

AGARWAL INDUSTRIAL CORPORATION LIMITED

We value relationships

28TH ANNUAL REPORT

F.Y.2021-2022





2000+

Satisfied

Customers

5 Lakh+

Year

Mt Bitumen

Handled Per



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





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.

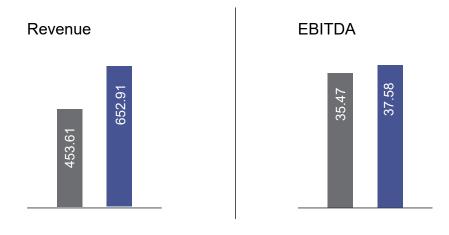
Consolidated Financial Highlights for Full Year:

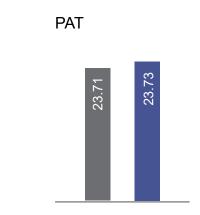
Audited

- 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.

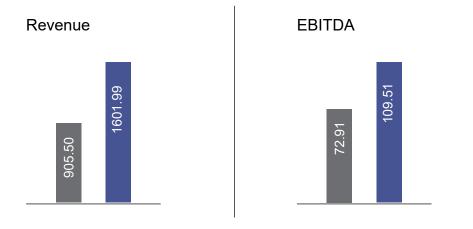


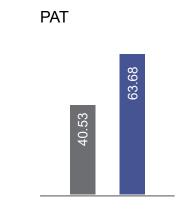
Q4FY21 V/s Q4FY22





Q4FY21 V/s Q4FY22







Infrastructure Landscape

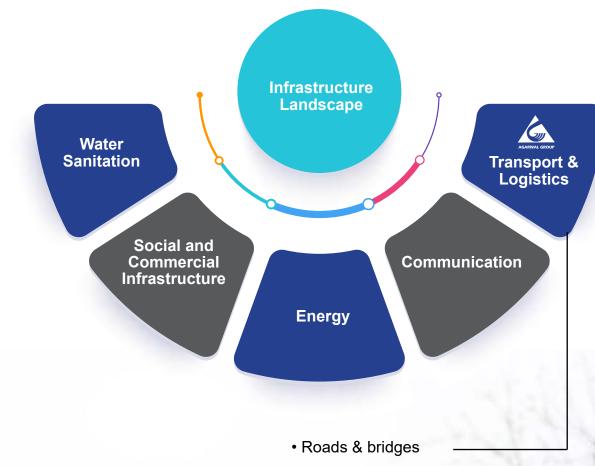
AICL role in Infrastructure play:

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.



- 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.

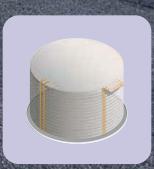
Last Mile Connectivity



Own Fleet Of Vessels To Import Raw



Own Fleet of Bitumen Tankers to Move Bitumen by Road



Own Bitumen Storage Tankers



Customer Place



Own Bitumen Manufacturing Facilities



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.





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.



Robust Fleet Of Transportation Vehicles

Corporate Overview

To Deliver Pan-India

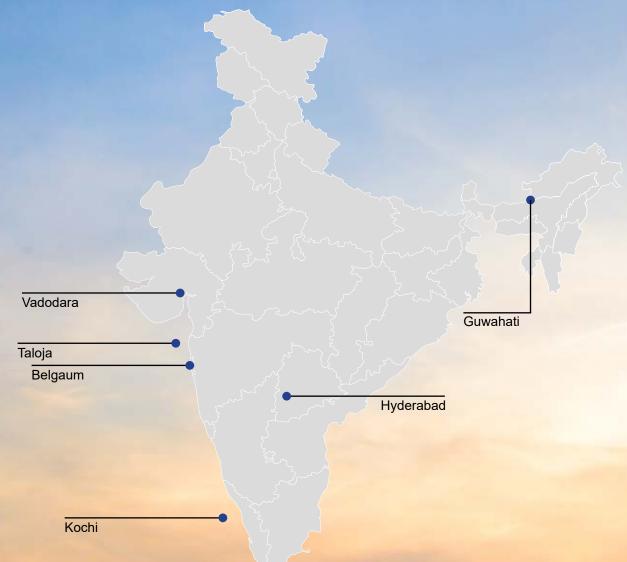
650+ Fleet Size Consisting of **350+ Bitumen** Tankers & 300+ Lpg Tankers* Dedicated Authorized workshop of Ashok Leyland at Shahpur, Maharashtra & maintenance facility at strategic locations (Mumbai, Vadodara & Jodhpur).





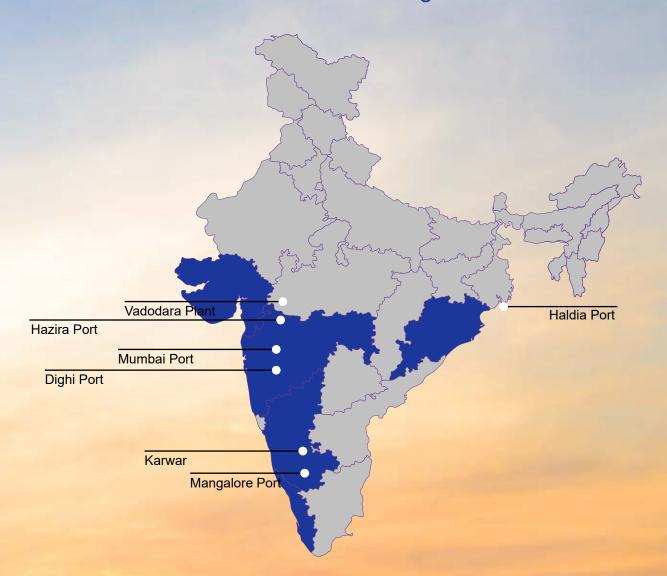
State of The art Manufacturing Facilities

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

2019

Forayed into international markets Acquired vessels.

2020

Setup Manufacturing unit at Guwahati. Started operations at Mangalore. New Milestones & Expectations ahead. 2021

Achieved highest revenue of 900 + Crores in F.Y. 2020-21.

2022

Acquired 6th Vessel

2017

Installed our own terminal along with storage facility at Dighi port. Started operations at Haldia.

2011

Setup fifth facility at Hyderabad. Started import facility in Karwar. 2010

Took over Bituminex Cochin Pvt.Ltd. 2009

Setup third facility at Belgaum.

1995

Incorporation of the company as Bombay. Baroda Roadways Limited.

1996

Entry into Capital Markets via IPO.

1999

Ventured into bitumen trading business.

2004

Setup first Storage & Manufacturing facility in Taloja.

2006

Setup second facility at Vadodara.