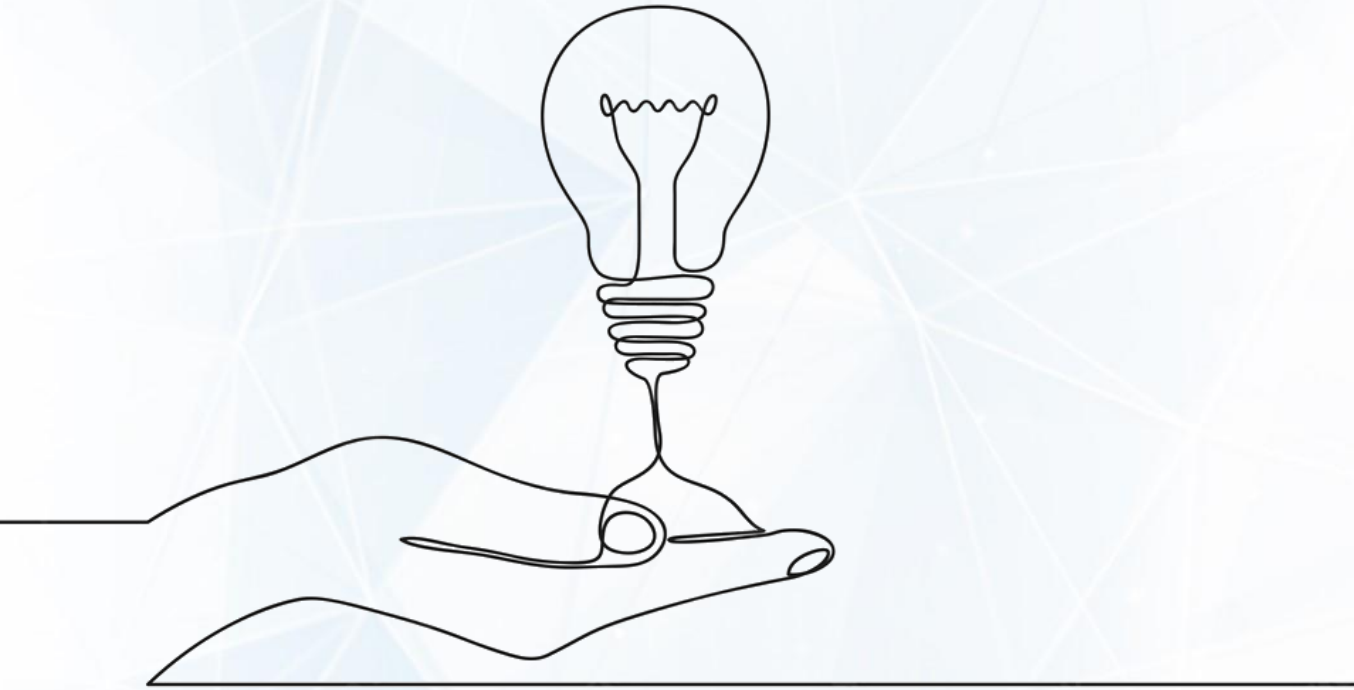


welcome

Annual General Meeting 2024



Learning through interaction



A good discussion
increases the dimensions
of everyone who takes part.

– Randolph Bourne

Integrated reporting

United Nations Sustainable Development Goals



[Corporate Overview](#)
[Performance Overview](#)
[Governance Overview](#)

Pillars of value creation

Our Company optimises the deployment of the six capitals across its operations to maximise value for its stakeholders.

Financial capital

This refers to the monetary pool that is available to an organisation for production of its goods or provision of its services. It is usually obtained from equity, debt and (or) generated through operations.

Our Company is committed to efficiently using its monetary resources (generated from its operations) to deliver long-term sustainable growth and thus enhance its value and share it with all its stakeholders.

Manufactured capital

This refers to the manufacturing assets (such as buildings, machineries and plants) that the organisation depends upon for carrying out its operations. It also comprises products manufactured by an organisation whether for sale or for its own use.

Our Company is committed to safely improving efficiencies and increasing capacities (debottlenecking and new), incorporating initiatives related to digitalisation and deliver quality products to its consumers.

Human capital

This refers to the strength of team members within an organisation. It encompasses their knowledge, skills and attributes. It also comprises their alignment with and support for the governance framework.

Our Company is committed to continually enriching and empowering its team members through upskilling, thus fulfilling their aspirations while creating a purpose-led and future-ready organisation.

Natural capital

This refers to all renewable and non-renewable resources that are used by an organisation for manufacturing, producing goods or providing services. It comprises amongst others air, forests, land, minerals and water.

Our Company is committed to managing its ecological footprint through sustainable sourcing and initiatives to mitigate risks related to climate change, pollutants and water scarcity, thus create a positive impact on the planet.

Intellectual capital

This refers to the knowledge base of an organisation. It comprises, amongst others, intellectual properties like copyrights, patents, procedures, protocols, rights and licenses, softwares and systems.

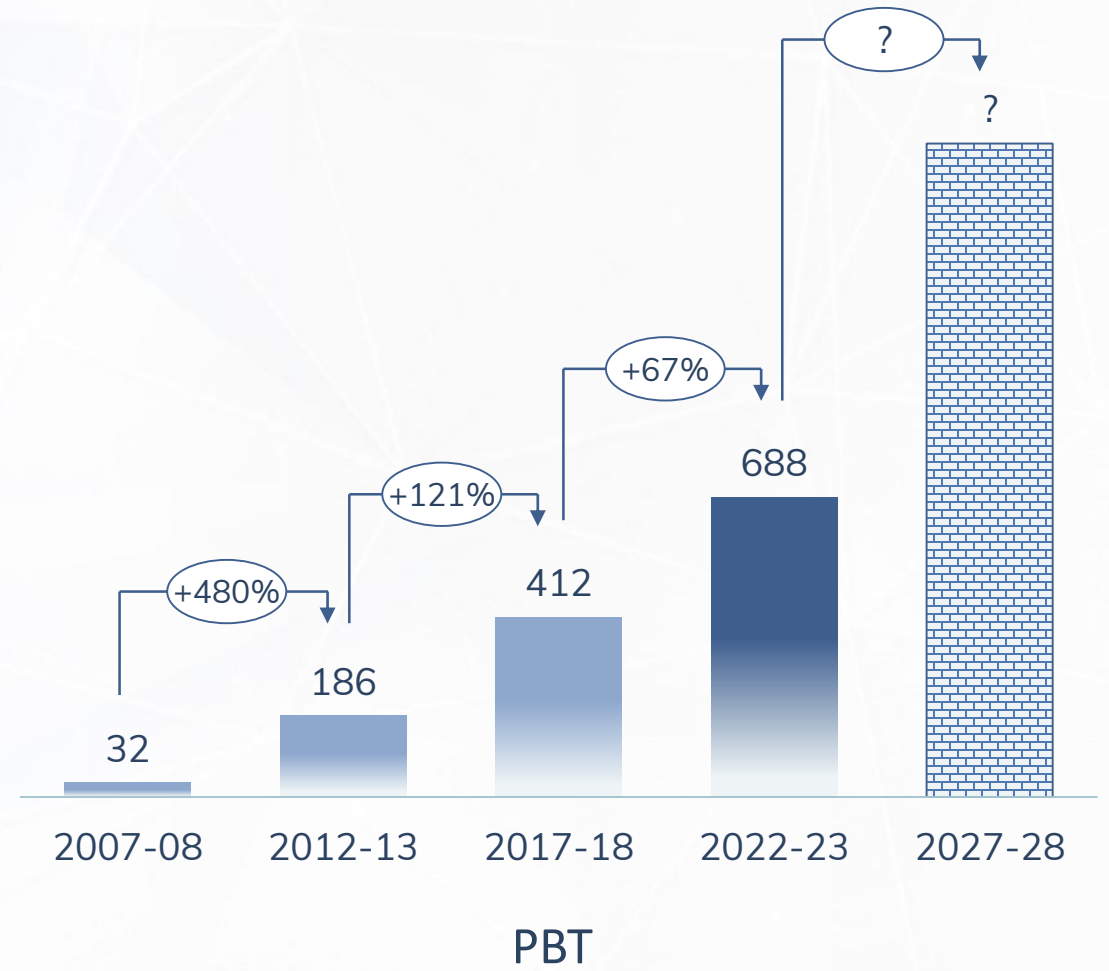
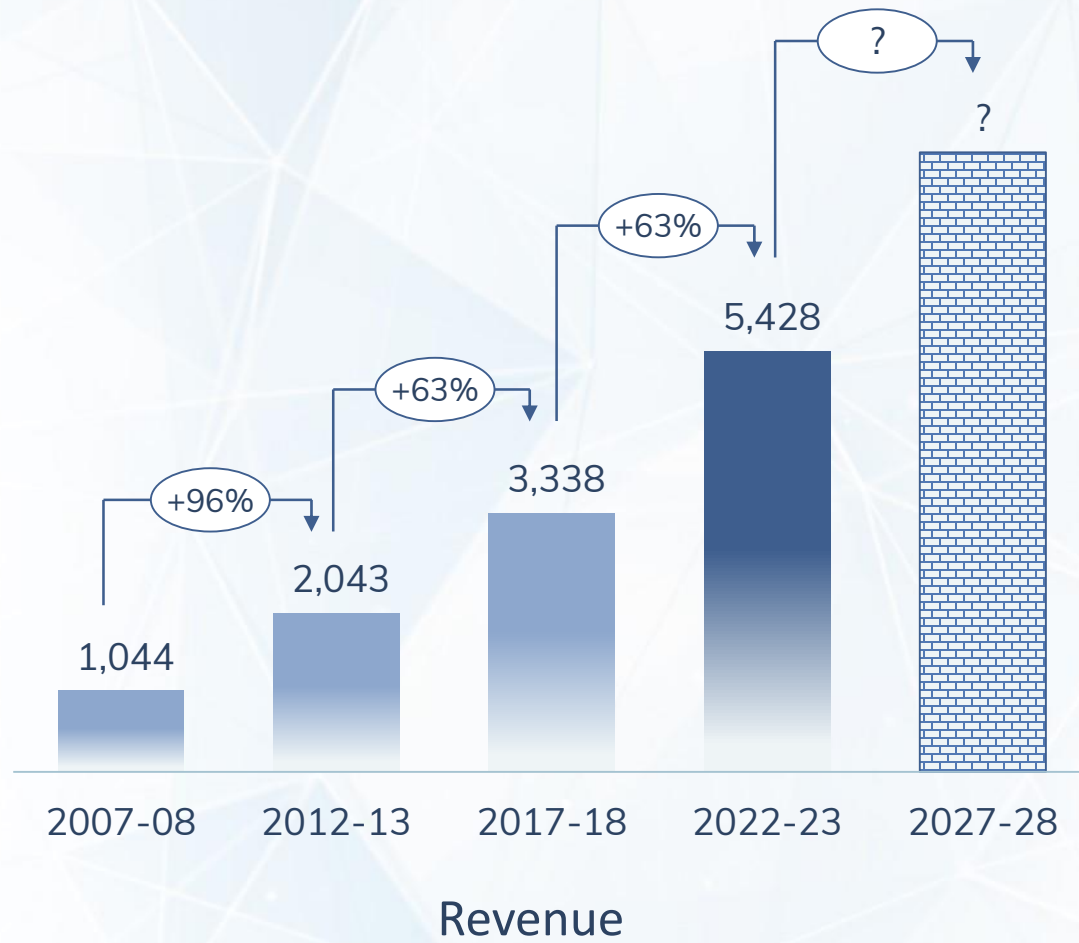
Our Company is committed to enhancing consumer experience through improvements and innovations in its processes across its functions in general and its research and development in particular, to introduce sustainable manufacturing processes and new products.

Social and relationship capital

This refers to relationships that an organisation has established with different stakeholder groups, formal and informal entities and institutions associated with it to improve both individual and collective well-being.

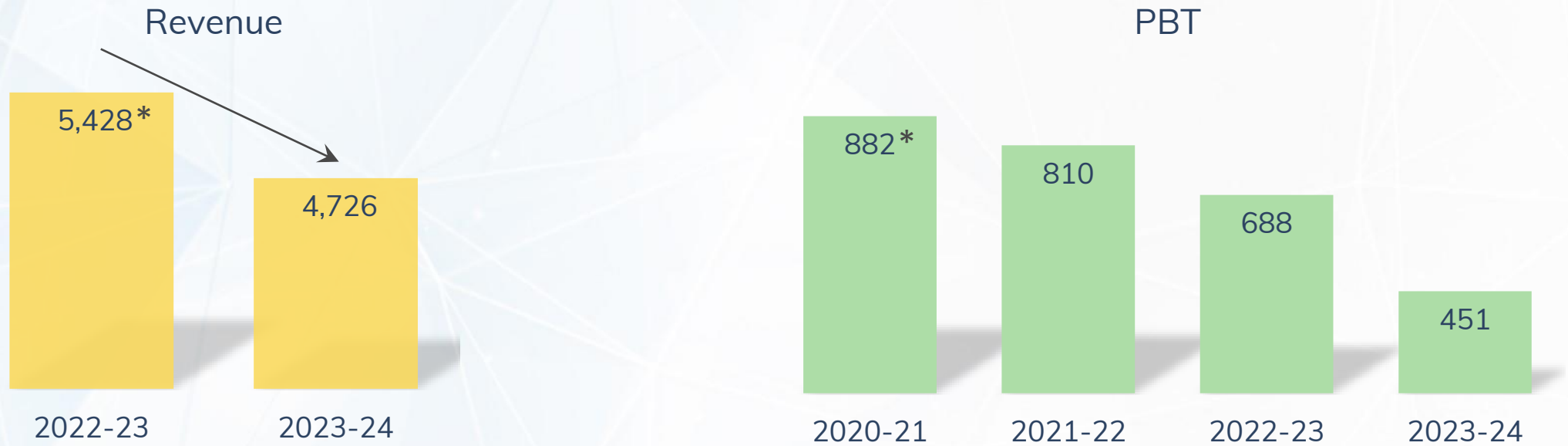
Our Company is committed to nurturing relationships with each of its stakeholder groups, creating a favourable impact on them and together implementing well-being programs for the society at large to promote inclusive growth.

Revenue and PBT from operations (consolidated)



Financials 2023-24 (consolidated)

₹ cr



* highest achieved

Reasons for unsatisfactory performance



Sales

- lower selling prices 19% (₹ 925 cr)
- decline in international revenue 25%, due to price ₹ 400 cr, volume ₹ 200 cr

PBT

- manufacturing setbacks in two businesses
- loss of ₹ 32 cr in Atul Products (100% subsidiary)
- loss of ₹ 51 cr in Anaven (50-50 joint venture)

Positive developments 2023-24

Financial statement	Volume variance
Standalone	+5% ↑
Consolidated	+5% ↑

Positive developments 2023-24



overcame manufacturing setbacks in two businesses

Positive developments 2023-24



Phosgene down-stream plant rebuilt and commissioned
insurance claim received ₹ 32 cr so far

Positive developments 2023-24



Crop protection retail business
launched Sindica, a patented herbicide



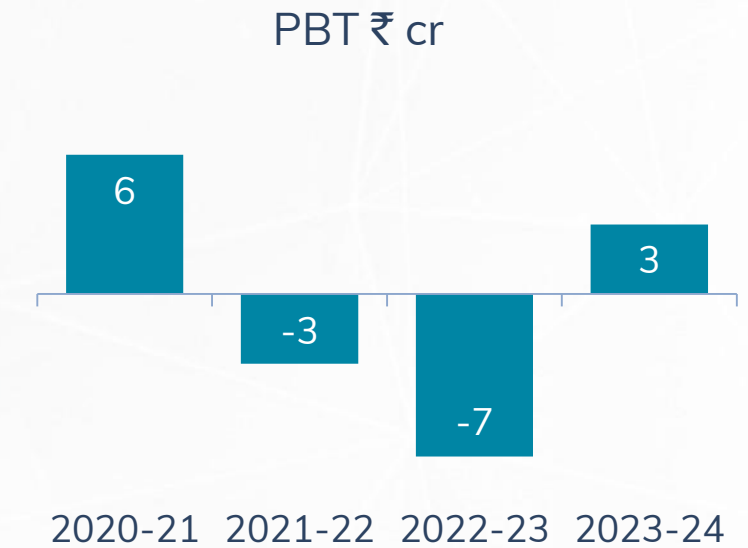
Polymers retail business
made profit after two years

Positive developments 2023-24



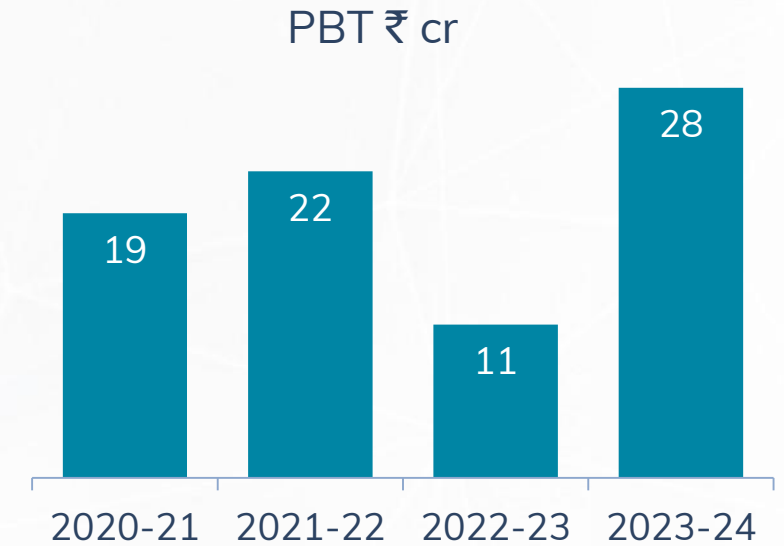
Atul Products commissions caustic chlorine plant

Positive developments 2023-24



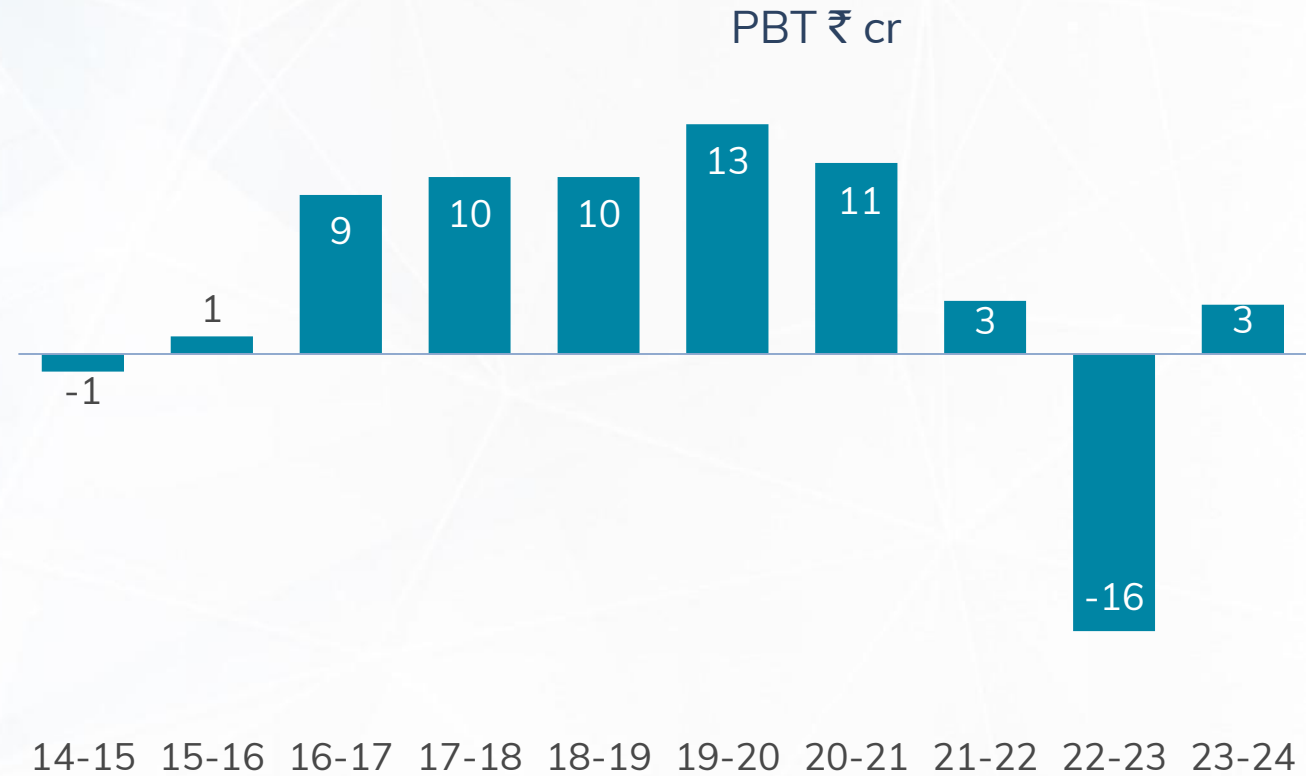
Atul Bioscience is back in profit

Positive developments 2023-24



Rudolf Atul Chemicals achieved its highest profit so far

Positive developments 2023-24



Amal (consolidated) back in profit

Internal process enhancement

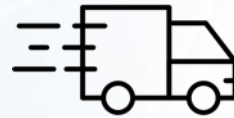
Commercial implemented applications for



iSourcing



iSupplier



Transport
management



Vehicle
management



Warehousing

Internal process enhancement



Finance implemented Oracle Single Instance

- ✓ Implemented for 41 of 46 entities (18 operating + 23 non operating)
- ✓ O2C, P2P, fixed asset and OPM modules also implemented

Internal process enhancements



Human Resources improved processes related to recruitment and learning and development

- ✓ sourcing, evaluation and reference check of candidates
- ✓ identification of development needs of team members + preparing their individual development plan

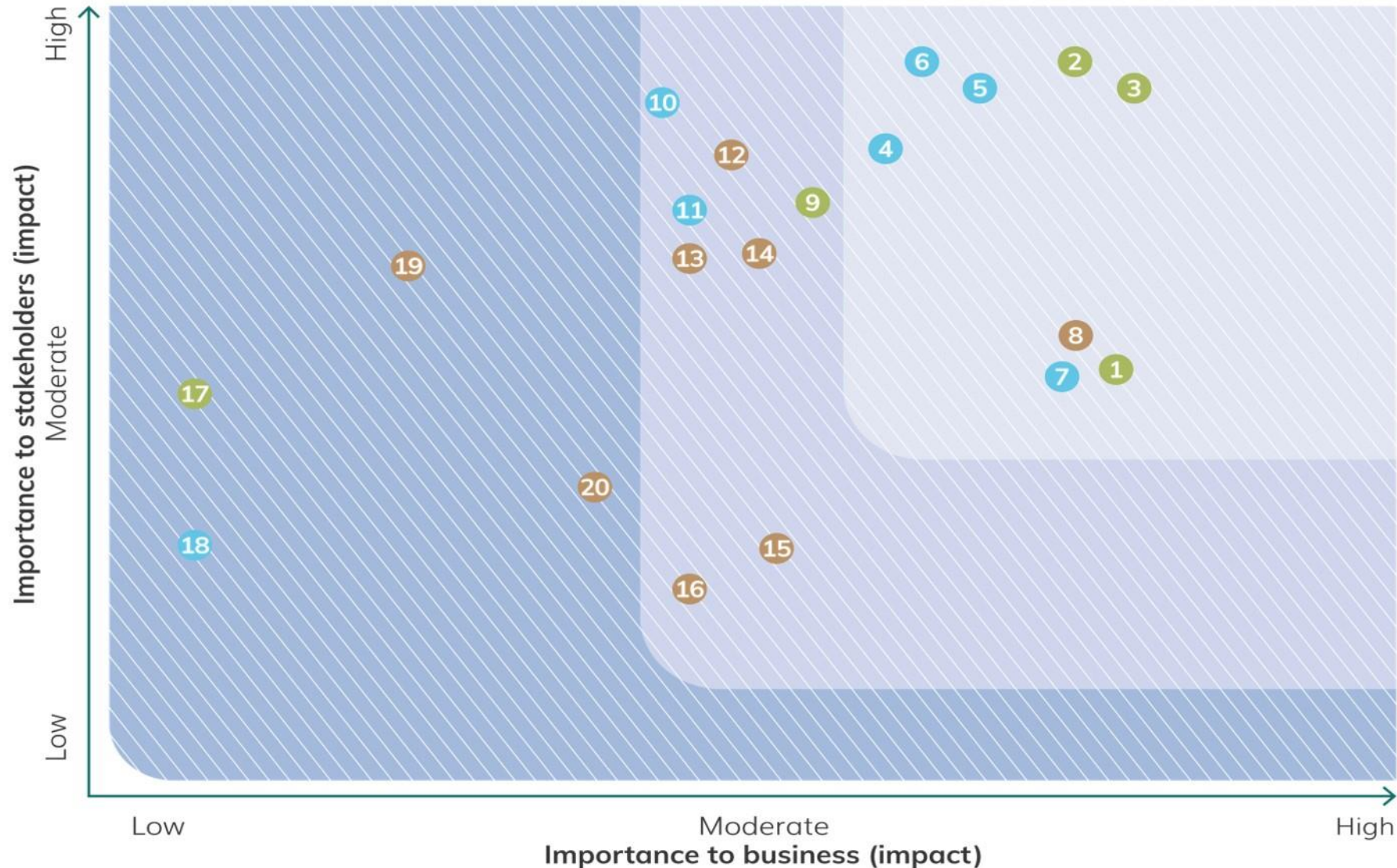
Internal process enhancements



Research commissioned two pilot plants and a process engineering laboratory

Internal process enhancements: ESG materiality map

● Environmental
 ● Social
 ● Governance



High impact

- 1 Climate change
- 2 Water
- 3 Pollutants
- 4 Occupational health and safety
- 5 Employee development
- 6 Customer relations
- 7 Logistics
- 8 Innovation and technology

Moderate impact

- 9 Energy
- 10 Process and chemical safety
- 11 Community support
- 12 Corporate governance
- 13 Quality assurance
- 14 Product stewardship
- 15 Digitalisation
- 16 Marketing

Low impact

- 17 Biodiversity
- 18 Diversity and inclusion
- 19 Compliance
- 20 Information security and data privacy

Investments

₹ cr

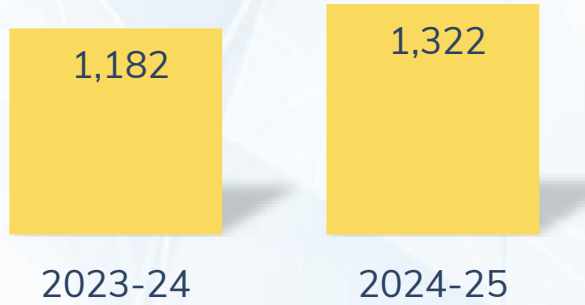
Business segment	Investment	Revenue
Life science chemicals	300	400
Performance and other chemicals	1,700	2,600
Total	2,000	3,000

Standalone: ₹ 2,400 cr

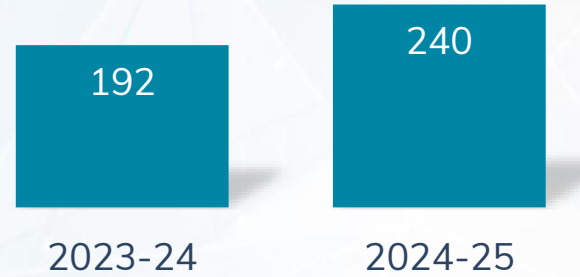
Subsidiary, JV and associate entities: ₹ 600 cr

Q1 Financials (consolidated)

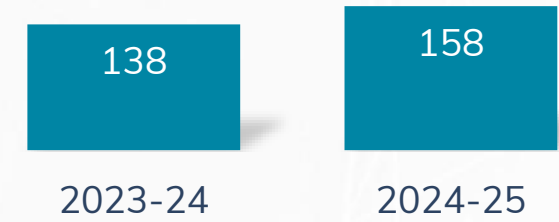
Revenue ₹ cr



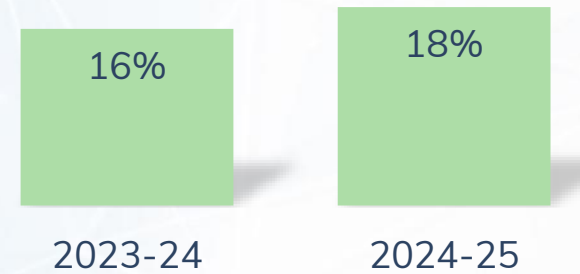
EBITDA ₹ cr



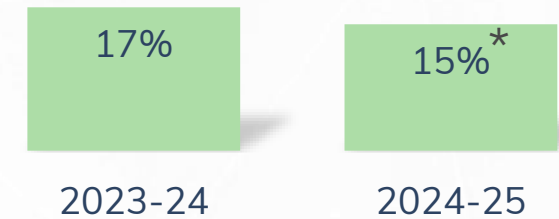
PBT ₹ cr



EBITDA %



RoCE %



* highest achieved 31%

Crop Protection – Retail

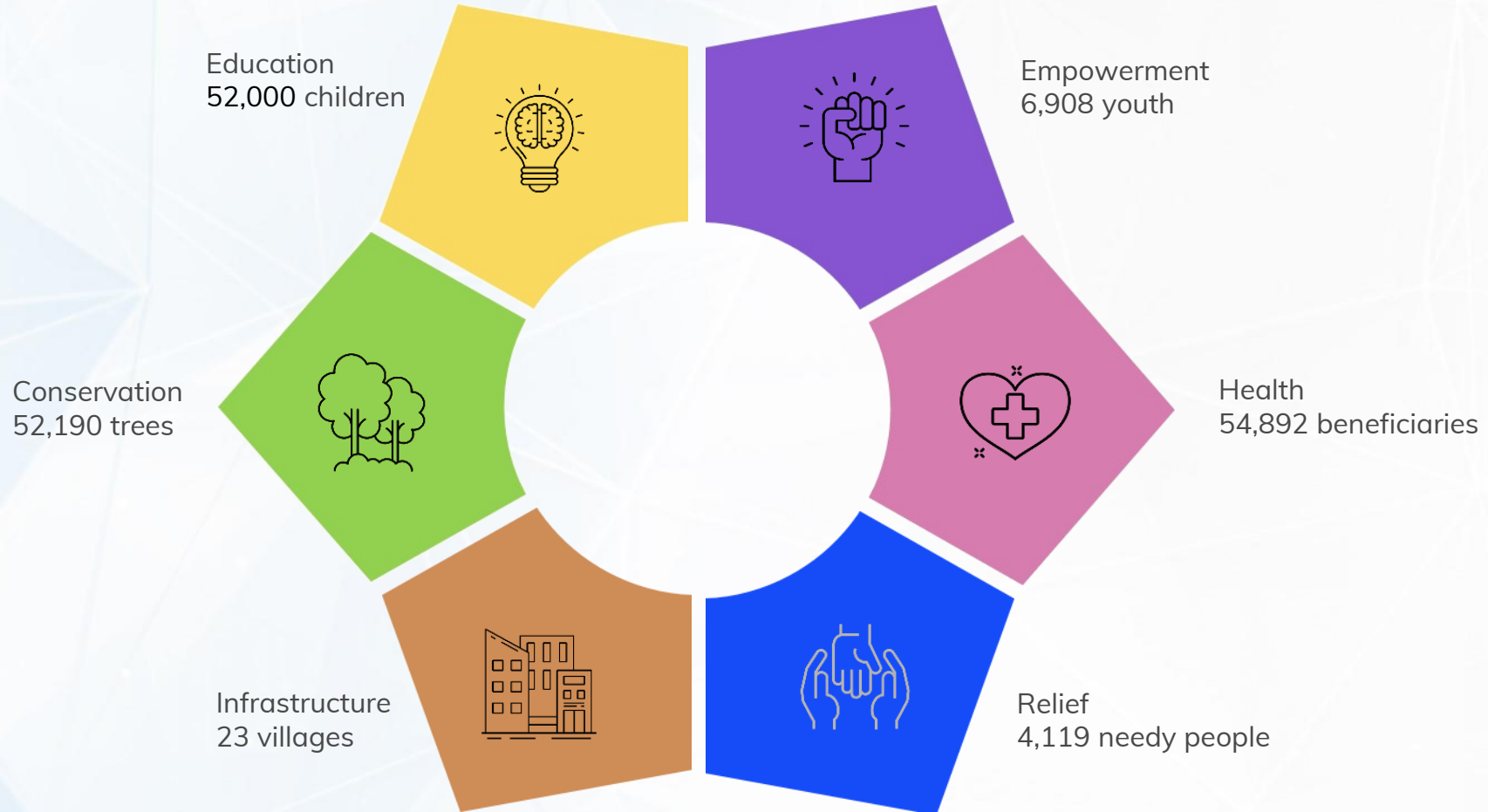


Polymers – Retail



Atul Foundation

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



CSR spent ₹ 15 cr | total spent ₹ 31 cr

Education



Nurtured 52,000 children through quality education

Empowerment



Empowered 6,908 tribal youth and women through vocational training, self-help groups and other activities

Health



Helped 54,892 children, youth, men and women
through various health programs

Relief



Extended support to 4,119 individuals in need

Infrastructure



Improved quality of life through various infrastructure projects in 23 villages

Conservation



Nurtured 52,190 trees and
conducted conservation initiatives in 83 villages

Institutions under Atul Foundation



Kalyani Shala



Urmi Stree Sanstha



Ulhas



Utkarsh



Atul Rural
Development Fund



Atul Vidyalaya



Atul Club



Atul Vidyamandir



Atul Institute of
Vocational Excellence



Industrial Training
Institutes



Atul Foundation
Health Center

Recognition



recognised as Green village with platinum certification by Indian Green Building Council Hyderabad
an initiative by Confederation of Indian Industries

Sanjeevani – mega tree plantation drive



on
July 3, 2024

1,25,019
trees

17,087
volunteers

5
continents

9
countries

3,160
locations

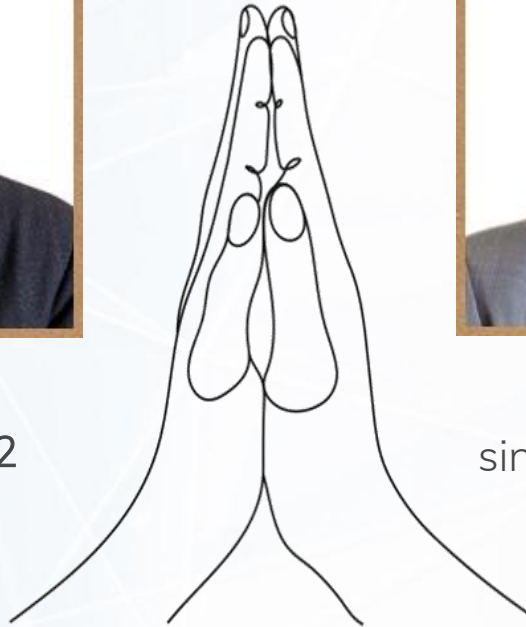
Independent directors



Rajendra Shah
since May 1983



Bansi Mehta
since April 1992



Susim Datta
since October 2002



Srinivasa Rangan
since July 2010

Non-executive independent Directors



Mukund Chitale



Shubhalakshmi Panse



Baldev Arora



Pradeep Banerjee



Rangaswamy Iyer



Sharad Abhyankar



Sujal Shah



Praveen Kadle

Enduring mandates



- drive **efficiency** in manufacturing and other processes
- pervade **technology** in R&D and other functions
- become world-class in people **productivity**
- remain **lean** on fixed cost
- **engage** with consumers on ideas with large potential
- **conserve** cash even while growing and evolving the way forward

Team Atul





founder

Kasturbhai Lalbhai

(1894 –1980)



Integrity



Unity



Understanding



Responsibility



Excellence



remain connected



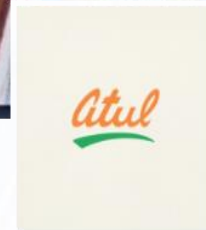
Atul Ltd

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Atul Ltd

Touching lives

Chemical Manufacturing · Atul, Gujarat · 113K followers · 1K-5K employees



contact@atul.co.in



entrance to the first site of Atul

Questions received

No	Name	Shares held	Number of questions				Total
			Operations	Growth	People	Others	
1	Manish Gupta	1,18,007	7	4			11
2	Rupen Masalia	5,057	8	1			9
3	Laxman Gupta	386	2	2			4
4	Nirav Jimudia	50	19	1	1		21
5	Shashikant Marathe	1	7	-	2		9
6	Kirti Shah	1				16	16
Total		-	43	8	3	16	70

Summary of questions

No.	Category	Questions
1	Operations	44
	• Sales	7
	• Business outlook	9
	• Capacity	6
	• Profit	3
	• Environment	4
	• Research	4
	• Subsidiary entities	3
	• Joint venture entities	1
	• Finance	5
	• Secretarial	2
2	Growth	08
	• Government policies	1
	• Investments	4
	• Opportunities	3
3	People	3
4	Others	15
	Total	70