



September 23, 2025

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

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

**Scrip Code: 543210**

**Symbol: AARTISURF**

Dear Sir / Madam,

**Subject: Investor Presentation**

Please find enclosed herewith presentation made to the Shareholders of the Company at the 7<sup>th</sup> Annual General Meeting held today, i.e. Tuesday, September 23, 2025.

Please take the same on your records.

Thanking you,

Yours faithfully,  
**For Aarti Surfactants Limited**

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

**www.aarti-surfactants.com | CIN : L24100MP2018PLC067037**

**Corporate Office :** Unit 202, Plot 71, Udyog Kshetra, 2nd Floor, Mulund-Goregaon Link Road, Mulund (W),  
Mumbai - 400 080. T : 022-67976666. | E : info@aarti-surfactants.com

**Regd. Office :** Plot No. 57, 58, 60 to 64, 62A, S-3/1, Sector 3, Sagore Village, Pithampur Industrial Area,  
Dhar, Madhya Pradesh 454775



# INVESTOR PRESENTATION

2025

# About the Company

Aarti Surfactants Limited (ASL) was incorporated in 2018 following the demerger of the Home and Personal Care Segment of Aarti Industries Limited. It is recognised as a leading manufacturer of speciality surfactants, serving both domestic and international markets. The Company places strong focus on quality, innovation, and customer-centricity.



## Vision

To be the Global Partner of Choice for leading FMCG companies in the field of surfactants and specialty products.



## Mission

To deliver high-performance, sustainable surfactant solutions that meet the evolving needs of our customers. To remain committed to innovation, quality, and environmental responsibility, ensuring our products are safe and effective. To foster collaboration, drive continuous improvement, and build lasting relationships that create positive change across the industries we serve.

## Industries catered



### Home Care



Detergents



Dishwashing Liquids



Surface and Floor Cleaners



### Personal Care



Shampoos



Body Washes



Hand Washes



Moisturisers



Sunscreens



Lotions

# 50+

Products

# 100+

Customers

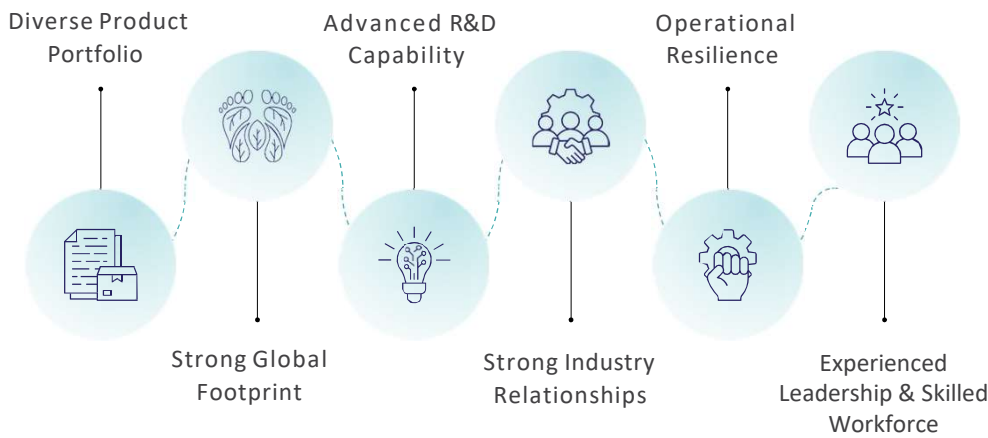
# 30+

Countries across Asia, Europe, Africa and the Americas Export Presence

# ₹ 65,908.54 Lakhs

Countries across Asia, Europe, Africa and the Americas Export Presence

# Competitive Advantage



# Growth Drivers





# Milestone

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

2018

2019

Equity Shares listed on BSE Limited (BSE) and National Stock Exchange of India Limited (NSE).

2020

National Company Law Tribunal (NCLT) Order for demerger and transfer of Home and Personal Care division of Aarti Industries Limited to our Company.

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

2022

Preference Shares listed on **BSE** and **NSE**.

2023

Shifted our Registered Office from the State of Gujarat to the State of Madhya Pradesh.

Successfully executed Right's Issue of **₹49.52** crores through partly paid-up shares.

2024

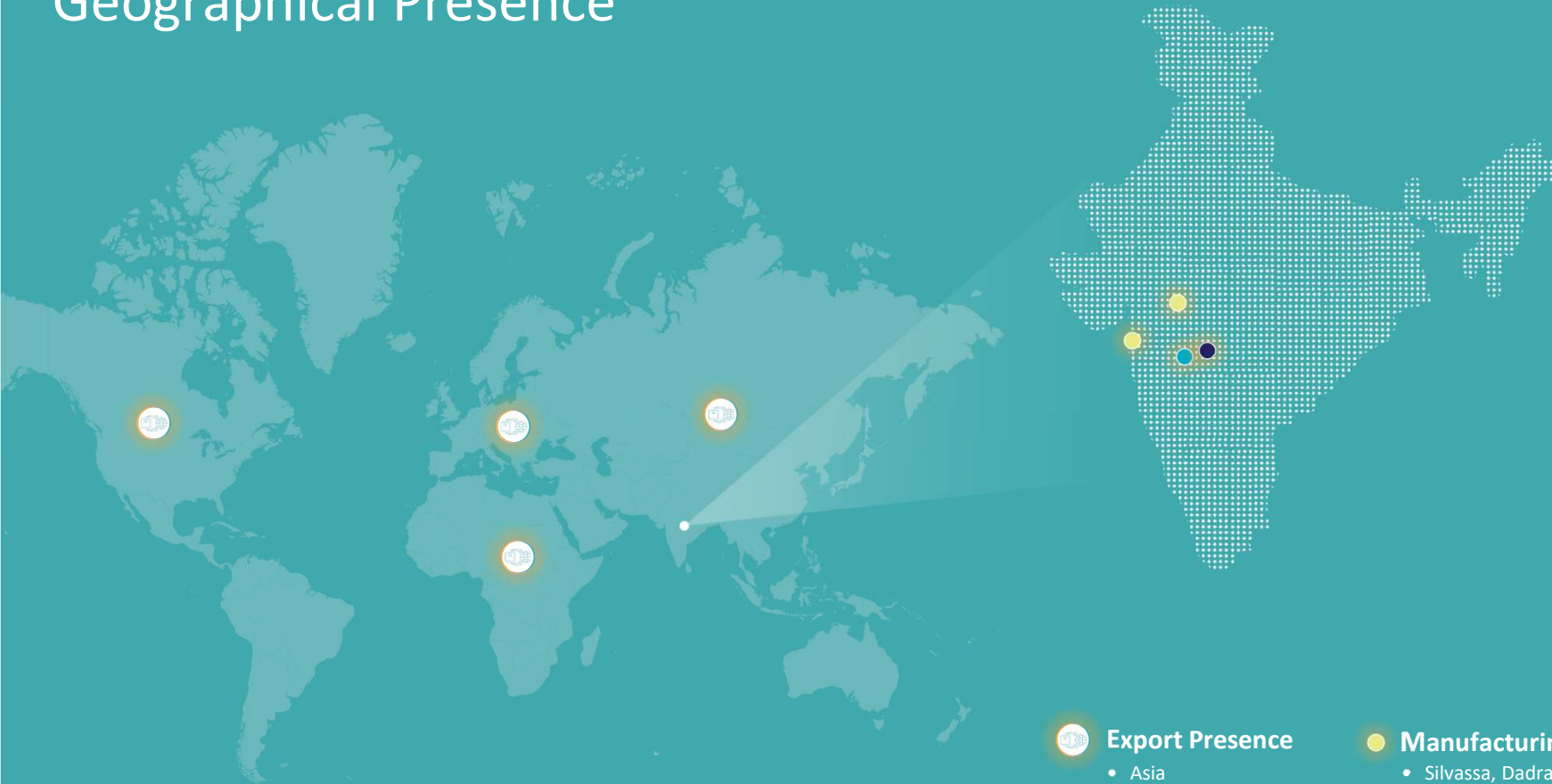
Achieving a CAGR of **14%** in sales over six years.

Established a fully functioning R&D Centre

2025

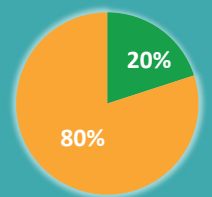


# Geographical Presence



- **Corporate Office**
  - Maharashtra
- **R&D Center**
  - Maharashtra

Geographical Sales Split for FY 2025



- **Export Presence**
  - Asia
  - Europe
  - Africa
  - America
- **Manufacturing Units**
  - Silvassa, Dadra and Nagar Haveli
  - Pithampur, Madhya Pradesh

- International sales
- Domestic sales

# Financial Performance

## Annual Consolidated Income Statement

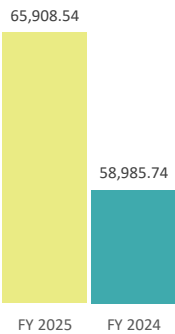
Particulars (H in Lakhs)	FY 2025	FY 2024	Y-o-Y
Operational Revenue	65,908.54	58,985.74	12%
Total Exps	64,606.47	55,780.16	16%
EBITDA	4,959.96	6,226.00	-20%
EBITDA Margin (%)	7.53%	10.56%	-29%
Depreciation	1,734.60	1,603.75	8%
Finance Cost	1,155.15	1,403.36	-18%
PBT	2,070.21	3,218.89	-36%
Tax	615.74	1,086.19	-43%
PAT	1,454.47	2,132.70	-32%
PAT Margin (%)	2.21%	3.62%	-39%
Other Comprehensive Income	-21.05	-11.37	85%
Total Comprehensive Income	1,433.42	2,121.33	-32%
Diluted EPS	1719	25.16	-32%

## Annual Standalone Income Statement

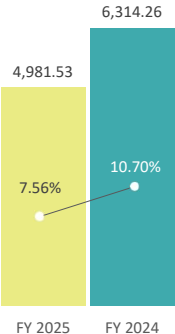
Particulars (H in Lakhs)	FY 2025	FY 2024	Y-o-Y
Operational Revenue	65,908.54	58,985.74	12%
Total Exps	64,561.93	55,686.17	16%
EBITDA	4,981.54	6,314.26	-21%
EBITDA Margin (%)	7.56%	10.70%	-29%
Depreciation	1,711.65	1,598.02	7%
Finance Cost	1,155.15	1,403.36	-18%
PBT	2,114.74	3,312.88	-36%
Tax	615.74	1,086.19	-43%
PAT	1,499.00	2,226.69	-33%
PAT Margin (%)	2.27%	3.77%	-40%
Other Comprehensive Income	-21.05	-11.37	85%
Total Comprehensive Income	1,477.95	2,215.32	-33%
Diluted EPS	1771	26.27	-33%

# Financial Performance and Rating Upgrade

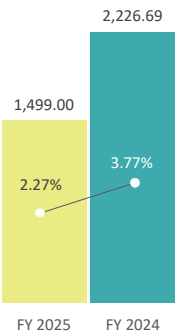
**Total Revenue**  
(₹ in Lakhs)



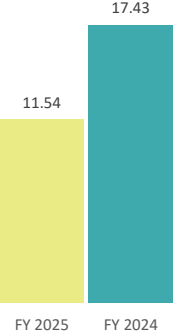
**EBITDA** (₹ in Lakhs)  
**EBITDA Margin** (%)



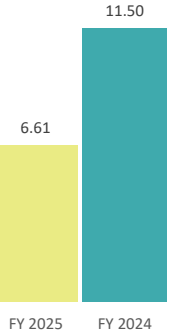
**Net Profit** (₹ in Lakhs)  
**Net Profit Margin** (%)



**ROCE**  
(in %)



**ROE**  
(in %)



## Credit Rating Actions\*

Facilities / Instruments	Rating	Rating Action
Long-Term Bank Facilities	CARE A-; Stable	Reaffirmed
Long-Term Instruments	CARE BBB+; Stable	Reaffirmed

\*Care Edge Ratings, June 2025



A low-angle, upward-looking photograph of a dense forest. The sun is positioned in the center-right, shining through the canopy and creating a prominent starburst effect with rays of light. The leaves are a vibrant green, and the tree trunks are dark, creating a strong contrast with the bright sky and sunlight. The overall mood is peaceful and uplifting.

Thank You