



Aarti Surfactants Limited

August 14, 2024

To  
Listing/Compliance Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**Scrip Code: 543210**

Dear Sir/Madam,

**Subject: Investor Presentation**

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation made to the Shareholders of the Company at the 6<sup>th</sup> Annual General Meeting held today, i.e. Wednesday, August 14, 2024.

Kindly take the same on record.

Thanking You,

Yours faithfully,  
**For Aarti Surfactants Limited**

Priyanka Chaurasia  
**Company Secretary**  
ICSI M. NO. A44258

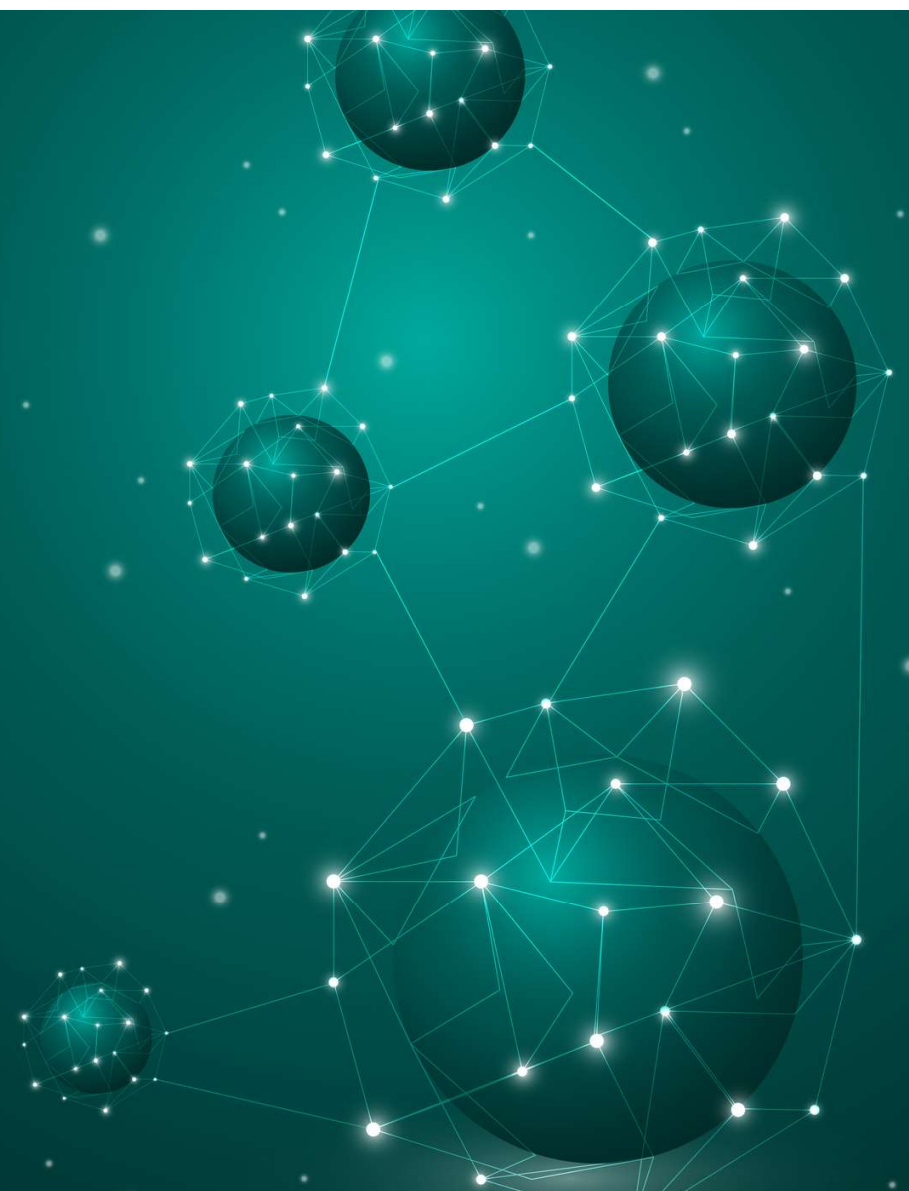
To  
Listing/Compliance Department  
**National Stock Exchange of India Limited**  
"Exchange Plaza", Plot No. C/1,  
G Block Bandra-Kurla Complex,  
Bandra (E), Mumbai – 400 051

**Symbol: AARTISURF**



# Committed to Sustainable Tomorrow

Embracing opportunities | Delivering excellence  
| Catalysing progress





## OVERVIEW

Aarti Surfactants Limited (ASL) was incorporated in 2018 post demerger of Home and Personal Care Segment of Aarti Industries limited.

Initially, Aarti Industries Limited had 3 (three) business verticals (i.e. specialty chemicals, pharmaceuticals and Home and Personal Care Chemicals). The home and personal care chemicals business, which constituted the Home and Personal Care Undertaking was transferred to Aarti Surfactants Limited by way of Composite Scheme of Arrangement between Aarti Industries Limited & Aarti Surfactants Limited in 2019.

The Company got listed with both the Stock Exchanges viz, National Stock Exchange of India Limited ("NSE") and BSE Limited ("BSE"), with its equity shares being traded on these exchanges since July 14, 2020.

part of the Aarti group a diversified chemical conglomerate with turnover of INR 134 bn (FY23)

The Company is presently engaged in the business of Home and Personal Care Segment i.e. specializing in the manufacturing of chemicals essential for producing hand wash, sanitizers, soaps, detergents, shampoos, cleaning products, and similar items.





Aarti Surfactants Limited

# JOURNEY

2018

## A Strong Beginning

Incorporation of Aarti Surfactants Limited, setting the foundation for our journey

2019

## Strategic Transformation

(NCLT) order for demerger and transfer of Home and Personal Care division of Aarti Industries Limited to our Company

2019

## New Identity

Our new name, Aarti Surfactants Limited, reflecting our evolved identity and broadened horizons

2023

## Strategic Relocation

Shift of our Registered Office from the State of Gujarat to the State of Madhya Pradesh

2023

## Bolstering our capital base

Successfully executed Right's Issue of 49.52 crores through partly paid up shares

2022

## Diverse Investment Opportunities

Preference Shares listed on BSE and NSE

2020

## Stepping into the Stock Market

Equity Shares listed on BSE and NSE

2024

## Our consistent and robust performance

Achieving a CAGR of 14% in sales over six years

Future Outlook

## Innovating for Tomorrow

Dedicated to innovation, excellence, and sustainable growth, continually striving to create value and make a positive impact in the industries we serve

# A BRIEF CORPORATE OVERVIEW

## We are –

A leading Indian manufacturer of specialty chemicals

## Serving industries –



Home Care



Health Care



Skin and  
Personal Care



Oral  
Care



Baby  
Care



Industrial  
Applications

## We offer –

Customised blends tailored to client specifications with a commitment to timely delivery through a robust distribution network.

## Our values –



Integrity



Creativity



Quality



Growth



Goals



Team Work



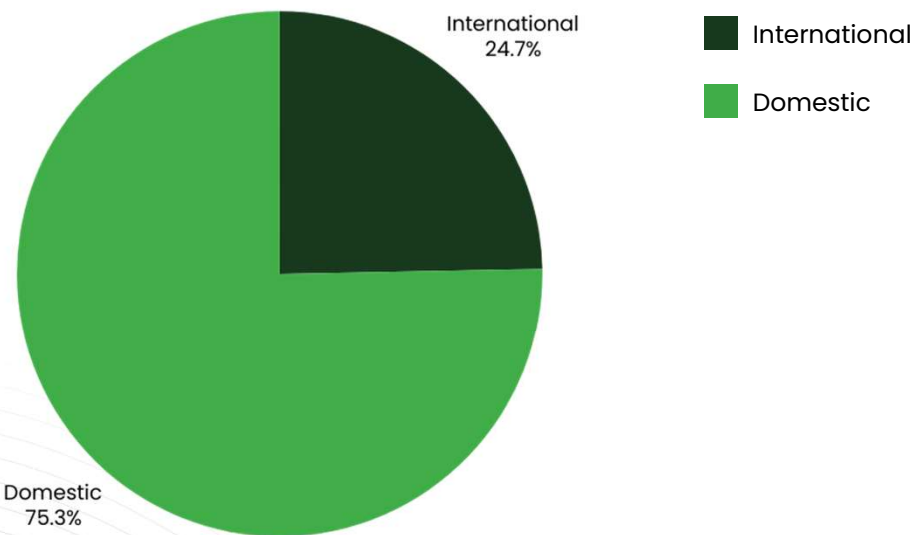
Innovation



Value

# GEOGRAPHICAL FOOTPRINT

## GEOGRAPHICAL SALES SPLIT (FY24)



## Future Growth Opportunities & Outlook

- Increasing demand for eco-friendly and biodegradable surfactants driven by consumer preference
- Rapid urbanization and rising disposable incomes in emerging markets like India, China, and Southeast Asia are boosting demand for personal care, home care, and industrial products.
- Continued investment in research and development to create high-performance, multifunctional surfactants.
- Increased collaborations between specialty surfactant manufacturers and end-user industries to develop customized solutions.
- Major Exports countries - USA, Russia, UAE, Saudi Arabia, Australia, Bahrain, Nepal, Bangladesh, etc.

# ANNUAL CONSOLIDATED INCOME STATEMENT



Particulars(Rs in Lakhs)	FY 24	FY 23	Y-O-Y
<b>Operational Revenue</b>	<b>58,985.74</b>	<b>60,129.32</b>	<b>-1.90%</b>
Total Exps	52,773.05	55,355.36	-4.66%
<b>EBITDA (Excl Other Income)</b>	<b>6,212.69</b>	<b>4,773.96</b>	<b>30.14%</b>
<b>EBITDA Margin (%)</b>	<b>10.53%</b>	<b>7.94%</b>	<b>259 BPS</b>
Other Income	13.31	33.41	-60.16%
Depreciation	1,603.75	1,548.69	3.56%
Finance Cost	1,403.36	1,478.62	-5.09%
<b>PBT</b>	<b>3,218.89</b>	<b>1,780.06</b>	<b>80.83%</b>
Tax	1,086.19	509.61	113.14%
<b>PAT</b>	<b>2,132.70</b>	<b>1,270.45</b>	<b>67.87%</b>
<b>PAT Margin (%)</b>	<b>3.62%</b>	<b>2.11%</b>	<b>151 BPS</b>
Other Comprehensive Income	-11.37	6.00	-289.50%
<b>Total Comprehensive Income</b>	<b>2,121.33</b>	<b>1,276.45</b>	<b>66.19%</b>
<b>Diluted EPS</b>	<b>25.16</b>	<b>16.47</b>	<b>52.76%</b>

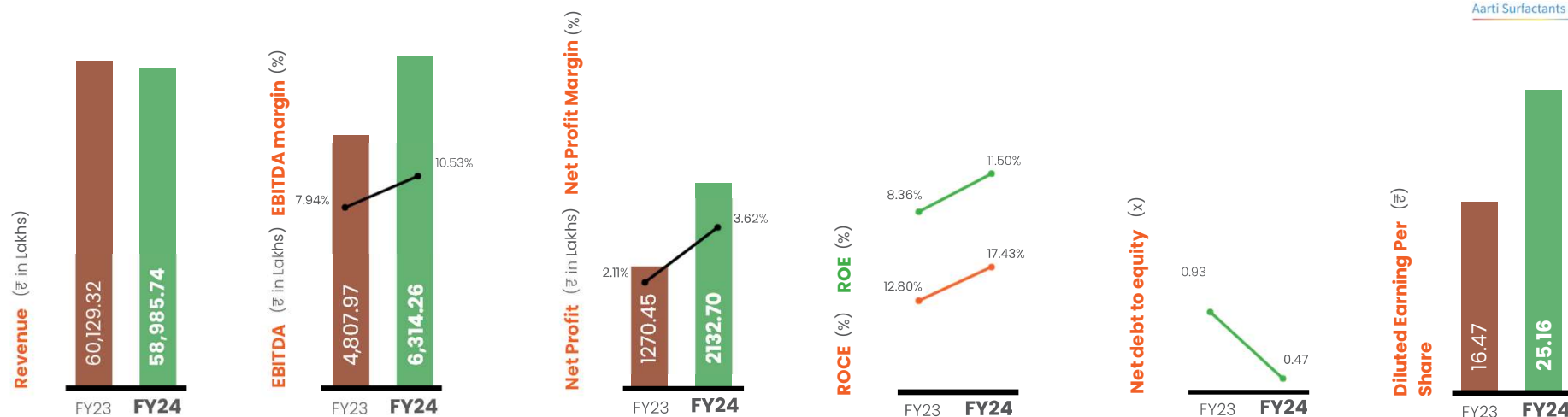
# ANNUAL STANDALONE INCOME STATEMENT



Particulars(Rs in Lakhs)	FY 24	FY 23	Y-O-Y
<b>Operational Revenue</b>	<b>58,985.74</b>	<b>60,129.32</b>	<b>-1.90%</b>
Total Exps	52,684.79	55,354.76	-4.82%
<b>EBITDA (Excl Other Income)</b>	<b>6,300.95</b>	<b>4,774.56</b>	<b>31.97%</b>
<b>EBITDA Margin (%)</b>	<b>10.68%</b>	<b>7.94%</b>	<b>274 BPS</b>
Other Income	13.31	33.41	-60.16%
Depreciation	1,598.02	1,548.69	3.19%
Finance Cost	1,403.36	1,478.62	-5.09%
<b>PBT</b>	<b>3,312.88</b>	<b>1,780.66</b>	<b>86.05%</b>
Tax	1,086.19	509.61	113.14%
<b>PAT</b>	<b>2,226.69</b>	<b>1,271.05</b>	<b>75.19%</b>
<b>PAT Margin (%)</b>	<b>3.77%</b>	<b>2.11%</b>	<b>166 BPS</b>
Other Comprehensive Income	-11.37	6.00	-289.50%
<b>Total Comprehensive Income</b>	<b>2,215.32</b>	<b>1,277.05</b>	<b>73.47%</b>
<b>Diluted EPS</b>	<b>26.27</b>	<b>16.48</b>	<b>59.41%</b>



# FINANCIAL PERFORMANCE AND RATING UPGRADE



## CREDIT RATING ACTIONS

Facilities / Instruments	Rating Upgraded To	Rating Action
Long term bank facilities	CARE A-; Stable	Revised from CARE BBB+; Stable
Long-term instruments - Preference shares - Redeemable	CARE BBB+; Stable	Revised from CARE BBB; Stable

**THANK  
YOU!**

