.50	9.50
Provisions	90.11	68.09
Deferred tax liabilities (Net)	343.26	313.37
Other non - current liabilities	-	-
	18,158.07	8,742.79
Current liabilities		
Financial liabilities		
Borrowings	17,631.64	6,873.12
Lease Liabilities	730.23	574.57
Trade payables	21,735.57	16,370.14
Other current financial liabilities	426.00	576.06
Other current liabilities	1,941.59	1,100.97
Short-term provisions	14.11	9.86
Current tax liabilities (net)	257.89	339.74
	42,737.04	25,844.46
Total equity and liabilities	**1,11,996.91**	**74,958.23**

CASH FLOW STATEMENT

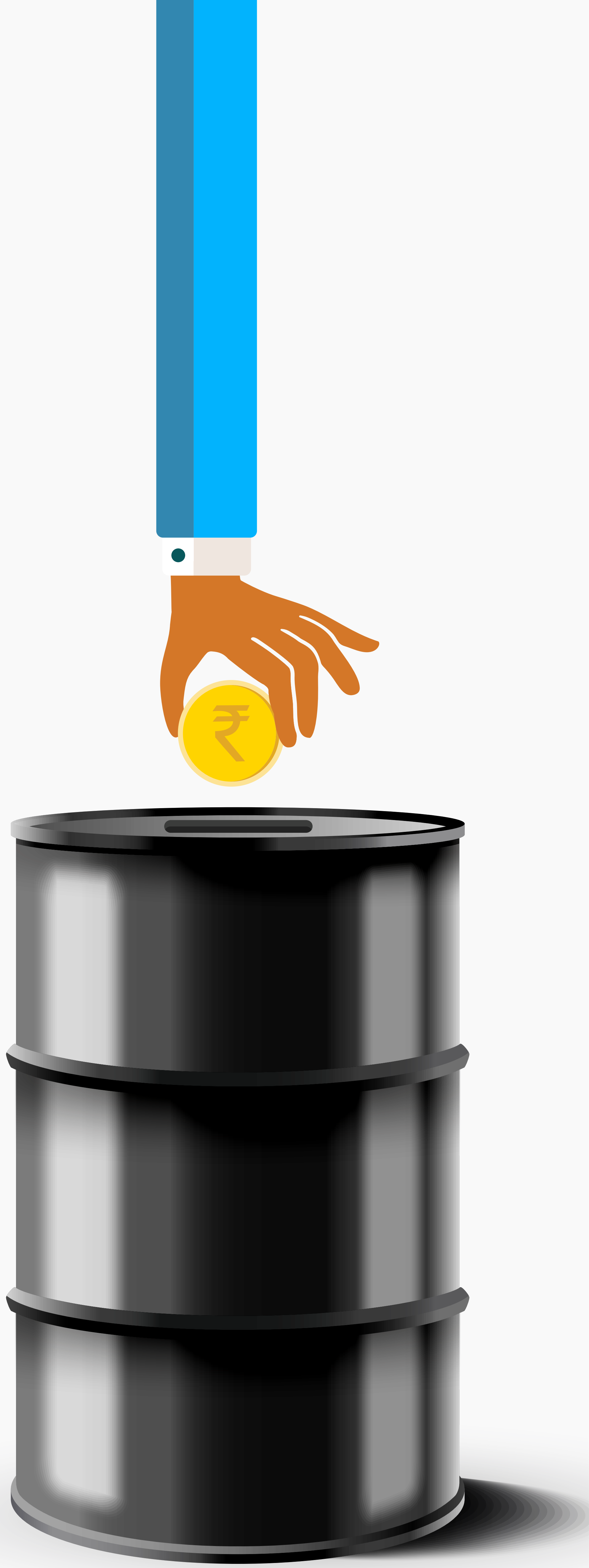
(Rs. in Lakhs)

PARTICULARS	YEAR ENDED 31.03.2024	YEAR ENDED 31.03.2023
CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit/(Loss) before tax	12,718.58	10,976.04
Adjustments for		
Depreciation	2,390.33	1,674.91
Amortisation of Right to Use	619.24	593.65
Interest & Finance Charges	1,902.14	1,005.89
Interest on Lease Liabilities	163.91	207.18
Interest received	(133.62)	(60.93)
Rent from Investment Property	(44.60)	(43.34)
(Profit) / Loss on sale of Mutual Funds	(147.99)	(79.98)
(Profit) / Loss on sale of fixed assets	(5.52)	(79.49)
Expected credit loss allowance / (reversal)	42.53	96.87
Bad Debts written off	4.21	63.58
Fair valuation impact on Financial Assets	(45.65)	(31.05)
Operating Profit Before Working Capital Adjustments	17,463.54	14,323.33
Changes in Working Capital		
Adjustments for (increase) / decrease in operating assets:		
Inventories	(1,166.20)	(5,074.33)
Trade receivables	(7,285.30)	(3,394.62)
Other financial assets (Current & Non-Current)	(1,585.29)	100.90
Other assets (Current & Non-Current)	(628.05)	(199.96)
Adjustments for increase / (decrease) in operating liabilities:		
Trade payables	5,365.43	10,854.37
Other financial liabilities (Current & Non-Current)	(155.06)	455.74
Other liabilities (Current & Non-Current)	856.88	(199.49)
Adjustments for increase / (decrease) in Foreign Currency Translation Reserve	190.31	602.40
Cash generated from operations	13,056.25	17,468.34
Direct Tax Paid (Refund) [Net]	(1,828.09)	(1,801.65)
Net cash flow from / (used in) operating activities (A)	11,228.16	15,666.70
CASH FLOW FROM INVESTING ACTIVITIES		
Capital expenditure on fixed assets	(27,020.68)	(14,869.65)
Proceeds from sale of fixed assets	20.75	146.74
Purchase of Mutual Fund-Current Investment	(3,470.42)	(3,058.50)
Sale of Mutual Fund-Current Investment	2,650.57	1,844.65
Interest Received	133.62	60.93
Rent from Investment Property	44.60	43.34
Net cash flow from / (used in) investing activities (B)	(27,641.55)	(15,832.49)

CASH FLOW STATEMENT

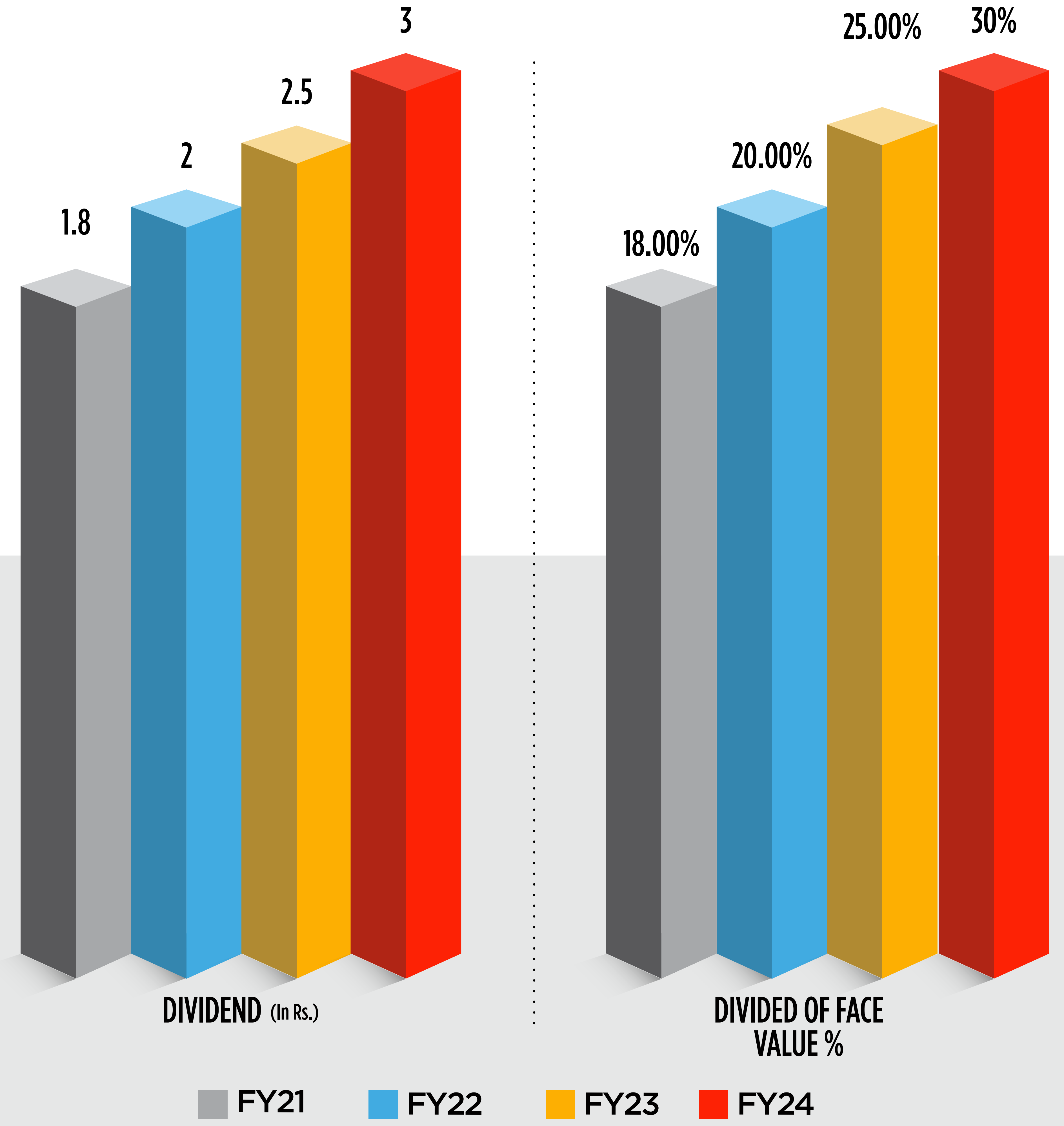
(Rs. in Lakhs)

PARTICULARS	YEAR ENDED 31.03.2024	YEAR ENDED 31.03.2023
CASH FLOW FROM FINANCING ACTIVITIES		
Money received against share warrents / issue of equity shares	-	1,379.96
Interest & Finance Charges	(1,833.38)	(999.30)
Net Increase / (Decrease) in Short Term Borrowings (Net)	10,693.52	(4,662.40)
(Repayment) / Proceeds from Long Term Borrowings (Net)	10,023.39	3,726.96
Payment of Lease Liabilities	(756.69)	(697.69)
Dividend Paid	(373.94)	(289.16)
Net cash flow from / (used in) financing activities (C)	17,752.90	(1,541.63)
Net increase / (decrease) in cash and cash equivalents (A+B+C)	1,339.50	(1,707.42)
Cash and cash equivalents at the beginning of the year (*)	2,930.89	4,638.31
Cash and cash equivalents at the end of the year	4,270.39	2,930.89



CONSISTENT DIVIDEND YIELD CREATING SHAREHOLDERS WEALTH

THE COMPANY HAS CONSISTENTLY PAID OUT DIVIDEND CREATING WEALTH MAXIMIZATION FOR SHAREHOLDERS.



SYNOPSIS

INVESTING FOR GROWTH

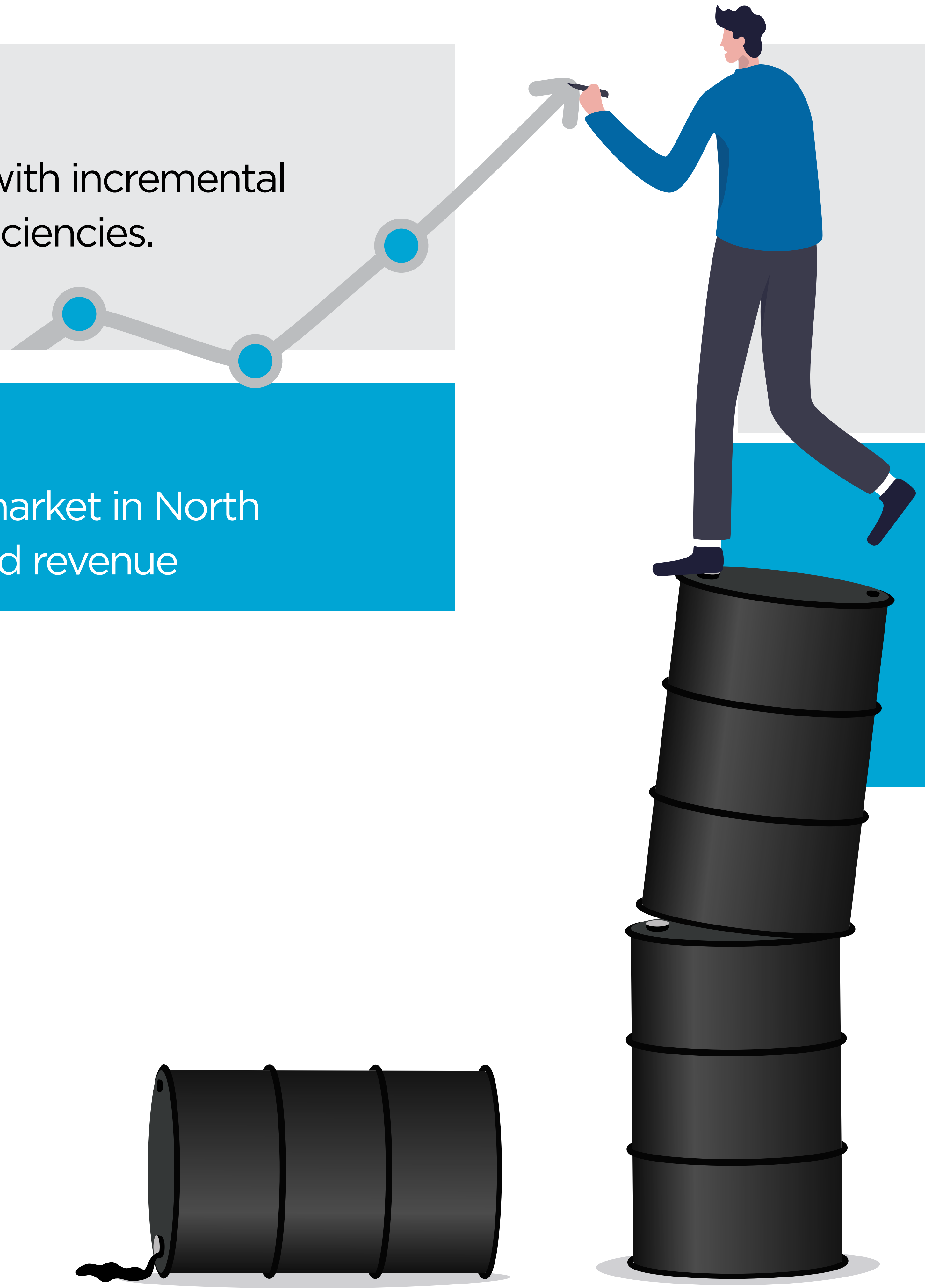
Incremental Bitumen Vessel Addition

Company to continue growth trajectory along with incremental ROCE through investments and operational efficiencies.

Enter in the new markets

Company has plans to enter into the Bitumen market in North region of India, to increase its customer base and revenue

Well positioned to accelerate growth with Capabilities & Solid Experience



Company has recorded a healthy 15.80% volume growth for FY24 & has operational efficiencies growth with 23.07% growth in EBITDA & 18.38% increase in PAT for FY24 v/s FY23

Rapid Infrastructure growth in India to boost revenue.

30% of total in India are unpaved and rapid infrastructure development will boost demand for Bitumen.

Agarwal Industrial Corporation Limited

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