

# Aarti Industries (ARTO IN)

**Q4FY26 Result Update**

May 05, 2026

 Estimate Change |  Target |  Reco.

## Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	ACCUMULATE		ACCUMULATE	
Target Price	529		452	
Sales (INR mn)	98,784	105,877	93,166	101,727
% Chng.	6.0	4.1		
EBITDA (INR mn)	14,429	16,302	13,771	15,217
% Chng.	4.8	7.1		
EPS (INR)	15.1	18.8	15.1	18.8
% Chng.	-	-		

Key Data	ARTI.BO   ARTO IN
BSE Code	524208
NSE Code	AARTIIND
52-W High / Low	INR 523 / INR 338
Face Value	5
Sensex / Nifty	77,018 / 24,033
Market Cap	INR 177 bn / \$ 1,857 mn
Shares Outstanding	362.59 mn
3M Avg. Daily Value	INR 560.40 mn

## Shareholding Pattern (%)

Promoters	42.09
FIs	7.38
Mutual Funds	11.51
Domestic Institutions	8.61
Public & Others	30.41
Promoter's Pledge (INR bn)	-

## Stock Performance (%)

	1M	3M	6M	12M
Absolute	19.4	7.6	26.7	8.3
Relative	13.7	16.4	37.3	13.7

## Key Financials - Consolidated

Y/e Mar	FY25	FY26	FY27E	FY28E
Sales (INR mn)	72,690	82,860	98,784	105,877
EBITDA (INR mn)	9,970	11,670	14,429	16,302
Margin (%)	13.7	14.1	14.6	15.4
PAT (INR mn)	3,310	4,190	5,493	6,846
EV (INR mn)	211,596	220,036	220,398	214,832
Total Debt (INR mn)	37,890	49,210	43,862	39,549
C&C Eq. (INR mn)	1,990	5,830	366	1,619
EPS (INR)	9.1	11.6	15.2	18.9
Gr. (%)	(20.4)	26.6	30.9	24.6
DPS (INR)	0.5	0.6	0.8	0.9
Yield (%)	0.1	0.1	0.2	0.2
RoE (%)	6.1	7.2	8.8	10.1
RoCE (%)	6.2	6.8	8.2	9.1
EV/Sales (x)	2.9	2.7	2.2	2.0
EV/EBITDA (x)	21.2	18.9	15.3	13.2
PE (x)	53.4	42.2	32.2	25.8
P/BV (x)	3.2	3.0	2.7	2.5

## Rising Input costs to weigh on margins

### Quick Pointers

- Capex for FY27 is expected to be Rs7-8bn
- Calcium chloride to be ramped up in the next few weeks

ARTO reported revenue of Rs22bn, registering a 13% YoY increase but a 5% QoQ decline. YoY growth was primarily driven by higher volumes across key products such as MMA, NT, and DCB. Volumes in the energy segment largely comprising MMA surged 98% YoY but declined 4% QoQ due to disruptions arising from the West Asia crisis. Overall EBITDA margins expanded by 170bps QoQ, supported by inventory gains and favorable FX movements. However, continued volatility in the gasoline-naphtha crack spread remains a key risk for the MMA segment in near term. The non-energy segment delivered a healthy volume growth of 9% YoY and 13% QoQ, although margins remained under pressure, particularly in the agrochemical portfolio. Growth was broad-based across most products, except MPDA, which was impacted by heightened competition from Chinese players. On the growth front, the company is advancing multiple initiatives, including the recent commissioning of calcium chloride, along with ongoing projects such as MMA debottlenecking, MPP, PEDDA, and other developments in Zone IV. These are expected to support medium-term growth. However, rising input costs are likely to sustain margin pressure in the near term. With several projects slated for commissioning over CY26 and incremental capacity coming from debottlenecking of MMA and DCB, should drive near-term growth. We maintain our Accumulate rating with a target price of Rs529, valuing the stock at 28x FY27 EPS. The stock is currently trading at 26x FY28 EPS.

**Revenue increases by 13%QoQ/-5%QoQ:** Consolidated net revenue stood at Rs22.1bn, up 13% YoY and -5% QoQ (PLe: Rs23.5bn, Consensus: Rs22.9bn), actual revenue came in line with our estimates. FY26 revenue was up by 14%. Revenue growth was driven by higher volumes across key products such as MMA, NT and DCB, MEA. Gross margin expanded by 610 bps QoQ to 40.1% and increased by 430 bps YoY, driven by China's Anti-involution measures supporting margin improvement in products such as PNCB and NCB.

**EBITDA increases by 30%YoY/6% QoQ:** EBITDA increased by 30% YoY and 6% QoQ to Rs3.4bn (PLe: Rs3.1bn, Consensus: Rs3.01bn). EBITDAM stood at 15.5% (PLe: 13.3%) as against a margin of 13.5% in Q4FY25 and of 13.8% in Q3FY26, increased by 200bps. PAT stood at Rs1,370mn, up by 43% YoY/ 3% QoQ; the sharp increase was supported by negative tax rate. PAT margin stood at 6.2% vs 4.9% & 5.7% in Q4FY25 & Q3FY26, respectively.

### Quarter Summary

Y/e Mar	Q4'26E	Q4'26A	% Var.	Q4'25A	YoY gr. (%)
Net Sales (INR mn)	23,495	22,050	-6.0	19,490	13.0
EBITDA (INR mn)	3,130	3,410	9.0	2,630	30.0
Margin (%)	13.3	15.5	220 bps	13.5	200 bps
PAT (INR mn)	1,174	1,350	15.0	960	41.0

Source: Company, PL

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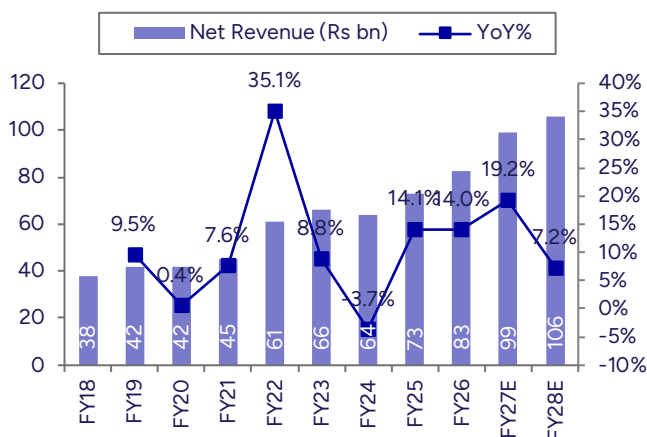
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**Key concall takeaways:** (1) Key RM prices like Benzene, Sulphur, Toluene, Methanol increased by 60% due to geopolitical issue. (2) Over the next 4–6 months, raw material price hikes will be passed on to end customer. (3) Freight cost has increased significantly leading to higher other expenses. (4) Exports to West Asia have declined significantly since March 2026. (5) The energy business contributes 40% of total revenue. (6) Lower exports to the Middle East led to a QoQ decline in volumes, with a few shipments being rerouted. (7) Gasoline Naptha spreads vary from region to region, they have remained very volatile. (8) In the non-energy business, agrochemical volumes remained stable, though pricing continued to face pressure, while demand across dyes, pigments, pharma, and paints remain stable. (9) MPDA volumes declined due to intense competition from China. (10) Anti-involution in China to support volume and margin in NCB Chain. (11) Demand destruction in dyes and pigments in global market will be offset by domestic demand. (12) Management guided Net debt to decline in FY27. (13) Tax rate expected to be 9%-15. (14) Capex for FY26 was Rs11.25bn, for FY27 is expected to be Rs7000-8000mn. (15) In Zone IV, MPP and PEDDA plants are under trial and nearing commercialization; delays of 3–4 months occurred due to labour migration, while the calcium chloride plant has been commissioned and will ramp up soon.

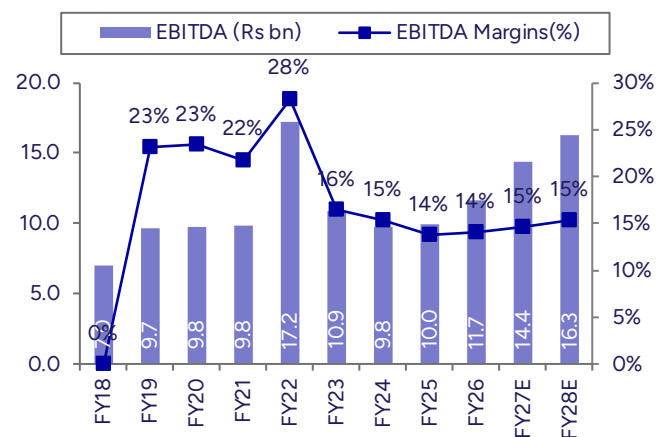
**Exhibit 1 : Q4FY26 Result Overview - Consolidated (Rs mn)**

Y/e March	Q4FY26	Q4FY25	YoY gr.	Q4FY26E	% Var.	Q3FY26	QoQ gr.	FY26	FY25	YoY gr. (%)
Net Sales	22,050	19,490	13%	23,495	-6%	23,180	-5%	82,860	72,690	14%
Gross Profit	8,840	6,980	27%	7,846	13%	7,870	12%	29,370	26,140	12%
Margin (%)	40.1%	35.8%		33.4%		34.0%		35.4%	36.0%	
EBITDA	3,410	2,630	30%	3,130	9%	3,210	6%	11,670	9,970	17%
Margin (%)	15.5%	13.5%		13.3%		13.8%		14.1%	13.7%	
Other Income	-10	30		20		20		50	180	-72%
Depreciation	1,190	1,130	5%	1,233	-3%	1,210	-2%	4,740	4,340	9%
EBIT	2,230	1,530	46%	1,917	16%	2,020	10%	6,980	5,810	20%
Interest	1,120	640	75%	783	43%	690	62%	3,400	2,750	24%
PBT before exceptional items	1,110	890	25%	1,135	-2%	1,330	-17%	3,580	3,060	17%
Total Tax	-260	-70	271%	-150	74%	-150	73%	-540	-230	135%
ETR (%)	-23.4%	-7.9%		-13.2%		-11.3%		-15.1%	-7.5%	
Adj. PAT	1,370	960	43%	1,284	7%	1,480	-7%	4,120	3,290	25%
Exceptional Items	0	0		110		150		70	20	
PAT	1,370	960	43%	1,174	17%	1,330	3%	4,190	3,310	27%

Source: Company, PL

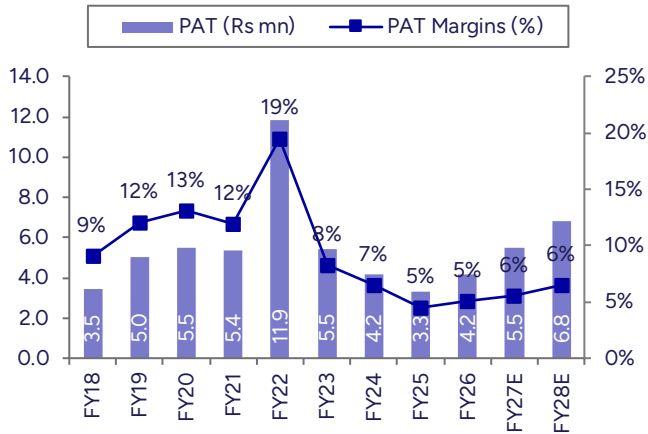
**Exhibit 2 : Revenue to grow at CAGR of 13% over FY25-28E**


Source: Company, PL

**Exhibit 3 : EBITDA margin to reach 15% in FY28E**


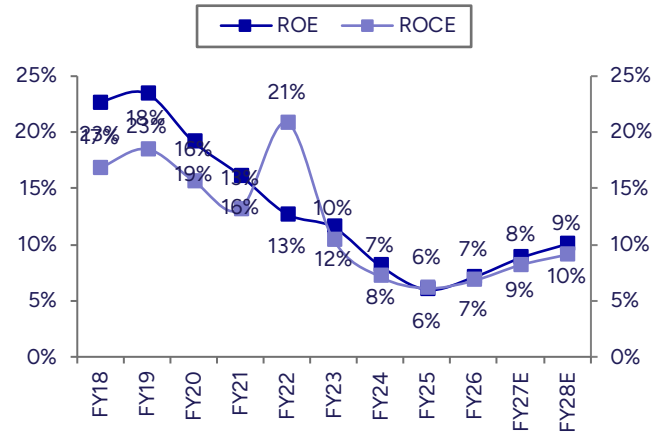
Source: Company, PL

Exhibit 4 : PAT margin to reach 6% in FY28E



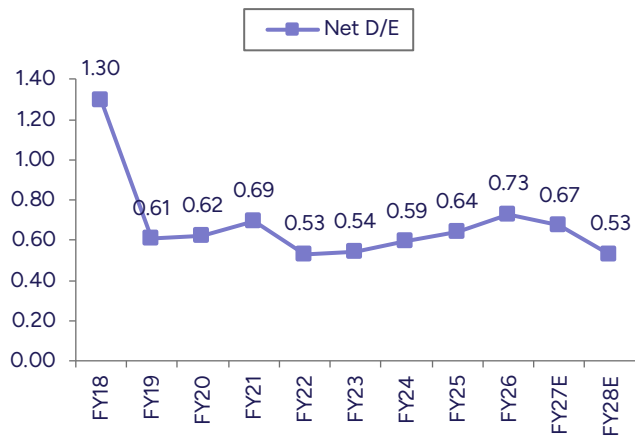
Source: Company, PL

Exhibit 5 : Return ratios to hover at 9-10%



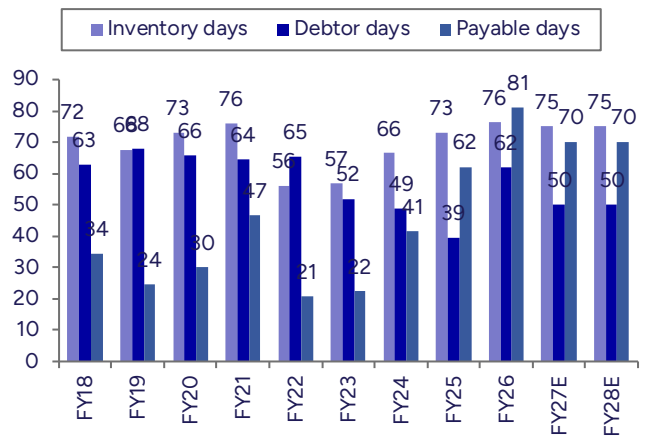
Source: Company, PL

Exhibit 6 : Net D/E estimated at 0.5 for FY28E



Source: Company, PL

Exhibit 7 : Working capital days at 50-60 days



Source: Company, PL

## Financials

### Income Statement (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
<b>Net Revenues</b>	<b>72,690</b>	<b>82,860</b>	<b>98,784</b>	<b>105,877</b>
YoY gr. (%)	14.1	14.0	19.2	7.2
Cost of Goods Sold	46,550	53,490	64,104	67,869
Gross Profit	26,140	29,370	34,680	38,007
Margin (%)	36.0	35.4	35.1	35.9
Employee Cost	4,470	4,220	4,445	4,764
Other Expenses	11,700	13,480	15,805	16,940
<b>EBITDA</b>	<b>9,970</b>	<b>11,670</b>	<b>14,429</b>	<b>16,302</b>
YoY gr. (%)	2.2	17.1	23.6	13.0
Margin (%)	13.7	14.1	14.6	15.4
Depreciation and Amortization	4,340	4,740	5,490	6,277
<b>EBIT</b>	<b>5,630</b>	<b>6,930</b>	<b>8,939</b>	<b>10,026</b>
Margin (%)	7.7	8.4	9.0	9.5
Net Interest	2,750	3,400	3,258	2,919
Other Income	180	50	100	100
<b>Profit Before Tax</b>	<b>3,080</b>	<b>3,650</b>	<b>5,782</b>	<b>7,206</b>
Margin (%)	4.2	4.4	5.9	6.8
Total Tax	(230)	(540)	289	360
Effective Tax Rate (%)	(7.5)	(14.8)	5.0	5.0
<b>Profit After Tax</b>	<b>3,310</b>	<b>4,190</b>	<b>5,493</b>	<b>6,846</b>
Minority Interest	-	-	-	-
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>3,310</b>	<b>4,190</b>	<b>5,493</b>	<b>6,846</b>
YoY gr. (%)	(20.4)	26.6	31.1	24.6
Margin (%)	4.6	5.1	5.6	6.5
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>3,310</b>	<b>4,190</b>	<b>5,493</b>	<b>6,846</b>
YoY gr. (%)	(20.4)	26.6	31.1	24.6
Margin (%)	4.6	5.1	5.6	6.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,310	4,190	5,493	6,846
<b>Equity Shares O/s (m)</b>	<b>362</b>	<b>362</b>	<b>363</b>	<b>363</b>
<b>EPS (INR)</b>	<b>9.1</b>	<b>11.6</b>	<b>15.2</b>	<b>18.9</b>

Source: Company, PL

### Balance Sheet (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>83,214</b>	<b>87,550</b>	<b>109,850</b>	<b>115,850</b>
Tangibles	83,195	87,530	109,830	115,830
Intangibles	19	19	19	19
<b>Acc: Dep / Amortization</b>	<b>20,160</b>	<b>24,900</b>	<b>30,389</b>	<b>36,666</b>
Tangibles	20,080	24,820	30,309	36,586
Intangibles	80	80	80	80
<b>Net Fixed Assets</b>	<b>63,565</b>	<b>63,020</b>	<b>79,830</b>	<b>79,554</b>
Tangibles	63,625	63,081	79,891	79,615
Intangibles	(61)	(61)	(61)	(61)
Capital Work In Progress	15,020	22,840	7,540	7,540
Goodwill	-	-	-	-
Non-Current Investments	480	1,420	1,320	1,320
Net Deferred Tax Assets	2,180	3,040	3,040	3,040
Other Non-Current Assets	1,220	800	800	800
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	14,540	17,320	20,298	21,755
Trade Receivables	7,860	14,030	13,532	14,504
Cash & Bank Balance	2,950	5,830	366	1,619
Other Current Assets	3,530	4,380	6,527	6,995
<b>Total Assets</b>	<b>111,405</b>	<b>132,730</b>	<b>133,378</b>	<b>137,260</b>
<b>Equity</b>				
Equity Share Capital	1,810	1,810	1,813	1,813
Other Equity	54,240	57,740	62,958	69,462
<b>Total Network</b>	<b>56,050</b>	<b>59,550</b>	<b>64,771</b>	<b>71,274</b>
<b>Non-Current Liabilities</b>				
Long Term Borrowings	18,670	21,880	23,000	20,000
Provisions	150	140	140	140
Other Non Current Liabilities	1,590	1,040	1,040	1,040
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	19,220	27,330	20,862	19,549
Trade Payables	12,370	18,400	18,945	20,305
Other Current Liabilities	3,070	4,650	4,620	4,952
<b>Total Equity &amp; Liabilities</b>	<b>111,120</b>	<b>132,990</b>	<b>133,378</b>	<b>137,260</b>

Source: Company, PL

**Cash Flow (INR mn)**

Y/e Mar	FY25	FY26	FY27E	FY28E
PBT	3,050	3,580	5,782	7,206
Add. Depreciation	4,340	4,740	5,490	6,277
Add. Interest	2,750	3,400	3,258	2,919
Less Financial Other Income	180	50	100	100
Add. Other	90	150	(100)	(100)
Op. Profit before WC Changes	10,230	11,870	14,429	16,302
Net Changes-WC	2,070	(4,090)	(4,455)	(1,245)
Direct Tax	70	30	129	(330)
<b>Net Cash from Op. Activities</b>	<b>12,370</b>	<b>7,810</b>	<b>10,104</b>	<b>14,728</b>
Capital Expenditures	(13,750)	(11,210)	(7,000)	(6,000)
Interest / Dividend Income	150	40	100	100
Others	(340)	(240)	100	-
<b>Net Cash from Inv. Activities</b>	<b>(13,940)</b>	<b>(11,410)</b>	<b>(6,800)</b>	<b>(5,900)</b>
Issue of Share Cap. / Premium	(100)	(110)	3	-
Debt Changes	2,490	10,090	(5,348)	(4,313)
Dividend Paid	(360)	(360)	(275)	(342)
Interest Paid	(2,750)	(2,170)	(3,258)	(2,919)
Others	-	(10)	110	-
<b>Net Cash from Fin. Activities</b>	<b>(720)</b>	<b>7,440</b>	<b>(8,767)</b>	<b>(7,575)</b>
<b>Net Change in Cash</b>	<b>(2,290)</b>	<b>3,840</b>	<b>(5,464)</b>	<b>1,253</b>
Free Cash Flow	(1,450)	(3,430)	3,104	8,728

Source: Company, PL

**Quarterly Financials (INR mn)**

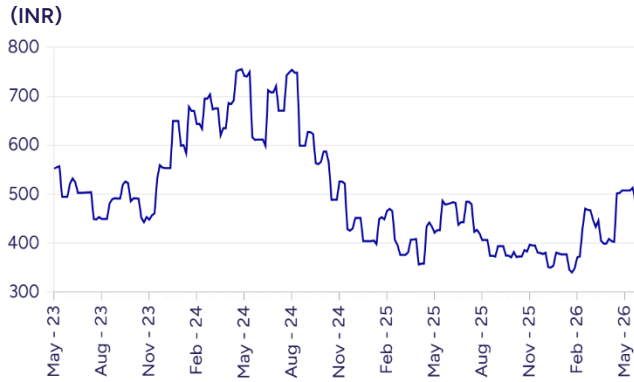
Y/e Mar	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>Net Revenues</b>	<b>16,750</b>	<b>21,000</b>	<b>23,180</b>	<b>22,050</b>
YoY gr. (%)	(9.7)	29.0	25.8	13.1
Raw Material Expenses	11,220	13,750	15,310	13,210
Gross Profit	5,530	7,250	7,870	8,840
Margin (%)	33.0	34.5	34.0	40.1
<b>EBITDA</b>	<b>2,110</b>	<b>2,910</b>	<b>3,210</b>	<b>3,410</b>
YoY gr. (%)	(31.0)	48.5	36.0	29.7
Margin (%)	12.6	13.9	13.8	15.5
Depreciation / Depletion	1,140	1,200	1,210	1,190
<b>EBIT</b>	<b>970</b>	<b>1,710</b>	<b>2,000</b>	<b>2,220</b>
Margin (%)	5.8	8.1	8.6	10.1
Net Interest	600	1,000	690	1,120
Other Income	40	-	20	(10)
<b>Profit before Tax</b>	<b>410</b>	<b>930</b>	<b>1,180</b>	<b>1,090</b>
Margin (%)	2.4	4.4	5.1	4.9
Total Tax	(20)	(130)	(150)	(260)
Effective Tax Rate (%)	(4.9)	(14.0)	(12.7)	(23.9)
<b>Profit After Tax</b>	<b>430</b>	<b>1,060</b>	<b>1,330</b>	<b>1,350</b>
Minority Interest	-	-	-	-
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>430</b>	<b>1,060</b>	<b>1,330</b>	<b>1,350</b>
YoY gr. (%)	(68.8)	107.8	183.0	40.6
Margin (%)	2.6	5.0	5.7	6.1
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>430</b>	<b>1,060</b>	<b>1,330</b>	<b>1,350</b>
YoY gr. (%)	(68.8)	107.8	183.0	40.6
Margin (%)	2.6	5.0	5.7	6.1
Other Comprehensive Income	40	(120)	(70)	(270)
<b>Total Comprehensive Income</b>	<b>470</b>	<b>940</b>	<b>1,260</b>	<b>1,080</b>
Avg. Shares O/s (m)	363	363	363	363
<b>EPS (INR)</b>	<b>1.2</b>	<b>2.9</b>	<b>3.7</b>	<b>3.7</b>

Source: Company, PL

**Key Financial Metrics**

Y/e Mar	FY25	FY26	FY27E	FY28E
<b>Per Share (INR)</b>				
EPS	9.1	11.6	15.2	18.9
CEPS	21.1	24.7	30.3	36.2
BVPS	154.8	164.5	178.7	196.6
FCF	(4.0)	(9.5)	8.6	24.1
DPS	0.5	0.6	0.8	0.9
<b>Return Ratio (%)</b>				
RoCE	6.2	6.8	8.2	9.1
ROIC	6.9	8.2	8.0	8.8
RoE	6.1	7.2	8.8	10.1
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.6	0.7	0.7	0.5
Net Working Capital (Days)	50	57	55	55
<b>Valuation (x)</b>				
PER	53.3	42.1	32.2	25.8
P/B	3.1	2.9	2.7	2.4
P/CEPS	23.0	19.7	16.1	13.4
EV/EBITDA	21.2	18.8	15.2	13.1
EV/Sales	2.9	2.6	2.2	2.0
Dividend Yield (%)	-	0.1	0.1	0.1
FCFF Yield (%)	-	(2.0)	1.7	4.9
PEG Ratio	(2.7)	1.5	1.0	1.0

Source: Company, PL

**Price Chart**

**Recommendation History**

No.	Date	Rating	TP (INR)	Share Price (INR)
1	09-Apr-26	ACCUMULATE	452	422
2	03-Feb-26	Accumulate	466	430
3	07-Jan-26	Accumulate	401	375
4	23-Dec-25	Accumulate	403	375
5	07-Nov-25	Hold	403	392
6	07-Oct-25	Hold	395	377
7	01-Aug-25	Hold	420	407
8	07-Jul-25	Reduce	420	477
9	02-Jul-25	Reduce	420	484
10	09-May-25	Reduce	394	449

**Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (INR)	Share Price (INR)
1	Aarti Industries	ACCUMULATE	452	422
2	Bharat Petroleum Corporation	Accumulate	332	308
3	Bharti Airtel	Accumulate	2313	2038
4	Clean Science and Technology	HOLD	720	732
5	Deepak Nitrite	REDUCE	1354	1473
6	Fine Organic Industries	BUY	5311	4492
7	GAIL (India)	Buy	170	145
8	Gujarat Fluorochemicals	HOLD	3316	3330
9	Gujarat Gas	Accumulate	342	313
10	Gujarat State Petronet	Hold	242	236
11	Hindustan Petroleum Corporation	Accumulate	421	380
12	Indian Oil Corporation	Accumulate	163	145
13	Indraprastha Gas	Buy	174	148
14	Jubilant Ingrevia	HOLD	657	635
15	Laxmi Organic Industries	REDUCE	116	125
16	Mahanagar Gas	Accumulate	1114	955
17	Mangalore Refinery & Petrochemicals	Sell	143	186
18	Navin Fluorine International	Accumulate	7297	6759
19	NOCIL	HOLD	163	165
20	Oil & Natural Gas Corporation	Accumulate	309	287
21	Oil India	Accumulate	511	482
22	Petronet LNG	Accumulate	269	255
23	Reliance Industries	BUY	1635	1328
24	SRF	HOLD	2531	2435
25	Sudeep Pharma	Reduce	638	682
26	Vinati Organics	ACCUMULATE	1372	1284

**PL's Recommendation Nomenclature (Absolute Performance)**

<b>BUY</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly

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