September 29, 2026

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,

Sub: Presentation to Shareholders

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the presentation made to the Shareholders of the Company at the 8th Annual General Meeting held today, i.e., Tuesday, September 29, 2026.

Please take the same on your record.

Thanking you,

Yours faithfully,
For Aarti Surfactants Limited

PRIYANKA M CHAURASIA
Digitally signed by PRIYANKA M CHAURASIA
Date: 2026.09.29 21:36:01 +05'30'

Priyanka Chaurasia
Company Secretary
ICSI M. NO. A44258

INVESTOR PRESENTATION

Aarti Surfactants Limited

About the Company

Aarti Surfactants Limited (ASL) was established through the strategic demerger of the Home and Personal Care division of Aarti Industries Limited in 2018. The Company specialises in the manufacture of high-performance ionic, non-ionic, and speciality surfactants, serving domestic and international markets with a strategic focus on expanding its presence in the high-margin skincare segment. Its operations are supported by two manufacturing units in Madhya Pradesh and Silvassa, along with a dedicated R&D centre in Navi Mumbai focused on process optimisation, resource efficiency, and sustainability-led product innovation. With an export presence across Asia, Europe, Africa and the Americas, ASL continues to strengthen its global footprint through a strong focus on quality, safety, innovation, sustainability, and customer-centricity.

50+
Products

100+
Customers

50+ Countries
Global Export Presence

₹85,912.92 Lakhs
Revenue from Operations

₹43.06 Lakhs
CSR Spend

350+
Employees

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
- Lotions

Competitive Advantage

1. Diverse Product Portfolio
2. Strong Global Footprint
3. Strong Industry Relationships
4. Operational Resilience
5. Advanced R&D Capability
6. Experienced Leadership & Skilled Workforce

Growth Drivers

1. Increasing Consumer Focus on Hygiene, Health and Personal Care
2. Shift Towards Sustainable and Eco-Friendly Surfactants
3. Integration of Advanced Manufacturing Facilities
4. Driving Innovation Through Strong R&D Facilities

Milestones

2018

Incorporation of Arti Surfactants Limited, marking the beginning of our growth journey as a specialty surfactants business.

2019

- Received National Company Tribunal (NCLT) order for demerger and transfer of home and personal care segment of Aarti Industries Limited to our Company.
- Our new name, Aarti Surfactants Limited, indicating our evolved identity and expanding horizons.

2020

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

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 Rights Issue of **₹49.52 crores** through partly paid-up shares.

2024

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

2025

Established a fully operational R&D Centre to promote sustained innovation

2026

Continues to focus on consolidating and strengthening its business operations across its existing and subsidiary entities with emphasis on operational efficiencies, resource optimisation, financial discipline and sustainable growth.

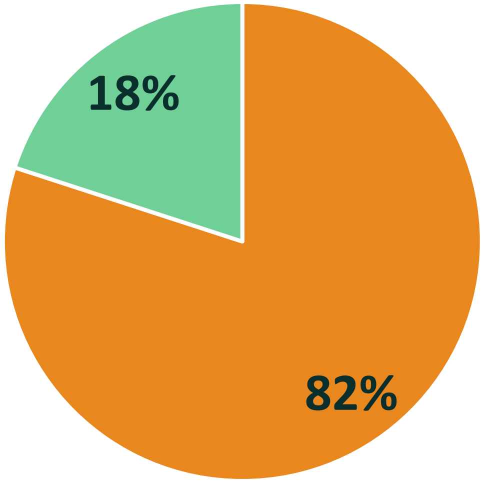
Business Footprint

Manufacturing Units
- Silvassa, Dadra and Nagar Haveli
- Pithampur, Madhya Pradesh

Corporate Office
- Maharashtra

R&D Center
- Maharashtra

Geographical Sales Split for FY 2025-2026



Domestic sales **82%**

International sales **18%**

Financial Performance

Annual Standalone Income Statement

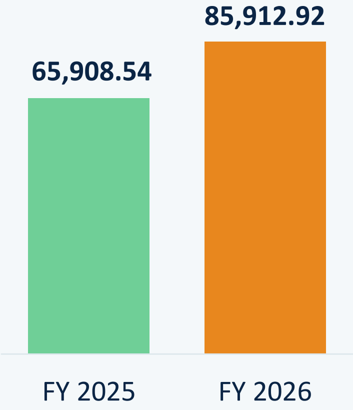
Particulars (₹ in Lakhs)	FY 2026	FY 2025	Y-o-Y
Operational Revenue	85,912.92	65,908.54	30%
Total Exps	84,190.35	64,561.93	30%
EBITDA	4,731.80	4,981.54	-5%
EBITDA Margin (%)	5.51%	7.56%	-27%
Depreciation	1,745.69	1,711.65	2%
Finance Cost	1,230.53	1,155.15	7%
PBT	1,755.58	2,114.74	-17%
Tax	487.75	615.74	-21%
PAT	1,267.83	1,499.00	-15%
PAT Margin (%)	1.48%	2.27%	-35%
Other Comprehensive Income	5.18	-21.05	-75%
Total Comprehensive Income	1,273.01	1,477.95	-14%
Diluted EPS	14.96	17.71	-16%

Annual Consolidated Income Statement

Particulars (₹ in Lakhs)	FY 2026	FY 2025	Y-o-Y
Operational Revenue	85,912.92	65,908.54	30%
Total Exps	84,223.97	64,606.47	30%
EBITDA	4721.13	4,959.96	-5.%
EBITDA Margin (%)	5.49%	7.53%	-27%
Depreciation	1,768.64	1,734.60	2%
Finance Cost	1,230.53	1,155.15	7%
PBT	1,721.96	2,070.21	-17%
Tax	487.75	615.74	21%
PAT	1,234.21	1,454.47	-15.%
PAT Margin (%)	1.43%	2.21%	-35%
Other Comprehensive Income	5.18	-21.05	-75%
Total Comprehensive Income	1,239.39	1,433.42	-14%
Diluted EPS	14.56	17.19	-15%

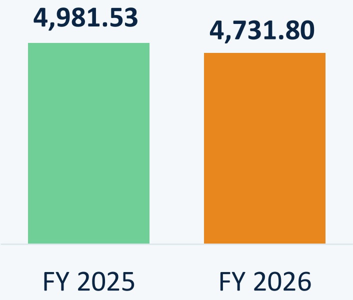
Financial Performance and Rating Upgrade

Total Revenue
₹ in Lakhs



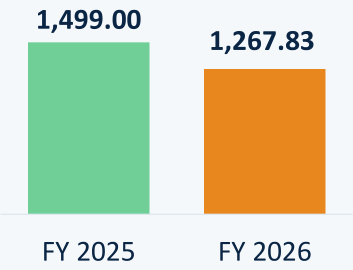
EBITDA
₹ in Lakhs

EBITDA Margin (%)
7.56% → 5.51%

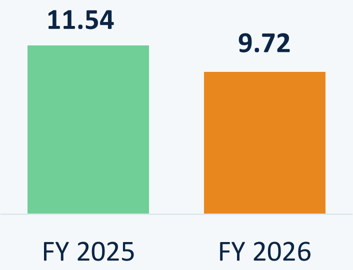


Net Profit
₹ in Lakhs

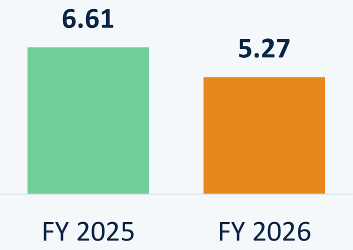
Net Profit Margin (%)
2.27% → 1.48%



ROCE
in %



ROE
in %



Credit Rating Actions*

Facilities / Instruments	Rating	Rating Action
Long-Term Bank Facilities	Crisil A- / Stable	Revised from CARE BBB+/ Stable

*Crisil Ratings September 2026

Thank You