

16th June, 2022

Ref. No.: **AIL/SE/05/2022-23**

To,

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400001, MH.

National Stock Exchange of India Limited

Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai-400051, MH.

Scrip Code: **543534**

Symbol: **AETHER**

Dear Madam / Sir,

Sub.: **Presentation on Financial Results**

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, the presentation on Financial Results for the Fourth Quarter and Financial Year ended on 31.03.2022 is enclosed herewith.

We request you to kindly take the information on your records.

Thank you.

For Aether Industries Limited



Chittrarth Rajan Parghi
Company Secretary & Compliance Officer



Encl.: As above

Q4 / FY22 Presentation

16 June, 2022

Agenda

01
About
Aether.

02
Financial
Summary.

03
Key
Investment
Highlights.

04
Future
Expansions.

05
Annexure.



About Aether.



Core Competencies

Chemistry

Grignard's and Organolithiations

Ethylene Oxide Chemistry

- Tandem Grignard / Ethylene Oxide

Isobutylene Chemistry

Hydrogenation

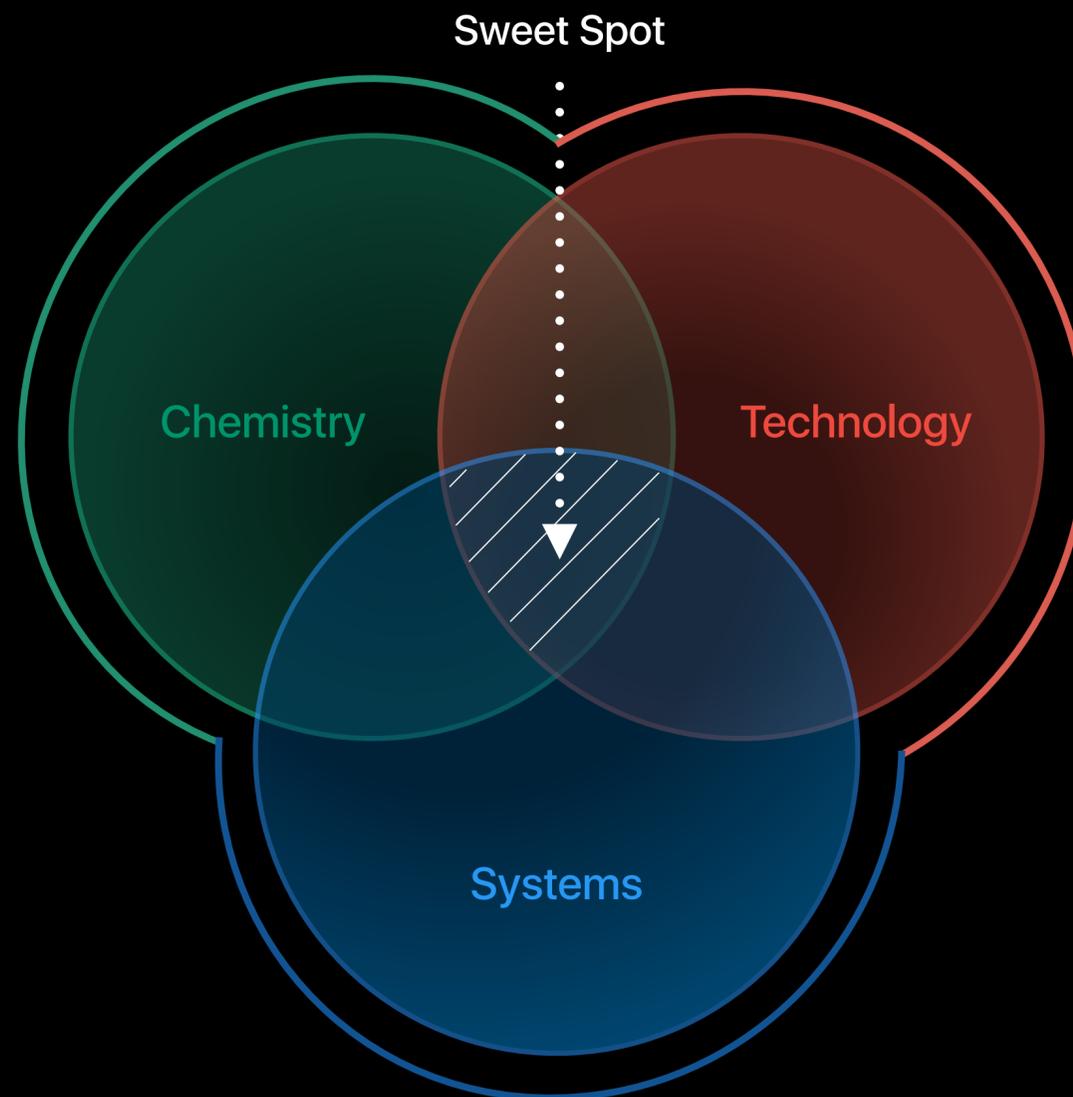
- Asymmetric Hydrogenation

Heterogeneous Catalysis

Exothermic Chemistry

Cross Coupling Chemistry

Olefin Metathesis / Polymerisation



Technology

Continuous Reaction

Batch Reaction

High Pressure Reaction

Fixed Bed Reaction

Cryogenic Reaction

High Vacuum Distillation

Wiped Film Distillation

Process Automation

8 x 8 Matrix

Systems

SAP, AIRIS, AES

Multiple Certifications

Distributed Control Systems (DCS) Automation



Product Selection

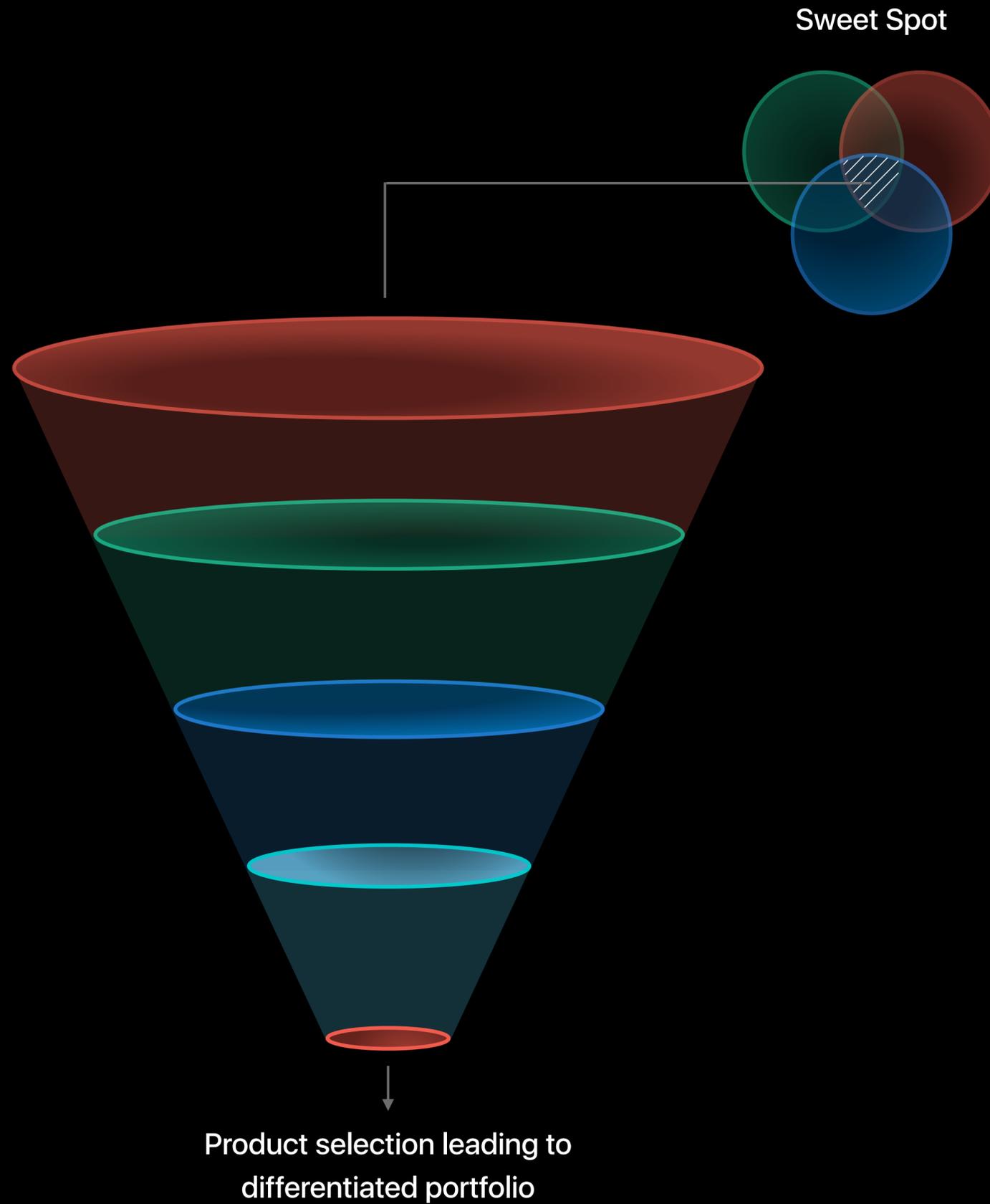
Core competencies of chemistry, technology and systems

No active manufacturer in India, made for 1st time in India

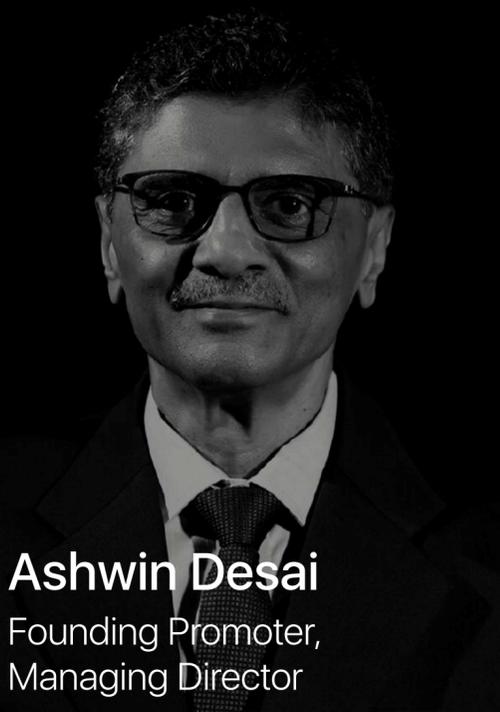
Minimum 4 step sequences of manufacturing and infrastructure oriented

Generate adequate revenue at maturity

Market leading position at product maturity



Key Pillars



Ashwin Desai
Founding Promoter,
Managing Director

- Bachelor of Chemical Engineering from Institute of Chemical Technology (UDCT, 1974)
- Distinguished Alumni Award by UDCT (2010)
- Prior to Aether, Founder / Chairman / MD of Anupam Rasayan (India) Limited (till 2013)
- Spearheading the continuous (flow) technology core competency
- Aether's visionary, multiple decades of experience in speciality chemicals



Dr. Aman Desai
Promoter,
Whole Time Director

- Bachelor of Chemical Technology - ICT (UDCT, 2005), PhD in Organic Chemistry from Michigan State University (USA, 2010)
- Prior to Aether, project leader in Process Development group in Core R&D HQ of The Dow Chemical Company (USA, 2010-2012)
- Co-author of 25 publications, 4 patents in USA and published worldwide
- Distinguished Alumni Award by UDCT (2018)
- 10+ years of experience in speciality chemicals



Rohan Desai
Promoter,
Whole Time Director

- Bachelor of Commerce from VNSG University of Commerce, Surat
- Prior to Aether, Director at Anupam Rasayan (India) Limited (till 2013)
- Handles commercial portfolio including sales, finance, strategic procurement, human resources and systems
- Extensive experience in speciality chemicals

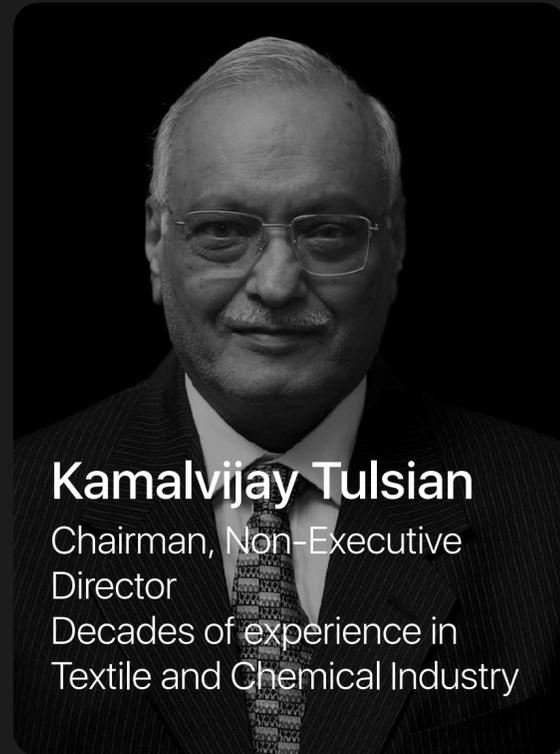


Purnima Desai
Promoter,
Whole Time Director

- Bachelor of Commerce from University of Delhi (1975)
- Prior to Aether, Director at Anupam Rasayan (India) Limited (till 2013)
- Leads overall finance and accounting operations
- Multiple decades of experience in speciality chemicals



Experienced board



Kamalvijay Tulsian

Chairman, Non-Executive Director
Decades of experience in Textile and Chemical Industry



Jeevan Lal Nagori

Non-Executive Independent Director
Experience 34 years in Chemical Industries



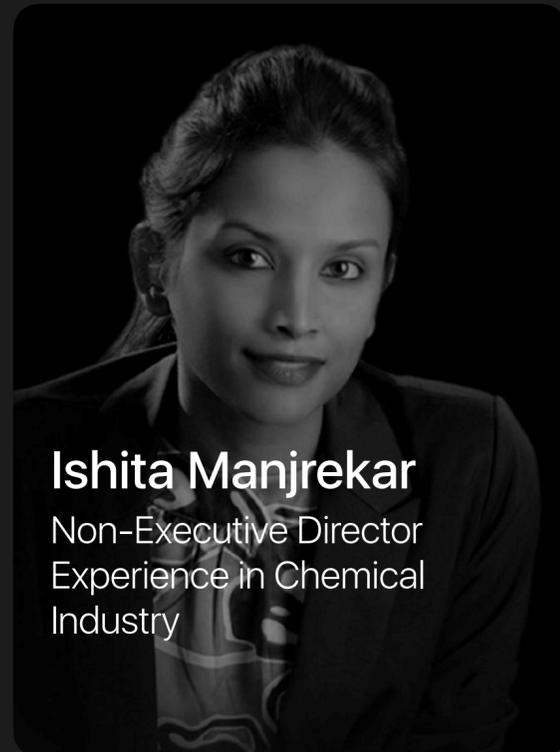
Leja Hattiangadi

Non-Executive Independent Director
Decades of experience in Engineering Contracting / Chemical Industry



Dr. Amol Kulkarni

Non-Executive Independent Director
Experience 34 years as a Scientist



Ishita Manjrekar

Non-Executive Director
Experience in Chemical Industry



Arun Kanodiya

Non-Executive Independent Director
15+ years of experience in Chartered Accountancy and Finance



Jitendra Vakharia

Non-Executive Independent Director
Decades of experience in Chemical and Textile Industry

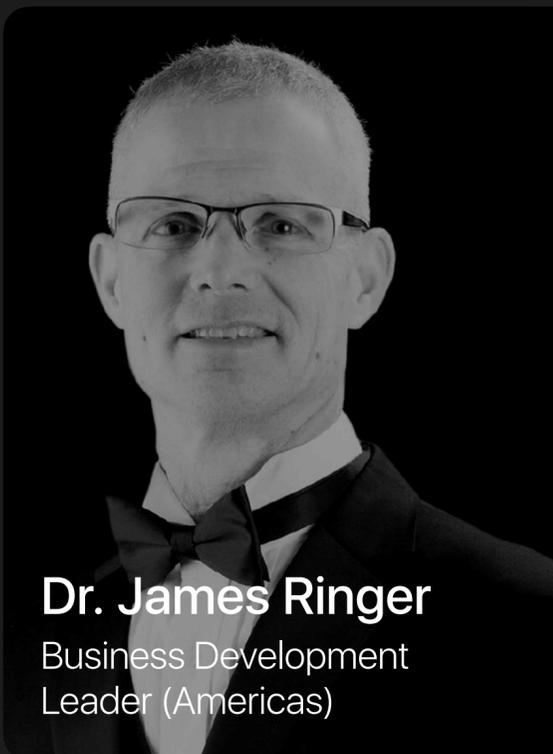


Rajkumar Borana

Non-Executive Independent Director
Extensive experience in Textile Industry



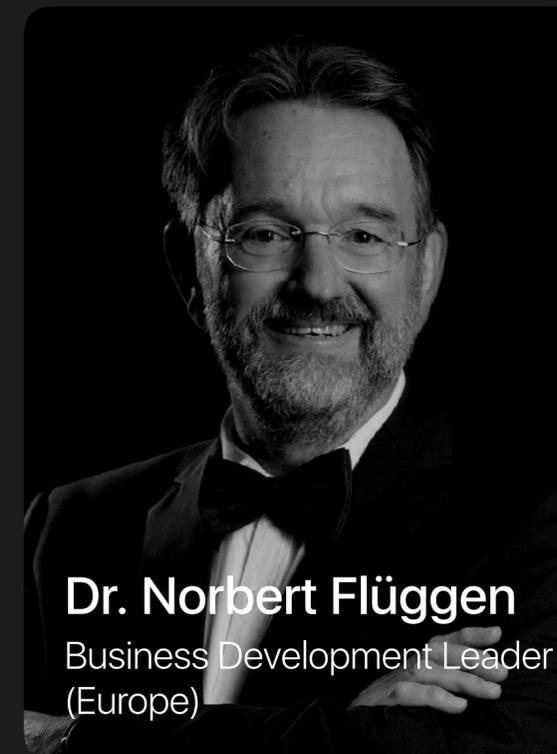
SMP AND KMP



Dr. James Ringer

Business Development
Leader (Americas)

- Bachelor's Science (Purdue Univ. USA) and PhD Organic Chemistry (Univ. Wisconsin, USA)
- > 30 years at The Dow Chemical Company (and subsidiaries) at various positions - Leader R&D Director
- Co-inventor on 22 USA patents, published worldwide



Dr. Norbert Flüggen

Business Development Leader
(Europe)

- Diploma Physics and Doctorate of Natural Sciences (PhD), Univ. Hannover (Germany)
- Decades of experience in Chemical Industry
- Previously at ALTANA AG (Germany)



Raymond Roach

Business Development
Leader (Americas)

- Bachelor's Science and Master's Chem. Engg., Univ. of Pittsburgh (USA)
- Decades of experience in Chemical Industry
- Previously at the Dow Chemical Company (USA)
- Co-inventor of 7 USA patents, published worldwide



Faiz Nagariya

Chief Financial Officer

- B. Comm. (Mumbai University), FCA (ICAI)
- 25+ years experience
- Previously at Ala Metals LLC (Dubai)



Research & Development

R&D has been critical to success and a differentiating factor vis-à-vis competitors

Experts at helm of R&D / CRAMS

MARCH-21

130

Highly qualified employees,
including

65

Scientists with
PhD / M. Sc and B. Sc

65

Engineers

MARCH-22

164

Highly qualified employees,
including

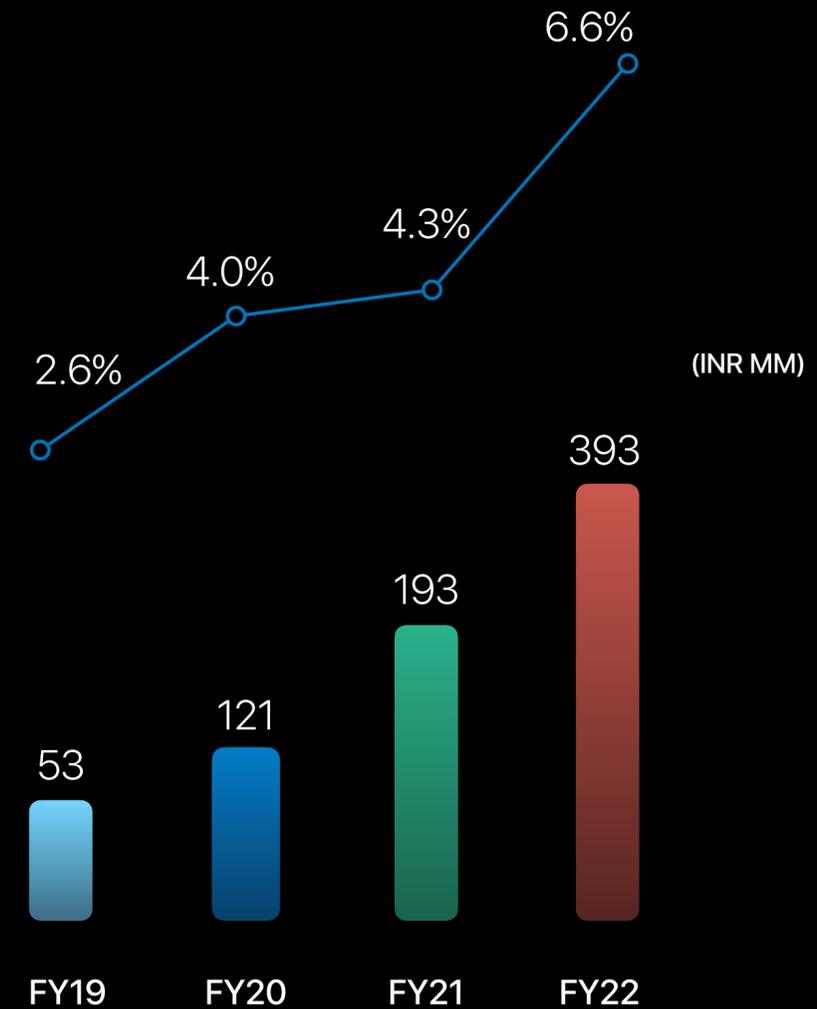
92

Scientists with
PhD / M. Sc and B. Sc

72

Engineers

Consistently rising R&D expenditure

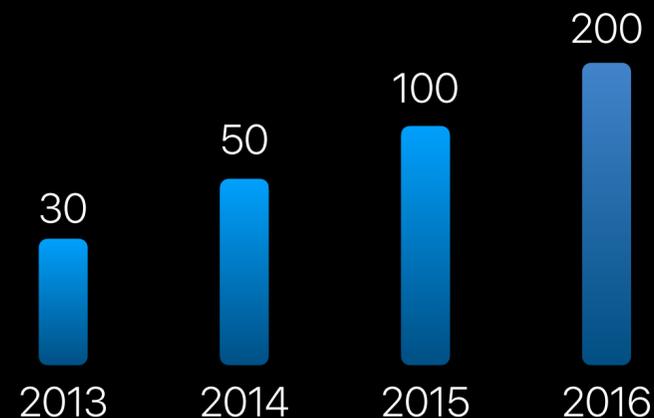


Evolution

Phase 1

Concept to Create
2013 – 2016

- Incorporation of Company
- Vision to create niche in global chemical industry with creative approach towards chemistry, technology and systems
- Focus on building R&D and pilot plant capability centred around core competencies
- Commencement of R&D and pilot plant operations
- Construction of Greenfield project (Manufacturing Facility - 2)
- Commencement of manufacturing operations
- Team Aether grows from 0 to > 200



Phase 2

Concept to Build
2017 – 2021

- Streamlined manufacturing for 22 products
- Revenue grew from INR 1,000 MM to INR 4,500 MM within 4 years of commercial operations
- Largest manufacturer in the world for 4 products and sole manufacturer in India for 7 products, by volume (CY-2020)

5 ISO, ISMS and GMP accreditations

22 Products launched

130+ Global and domestic customers across 17 countries

81 Scientists (with PhDs or M. Sc. / B. Sc. degrees)

700+ Team at Aether

Phase 3

Build to Scale
2022 onwards

- Already initiated construction of 3rd manufacturing facility
- Intend to acquire land for 4th manufacturing facility, construction by July 2022
- Launch multiple new products over immediate two fiscal years
- Continue to add new core chemistry and technology competencies
- Aggressively expand CRAMS / exclusive manufacturing business models
- Look at acquisition opportunities in USA and Europe for R&D and manufacturing assets with differentiated technology



Financial Summary.

Business Segments

67%

Large Scale Manufacturing

Advanced intermediates and speciality chemicals with application across the industry spectrum



8%

Contract Research and Manufacturing Services - CRAMS

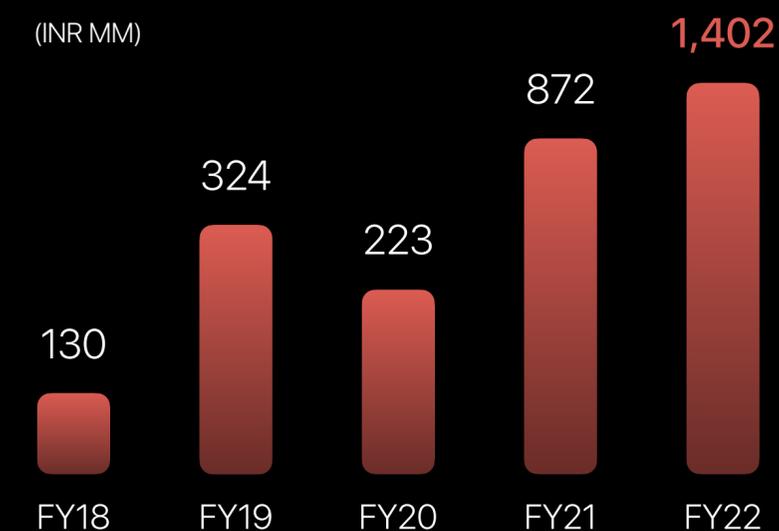
Contract research, scale-up services, technology development, low volume high value contract manufacturing



24%

Contract / Exclusive Manufacturing

Manufacture under contractual supply agreements with MNCs

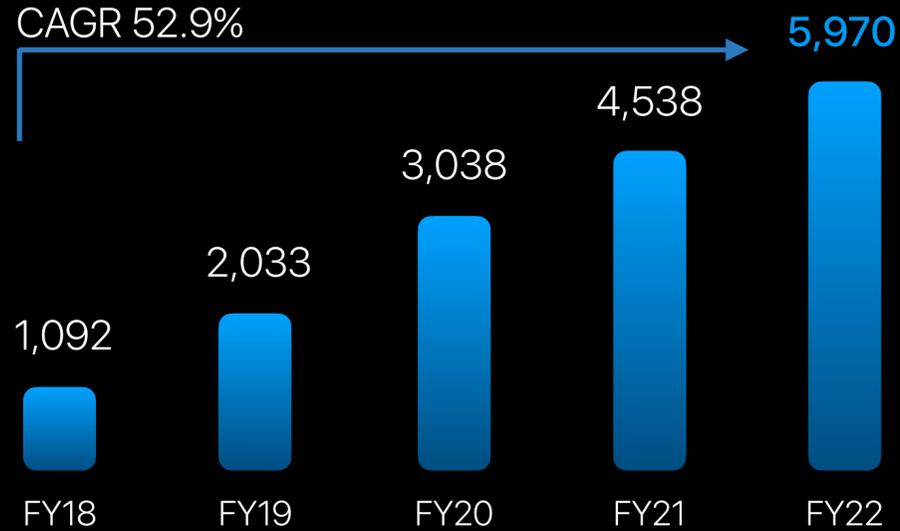


Aether Today

Gross Revenue

CAGR 52.9%

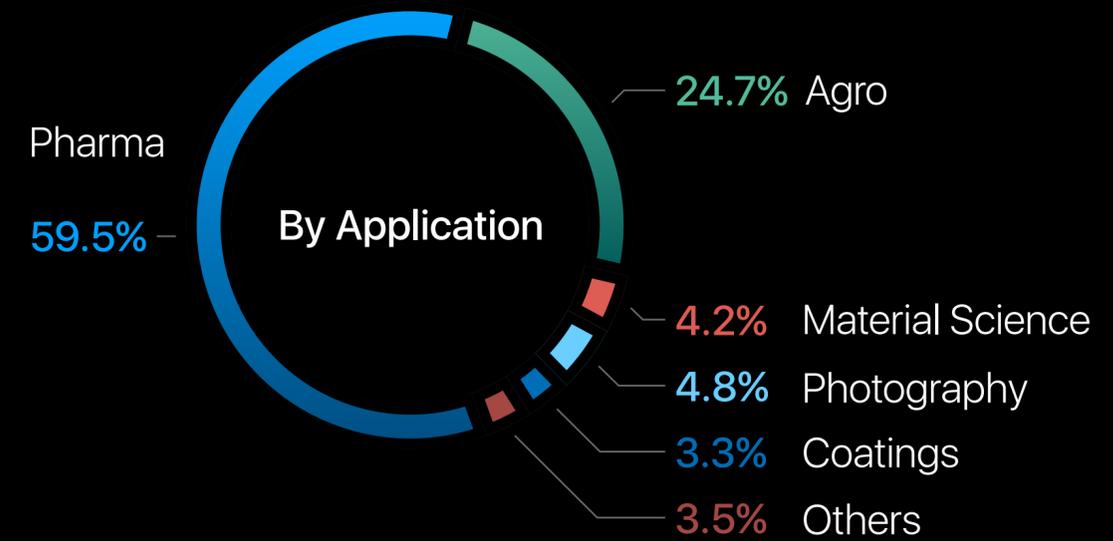
(INR MM)



EBITDA%



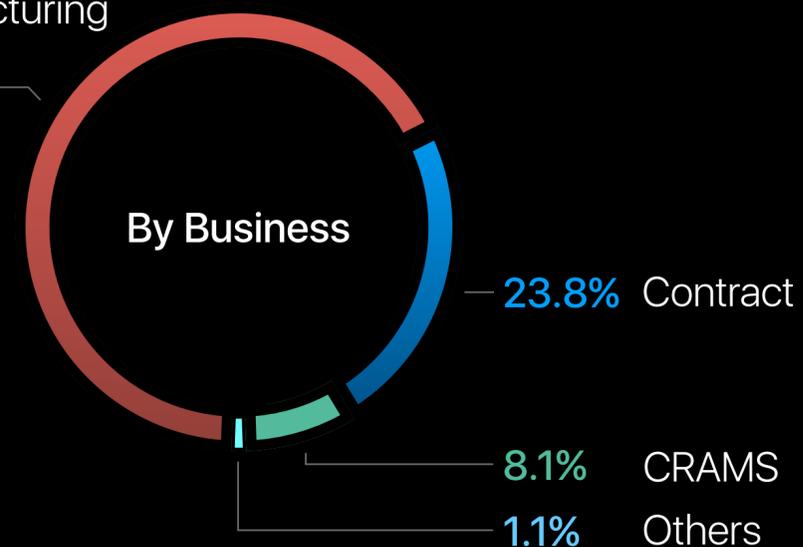
PAT%



FY22

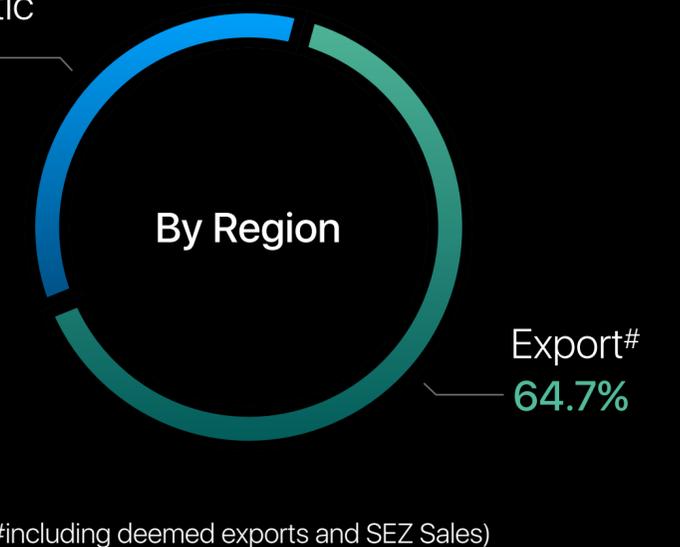
Large scale manufacturing

67.0%



Domestic

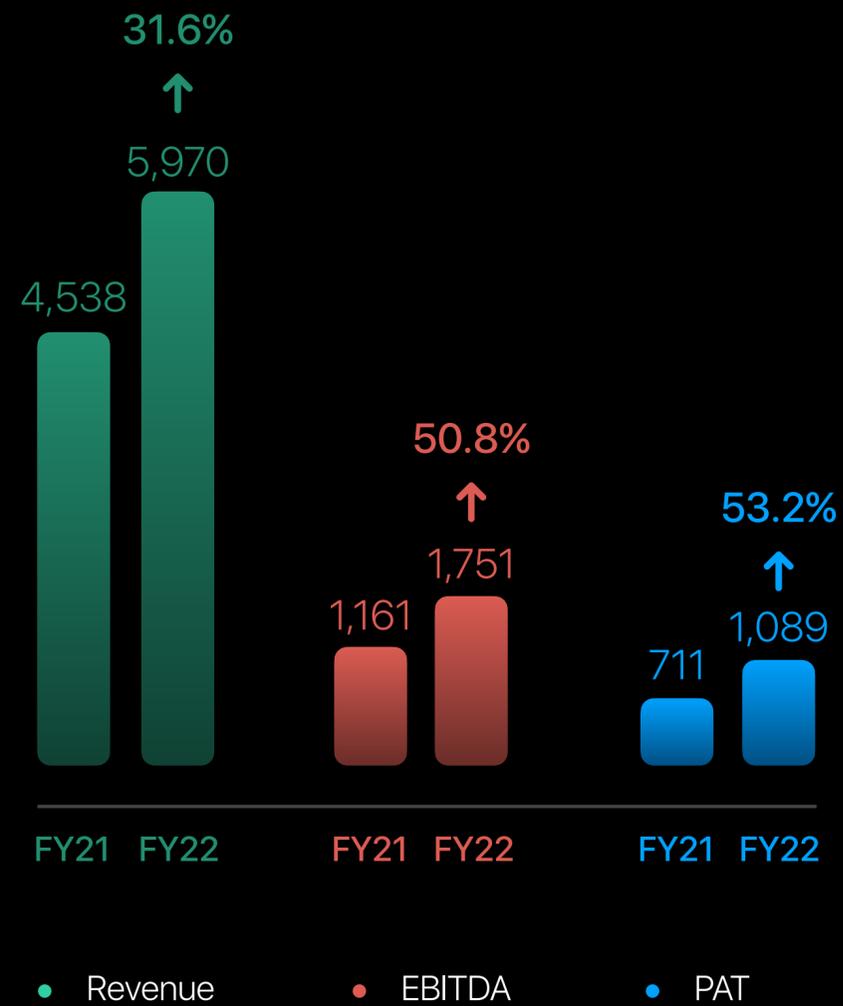
35.3%



Key Performance Highlights

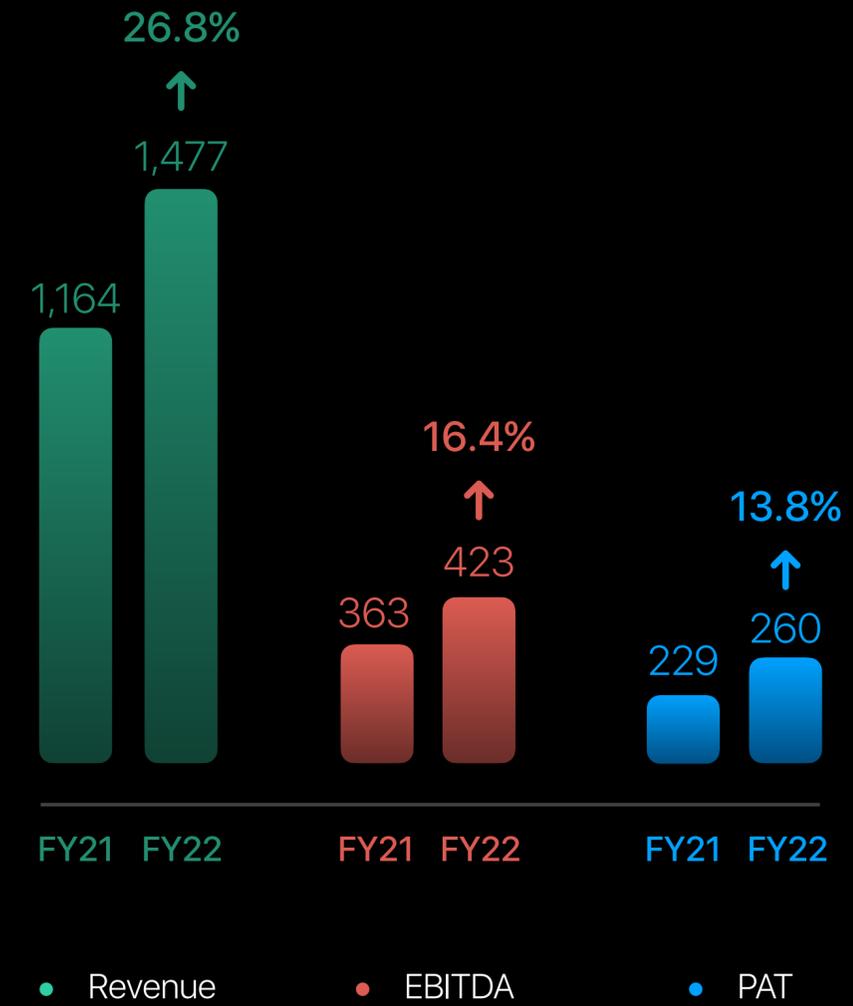
(INR MM)

Y-o-Y



Y-o-Y is comparison of FY22 with FY21

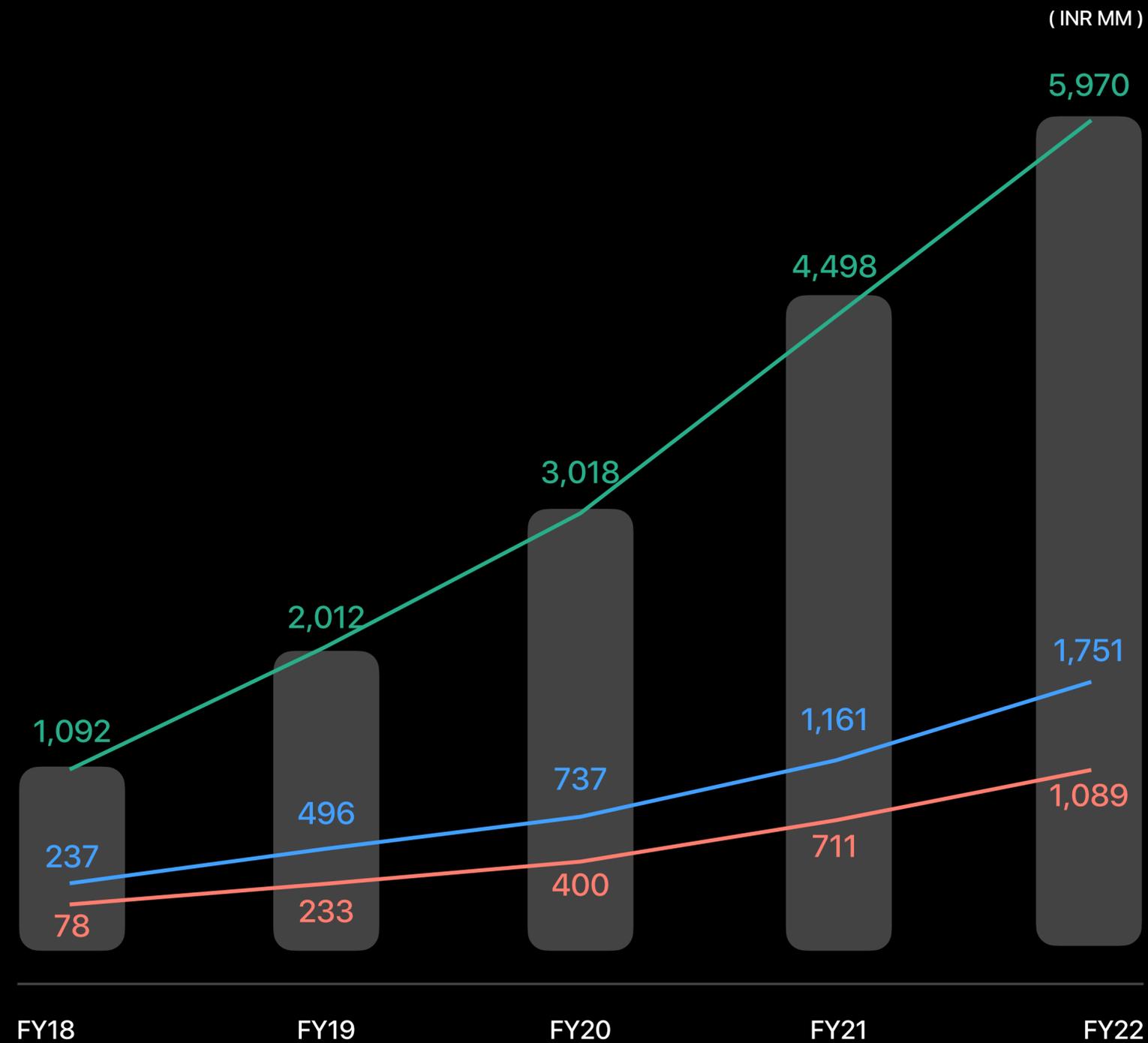
Q-o-Q



Q-o-Q is comparison of fourth quarters of FY 22 and FY21



Historical Financial Trends



Revenue

grown at a CAGR of 52.9%

EBITDA

grown at a CAGR of 64.9%

PAT

grown at a CAGR of 93.3%

**ONE OF THE
FASTEST GROWING
SPECIALITY CHEMICAL
COMPANIES IN INDIA**



Key Ratios

Key Metrics / Ratios	FY22	FY21
Return on Net Worth (%)*	28.16%	40.79%
Return on Capital Employed (%)*	23.96%	28.50%
Debt / Equity Ratio (Times)	0.74	1.19
Current Ratio (Times)	1.69	1.44
Net Debt to EBITDA Ratio (Times)	2.08	2.35

* Reduction in FY22 is due to the net worth increase on account of the share capital increase on account of Preferential allotment in Pre-IPO round

AETHER INDUSTRIES LIMITED is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its Equity Shares and has filed the Red Herring Prospectus dated May 16, 2022 ("RHP") with the Registrar of Companies, Gujarat at Ahmedabad ("RoC") and thereafter with Securities and Exchange Board of India ("SEBI") and the stock exchanges. The RHP shall be available on the website of the SEBI at www.sebi.gov.in as well as on the websites of the Book Running Lead Managers, HDFC Bank Limited at www.hdfcbank.com and Kotak Mahindra Capital Company Limited at <http://investmentbank.kotak.com>, respectively, the website of the National Stock Exchange of India Limited at www.nseindia.com and the website of the BSE Limited at www.bseindia.com, respectively. Any potential investor should note that investment in equity shares involves a high degree of risk and for details relating to such risks, see "Risk Factors" on page 25 of the RHP. Potential investors should not rely on the draft red herring prospectus dated December 28, 2021 for any investment decision.

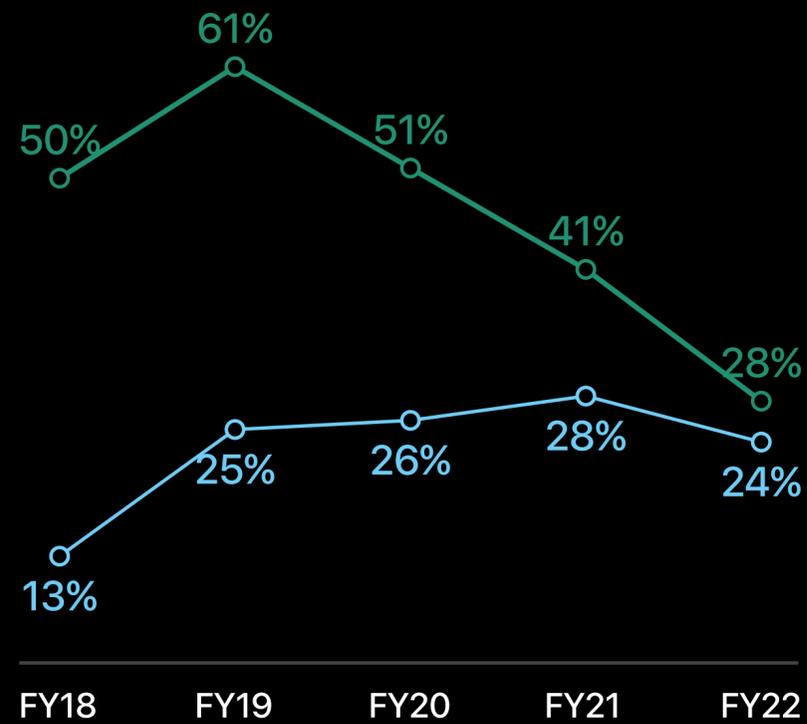
This announcement does not constitute an offer of securities for sale in any jurisdiction, including the United States, and any securities described in this announcement may not be offered or sold in the United States absent registration under the U.S. Securities Act of 1933, as amended, or an exemption from such registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer or the selling security holder and that will contain detailed information about the company and management, as well as financial statements. No offering or sale of securities in the United States is contemplated. "Not for Release, Distribution or Publication in or into the United States"

AETHER INDUSTRIES LIM
the website of the National
This announcement does not
Not for Release, Distribution



Financial Performance

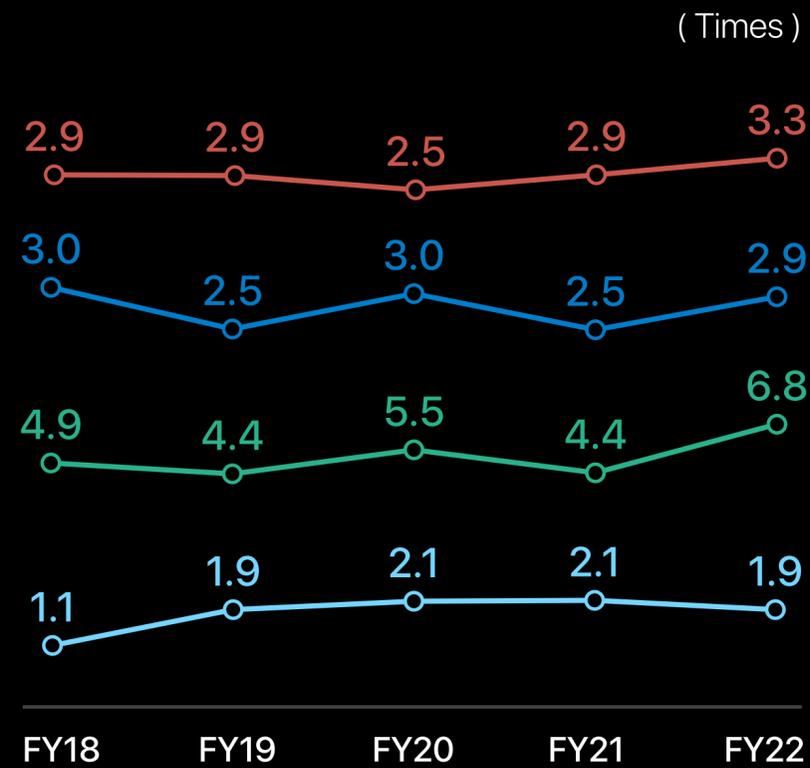
Healthy Returns



● ROCE* ● ROE*

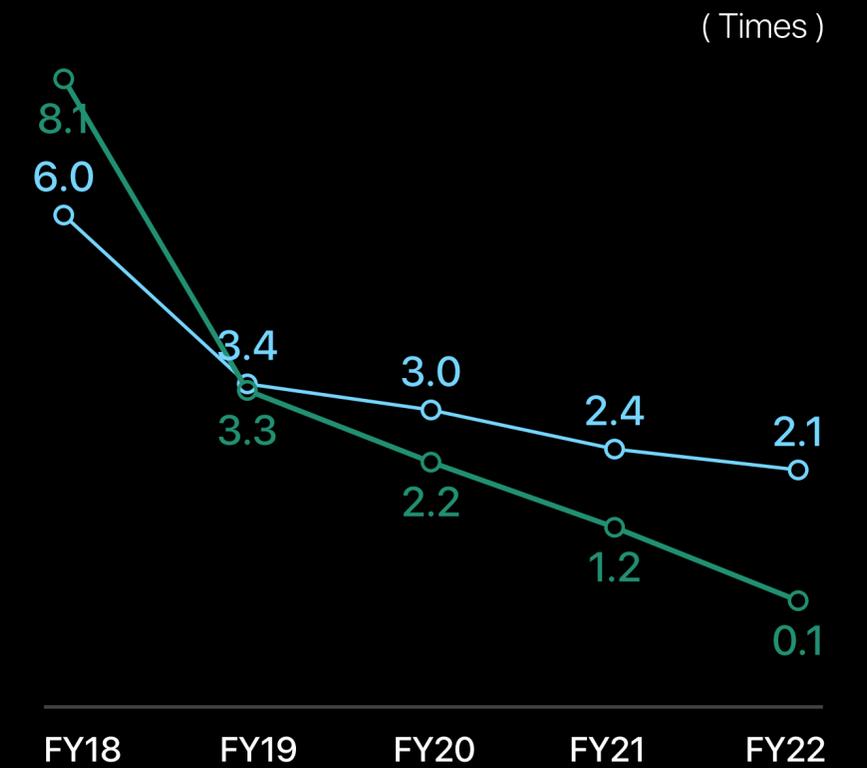
* Reduction in FY22 is due to the net worth increase on account of the share capital increase on account of Preferential allotment in Pre-IPO round

Turnover Ratios



● Inventory ● Net Fixed
● Trade Receivable ● Trade Payable

Debt Serving



● Debt / Equity ● Net Debt / EBITDA



Key Investment Highlights.

Differentiated Product Portfolio

Product	Launch Month / Year	Industry Application	Company Global Market Position ¹
4MEP	Dec-2016	Pharma - Metoprolol Succinate / Metoprolol Ttrate	Largest manufacturer in world, only manufacturer in India
MMBC¹	Sep-2019	Agro - Methoxyfenozone	Second largest manufacturer in world, only manufacturer in India
T2E	May-2017	Pharma - Clopidogrel, Ticlopidine APIs	Largest manufacturer in world, only manufacturer in India
OTBN	Dec-2018	Pharma - Valsartan, Telmisartan, Olmesartan, Losartan, Candisartan APIs	Only manufacturer in India
NODG	Jul-2015	Pharma - Naproxen, Dexketoprofen APIs	Largest manufacturer in world, only manufacturer in India
HEEP	May-2018	Pharma - Quetiapine, Hydroxyzine APIs	Largest manufacturer in world, only manufacturer in India back-integrated into key RM
DVL	Sep-2016	Material Sciences - Coating additive, Monomer, Electronic chemical	Second largest manufacturer in world, only manufacturer in India
BFA	Aug-2021	Agro - Bifenthrin	Only manufacturer in India

¹ - MMBC is manufactured for our customer as part of our contract / exclusive manufacturing business



Select Marquee Customer Base – Domestic and Global

Pharmaceutical



Dr.Reddy's



Ind-Swift



Agrochemical



Oil and Gas



Textiles



High performance photography



Material Science / Coatings



Other Sectors



QEHS

Quality

High standards of quality for products

To cover

Manufacturing

Supply Chain

Product Delivery

To ensure

Consistent Quality

Efficiency

Safety of Products

In last 3 Fiscal Years

57

Times, our facilities have been audited by

43

Customers or their external coordinators

Environment

Vibrant infrastructure installed for environment and sustainability efforts

- 100 KLPD in-house zero liquid discharge (ZLD) plant
- Triple stage multiple effect evaporator (MEE)
- Mechanical vapour recompression (MVR) plant
- Agitated thin film evaporator (ATFE)
- Reverse osmosis (RO) plant
- Soil biotechnology (SBT) platform with ozonation
- Employing cleaner chemistries, semi-continuous or continuous reaction technologies, and automation in the process



QEHS

Health and Safety

Prioritises health and safety of employees

- Undertaking hazard and operability studies before commencing commercial production of new products
- Dedicated team of safety personnel
- Mobile application for safety and emergencies
- Modern fire-fighting and safety systems
- DCS automation system to control safety systems and processes
- Combined fire hydrant water reserve of over 2,000 m³ capacity

- Occupational Health and Safety Hazard Prevention
- Incident Management
- Health and Safety Permits
- Emergency Prevention, Preparedness, and Response
- Working and Living Conditions
- Training and Communication

5.3%*

of workforce as QC/
QA/ADL Team

INDIAN GMP

for Manufacturing

ISO 9001

For Quality

4.2%*

of workforce as QC/
QA/ADL Team

UN GLOBAL COMPACT

Annual Corporate Member

5.9%*

of workforce as
Environment Team

SILVER ECOVADIS MEDAL

among the top 25 percent of companies

ISO 45001

for Occupational Safety

ISO 14001

of workforce as Environment Team

* as on March 31, 2022



Corporate Social Responsibility



ASHRAM SHALA KALIBAL DANG, GUJARAT

Inauguration Date - June 15, 2022

In the last three financial years, the Company has spent Rs. 2.07 Crores towards the CSR Activities, with main focus on education leading to construction of schools in the Dangs and Tapi Rural Areas.



Corporate Social Responsibility



**VANRAJ HIGH SCHOOL KALIBAL
DANG, GUJARAT**

Inauguration Date – February 23, 2022



**VINAY MANDIR GRAM BHARTI SCHOOL
KALAMKUI, TAPI, GUJARAT**

Inauguration Date – January 18, 2022



**ASHRAM SHALA, BHENSKATRI
DANG, GUJARAT**

Inauguration Date – SEPTEMBER 15, 2021



Environmental Social Governance

Environmental

- Adoption of the green chemistries or more accurately sustainable chemistry since inception.
- Principles of energy saving and conservation, atom economy
- 4R strategy (reduce / recover / recycle / reuse)
- Undertaking hazard and operability studies.

Social

- Focused on:
 - Education (especially for girls)
 - Skill development
 - Healthcare
- Total spent of Rs. 20.65 MM towards CSR
- Done through our dedicated non-profit making entity - 'Aether Foundation'.

Governance

- Technically sound and extensively experienced Board members
- Transparency and accountability at each level
- Adequate corporate governance helps:
 - Improved capital flow
 - Risk mitigation
 - Reputation boost
 - Effective decision making
 - focus on compliance
 - Higher staff retention
 - Limitation of conflicts of interests



Future

Expansions.

Expansion - Research & Development Facility

Double expansion of the current Research & Development Labs operational from May 2022

Triple expansion of the same going on, to be operational from June 2022 end

> **55** Fume Hoods being installed

164 + highly experienced people, including PhD / Scientists and Engineers



Expansion - One of the world's largest Pilot Plant Facility

Triple expansion of the current pilot plant

To be operational from June 2022 end

> 100 Reactors being installed

Batch and continuous technology

Skid based pilot plants



Expansion - Site 3 Facility

Located diagonally opposite to the current Manufacturing Facility 2 in GIDC, Sachin, Surat, Gujarat, India

Civil work already completed

Ordering of plant, machinery and equipment in progress

Installation of plant, machinery and equipment along with other assets to begin from **June 2022 end**

Facility to be **operational** by **December 2022**

Additional capacities of approximately **3500 MT** per annum to be added



Land Acquired

For **future expansions**

Acquired land in **auction**

Plot nos. 14 & 15, Panoli GIDC,
Gujarat

125,000 sq. mtrs. / **31** acres
(approximate)

12 times the land bank of the current
land

Easy proximity to **NH8**

54 Kms drive from current locations
in Surat



Why Aether ?

The True Story

[8 x 8] Matrix of chemistry / technology competencies developed in-house, from scratch, which caters to various segments of chemical industry

R&D Driven Approach

Deep rooted R&D-led product development team comprising 164 highly qualified people including 92 scientists (with PhDs or M. Sc. / B. Sc. degrees) and 72 engineers (MARCH-22)

Growth Engines

Successfully launched 3 business models in 5 years into commercialisation:

1. Large scale manufacturing
2. CRAMS
3. Contract / Exclusive manufacturing

1st Time In India

Most of our advanced intermediates and specialty chemicals manufactured for the first time in India

Market Leading Products

Largest manufacturer of 4 products in the world and only manufacturer of 7 products in India, by volume (CY2020)

Rich Infrastructure

Extensive and expanding R&D, pilot plant (3x, one of the largest in the world), and manufacturing (2 new greenfield projects, all fully DCS automated) capabilities

Unique Team

Techno-commercial excellence in promoter group, expert global technology and BD team, average age of 700+ staff is 31 years (MARCH-22)

Marquee Customers

160+ International and domestic customers, customer base includes top innovator MNC companies across industry spectrum

One of the Fastest Growing

We are one of the fastest growing specialty chemical companies in India, growing at a CAGR of nearly 49.5% between Fiscal 2019 and Fiscal 2021



Annexure.

Profit and Loss Statement

INR MM	FY19	FY20	FY21	FY22
Revenue from operations	2,012	3,018	4,498	5,900
Other income	21	20	40	70
Total income	2,033	3,038	4,538	5,970
Cost of goods sold #	1,096	1,562	2,307	2,880
Employee benefits expense	109	134	221	270
Other expenses	332	605	849	1,069
EBITDA	496	737	1,161	1,751
Depreciation & amortization expense	64	78	110	155
EBIT	432	659	1,051	1,596
Finance cost	106	94	113	131
Profit before tax	326	565	938	1,465
Tax expenses (Current + Deferred)	93	166	227	375
Profit after tax	233	400	711	1,089

Cost of goods sold = Cost of materials consumed in operation and incidental cost + Changes in inventories of finished goods and work-in-progress



Balance Sheet

INR MM	FY19	FY20	FY21	FY22	INR MM	FY19	FY20	FY21	FY22
ASSETS					EQUITY AND LIABILITIES				
Non-Current Assets					Equity				
Property, plant and equipment	988	1,206	2,065	2,355	Equity share capital	86	86	101	1,127
Capital work-in-progress	12	172	2	577	Other equity	300	697	1,642	2,742
Investments + Other Financial Assets	22	22	17	25	Total equity	385	783	1,743	3,869
Intangible Assets	7	6	6	4	Non-current Liabilities				
Right-of-Use Assets	68	82	92	211	Borrowings	757	951	1,038	1,218
Other non-current assets	8	39	12	427	Lease liabilities	3	16	27	51
Total non-current assets	1,106	1,527	2,194	3,600	Deferred tax liabilities (net)	34	76	102	139
CURRENT ASSETS					Total non-current liabilities	794	1,043	1,167	1,408
Inventories	398	719	847	1,627	Current Liabilities				
Trade receivables	482	630	1,082	1,635	Borrowings	504	754	1,044	1,633
Cash and bank balances	13	36	56	180	Lease liabilities	1	3	4	6
Loans + Other Financial Assets	7	8	235	181	Trade payables	228	384	478	699
Other current assets	61	85	115	474	Other current liabilities#	155	39	94	85
Total current assets	961	1,478	2,335	4,098	Total current liabilities	888	1,179	1,619	2,422
Total Assets	2,067	3,005	4,529	7,698	Total equity and liabilities	2,067	3,005	4,529	7,698

includes Other Financial Liabilities, Other Current Liabilities, Provisions and Current Tax Liabilities (Net)

Cash Flow Statement

INR MM	FY19	FY20	FY21	FY22
Cash generated from operations	285	309	432	284
Net cash from operating activities	227	177	232	(54)
Net cash (used in) investing activities	(126)	(480)	(766)	(1,509)
Cash flow from financing activities				
Net cash used in financing activities	(99)	326	554	1,688
Net increase / (decrease) in cash and cash equivalents	2	23	20	125
Cash and cash equivalents at the beginning of the period	11	13	36	56
Cash and cash equivalents at the end of the period	13	36	56	180

Figures in () represent negative numbers





Certain statements and opinions with respect to the anticipated future performance of the company in the presentation (“forward - looking statements”), which reflect various assumptions concerning the strategies, objectives and anticipated results may or may not prove to be correct. Such forward -looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward - looking statements. These include, among other factors, changes in economic, political, regulatory, business or other market conditions. Such forward - looking-statements only speak as at the date the presentation is provided to the recipient and the company is not under any obligation to update or revise such forward -looking statements to reflect new events or circumstances. No representation or warranty (whether express or implied) is given in respect of any information in this presentation or that this presentation is suitable for the recipient’s purposes. The delivery of this presentation does not imply that the information herein is correct as at any time subsequent to the date hereof and the company has no obligation whatsoever to update any of the information or the conclusions contained herein or to correct any inaccuracies which may become apparent subsequent to the date hereof.

All rights reserved. Aether and the Aether logo are trademarks of Aether Industries Limited, registered in India

Registered Office - 8203, Road No. 08, GIDC Industrial Estate, Sachin - 394230, Surat, Gujarat, India | Board Line: +91-261-6603000 | Email ID: info@aether.co.in | Website: www.aether.co.in

Mr. Ravi Bhojani - Lead Investor Relation | Direct No: +91 (261) - 6603045 | Email: ravibhojani@aether.co.in
Mr. Chithrarth Parghi - CS and Compliance Officer | Direct No : +91 (261) - 6603360 | Email: chitrarth@aether.co.in