

An aerial photograph of a lush green landscape. In the background, a large, forested mountain rises under a blue sky with scattered white clouds. The foreground features a central roundabout with a fountain and several palm trees. The roundabout is surrounded by a paved road that splits into three directions. The overall scene is vibrant and scenic.

Atul

WELCOME

Annual General Meeting 2022

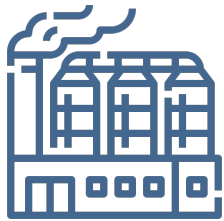
entry to the first manufacturing site of Atul

First interactive annual report



Resilient | Responsive | Rising

Theme



Operations



Growth



People

Great things are done by a series of small things brought together.
~ Vincent Van Gough

Financials 2021-22

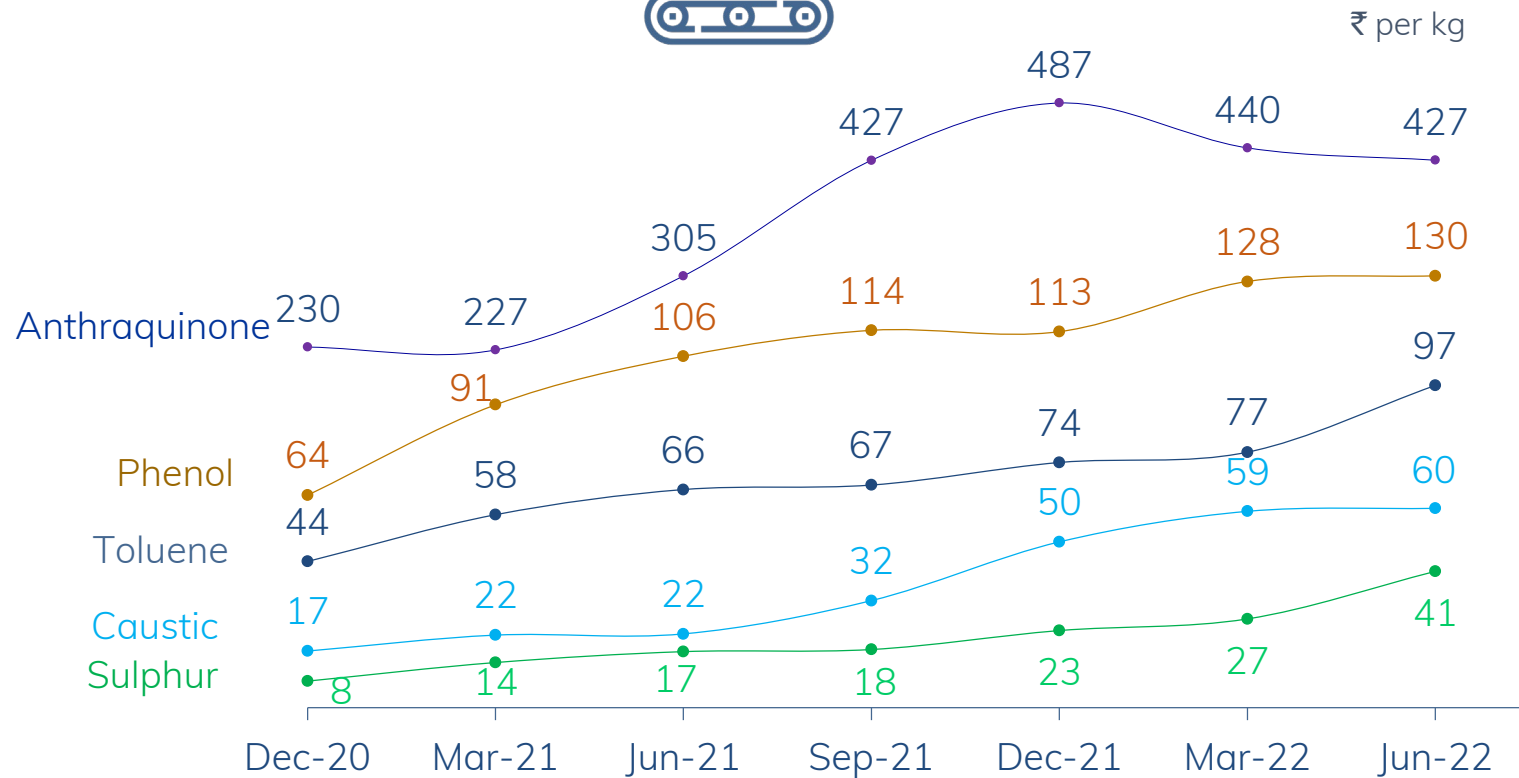


₹ cr

	2021-22	2020-21
Sales	4,929	3,460
EBIDTA	953	895*
EBIDTA %	19%	26%*
PBT	804	773*
RoCE %	24%	30%

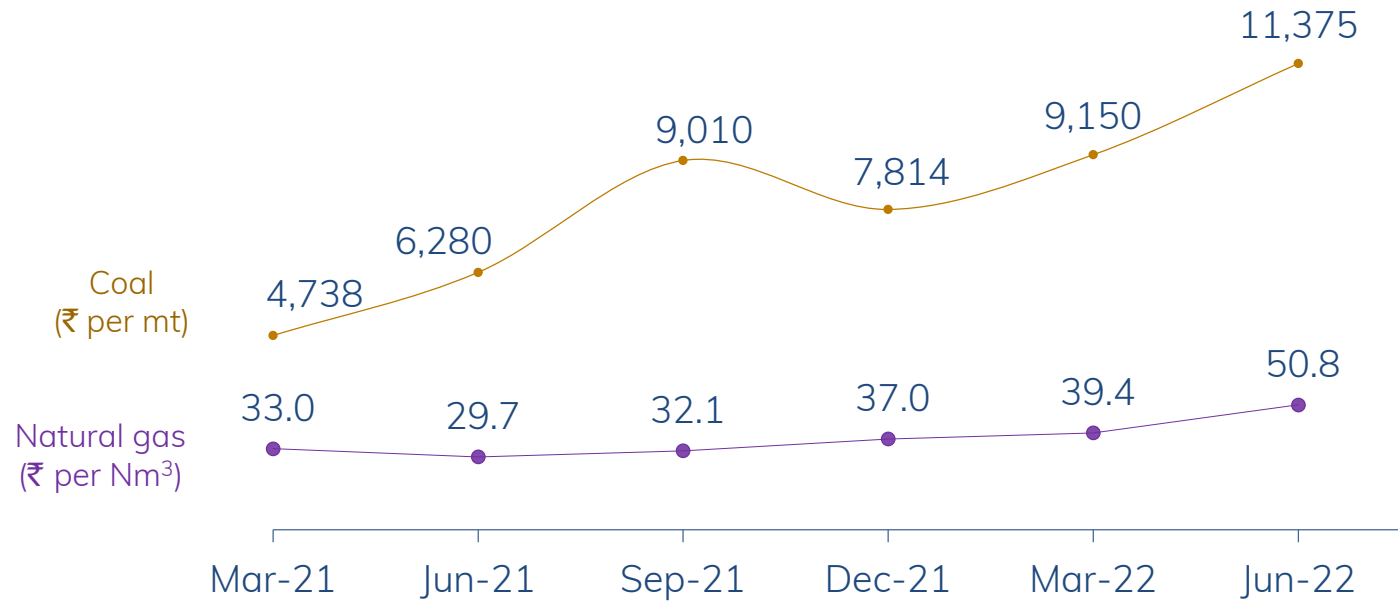
* excluding one-time dividend of ₹ 55 cr

Raw material prices



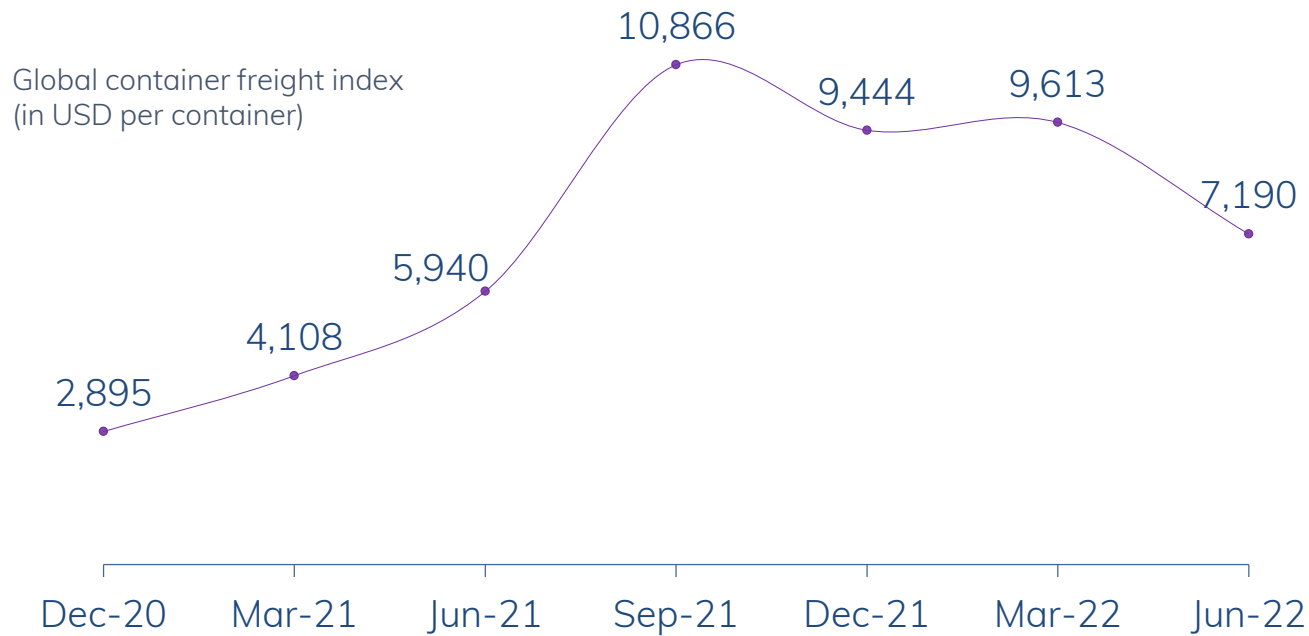
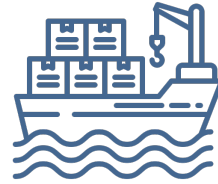
- Key raw material prices have increased between 20% to 200%

Fuel prices



- Coal prices have increased by 100%

Freight rates



- Availability of containers and ships was a challenge
- Freight rates have tripled

Portfolio



25 new products and formulations

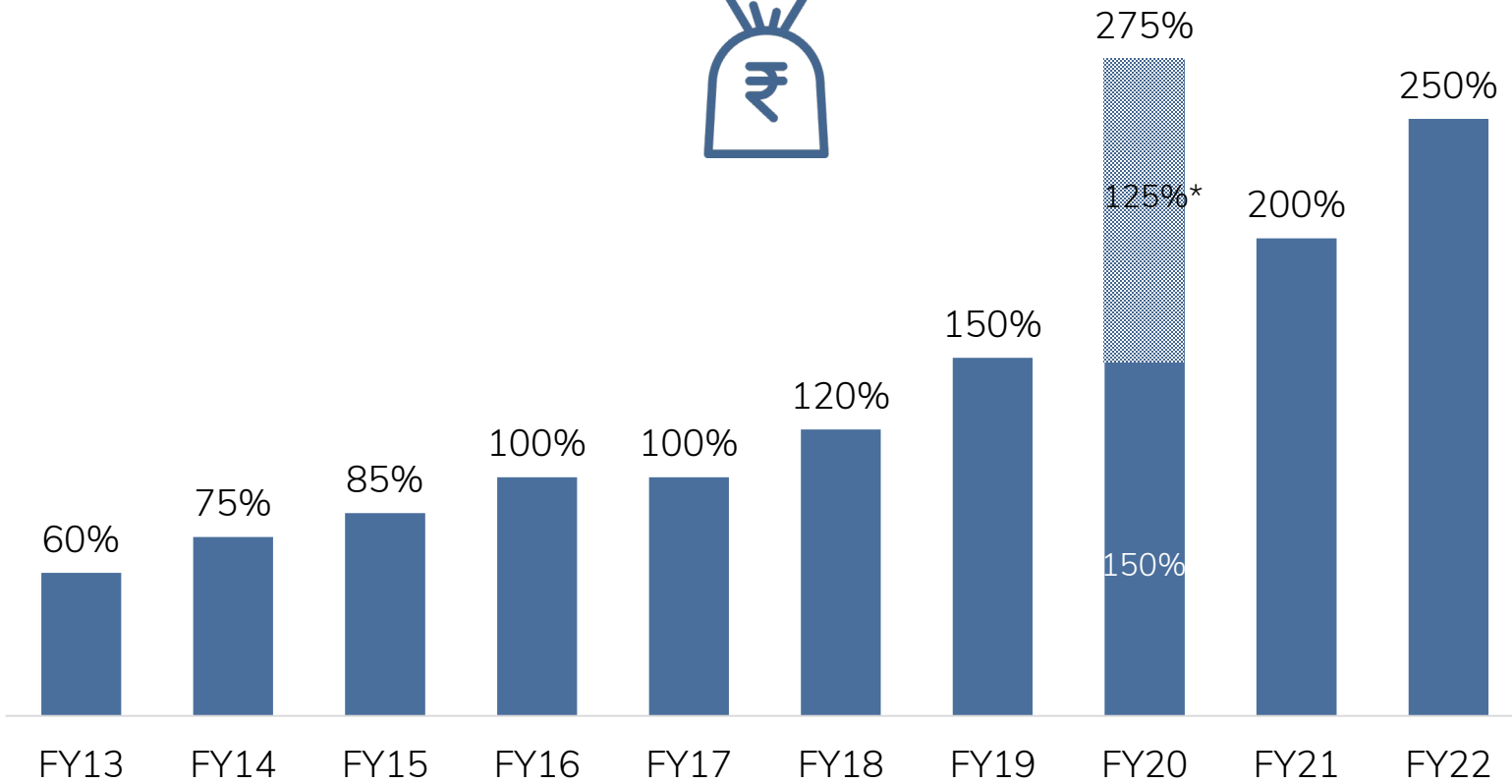
900 + 400 products and formulations



238 new customers

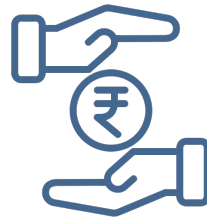
4,000 customers

Dividend



* special dividend to commemorate 125th birth anniversary of the Founder

Buyback of equity shares



number

73,296

amount

~ ₹ 70* cr

* excluding transaction cost

Financials of subsidiary, JV and associate entities (production)*



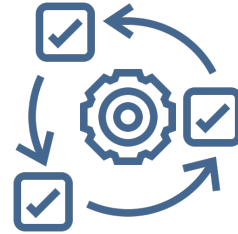
₹ cr

	2021-22	2020-21
Revenue	518	309
EBIDTA	106	68
EBIDTA %	21%	22%
PBT	47	42

Best days are still ahead

* Amal, Anaven, Atul Bioscience, Atul Rajasthan Date Palms, DPD, Rudolf Atul Chemicals, Osia Infrastructure

Enhancing performance



people



processes



increase in efficiency

+

increase in productivity

Everything can be improved.
~ Clarence Barron

Projects*



investment of
~ ₹ 1,600 cr



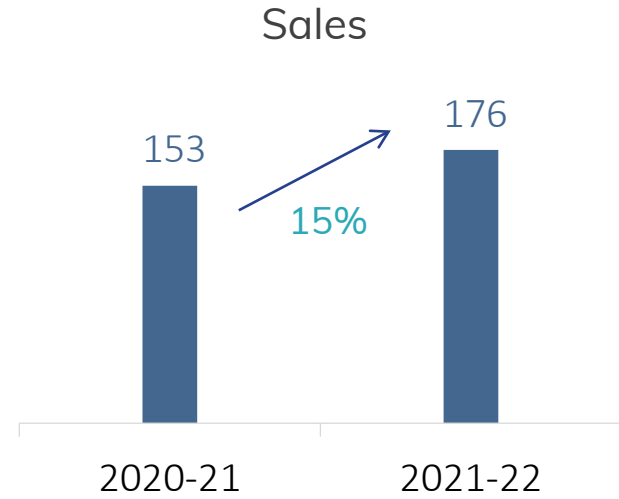
sales of
~ ₹ 2,300 cr

* including JVs, subsidiary companies and associate entities

Crop Protection, Retail



Herbicides



Fungicides

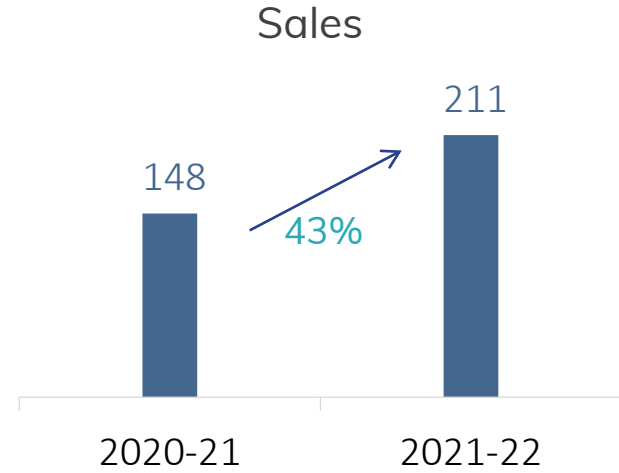


Insecticides



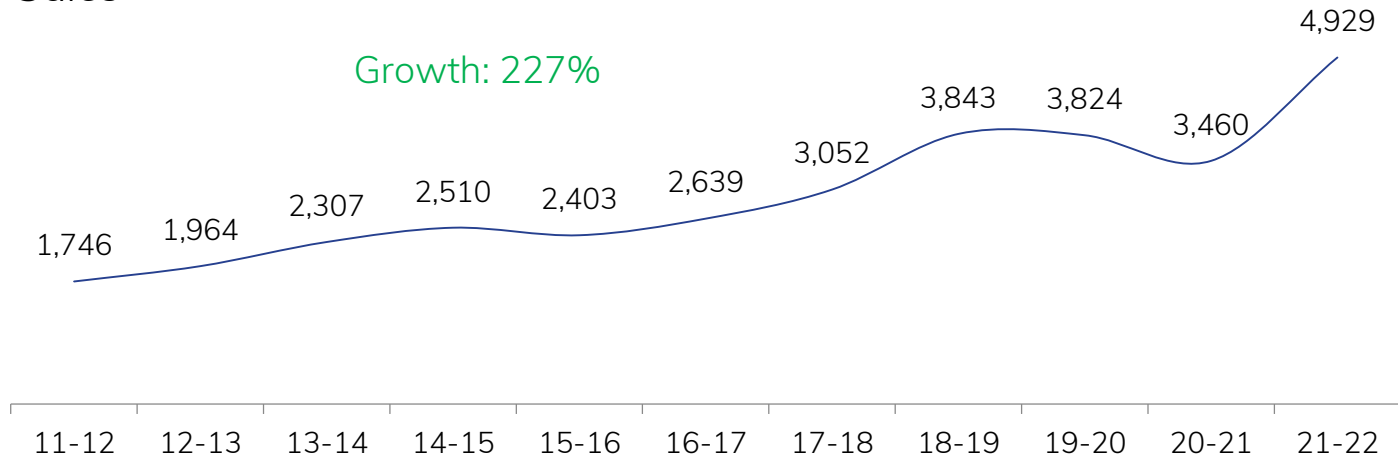
Bio-stimulants

Polymers, Retail

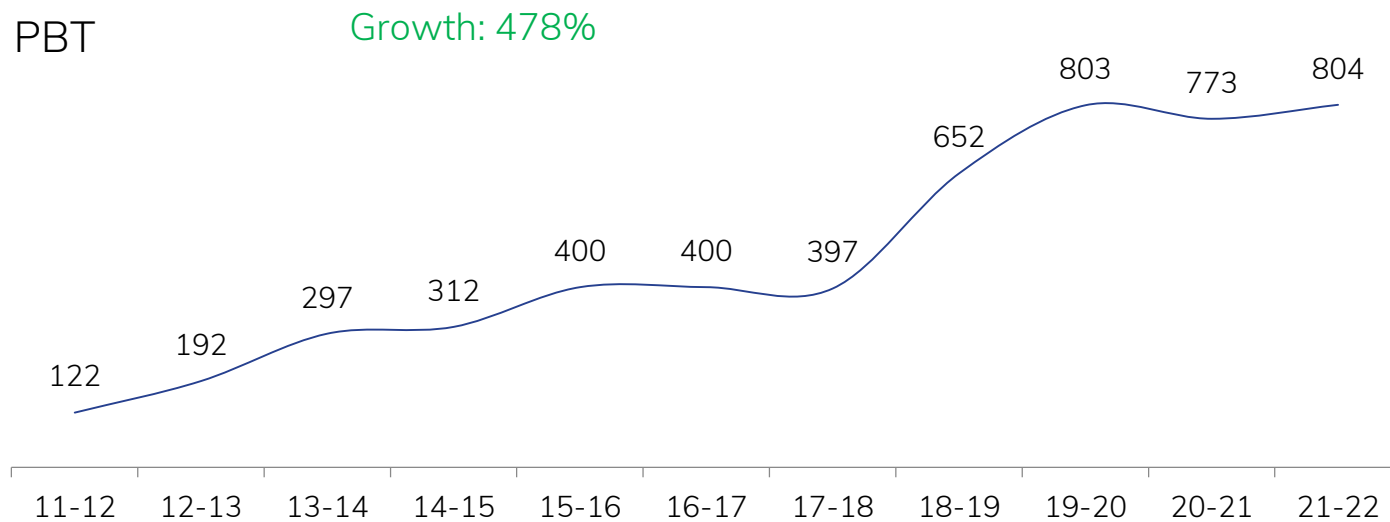


Performance trend standalone

Sales



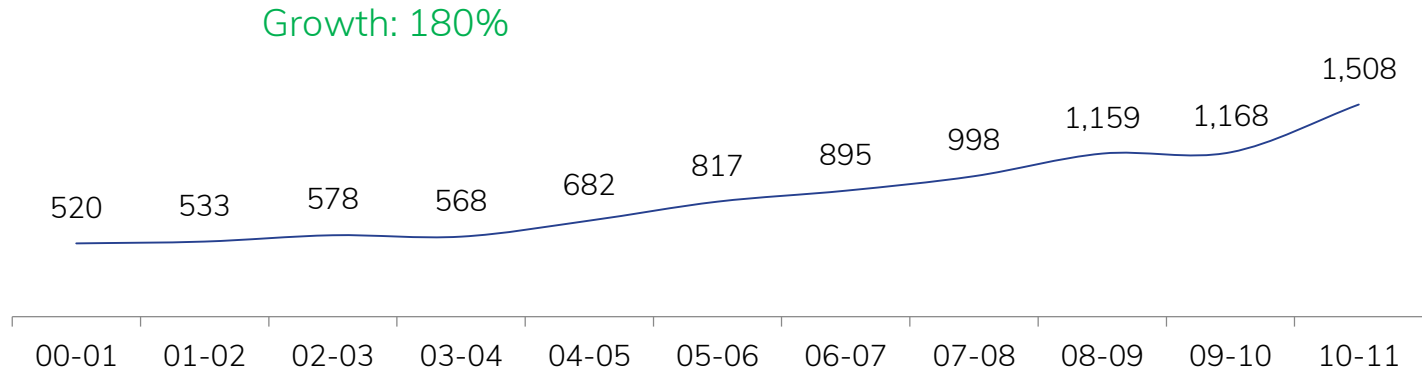
PBT



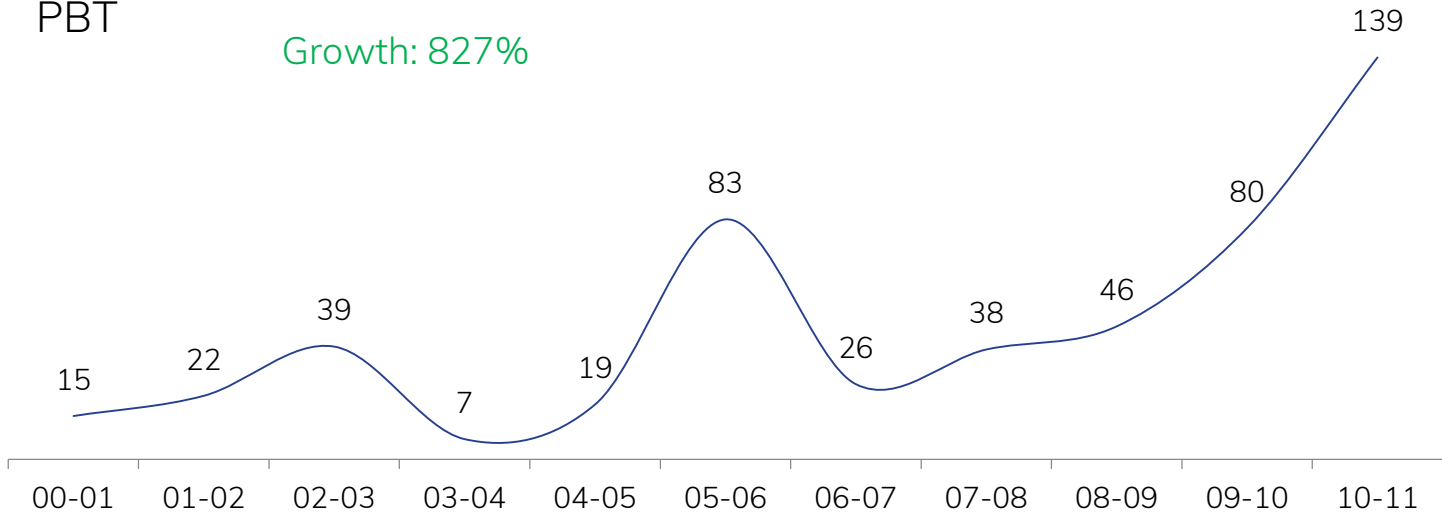
Performance trend standalone

₹ cr

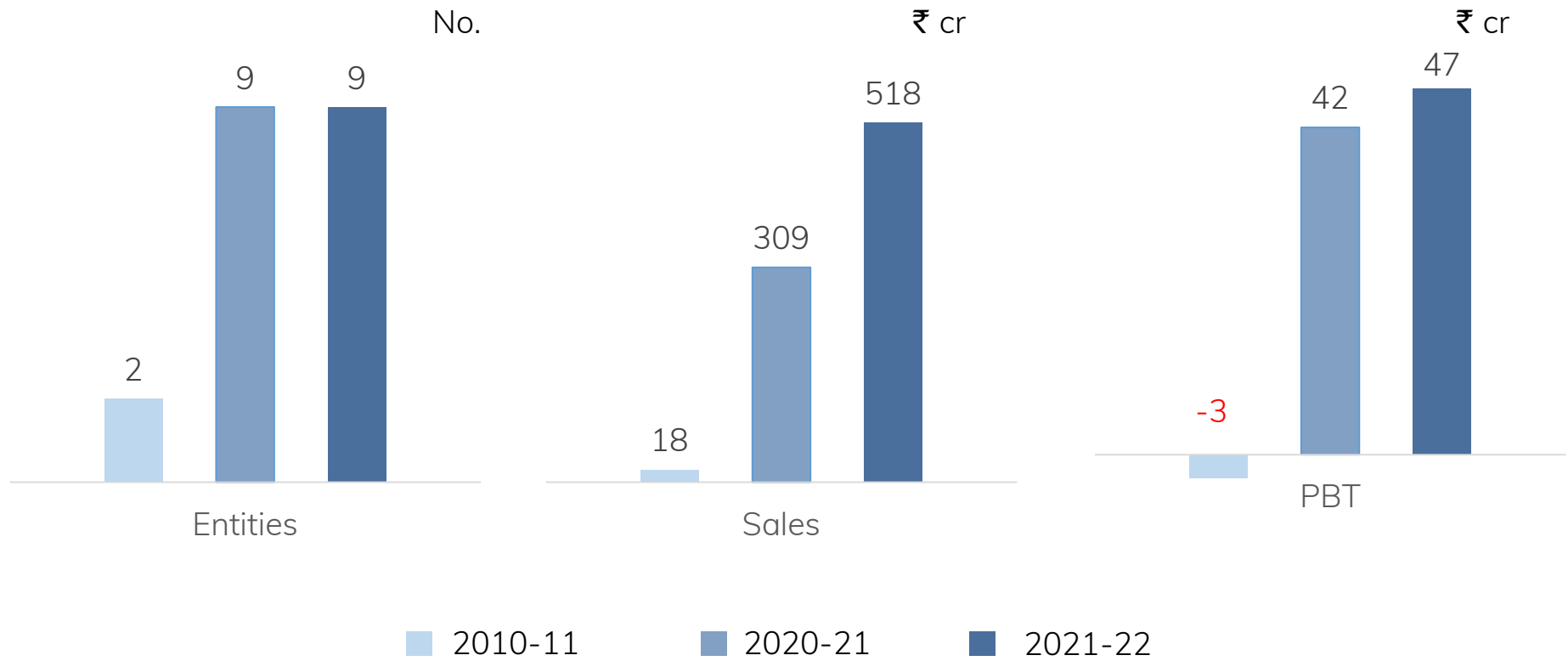
Sales



PBT



Subsidiary, JV and associate entities



HR processes



recruitment



employee care



training



performance
management
system

To handle yourself, use your head; to handle others, use your heart.
~ Eleanor Roosevelt

Q1 financials



₹ cr

	2022-23	2021-22
	Q1	Q1
Sales	1,407	1,025
EBIDTA	268	236
EBIDTA %	19%	23%
PBT from operations	248	205
PBT	213*	210
RoCE %	23%	27%

* after write-off of ₹ 35 cr consequent to fire

Q1 financials subsidiary, JV and associate entities (production)*

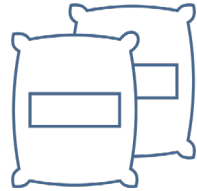


₹ cr

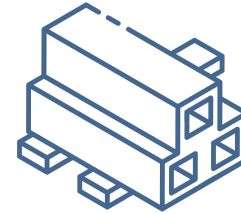
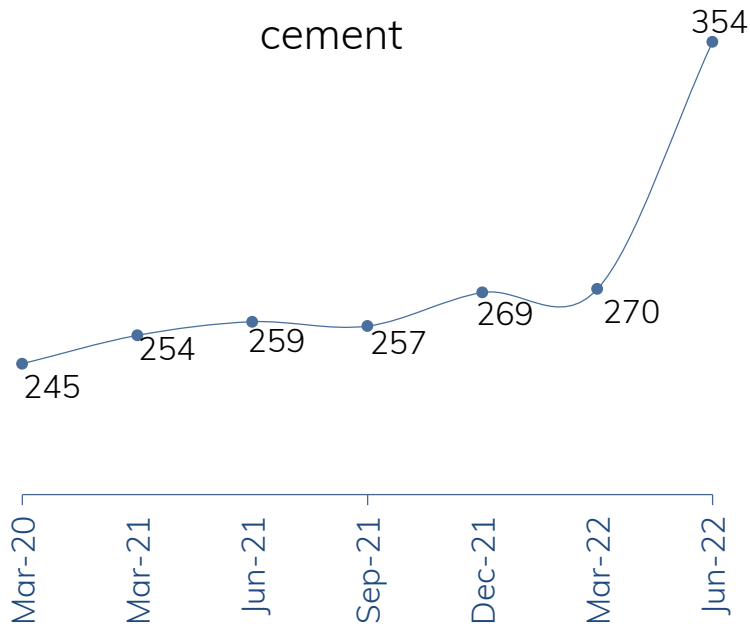
	2022-23	2021-22
	Q1	Q1
Sales	151	93
EBIDTA	32	24
EBIDTA %	21%	26%
PBT	16	6

* Amal, Anaven, Atul Bioscience, Atul Rajasthan Date Palms, DPD, Rudolf Atul Chemicals, Osia Infrastructure

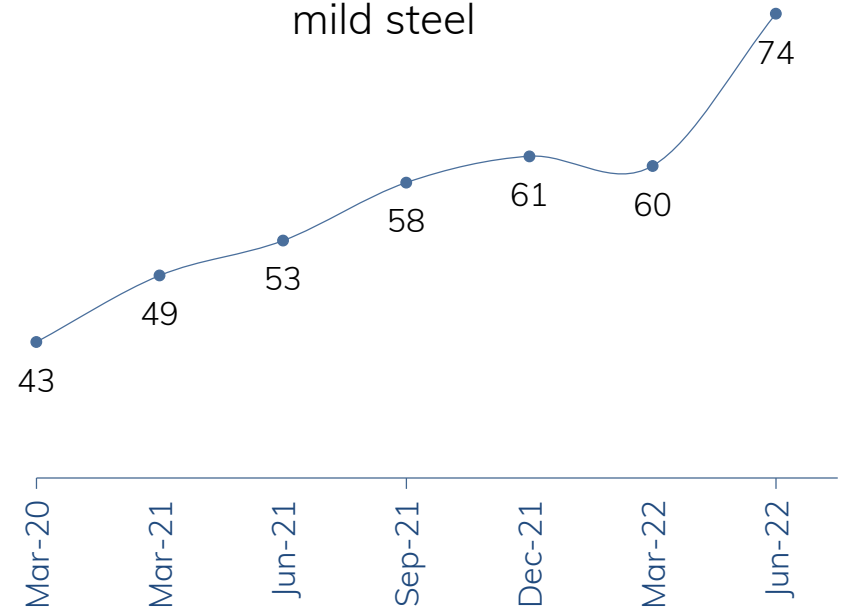
Steel and cement prices



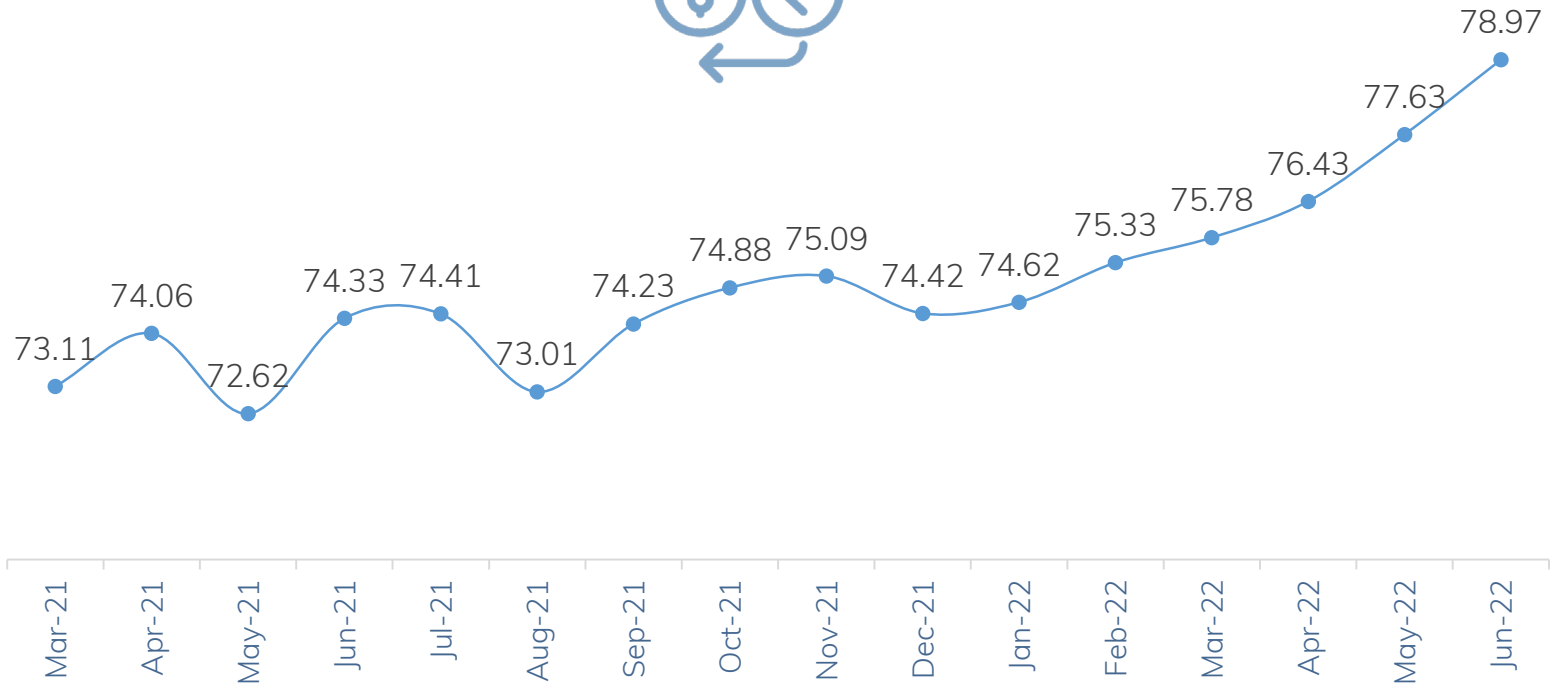
cement



mild steel

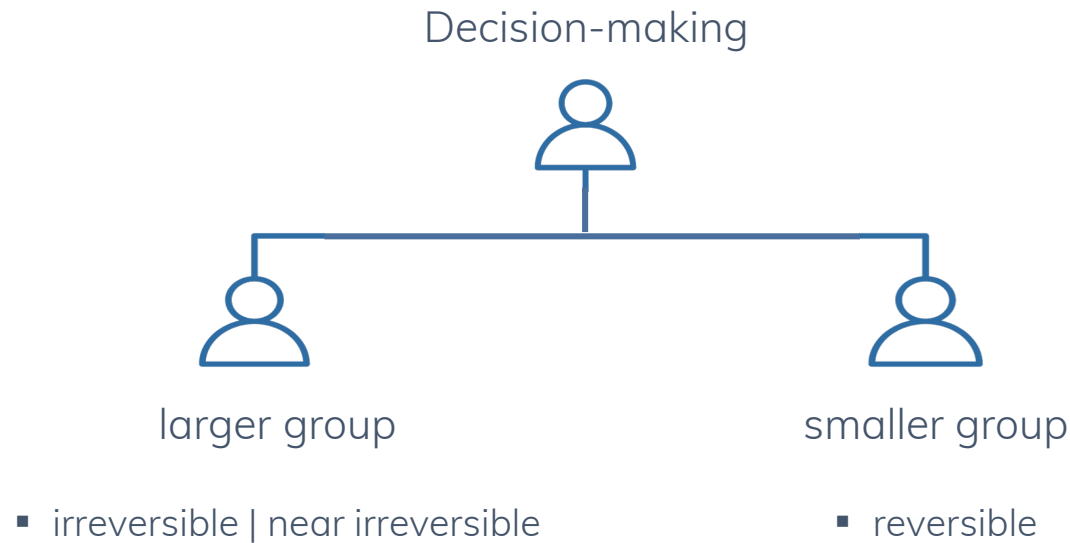


FOREX



rupee depreciated by 8%

Delegation



methodical and timely decision making

Good leaders liberate rather than limit human talent.
~ Napoleon Bonaparte

Serving the society



Kalyani Shala



Atul Vidyalaya



Atul Vidyamandir



Atul Institute of Vocational Excellence

Atul Foundation

Atul Foundation is committed to fostering sustainable socio-economic upliftment, particularly in the lives of the underprivileged through relevant programs | projects namely:



Education



Empowerment



Health



Relief



Infrastructure



Conservation

Education

Nurtured 13,480 children through quality education



Atal Tinkering Laboratory at Atul Vidyalaya



Tablet laboratory at Kalyani Shala



Atul Adhyapika project



Ojas project

Empowerment

Empowered 8,938 tribal youth and women through vocational training and other initiatives



Vocational courses at AIVE



Distribution of toolkits for micro-entrepreneurs



Atul Uttara – self-help group project



Godaan project

Health

Helped 22,651 children, youth, men and women through various health programs



Eye camps



Medical camps



Atul nutrition garden project



Sampoorna project

Health

Initiatives	Number of camps		Beneficiaries	
	2021-22	Cumulative ¹	2021-22	Cumulative ¹
Eye camp ²	15	200	5,876	71,502
Blood donation camp ²	35	354	3,258	50,562
Yoga workshop		15		404
Mega medical camp ²		23		23,900
ENT camp		1		126
Autistic children camp		1		6
Medical camp ²	1	24	301	8,405
Food and nutrition workshop		18		640
Total	51	636	9,435	1,55,545

Collected highest number of blood units and treated highest number of eye patients till date.

¹ Cumulative includes camps and beneficiaries of 2021-22

² In collaboration with different organisations

Relief

Supported 1,586 poor people during COVID-19 pandemic



Support to needy during COVID-19



Distribution of grocery kits to poor families



Support to hospitals to buy equipment



Support to step-up COVID-19 care center

Infrastructure

Improved infrastructure facility in 12 villages



Renovation of anganwadi



Renovation of community hall



Renovation of toilet block



Development of children park

Conservation

11,456 people benefitted through conservation initiatives



Ujjwal Atul – waste management project



Natural resource management project



Solar project



Protection of animals project

Recognitions

Award: UNSDGs* champion



Atul Vidyamandir received UNSDGs* Champion award in rural category. AR Cedtech, SDG Choupal and Earth Day Network announced the award at the launch of Global Sustainability Awards, 2021.

* United Nations Sustainable Development Goals

Award: CSR excellence



Atul Foundation received the CSR Excellence Award at the 24th HR Convention 2022, organised by the Faculty of Social Work, The Maharaja Sayajirao University of Baroda.

Team Atul





Atul completes 75 years of
incorporation on
September 05, 2022

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Atul Ltd

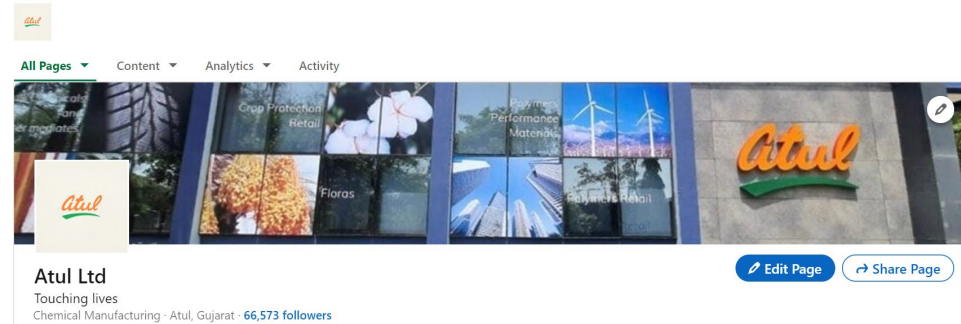
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