

Stronger through Challenges Steadier on Course



In loving memory of

Shri Ramdas M. Gandhi

An Independent Director, mentor and guide of Aarti Industries Limited,
who inspired us throughout his life's journey

(March 14, 1933 to July 16, 2021)



Shri Ramdas M. Gandhi was a visionary leader, a reputable advocate and a seasoned solicitor with years of experience in his field. He was known for his discipline as well as for his kind-heartedness. Shri Ramdas M. Gandhi was one of the senior-most members of the Board, who mentored other members during his three-decade-long stay at Aarti Group.

He led us on the path of governance, ethics, transparency and integrity. He was the key driver in bringing about a corporate culture and addressing the needs of changing corporate and commercial laws. Known for his passion towards work even in such elderliness, Shri Ramdas M. Gandhi's contribution towards the success of the Aarti Group is beyond evaluation.

**He shall remain with us always.
May his soul rest in peace.**



Sustainable and inclusive growth have been our core objective since inception, which is also reflected in our values of care, integrity and excellence.



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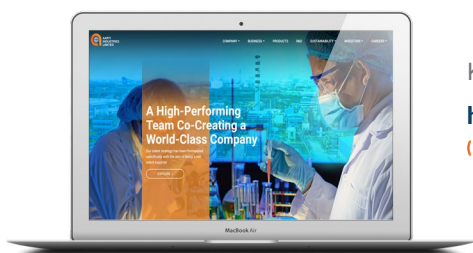
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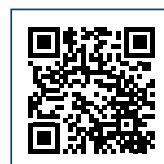
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Know more about Aarti Industries

<https://www.aarti-industries.com>



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Adapting, responding, and reinforcing our values in testing times are a reflection of resilience. Driven by these values and commitment, we, at Aarti Industries, braved our way through the volatile environment by adapting and creating a sustainable and responsible business framework driven by the determination, commitment, and courage of our employees to emerge stronger.



We have proved our innate resilience in our journey from being a local manufacturer of Intermediates to emerging as a global partner of choice for over 1,100 global and domestic marquee customers.

The pandemic of FY 2020-21 created new opportunities for us to grow. With global supply chains disrupted, there was a greater emphasis on locally manufactured products. There is also a growing preference among global corporations to shift their manufacturing base away from China, a preference that can only further strengthen India's position as a preferred manufacturing destination for global companies. With our industry expertise, years of experience, proven excellence and innovation skills, we are well placed to make the most of the emerging opportunities within the country and beyond.

With our State-of-the-Art facilities, strong R&D capabilities, emphasis on sustainable manufacturing, cost efficiency and skilled manpower, we are uniquely positioned to make full use of the new vistas opening up before us.

In fact, our strategic investments in the latest technologies, well-considered capacity expansion and consistent innovation focus are preparing us for the journey ahead. We have not only emerged stronger from the challenges faced in the past year, but steadier and more secure on the course, waiting to leapfrog into our next phase of exponential growth.

Key Performance Highlights of FY 2020-21



Financial

₹5,023 Cr

Revenue

₹982 Cr

EBITDA

₹524 Cr

Profit After Tax

₹1,311 Cr

Capex Spent

0.8

Net Debt/Equity

All comparison on Y-o-Y basis (i.e. versus FY 2019-20)

COVID response

Fighting the pandemic in unison

FY 2020-21 was a challenging year that tested the endurance of individuals and the resilience of businesses. At AIL, we did our utmost to support our employees, customers and larger society through multiple initiatives that extended from ramping up our production of intermediates and creating supportive medical infrastructure to making it possible for children to continue education online.

₹10.79 Cr

Amount spent on
COVID-relief efforts

6,90,000+

Lives touched by
COVID care initiatives





COVID-19 relief measures undertaken by AIL

For the Community



Contribution to relief funds

We considered it our duty to join the efforts of the Government of India and other state authorities to mitigate the impact of COVID-19. We contributed a total of ₹5.25 crores to various government funds, which also motivated our employees to contribute an amount of ₹80 Lakhs to the PM-CARES Fund.

Relief funds supported by AIL

Donated to

Maharashtra State Disaster Management	PM-CARES Fund
Gujarat State Disaster Management Authority	District Disaster Mitigation

Supporting non-profit organisation

We contributed ₹3.06 crores to several NGOs, including KVO Jain Mahajan and other NGO Trusts to help vulnerable communities. Our focused efforts were directed at the following segments:

- Those who had lost their jobs during the pandemic
- Livelihood generation for the elderly
- Financial assistance to small businesses

Distribution of ration kits

During the pandemic, we contributed ₹23 Lakhs to NGOs for distributing ration kits to 4,130 families across various locations in Bharuch, Kutch, Vapi districts of Gujarat. Among the NGOs we worked with in other parts of India were Bhansali Trust (Bodhgaya District, Bihar), Seva Bharti (Bhagalpur, Bihar) and Shri Radha Foundation (Mumbai).

Supporting COVID-19 treatment

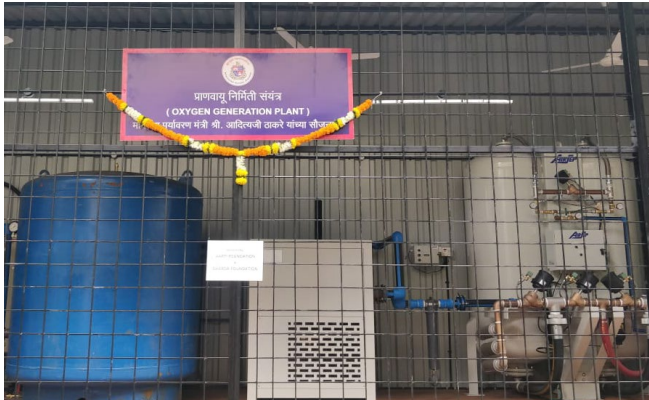
Through our partner organisations, we set up dedicated COVID care centres, which helped in the treatment of more than 200 patients at various locations. Among them was the care centre at Vapi, set up in association with Rotary Club, which had 75 beds. We pledged immediate financial support of ₹21 Lakhs, together with an assurance of contributing around ₹15 Lakhs per month for beds, furniture and medical equipment including high flow nasal oxygen machine, ECG machine, portable X-ray machine, defibrillator, suction machine, monitors etc. The centre offered treatment at subsidised cost and had mediclaim facility. We also supported the 312-bed Shrimant Fatehsinhrao Gaekwad Hospital, located at Vatrak, Sabarkantha with materials such as PPE kits, sanitisers, etc.

COVID Response

We donated medical equipments at various locations:

- 325 oxygen cylinders to South Mumbai's Jumbo COVID-19 facility developed at Richardson & Cruddas Hospital
- 1,000 PPE kits to Seven Hills Hospital, Mumbai
- Two ventilators to the Government of Bihar
- Set up oxygen pipeline for an isolation centre in Boisar, Maharashtra
- Setup oxygen generation in Mumbai

We also procured about 500 rapid antigen test kits for the Rotary COVID centre at Vapi and other government institutions. We provided financial assistance to the PCPIR Hospital at Dahej for the fight against COVID-19.



Other assistance

Apart from providing medical facilities, we reached out across various locations to ensure assistance to people in need. Among the initiatives were the following:

Help in continuing education

In the salt pans of Mundra, Kutch, where many labourers went without their pay, we provided financial assistance to the families of children studying in YMC Salt Pan Worker's Children School, YMC Fisherman's Children School and Vallabh Vidyalaya. Online classes were conducted in some places to help children continue their education. The initiative benefited 1,240 families.

Dhan Vallabh Bhojanalaya

A social organisation run by ALL, Dhan Vallabh Bhojanalaya provided food to nearly 3,000 people daily, including doctors, police officers and government officials during the lockdown.

Community Survey

We assisted a team from a primary healthcare centre to conduct a survey for 12 days among 3,000+ people.

Neev Shikshan Sanstha

Through this organisation, we made arrangement for remote learning sessions for school children.





For our Employees

Taking care of the health and well-being of our people was one of our prime focus areas during the pandemic. We ensured that all the government guidelines were complied with. Additionally, we placed restrictions on outstation travel. Regular thermal screening, social distancing, use of sanitisers, masks and PPE kit (where required), office sanitisation, health check-up of all employees were carried out. Toolbox Talk was instituted to communicate with employees. We also undertook vaccination drive for our employees and set up quarantine centres for their care. More than 97% of our employees have also been vaccinated. At the same time, we ensured they had access to medicines and ambulance facilities. We created a 24-hour dedicated COVID help desk to attend to any emergency and create awareness on mental health.



For our Customers

We are a customer-centric organisation and customers remained at the heart of our initiatives during the pandemic as well. Among the many initiatives we undertook to ensure their well-being were the following:

Proactive engagement

We sent out written communication to all our customers explaining the situation at our HO, manufacturing sites as well as supply chain. Initially, we sent weekly updates, and followed it up with more spaced-out communication once the situation improved.

Strengthening the connect

We conducted video calls with all our major customers to update them on our situation, as well as steps taken to have best-in-class safety and health practices instituted to restart production after the lockdown ended.

Sharing of best practices

For our customer-partners who had smaller factories or teams, our Safety, Health and Environment (SH&E) teams shared best practices for a safe restart of

operations and ways to take care of the health of employees and contractors post-resumption of operations.

Virtual summits

We requested the postponement of scheduled exhibitions in China and Europe to next year while conducting regular conversation on issues related to the industry through virtual meetings with industry leaders and our partners. Our Managing Director, Mr. Rajendra Gogri, has been a speaker at various events over the last few months, advising peers as a thought leader on how best to respond to the rapid changes caused by the pandemic.

Credit facility

We extended credit support, either with number of credit days or credit limits, for customers and distributors who required financial support.

Hydroxychloroquine manufacture

When Hydroxychloroquine (HCQ) was in demand, we ramped up the production capacity of the intermediates required for HCQ production to supply these on time.

Corporate Identity

Consistent Outperformer

Established in 1984 by first generation technocrats, Aarti Industries Limited (AIL) is today a leading Indian manufacturer of speciality chemicals and pharmaceuticals with a global footprint across 60 countries. The Company globally holds first to fourth position for 75% of its portfolio, and is a 'partner Wof choice' for various major global and domestic customers.

Over the past three decades, AIL has emerged as a global partner of choice with 250 + products for over 400+ international and 700+ domestic customers across the world with a major presence in USA, Europe, Japan, China and India.



Vision

To emerge as a 'Global partner of choice' for leading consumers of speciality chemicals and intermediates.



Mission

Delighted stakeholders



Values

Care

We care for our people, our customers, our suppliers, and our community. Care for our people is reflected in our people policies, programs and developmental efforts.

Integrity

We strive to maintain the highest ethical and moral standards. We honour our commitments towards our people, co-workers, partners, community and society.

Excellence

We continuously raise the bar for our performance standards in safety, productivity and employee and customer satisfaction. We encourage innovative ideas and creativity by promoting a learning culture.

Quick facts

200+

Products

4

R&D facilities

700+

Indian customers

400+

Global customers

20

Manufacturing plants

16

Zero Liquid Discharge plants

2

USFDA approved units

3

WHO/GMP approved units