



# **Annual General Meeting**

**Date: August 4, 2015**



# New registered office

(inaugurated on January 21, 2015)

*Atul*  
touching lives...

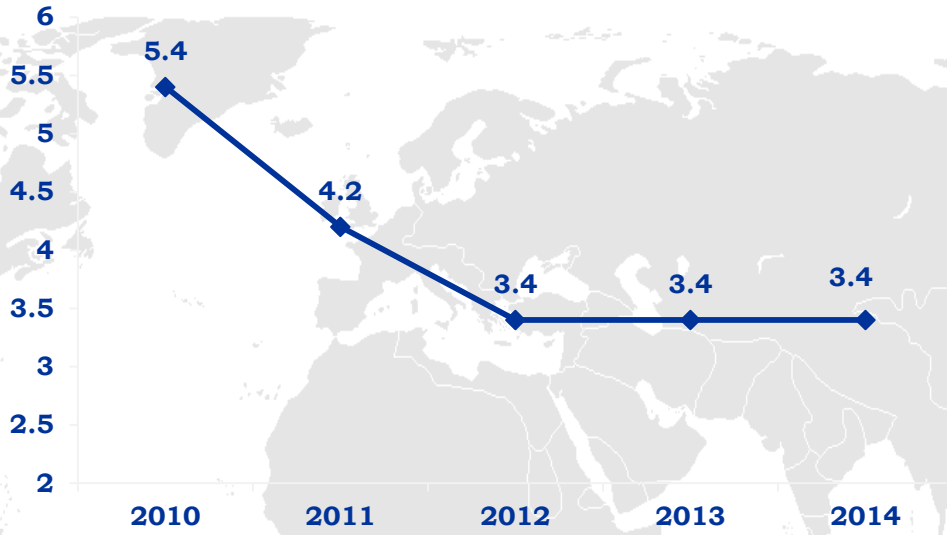




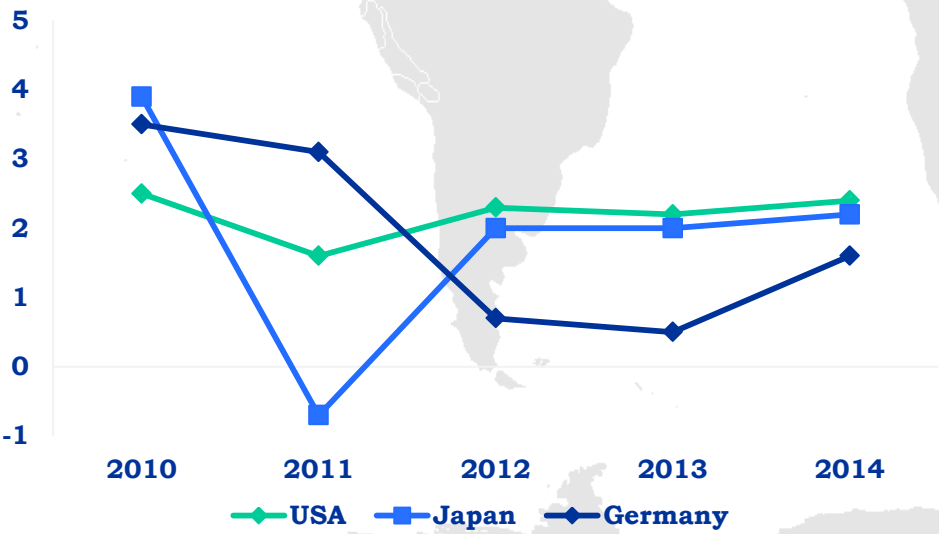
# World economic activity



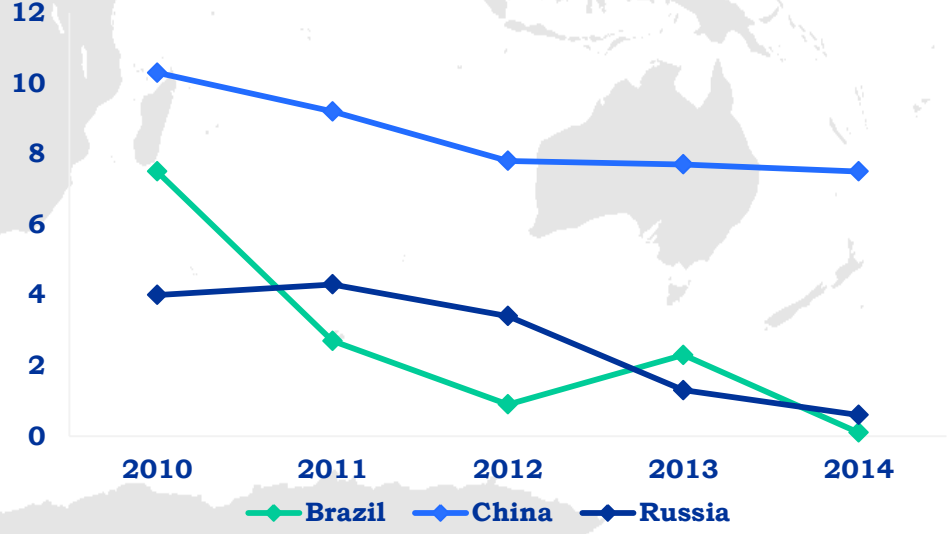
## World



## USA | Japan | Germany



## Brazil | China | Russia





# Performance trend



# Performance trend



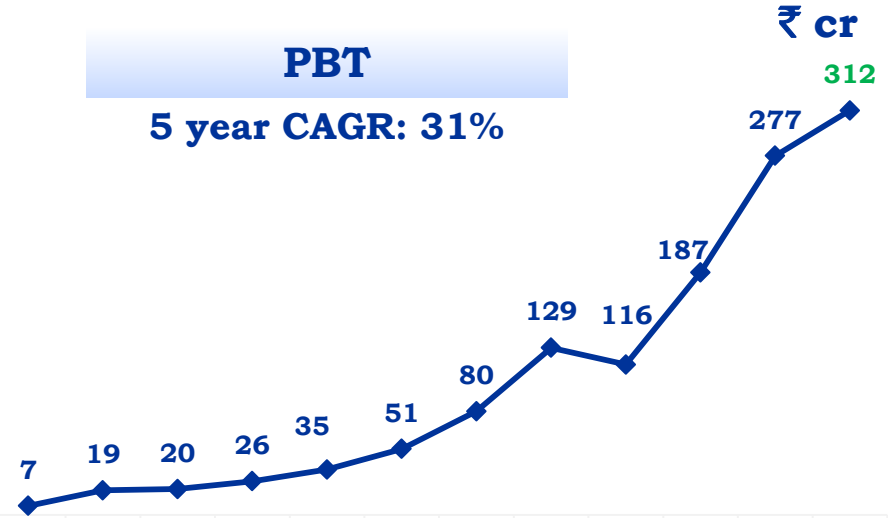
## Sales

11 year CAGR: 14%



## PBT

5 year CAGR: 31%

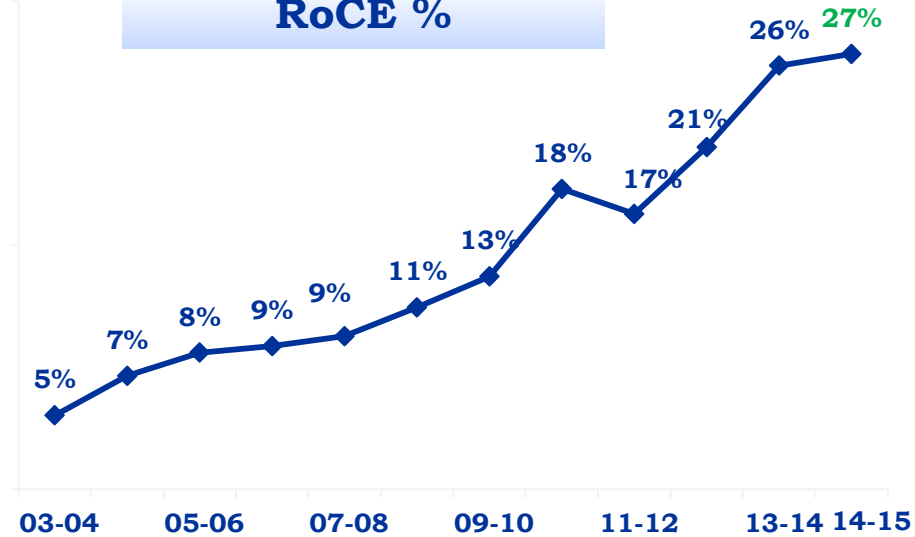


## EBIDTA %

5 year CAGR: 22%

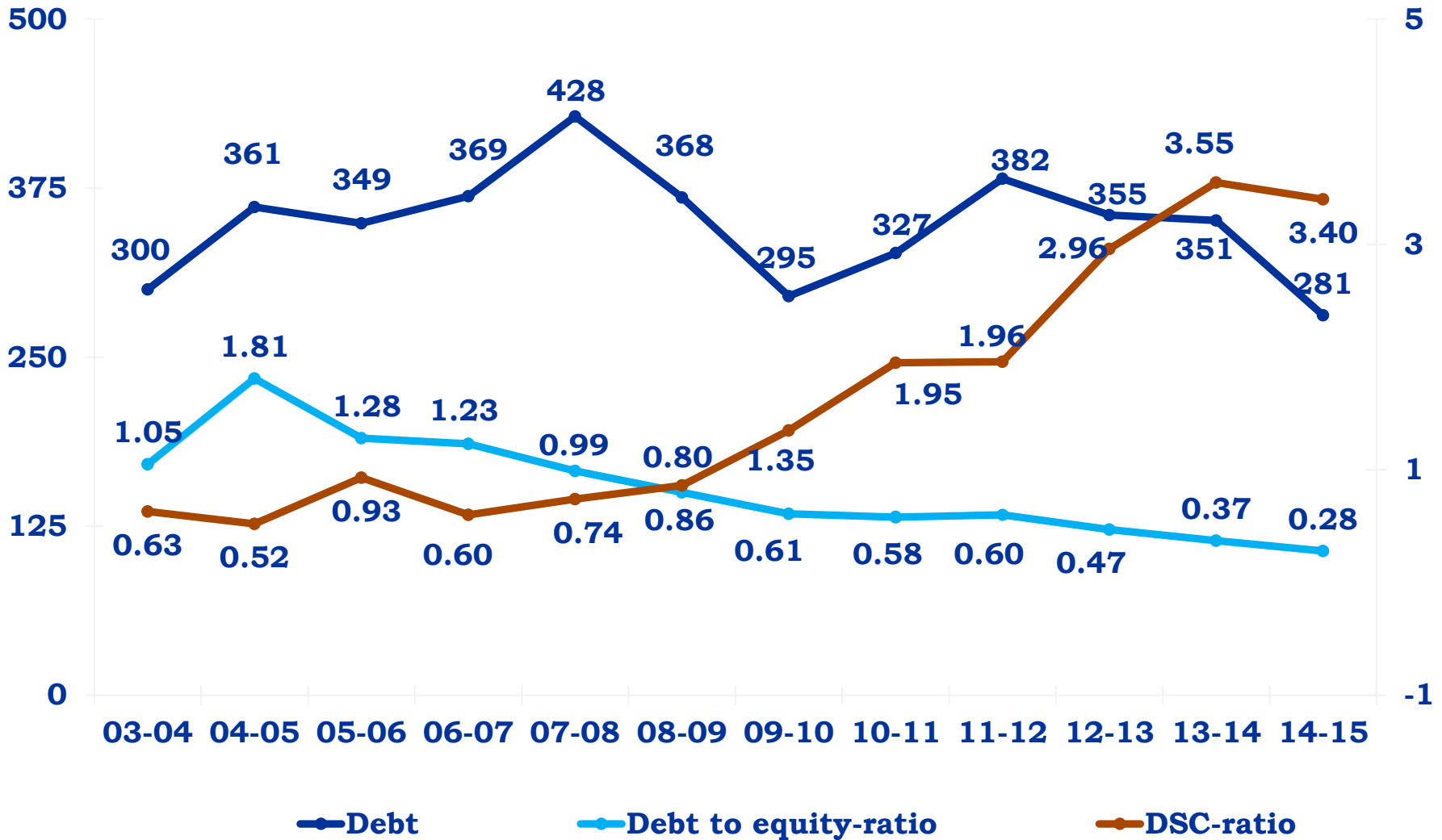


## RoCE %





# Borrowings



**Sales increased by ~152%, borrowings decreased by ~34%**  
Base: 07-08

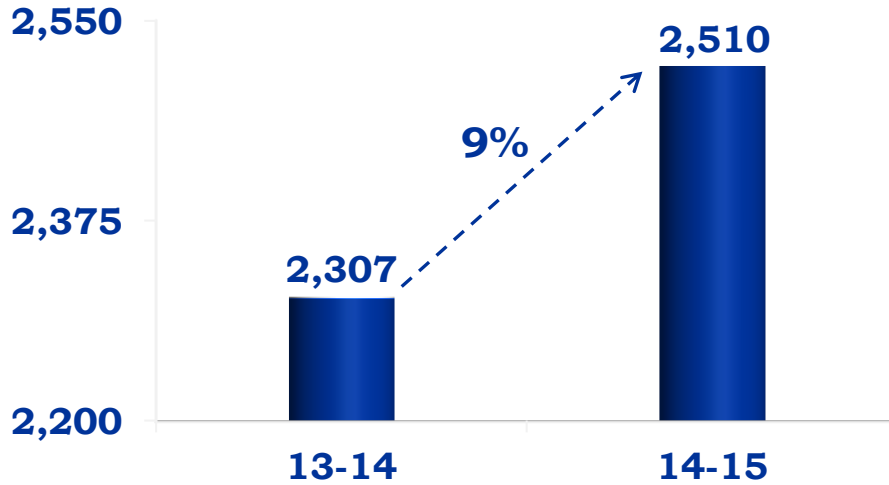


# **2014-15 Financial performance**

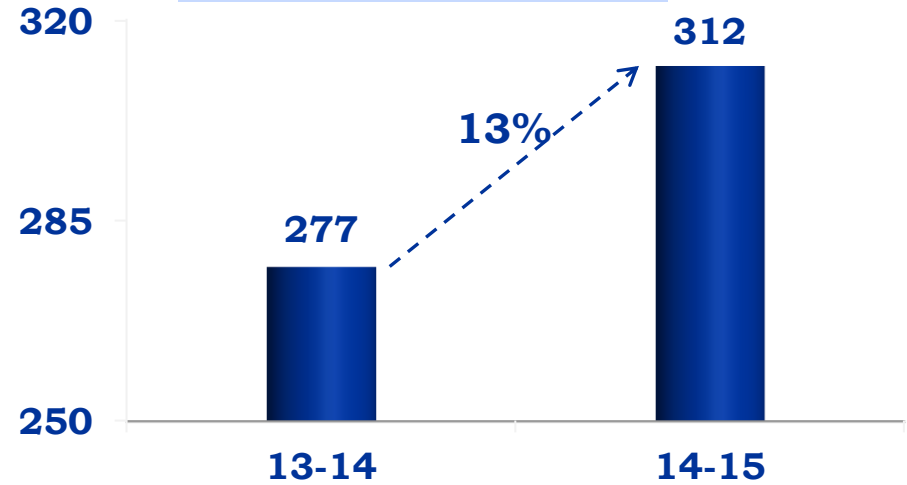


# 2014-15 Financial performance

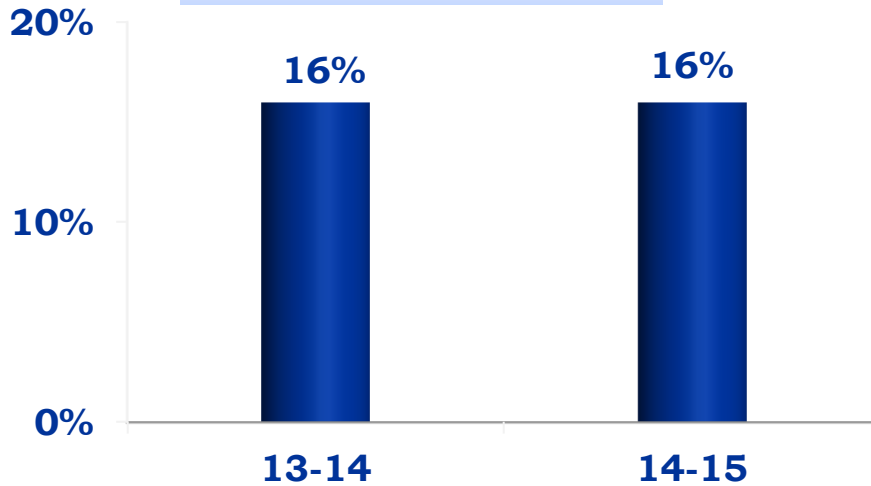
### Sales



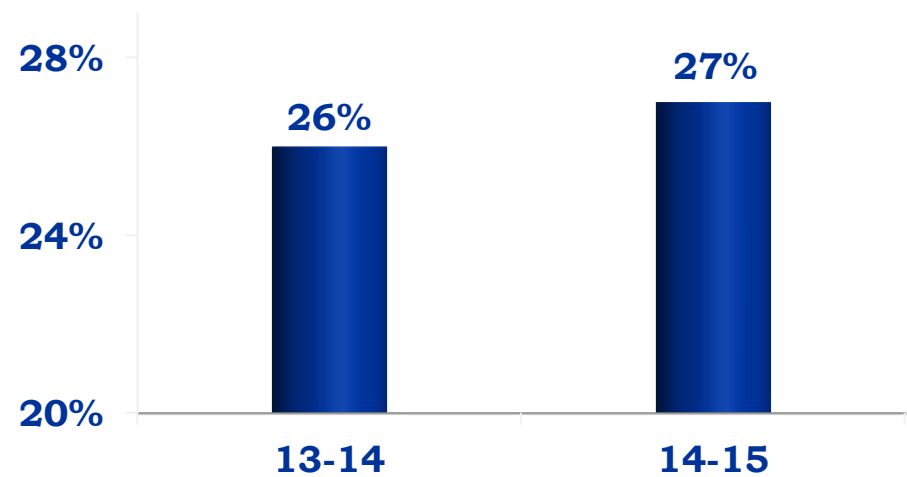
### PBT



### EBIDTA %



### RoCE %





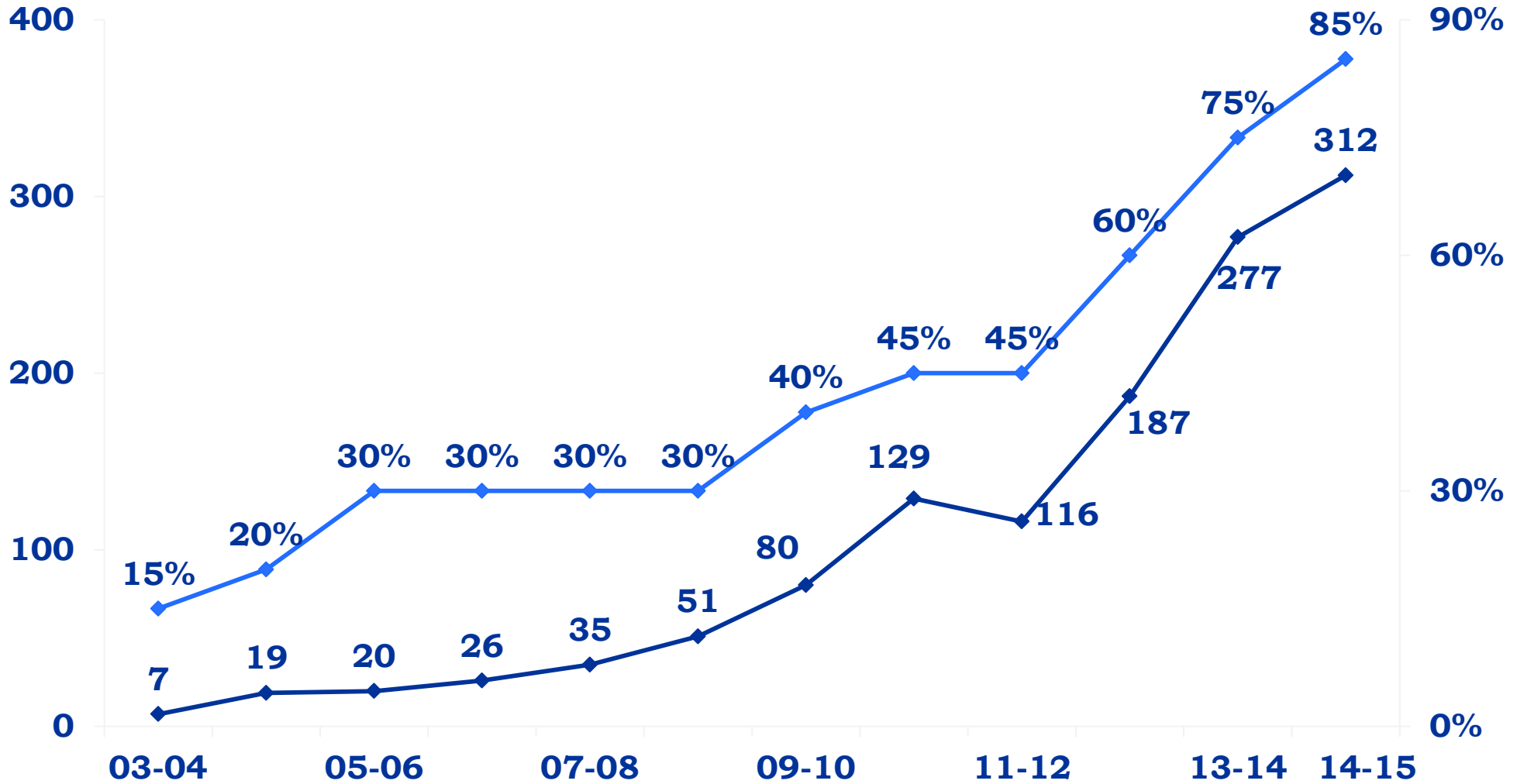


# Dividend



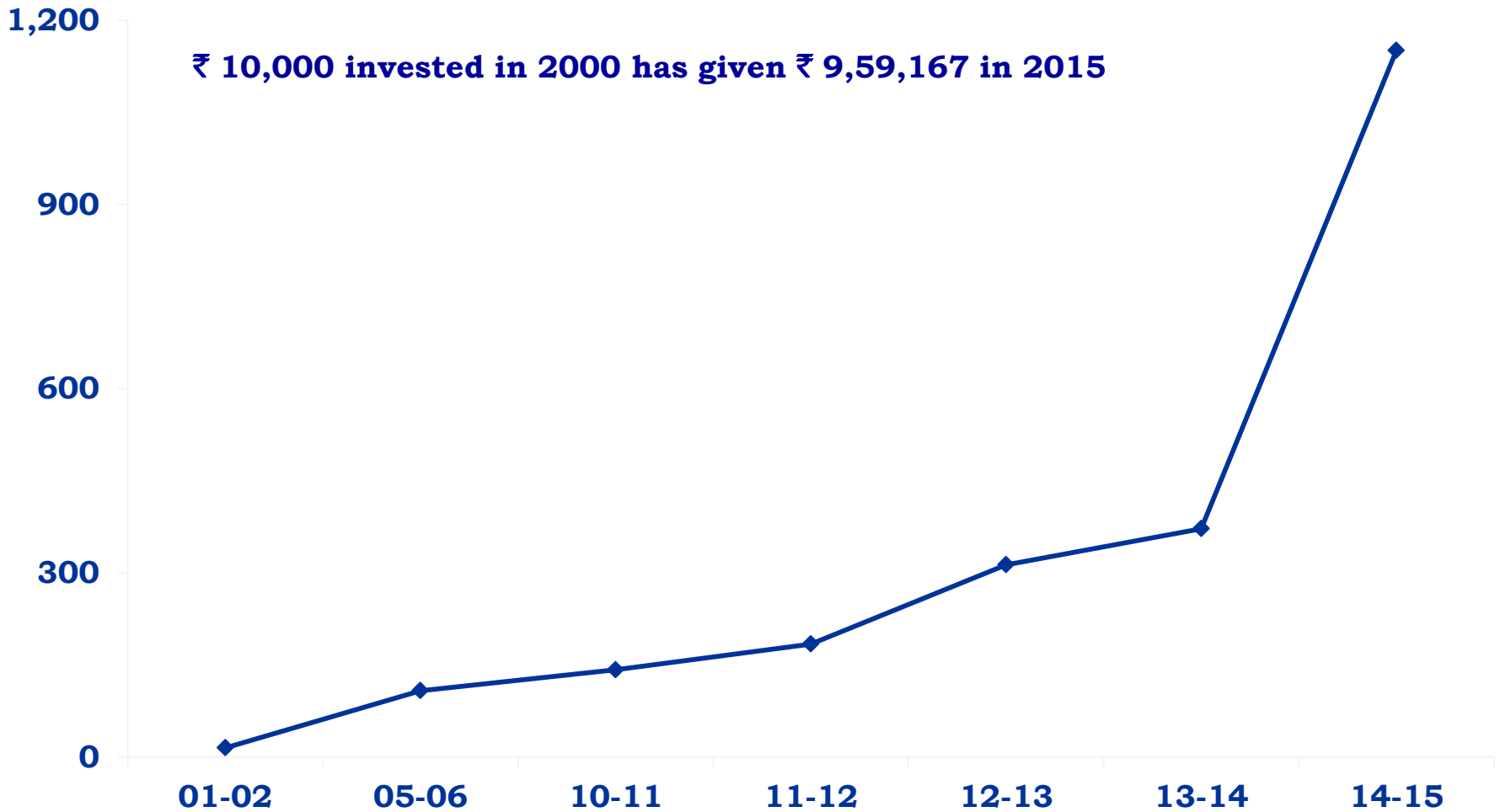
PBT ₹ cr

Dividend %





# Market price



**Atul share price has grown by 7,573% over past 14 years**



# Projects



# Projects



₹ cr

## Projects completed

Business	Investment	Sales*
CP	21	88
BI	8	33
PO	2	20
CP	2	2
<b>Total (A)</b>	<b>33</b>	<b>143</b>

## Projects under completion

Business	Investment	Sales*
PO	31	232
AR	48	152
PI	70	82
BI	67	68
PO	13	19
FL	2	1
U&S	90	0
<b>Total (B)</b>	<b>321</b>	<b>554</b>
<b>Total (A)+(B)</b>	<b>354</b>	<b>697</b>

\*Full capacity

~700



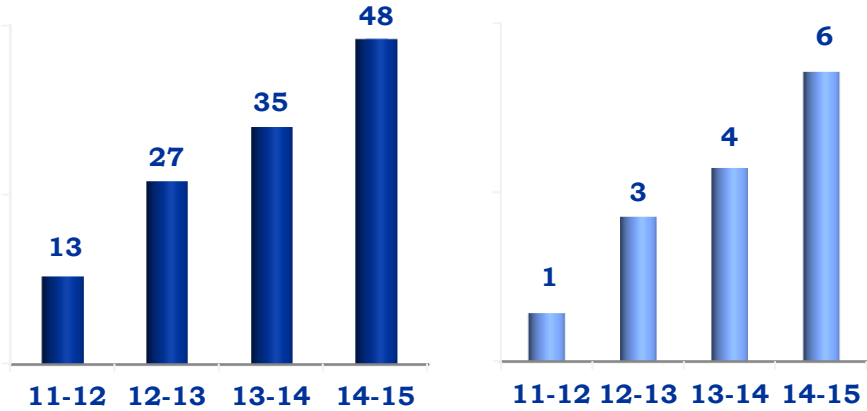
## **Subsidiary and JV companies**



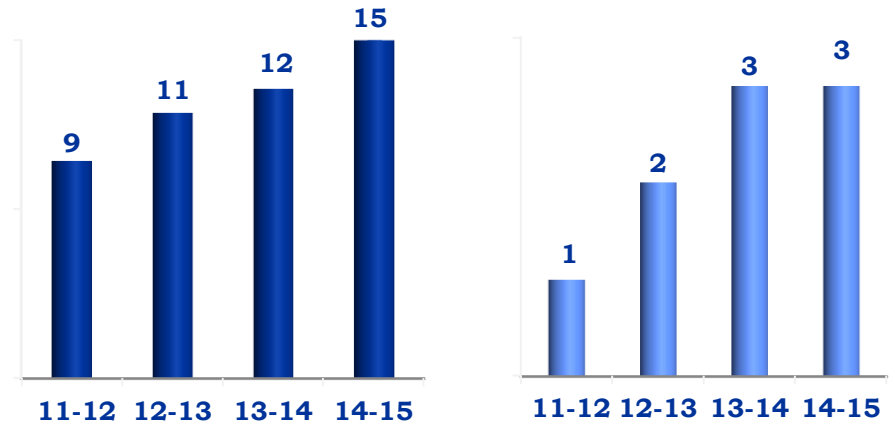
# Subsidiary and JV companies



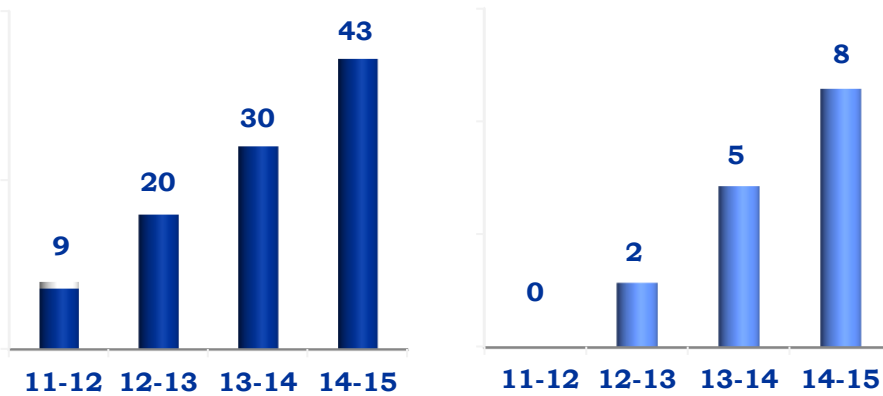
## Atul Bioscience Ltd



## DPD Ltd



## Rudolf Atul Chemicals Ltd



## Atul Rajasthan Date Palm Ltd

**Production to commence in 2015-16**

■ Sales

■ PBT



# Subsidiary companies



<b>Name</b>	<b>YoI</b>	<b>Continent</b>
<b>Atul USA</b>	<b>1994</b>	<b>North America</b>
<b>Atul Europe</b>	<b>1996</b>	<b>Europe</b>
<b>Atul China</b>	<b>2004</b>	<b>China   Asia</b>
<b>Atul Brazil</b>	<b>2011</b>	<b>South America</b>
<b>Atul Middle-East</b>	<b>2015</b>	<b>Africa, Asia (excluding China   India)</b>



# Financials

(For Q1)



	2015-16		2014-15	
	Q1	Q4	Q1	Q1
<b>Sales</b>	<b>576</b>	<b>606</b>	<b>636</b>	<b>636</b>
<b>PBT</b>	<b>87</b>	<b>62</b>	<b>86</b>	<b>86</b>
<b>EBIDTA %</b>	<b>17%</b>	<b>14%</b>	<b>16%</b>	<b>16%</b>
<b>RoCE %</b>	<b>28%</b>	<b>23%</b>	<b>32%</b>	<b>32%</b>





# Growth drivers



- **Expansion of existing products**
- **Introduction of downstream and (or) related products**
- **Seeding new products and businesses**



# HR processes



- **Recruitment**
- **Training and development**
- **Performance management**





# Serving society (AIVE)





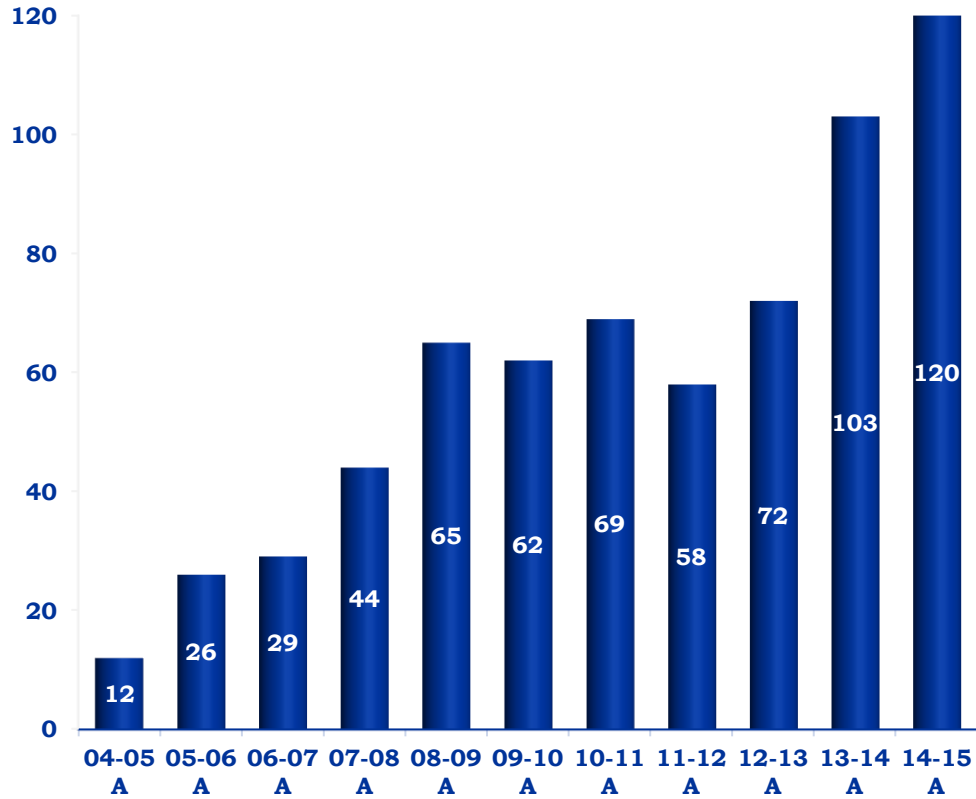
# Grow business

by developing own brands



₹ cr

CP



PO

