AGARWAL INDUSTRIAL CORPORATION LIMITED

AGARWAL GROUP

Petrochemicals (Manufacturers & Traders of Bitumen & Bituminous Products) • Logistics for Bitumen & LPG • Wind Mills.

CIN NO.: L99999MH1995PLC084618

November 24, 2021

To,	To,
BSE Limited Corporate Relationship Department P.J Towers, Dalal Street, Fort, Mumbai- 400001 Scrip Code: 531921	**National Stock Exchange of India Limited** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai 400051 SYMBOL: AGARIND; Series: EQ

Dear Sir/Madam,

Sub: Investor Presentation for the Quarter and Half year ended September 30, 2021

In compliance with the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Unaudited Financial Results for the Quarter & Half year ended September 30, 2021.

Kindly take the same on your record.

Thanking you

For Agarwal Industrial Corporation Limited

Dipali Pitale
Company Secretary & Compliance Officer

Agarwal Industrial Corp. Ltd. AGARWAL GROUP

Registered Office : "Eastern Court", 201/202, Plot No.12, V.N. Purav Marg, S. T. Road, Chembur, Mumbai - 400 071.
• Tel: +91-22-25291149/50. • Fax: + 91-22-25291147. • E-mail : contact@aicltd.in
• Website : www.aicltd.in

AGARWAL INDUSTRIAL CORPORATION LIMITED

(NSE: AGARIND | BSE: 531921)

EARNINGS PRESENTATION Q2 & H1 FY22

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.

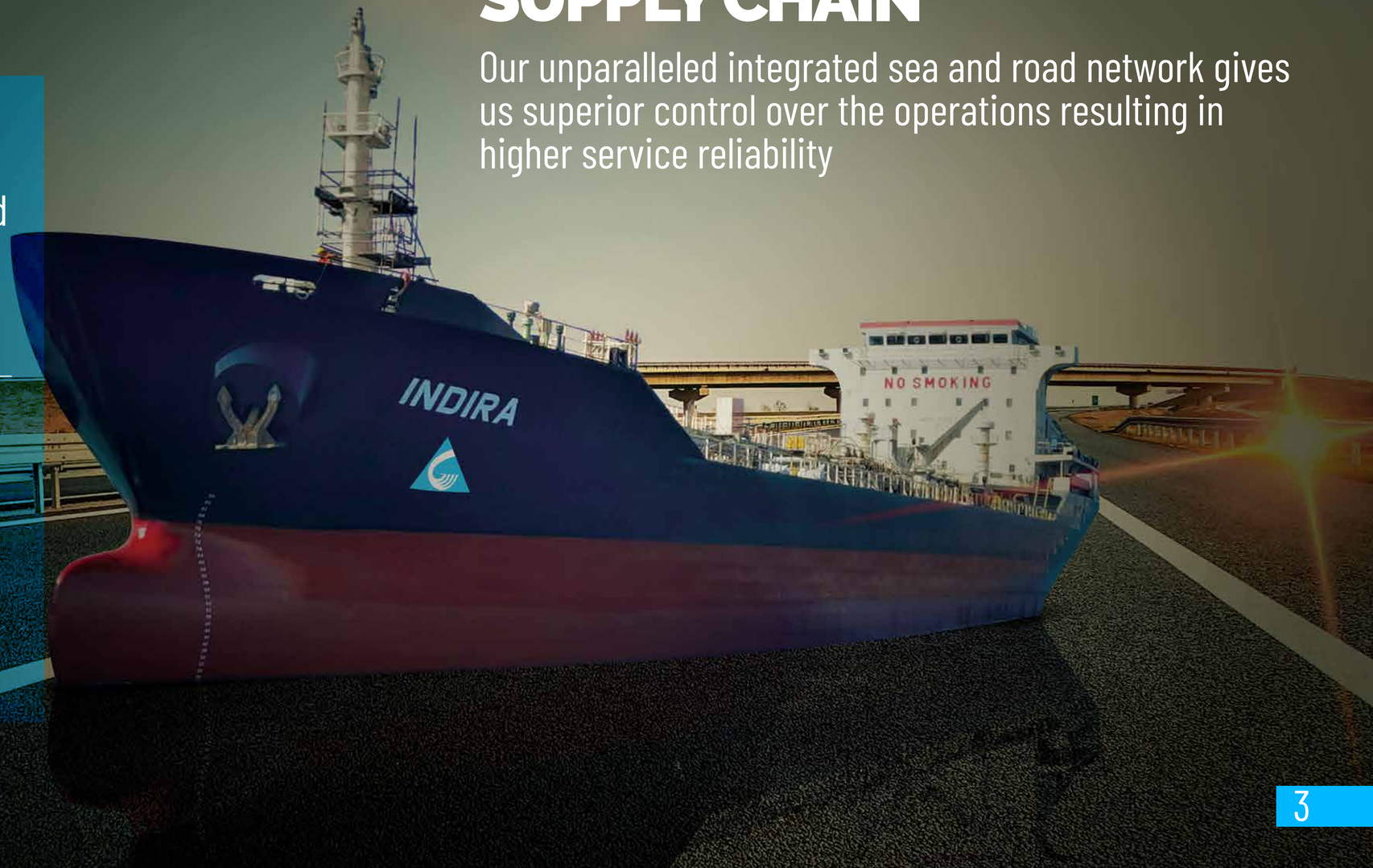
We have been at the forefront of developing innovative pavement solutions that help road construction professionals deliver outstanding results.

WORLD CLASS LOGISTICS INFRASTRUCTURE RESULTING IN INTEGRATED SUPPLY CHAIN

Our unparalleled integrated sea and 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** TO DELIVER PAN-INDIA

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

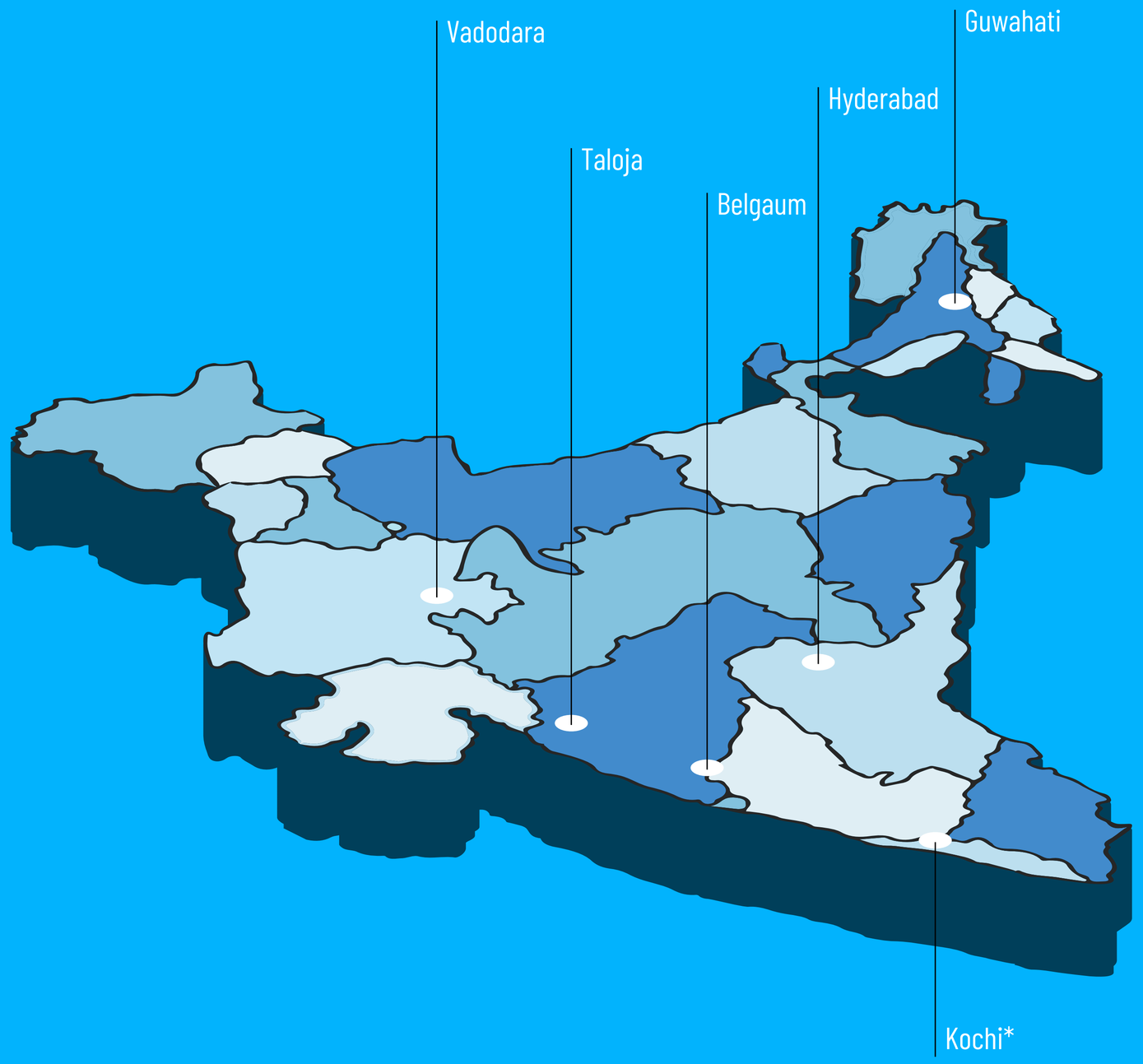
*Fleet size count relates to entire Agarwal Group

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 and bituminous products in bulk containers or drums to customers throughout India.

HUGE BULK STORAGE TERMINALS

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.



*Owned by Wholly Owned Subsidiary

WE ARE AN INTEGRATED PETROCHEMICAL COMPANY FOCUSSED ON BITUMEN

Our market-leading position in bitumen is built on a presence throughout the supply chain with own range of logistical assets and infrastructure.

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

CUSTOMER PLACE

OWN FLEET OF BITUMEN TANKERS TO MOVE BITUMEN BY ROAD

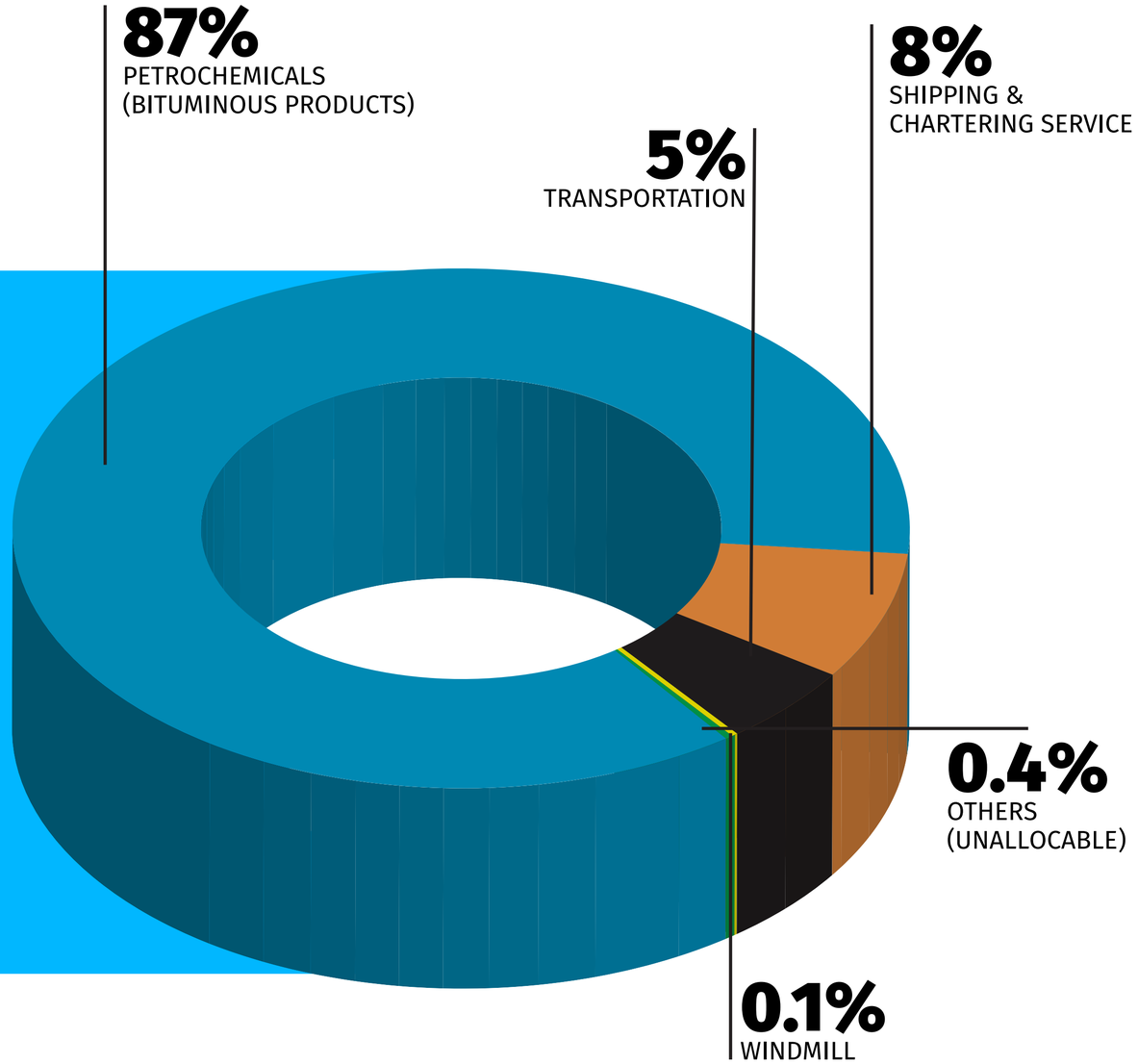
OWN BITUMEN MANUFACTURING FACILITIES

OWN BITUMEN STORAGE TANKERS

OWN FLEET OF VESSELS TO IMPORT RAW BITUMEN

OUR DIVERSE SOURCES OF REVENUE

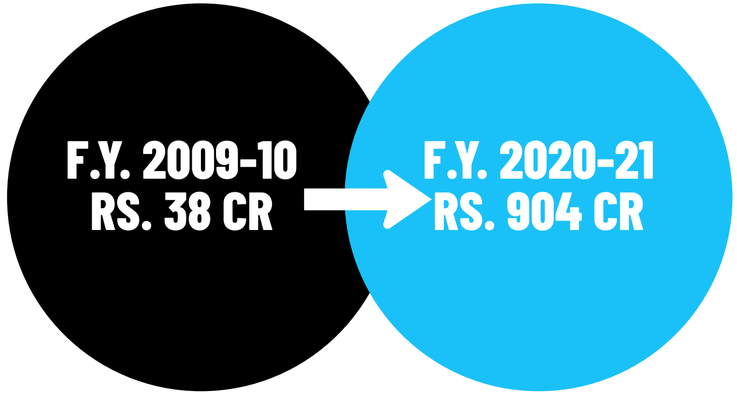
Started journey in 1995 with transportation of LPG & Bitumen products and then progressed to bitumen business in 1999, as part of backward integration strategy. Over the years, we have evolved into a shipping and logistics powerhouse so as to have more efficient control over our entire supply chain



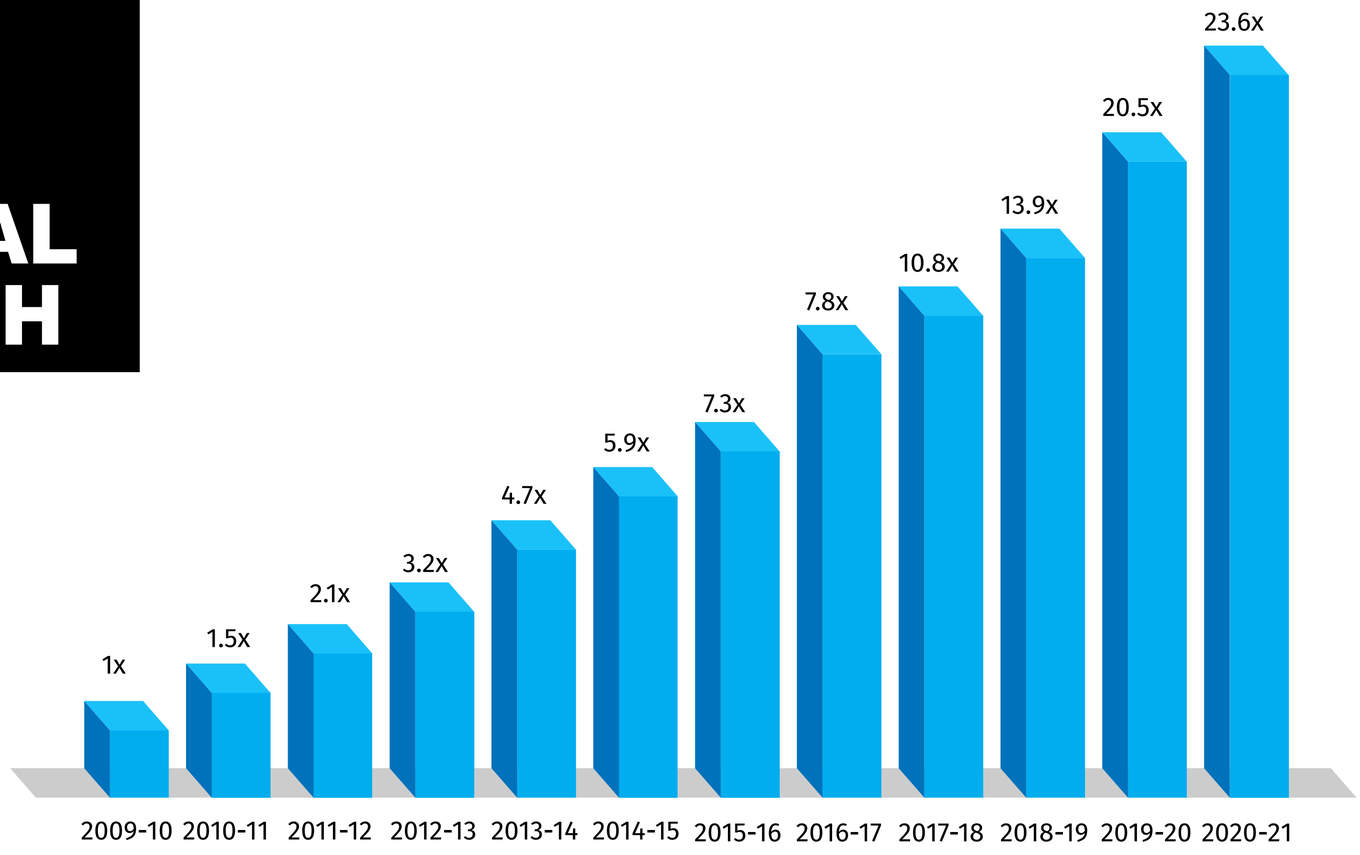
Based on FY 21

Percentage calculation is prior inter-segment revenue

SCALING TO NEW ALTITUDE WITH EXPONENTIAL BUSINESS GROWTH



REVENUE FROM OPERATIONS



REVENUE GROWTH
(23.6 TIMES) SINCE FY 2010

AICL – LEADING THE WAY WITH FULLY INTEGRATED OPERATIONS

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

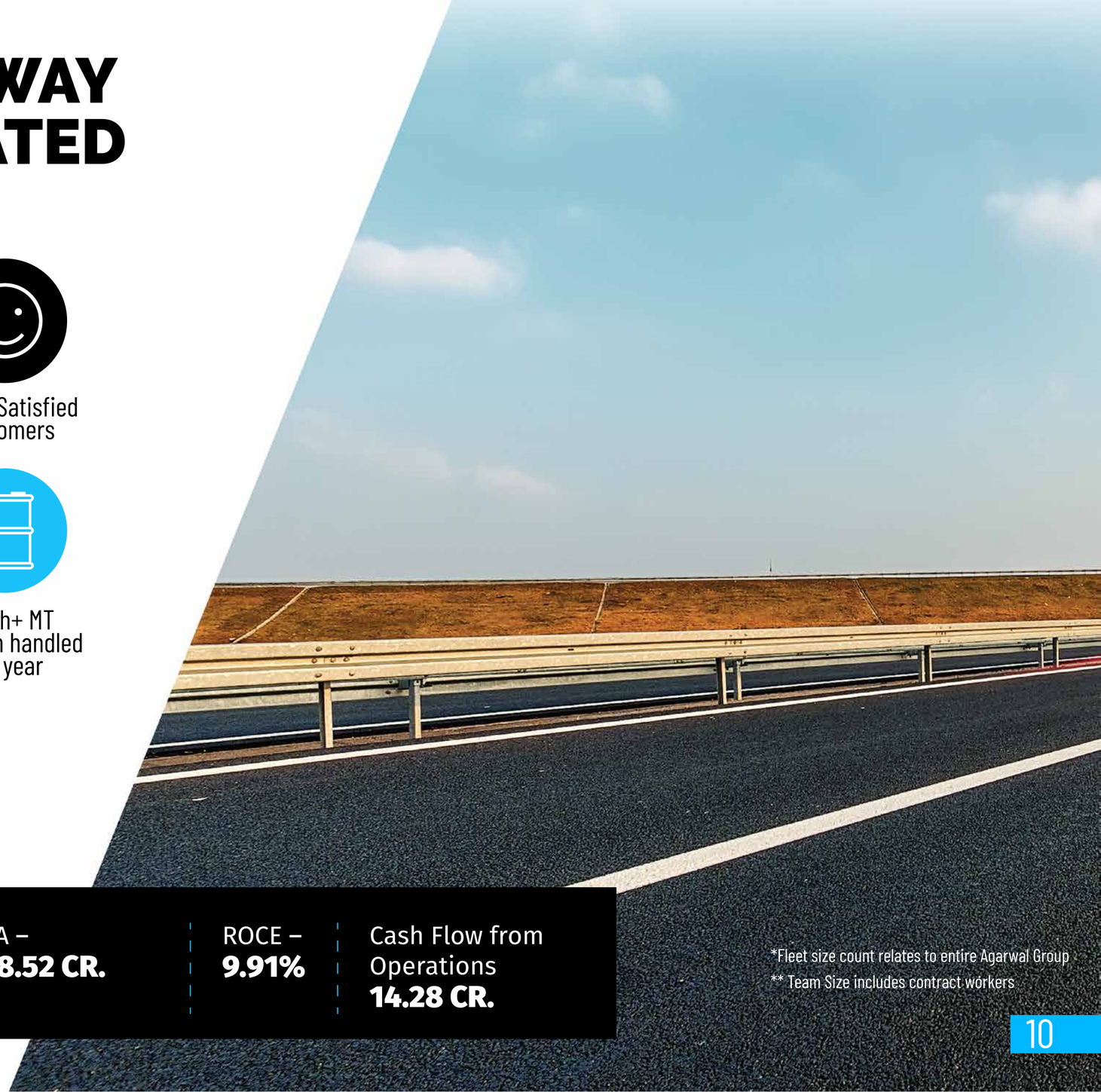
FINANCIAL HIGHLIGHTS: H1FY22

Total Revenue – **RS. 568.18 CR.**

EBITDA – **RS. 38.52 CR.**

ROCE – **9.91%**

Cash Flow from Operations **14.28 CR.**



*Fleet size count relates to entire Agarwal Group

** Team Size includes contract workers

OUR STORY OF UNLOCKING TRUE

1995 — Incorporation of the company as Bombay Baroda Roadways Limited

1996 — Entry into Capital Markets via IPO

2004 — Setup first Storage & Manufacturing facility in Taloja

1999 — Ventured into bitumen trading business

2006 — Setup second facility at Vadodara

2009 — Setup third facility at Belgaum

2010 — Took over Bitumine x Cochin Pvt.Ltd.

2011 — Setup fifth facility at Hyderabad Started import facility in Karwar

2017 — Installed our own terminal along with storage facility at Dighi port Started operations at Haldia

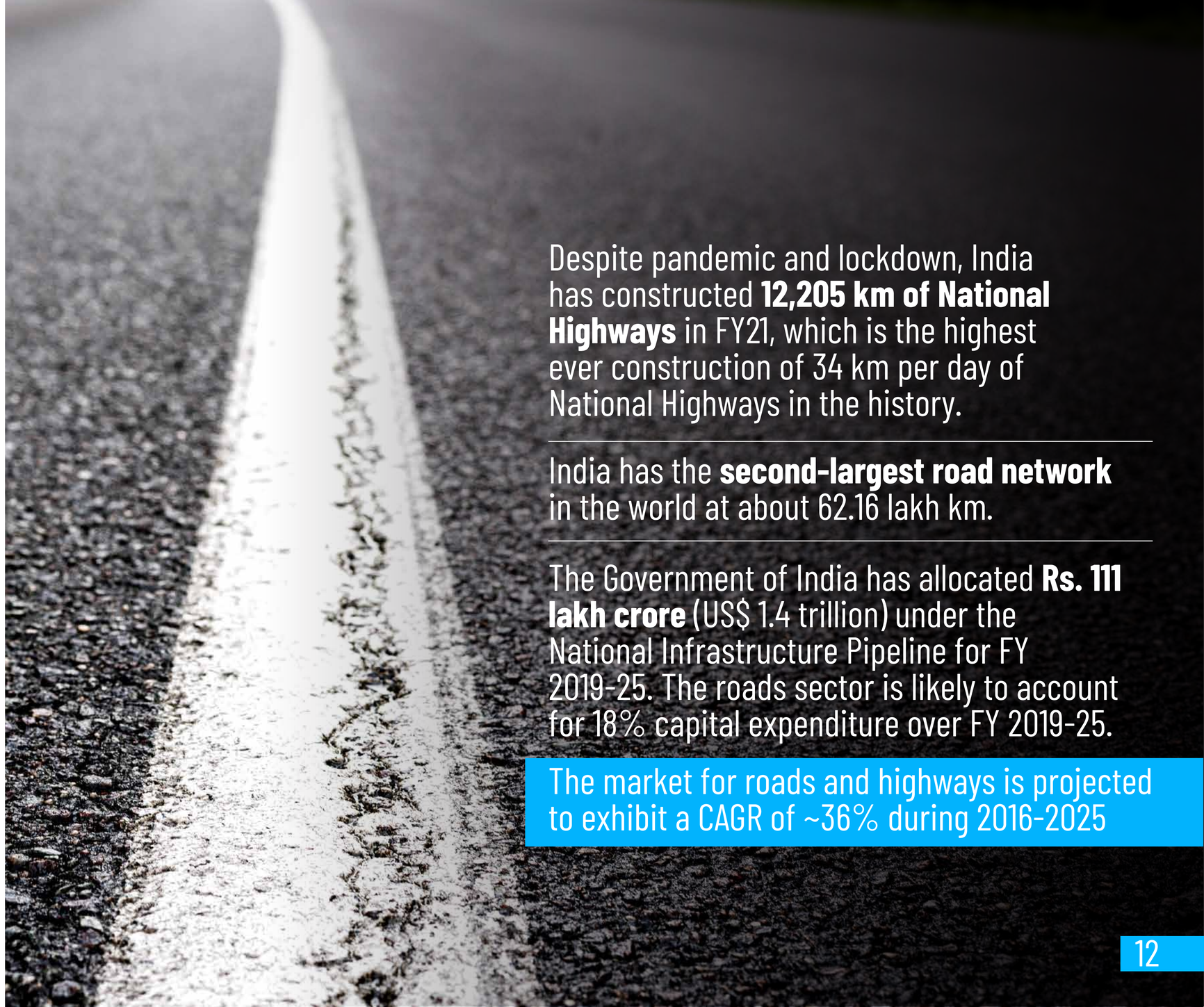
2019 — Forayed into international markets Acquired vessels

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

RECESSION RESISTANT INDUSTRY ENABLING STABILITY & SUSTAINABILITY

The growth of India bitumen market is majorly driven by increase in road and building construction activities. Bitumen is processed into asphalt for road construction.



Despite pandemic and lockdown, India has constructed **12,205 km of National Highways** in FY21, which is the highest ever construction of 34 km per day of National Highways in the history.

India has the **second-largest road network** in the world at about 62.16 lakh km.

The Government of India has allocated **Rs. 111 lakh crore** (US$ 1.4 trillion) under the National Infrastructure Pipeline for FY 2019-25. The roads sector is likely to account for 18% capital expenditure over FY 2019-25.

The market for roads and highways is projected to exhibit a CAGR of ~36% during 2016-2025

KEY GROWTH DRIVERS IN THE INDUSTRY

SUBSTANTIAL EXPENDITURE PLANS

In December 2020, the MoRTH proposed to develop additional 60,000 kms of national highways (in the next five years), of which 2,500 kms are expressways/access controlled highways, 9,000 kms are economic corridors, 2,000 kms are coastal and port connectivity highways and 2,000 kms are border road/strategic highways. The ministry also intends to improve connectivity for 100 tourist destinations and construct bypasses for 45 towns/cities.

SERIES OF INITIATIVES

The Government, through a series of initiatives, is working on policies to attract significant investor interest. A total of 200,000 km of national highways is expected to be completed by 2022.

NETWORK SURVEY VEHICLE

In April 2021, the NHAI has decided to deploy Network Survey Vehicle (NSV) to enhance quality of the national highways. Carrying out road condition survey using NSV on the national highways was made mandatory for certifying completion of the project and every six months thereafter.

WE ARE AMONG ASIA PACIFIC HIGH GROWTH COMPANIES

High Growth Companies
Asia-Pacific
2021

NIKKEI Asia | FT FINANCIAL TIMES

Top 50

THE ECONOMIC TIMES
INDIA'S GROWTH CHAMPIONS
2021 statista

High Growth Companies
Asia-Pacific
2018

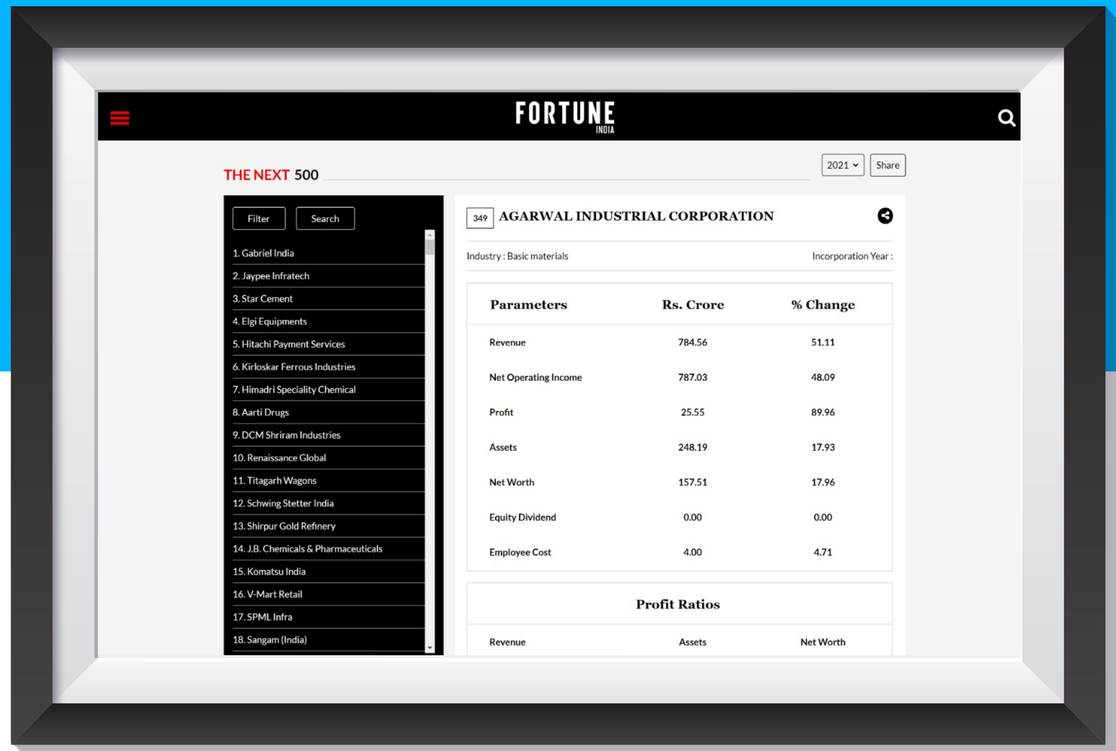
FT FINANCIAL TIMES

Top 100
SMEs in India 2017

SKOCH GROUP
SKOCH ORDER-OF-MERIT

IBC | INDIA'S MOST TRUSTED COMPANIES AWARDS 2017 INDUSTRY VALIDATED ™

POSITIONED AT 349th IN FORTUNE NEXT 500 COMPANIES



FORTUNE INDIA

THE NEXT 500

2021 | Share

Filter | Search

1. Gabriel India
2. Jaypee Infratech
3. Star Cement
4. Elgi Equipments
5. Hitachi Payment Services
6. Kirloskar Ferrous Industries
7. Himadri Speciality Chemical
8. Aarti Drugs
9. DCM Shriram Industries
10. Renaissance Global
11. Titagarh Wagons
12. Schwing Stetter India
13. Shirpur Gold Refinery
14. J.B. Chemicals & Pharmaceuticals
15. Komatsu India
16. V-Mart Retail
17. SPML Infra
18. Sangam (India)

349 AGARWAL INDUSTRIAL CORPORATION

Industry : Basic materials

Incorporation Year :

Parameters	Rs. Crore	% Change
Revenue	784.56	51.11
Net Operating Income	787.03	48.09
Profit	25.55	89.96
Assets	248.19	17.93
Net Worth	157.51	17.96
Equity Dividend	0.00	0.00
Employee Cost	4.00	4.71

Profit Ratios

Revenue	Assets	Net Worth

FORTUNE India Exchange

AGARWAL INDUSTRIAL CORP. LTD.

ALL-TIME COMMITMENT TO ALL STAKEHOLDERS

Mr. Lalit Agarwal, Director, Agarwal Industrial Corporation Ltd in conversation with Fortune India Exchange expands on the value of relationships in their business ecosystem & the company's future plans

Road infrastructure is a very important and lucrative area of growth in India, but what made you focus on bitumen as a niche area?

The government policies framed in 1991 focused on development of India's infrastructure. Given the country's geographical scenario and lack of connectivity, it was foreseen that building of roads would be necessary for a developing India. Bitumen was a key component for road infrastructure development and was attractive for us as it was a niche area to concentrate on.

What was the first big success the company achieved to help take off on its growth and diversification path?

There were two major successes that the company achieved, the first was the setting up of a manufacturing plant in 2004, the other was in 2019, when we diversified into shipping, with the aim of establishing the company's presence in the international market.

Was the diversification of business a natural shift from transporting bitumen?

As we already had a strong presence in the logistics sector it was natural and logical to backward integrate into manufacturing various grades of bitumen to supply to the existing customer base and further integrated to import bitumen to meet the shortfall in the market.

What have been the challenges you have faced on this journey?

There have been a lot of challenges, initially the competition from the refineries and the government not allowing the use of imported bitumen made it very difficult to establish the company's presence in the market. It being a very competitive and credit intensive market it has been quite challenging to manage the day to day operations of the company.

You company appears to have done well even during the lockdown and stakeholders have also benefited in the times of the Covid pandemic. Your views?

Firstly, the company is closely monitored and operated by the Promoters and a sudden declared lockdown initially had a very negative impact as the prices of the petroleum products have fallen by 50%. The management had no option but to put themselves in the shoes of their employees and continue operations. Our tagline 'We Value Relationships' paid off during the pandemic as there was equal support from both the sides. The company took it on as a challenge and took permission from authorities to restart activities within a few days.... and work has been carried on non-stop ever since.

What, in a nutshell, would describe the reason the company has moved from strength to strength?

Hard work has been one of the important values focused upon by the founder. The other factors are the vast experience of the Board of Directors, the established customer base, catering to the demands of customers under a single roof, identifying and expanding the business in the same ecosystem. All these have been the key components of our success over the years.

Future plans?

The company has already established itself as a leader in providing end-to end solutions for bitumen and bituminous products. The company foresees its future in the entire chain of backward and forward integration of bitumen and bituminous products. The company will continue its journey in supporting India's infrastructure development.

STRATEGIES TO ENHANCE LONG TERM VALUE

Investing for Growth
The Company is in process to expand the installed capacity of Taloja unit from 280 mt to 4000 mt for storage of bitumen.

Enter in the new markets
Company has plans to enter into the Bitumen market in north region of India, to increase its customer base and revenue.

Increasing international presence
Company aims to acquire more vessels through its Subsidiary Company for increasing its international presence in Bitumen logistics.

Focus on brand building & marketing initiatives
Company has plans to continue investing in various brand building & marketing initiatives, media advertisements and enhancing social media presence.

OUR PILLARS OF STRENGTH

Jaiprakash Agarwal
Managing Director
40+ years of Experience

Ramchandra Agarwal
Whole Time Director
40+ years of Experience

Mahendra Agarwal
Non-Executive Director
35+ years of Experience

Lalit Agarwal
Whole-time Director
30+ years of Experience

Vipin Agarwal
CFO
15+ years of Experience

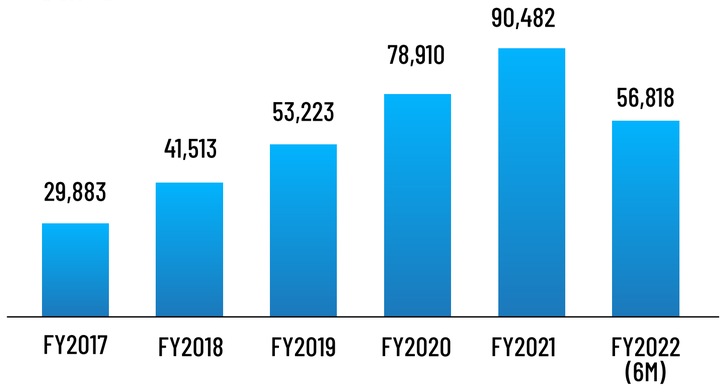
FINANCIAL SNAPSHOT
Balance sheet
Assets
1,734,826
Liabilities
166,630
Equity
74,393
Income statement
Revenues
12,978,516
Expenses
6,372,535
Net income
6,505,981
Equity statement
Current year
1,774,576
Previous year
166,630
85%
65%

EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY

(Rs in Lakhs)

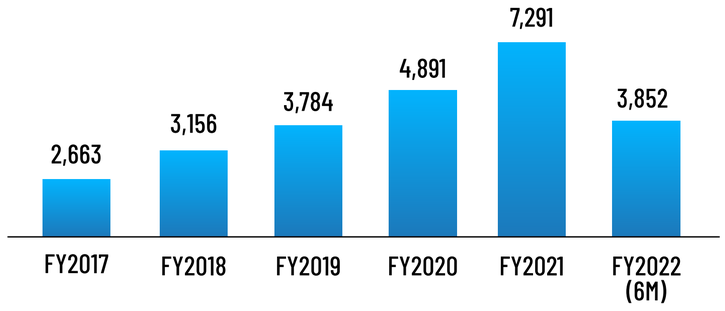
Total Revenue

CAGR (FY17-21)
31.9%



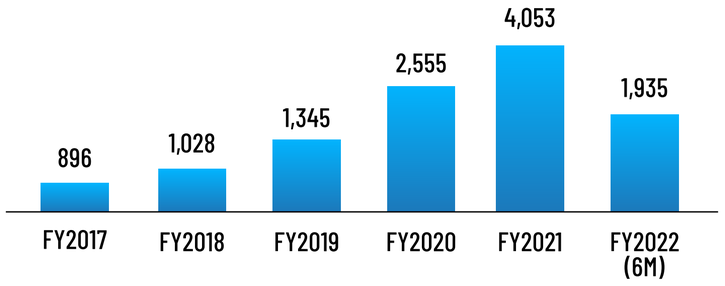
EBITDA

CAGR (FY17-21)
28.6%

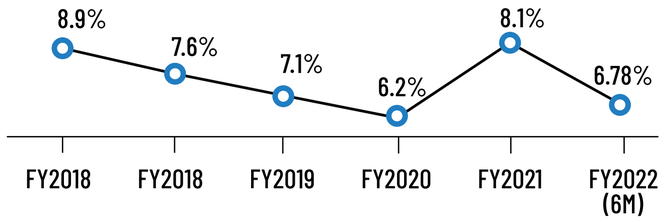


PAT

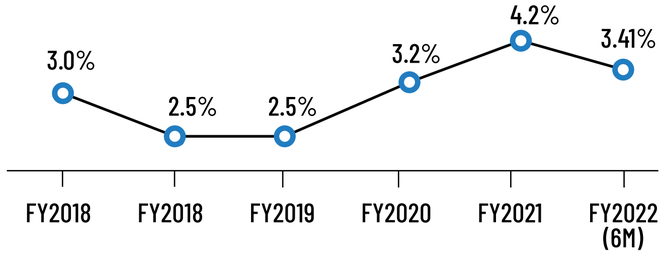
CAGR(FY17-21)
45.8%



EBITDA Margins



Profit After Tax Margins



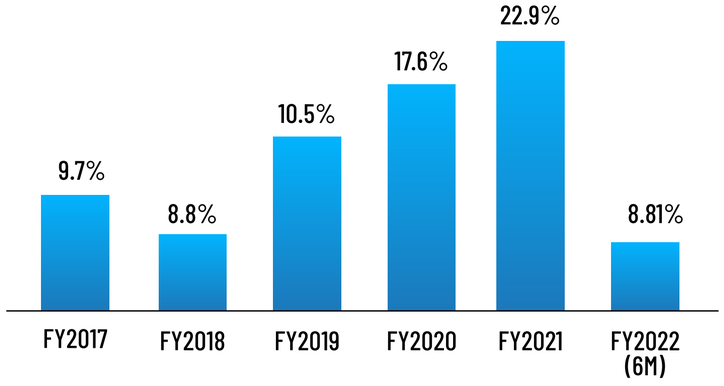
Performance Snapshot (H1FY22 vs H1FY21)

- PAT increased by 214% (YoY)
- EBITDA increased by 109% (YoY)
- Revenue increased by 134% (YoY)
- Earnings per share stood at Rs.15.96
- Cash Flow from Operations stood at Rs.14.28 Cr
- Average Return on Equity stood at 8.81%

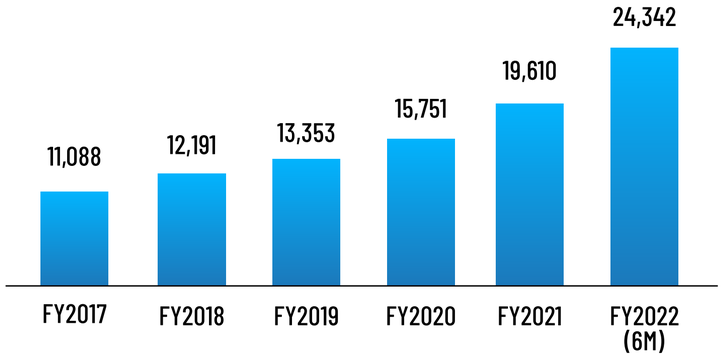
Based on Consolidated Financial Results

IMMENSE VALUE CREATION FOR SHAREHOLDERS OVER THE YEARS

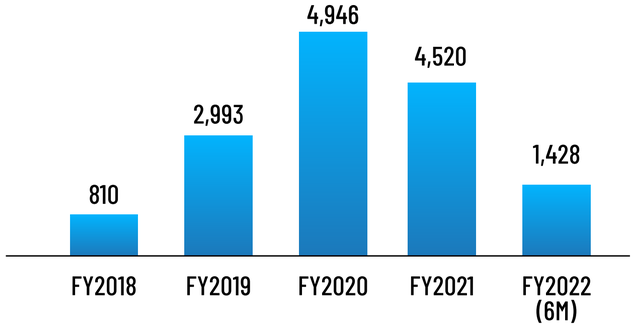
AVERAGE RETURN ON EQUITY (ROE) %



NET WORTH



CASH FLOW FROM OPERATIONS



Based on Consolidated Financial Results

CONSOLIDATED P&L STATEMENT

Particulars (Rs. In Lacs)	Q2FY22	Q1FY22	Q2FY21	H1FY22	H1FY21	FY21
Revenue from operations	15,860.41	40,793.98	9,512.84	56,654.39	24,258.00	90,390.22
Other Income	34.32	129.40	1.72	163.72	46.91	91.70
Total Revenue	15,894.73	40,923.38	9,514.56	56,818.11	24,304.91	90,481.93
Direct Expense	11,351.26	34,907.56	7,051.68	46,258.81	18,985.12	72,842.64
Gross Profit	4,543.47	6,015.83	2,462.87	10,559.30	5,319.79	17,639.29
Margins	28.58%	14.70%	25.89%	18.58%	21.89%	19.49%
Other Expenses	3,241.76	3,465.33	1,528.89	6,707.10	3,479.98	10,348.58
EBITDA	1,301.71	2,550.49	933.98	3,852.20	1,839.81	7,290.70
Margins	8.19%	6.23%	9.82%	6.78%	7.57%	8.06%
Depreciation and Amortisation Expenses	488.31	458.24	421.07	946.55	659.24	1,444.98
EBIT	813.40	2,092.26	512.92	2,905.66	1,180.56	5,845.72
Margins	5.12%	5.11%	5.39%	5.11%	4.86%	6.46%
Finance Cost	286.36	313.17	271.96	599.52	493.63	976.47
Profit Before Taxes	527.04	1,779.09	240.95	2,306.13	686.93	4,869.25
Margins	3.32%	4.35%	2.53%	4.06%	2.83%	5.38%
Tax	99.06	272.00	23.54	371.06	69.75	815.93
Profit After Taxes	427.98	1,507.09	217.41	1,935.07	617.18	4,053.32
Margins	2.69%	3.68%	2.29%	3.41%	2.54%	4.48%
Basic EPS	3.53	12.84	2.12	15.96	6.02	39.51

Note: Figures has been rounded off to nearest lakhs

STANDALONE P&L STATEMENT

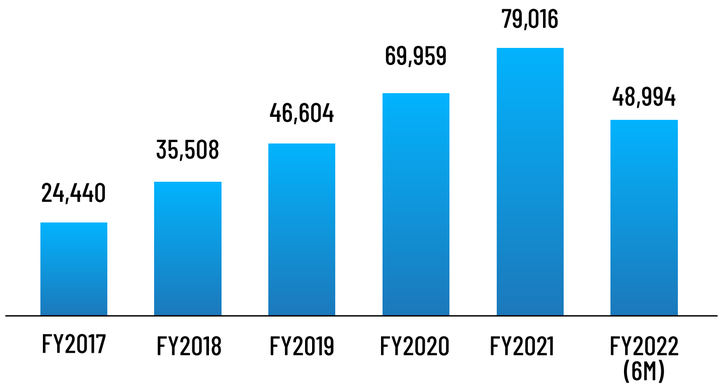
Particulars (Rs. In Lacs)	Q2FY22	Q1FY22	Q2FY21	H1FY22	H1FY21	FY21
Revenue from operations	12,179.63	36,429.04	8,143.28	48,608.67	21,558.84	83,329.36
Other Income	177.80	264.72	82.53	442.52	209.21	499.97
Total Revenue	12,357.43	36,693.76	8,225.81	49,051.18	21,768.05	83,829.32
Direct Expense	9,922.47	33,359.33	6,441.94	43,281.80	18,370.32	72,777.07
Gross Profit	2,434.96	3,334.43	1,783.87	5,769.38	3,397.73	11,052.25
Margins	19.70%	9.09%	21.69%	11.76%	15.61%	13.18%
Other Expenses	1,471.68	1,714.08	1,055.49	3,185.75	2,093.51	5,932.25
EBITDA	963.28	1,620.35	728.38	2,583.63	1,304.22	5,120.00
Margins	7.80%	4.42%	8.85%	5.27%	5.99%	6.11%
Depreciation and Amortisation Expenses	341.02	344.68	364.35	685.69	553.58	1,179.66
EBIT	622.26	1,275.67	364.03	1,897.94	750.63	3,940.34
Margins	5.04%	3.48%	4.43%	3.87%	3.45%	4.70%
Finance Cost	267.74	293.07	271.96	560.80	493.63	976.47
Profit Before Taxes	354.53	982.61	92.07	1,337.14	257.00	2,963.87
Margins	2.87%	2.68%	1.12%	2.73%	1.18%	3.54%
Tax	95.76	265.00	24.00	360.76	69.00	808.67
Profit After Taxes	258.76	717.61	68.07	976.37	188.00	2,155.20
Margins	2.09%	1.96%	0.83%	1.99%	0.86%	2.57%
Basic EPS	2.13	6.12	0.66	8.05	1.83	21.01

Note: Figures has been rounded off to nearest lakhs

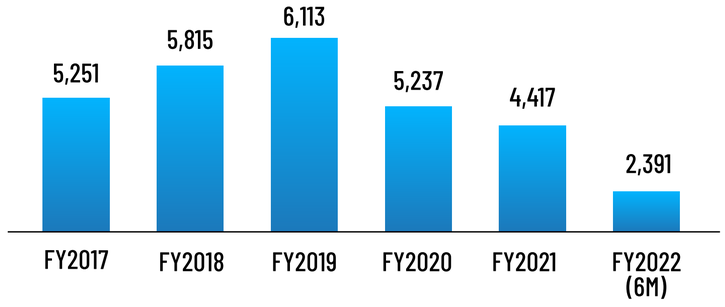
REVENUE SEGMENTATION

(Rs in Lakhs)

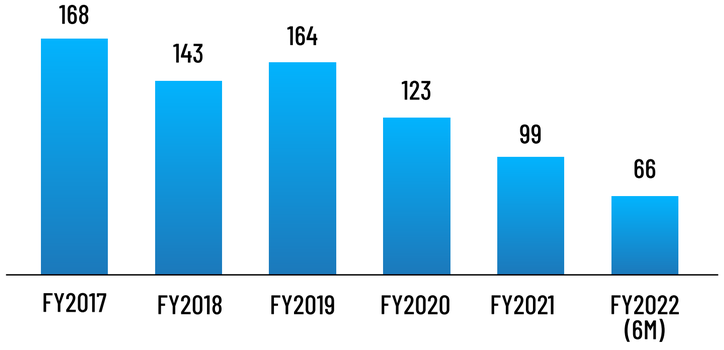
PETROCHEMICALS (BITUMINOUS PRODUCTS)



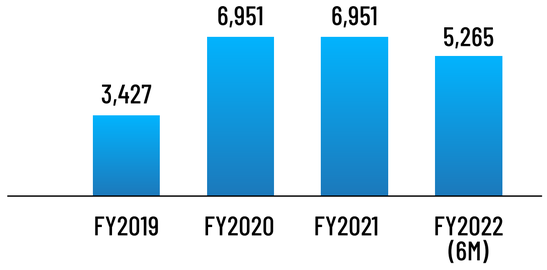
TRANSPORTATION



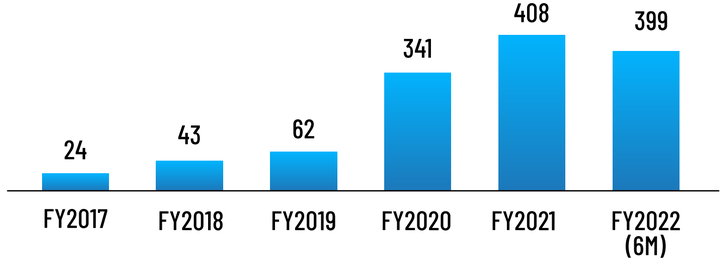
WINDMILL



SHIPPING & CHARTERING SERVICE



OTHERS (UNALLOCABLE)



Note – The segment revenue is prior excluding inter-segment revenue

CONSOLIDATED BALANCE SHEET - ASSETS

ASSETS	Sept. 30, 2021	March 31, 2021	March 31, 2020
Non-Current Assets			
Property, Plant & Equipment	18,664.11	13,709.73	9920
Capital WIP	233.23	75.91	333
Investment Property	37.44	37.44	37
Right of Use	1,726.24	1,978.67	-
Goodwill	476.92	226.30	226
Financial Assets	102.44	57.15	96
Total	**21,240.38**	**16,085.20**	**10612**
Current Assets			
Investments	944.91	605.73	679
Inventories	5,310.64	4,772.39	2756
Trade Receivables	15,704.68	13,486.13	13789
Cash& Cash Equivalents (including bank balances)	1779.59	3535.84	838
Loans and other financial assets	123	87.68	71
Current Tax Asset (net)	142.47	142.57	138
Other Current Assets	2,122.32	828.44	1119
Total	**26,127.62**	**23,458.77**	**19390**
Grand Total	**47,368.00**	**39,543.97**	**30002**

Note: Figures has been rounded off to nearest lakhs

CONSOLIDATED BALANCE SHEET – EQUITY & LIABILITIES

EQUITY & LIABILITIES	Sept. 30, 2021	March 31, 2021	March 31, 2020
EQUITY			
Equity Share Capital	1246.58	1025.87	1026
Other Equity	23,095.81	18,584.51	14725
Total	**24,342.39**	**19,610.38**	**15751**
Non-Current Liabilities			
Borrowings	3,665.47	4,132.88	185
Lease Liabilities	1,303.23	1,465.89	-
Provisions and Deferred Tax Liabilities (Net)	389.83	422.99	473
Total	**5,358.52**	**6,021.76**	**658**
Current Liabilities			
Borrowings	10,467.45	8,885.74	8386
Trade Payables	5,478.53	3,359.33	4250
Other Current Liabilities and Lease Liabilities	1,562.55	1412.35	957.39
Short Term provisions and current tax liabilities (net)	158.55	254.4	0.70
Total	**17,667.09**	**13,911.83**	**13594**
Grand Total	**47,368.00**	**39,543.97**	**30002**

Note: Figures has been rounded off to nearest lakhs

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DISCLAIMER

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