



AGARWAL GROUP

AGARWAL INDUSTRIAL CORPORATION LIMITED

We value relationships

28TH ANNUAL REPORT

F.Y. 2021-2022



PAVING THE WAY FORWARD

www.aicltd.in

A Play on Infrastructure Ancillary



**AGARWAL
INDUSTRIAL
CORPORATION
LIMITED**

(Infrastructure Ancillary - Transport & Logistics)

(NSE: AGARIND | BSE: 531921)





AICL Leading The Way With Fully Integrated Operations

CONSOLIDATED FINANCIAL HIGHLIGHTS: FY 21-22

Audited

Total Revenue

₹1,601.99 Crore

EBITDA

₹109.51 Crore

PAT

₹63.68 Crore

25+
Years Of
Excellence

6
Manufacturing
Facilities

7
Sales
Network Locations

2000+
Satisfied
Customers

7
Bulk Storage
Terminals

650+
Fleet Size*

20+
Products in
Portfolio

5 Lakh+
Mt Bitumen
Handled Per
Year

5
Countries
Served

3
Key
Subsidiaries

1000+
Team Size



FINANCIAL HIGHLIGHTS

Consolidated Quarter Highlights:

- The company's revenue has seen a growth of 44% in Q4FY22 at Rs 652.91 Crs compared to Rs 453.61 Crs. in Q4FY21.
- Company Reported EBITDA of Rs 37.58 Crs in Q4FY22 a growth of 6% Vs Rs 35.47 Crs in Q4FY21 .
- Company Reported a PAT of Rs. 23.73Crs in Q4FY22 Vs Rs 23.71Crs in Q4FY21.

Consolidated Financial Highlights for Full Year:

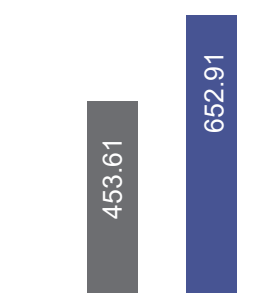
Audited

- The company reported a 77% rise in the total revenue of Rs 1601.99 crs. in FY22, as compare to Rs 905.50 crs. in FY21.
- The company has reported EBITDA of Rs 109.51crs in FY22 Vs Rs 72.91crs FY21 which has grown by 50%.
- On YoY basis Company's FY22 PAT surged by 57% from Rs 40.53 crs in FY21 to Rs 63.68 crs in FY22.

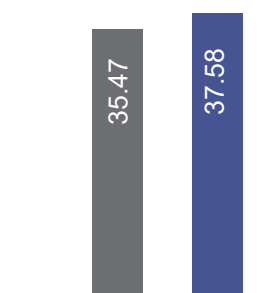


Q4FY21 V/s Q4FY22

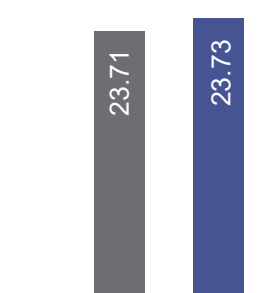
Revenue



EBITDA

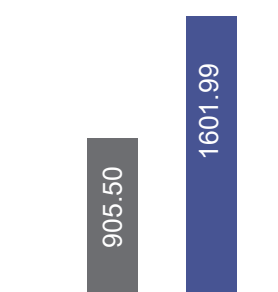


PAT

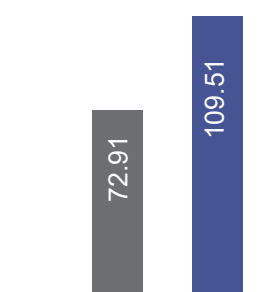


Q4FY21 V/s Q4FY22

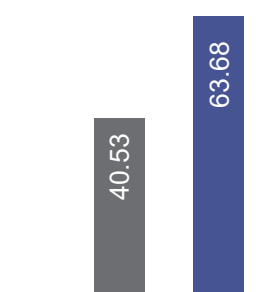
Revenue



EBITDA



PAT



Infrastructure Landscape

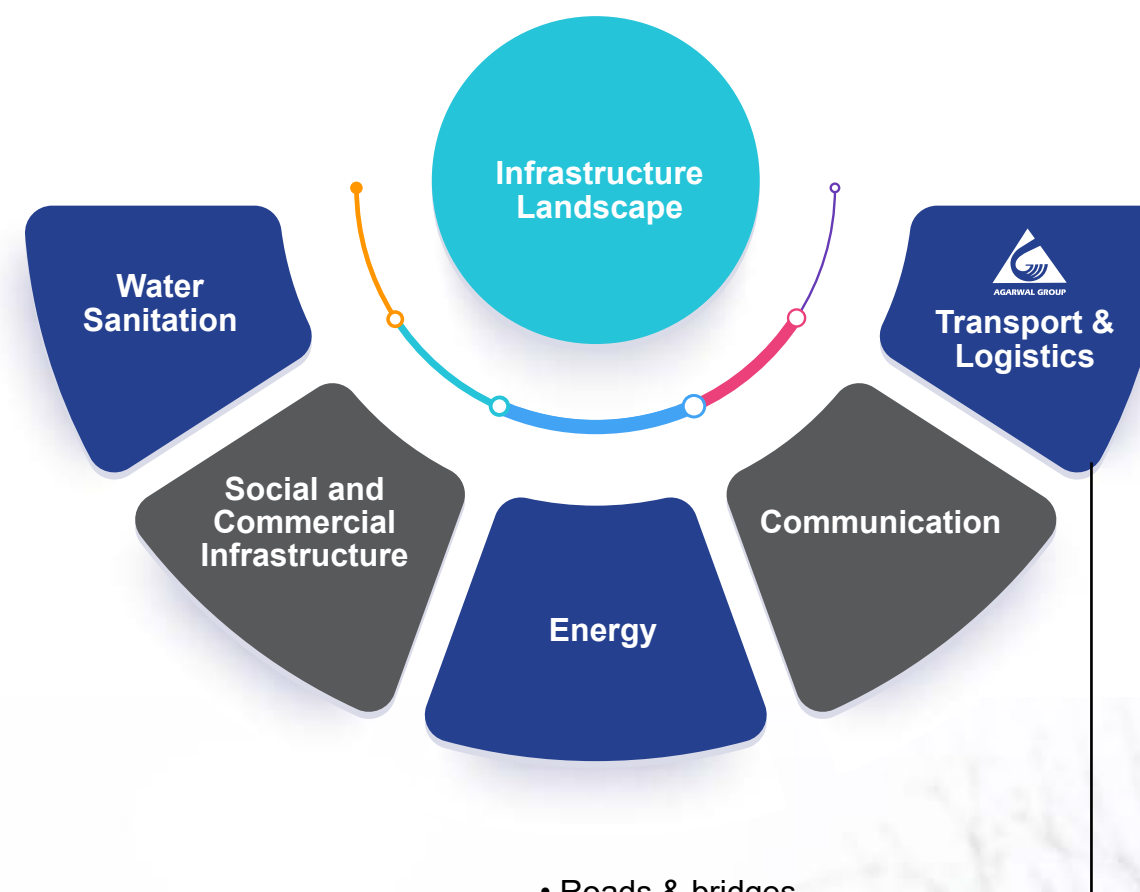
AICL role in Infrastructure play:

Agarwal Industrial Corporation Ltd. (AICL), functions as an ancillary for the transport & logistics segments because of it's powerful logistical assets & infrastructure which comprise of:

- 6 large marine vessels having total capacity of 38,500 MT.
- 650+ Fleet Size Consisting of 350+ Bitumen Tankers and 300+ LPG Tankers.
- 7 bulk storage terminals facilities with a total storage capacity of 30,000 MT having direct access to shipping networks.
- 6 state-of-the-art manufacturing facilities to produce a broad range of standardized and customized bitumen products.

Our robust supply chain has helped us to cater to the bitumen segment as a profitable business.

We are the largest bitumen player in private sector in India.



- Roads & bridges
- Ports & Shipyards
- Inland Waterways
- Airport
- Railway track & terminal Infrastructure



World Class Logistics Infrastructure

Resulting In Integrated Supply Chain

We are an integrated infra-ancillary company focussed on bitumen. Our market-leading position in bitumen is built on a presence throughout the supply chain.

Our strong liquidity and risk management discipline, gives us a robust financial base and the capacity to participate in financing and investments.

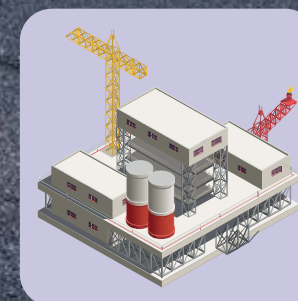
Last Mile Connectivity



Own Fleet Of
Vessels To
Import Raw



Own Bitumen
Storage Tankers



Own Bitumen
Manufacturing
Facilities



Own Fleet
of Bitumen
Tankers to Move
Bitumen by
Road



Customer
Place

Market Leader In Bitumen

WE ARE INDIA'S
LARGEST BITUMEN
COMPANY IN
PRIVATE SECTOR

Largest Private Player Of Bitumen In India

Bitumen is a dense, highly viscous, petroleum based hydrocarbon that is obtained as a residue during distillation of crude oil.

We have been at the forefront of developing innovative pavement solutions that help road construction professionals deliver outstanding results.





AGARWAL INDUSTRIAL CORPORATION LIMITED

Marine Logistics Infrastructure

Our unparalleled integrated sea & road network gives us superior control over the operations resulting in higher service reliability.

The economies we achieve with own fleet of marine vessels and road transport vehicles enable us to outbid competitors, secure tenders and ensure high standards of supply and service to our customers.

We own five large marine vessels having total capacity of 29,500 MT, through our Wholly Owned Subsidiary, AICL Overseas – FZ LLC, which are used in importing raw bitumen from Oil Producing Countries.

Corporate Overview Statutory Reports Financial Statements

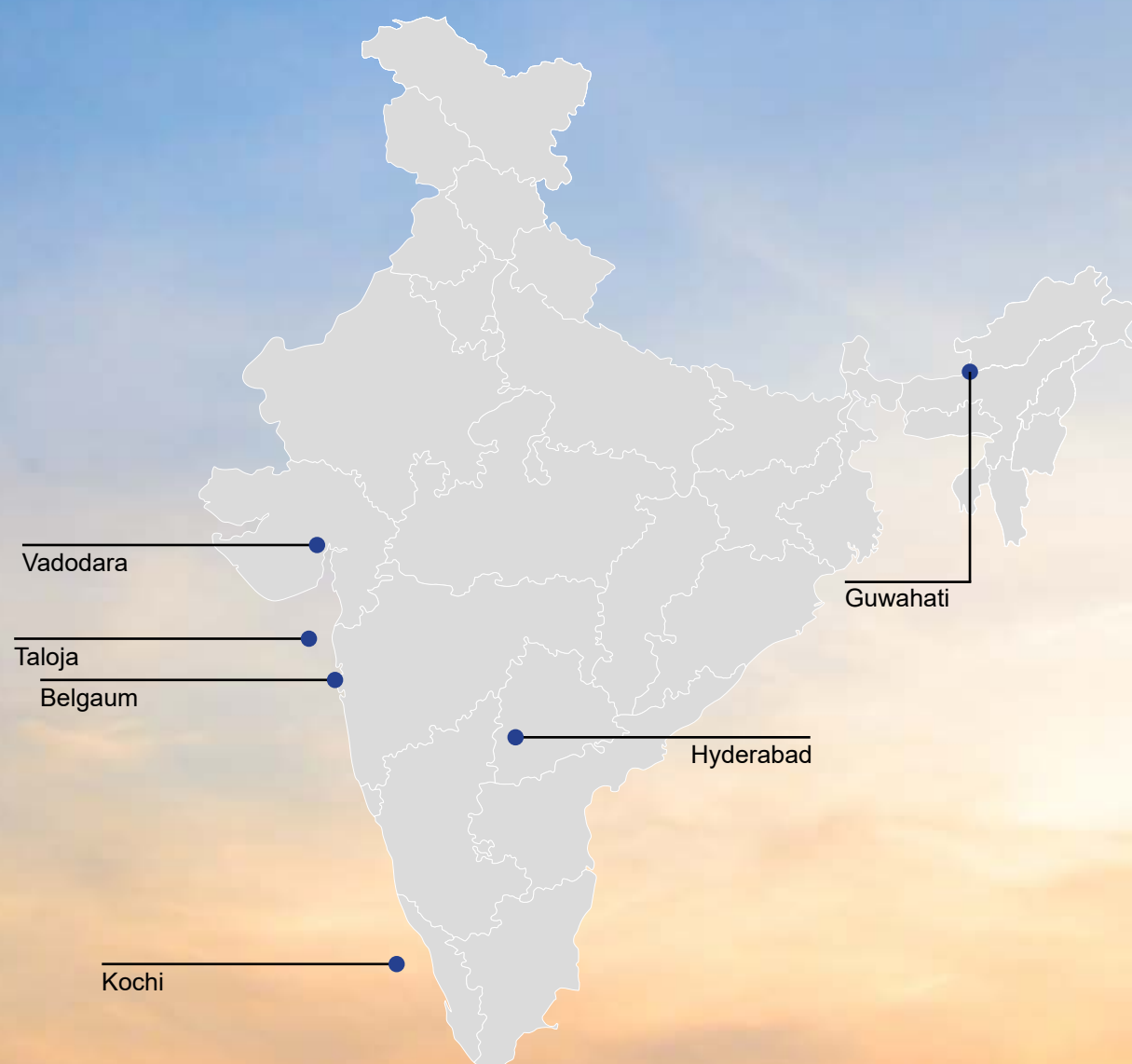
Robust Fleet Of Transportation Vehicles To Deliver Pan-India

650+ Fleet Size Consisting of **350+ Bitumen Tankers** & **300+ Lpg Tankers*** Dedicated Authorized workshop of Ashok Leyland at Shahpur, Maharashtra & maintenance facility at strategic locations (Mumbai, Vadodara & Jodhpur).



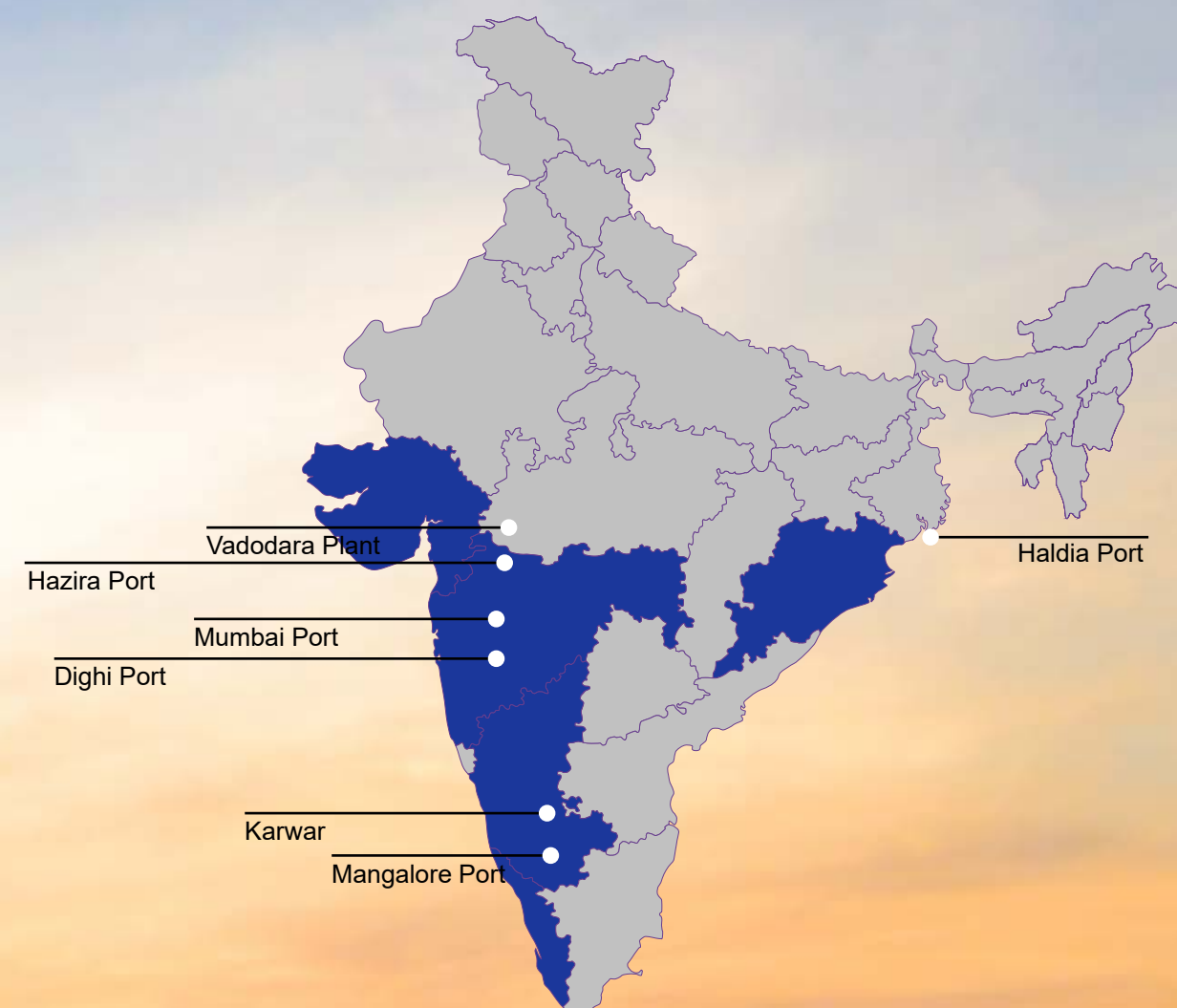
State of The art Manufacturing Facilities

Our six state-of-the-art manufacturing facilities produces a broad range of standardized and customized bitumen products, all adhering to strict international standards.



Huge Bulk Storage Terminals

Our seven bulk storage terminals facilities with a total storage capacity of 30,000 MT has direct access to shipping networks for efficient delivery of bitumen & bituminous products in bulk containers or drums to customers throughout India.



Our Story of Unlocking True Value

