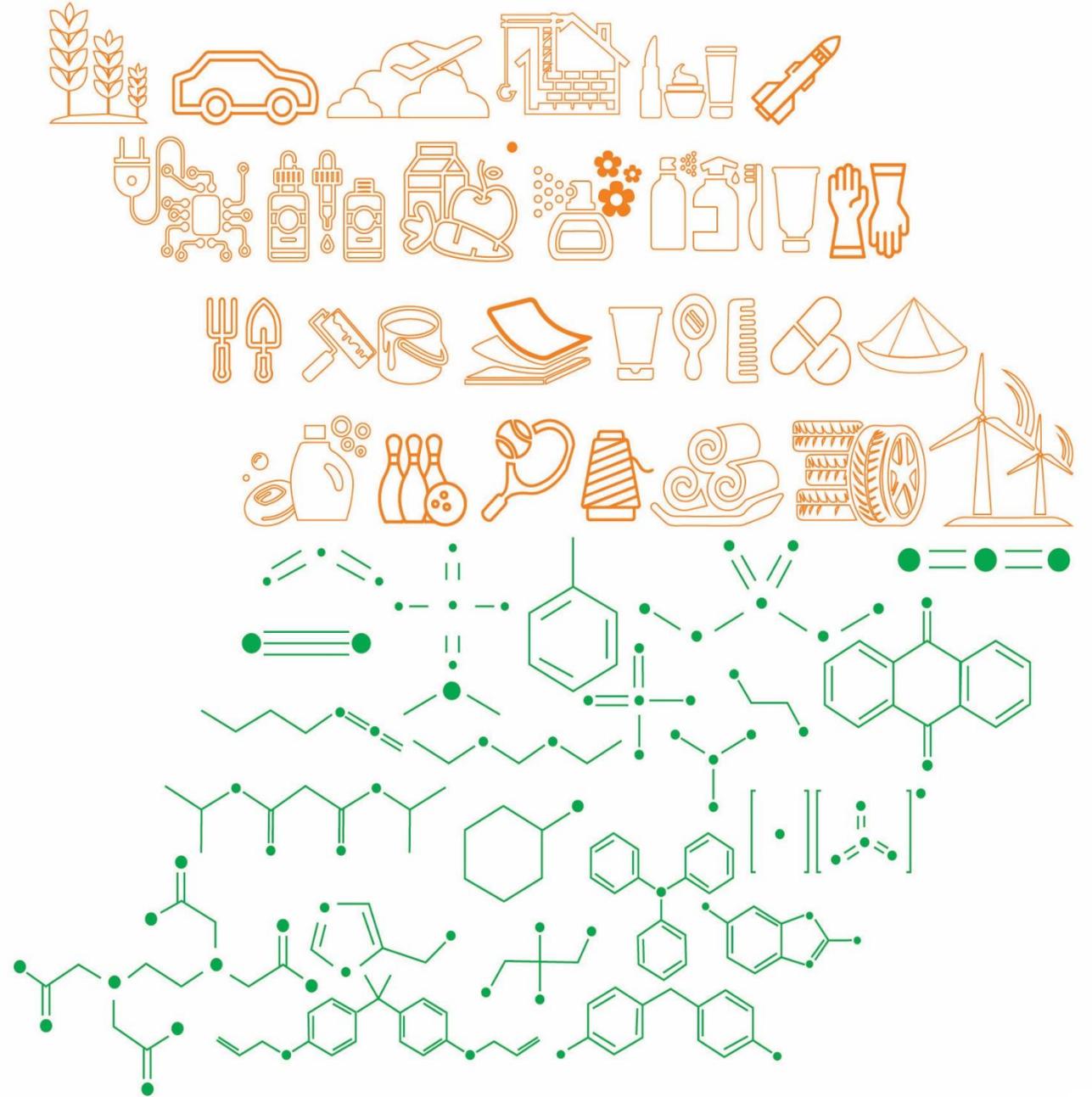




Our endeavour

Reimagine
Respond
Regrow

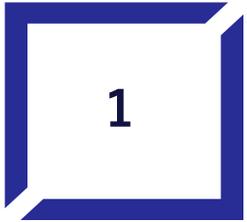


Disclaimer

Atul Ltd (Atul) may, from time to time, make written and oral forward-looking statements, in addition to the statements contained in the filings of the Company with BSE Ltd and National Stock Exchange of India Ltd, and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of it.

All information contained in this presentation has been prepared solely by Atul. The Company does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.

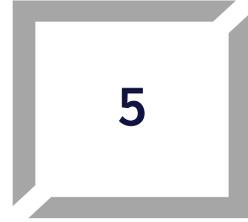
Index



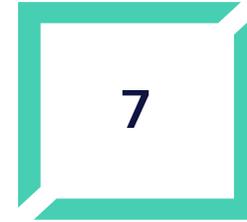
Background



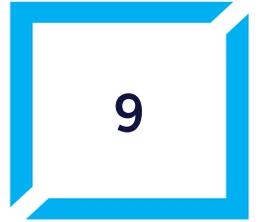
Highlights 2022-23



Serving the society



Financials 2022-23



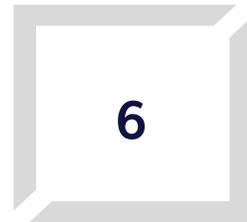
Interactions



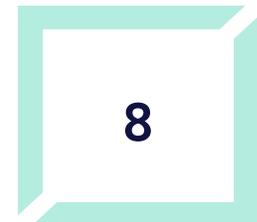
Performance



Shareholders



Chemical industry updates



Sub-segment-wise overview

Background

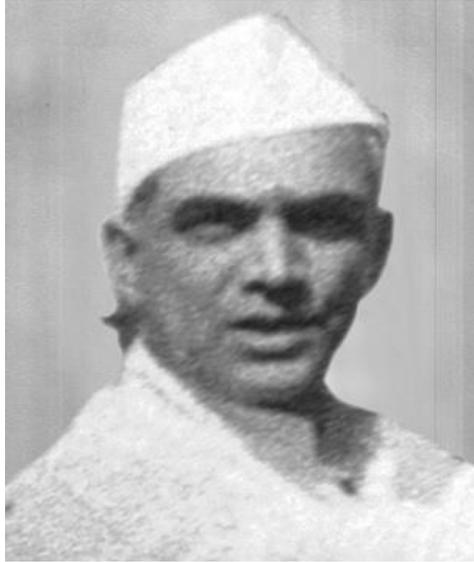
Founder



Shri Kasturbhai Lalbhai
(1894 –1980)

trusteeship | discipline | foresight | eye for detail | social purpose

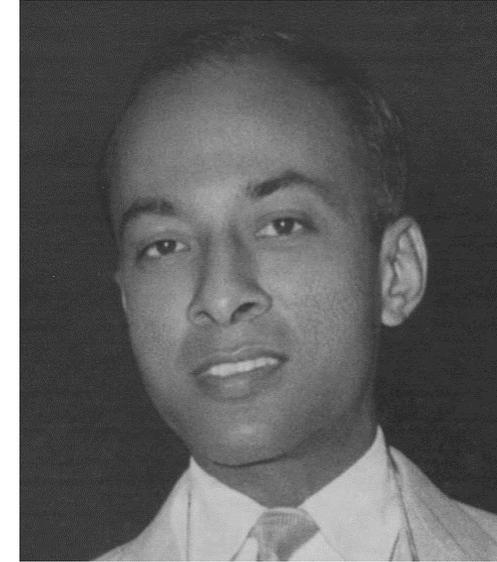
Leadership and learning are indispensable to each other.
~ John Kennedy



Shri Balwantraai Mazumdar
(1902 – 1981)

An economist, Balwantraai Mazumdar was a voracious reader, sound thinker, patient listener and a farsighted professional. He created an atmosphere of camaraderie that brought out the collective best of the people of Atul.

He was the moving force behind making Atul Complex one of the largest eco-friendly chemical sites of its kind in the world. He remained with the Group till the end of his life, as did most of the people who worked with our Founder.



Shri Siddharth Lalbhai
(May 03, 1923 – September 13, 1998)

A chemical engineer by education, Siddharth Kasturbhai shifted to Atul in 1952, the year in which manufacturing operations commenced. He succeeded Kasturbhai Lalbhai as the second Chairman of Atul.

Siddharth Kasturbhai accorded equal value to the creation of wealth and service to society. The principles he upheld of ethics in business and trusteeship in governance, as well as the personal qualities he lived by of integrity, perseverance, simplicity and a single-minded devotion to the tasks on hand continue to remain our guiding force.

Values



Integrity

working with honesty, following the highest standards of professionalism



Understanding

working and connecting with others, thus enhancing human relationships



Unity

working together and taking advantage of synergy while harnessing unique abilities of each of us to achieve a larger purpose



Responsibility

delivering value and taking ownership of actions



Excellence

seeking to continuously improve and develop an eye for detail

Atul entities



Atul Ltd



Atul Bioscience Ltd



DPD Ltd



Atul Rajasthan Date Palms Ltd



Amal Ltd



Rudolf Atul Chemicals Ltd



Anaven LLP



Valsad Institute of Medical Sciences Ltd



Atul Brasil Quimicos Ltda



Atul China Ltd



Atul Europe Ltd



Atul Ireland Ltd



Atul Middle-East FZ-LLC



Atul USA Inc



Atul Foundation



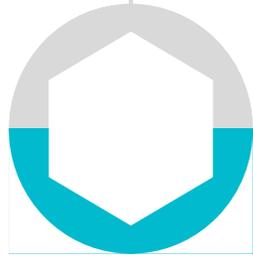
Atul Club

Profile

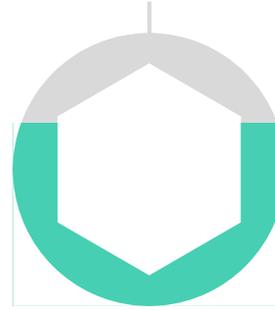


Pioneering efforts

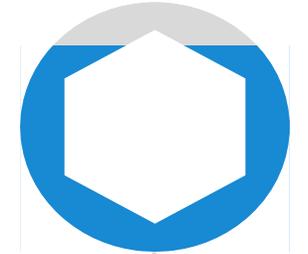
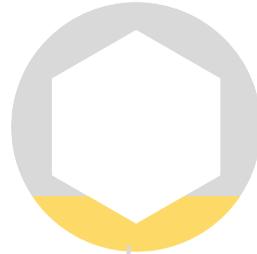
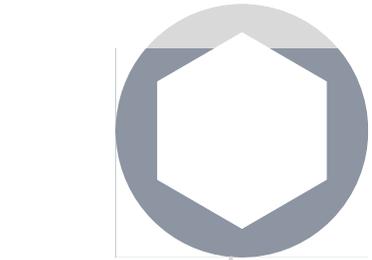
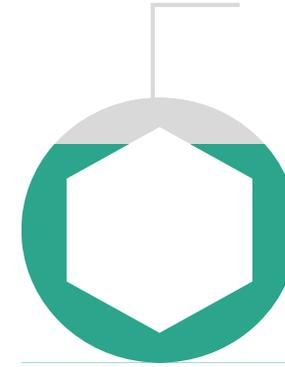
largest manufacturer of *para* Cresol, *para* Anisic aldehyde and *para* Anisic alcohol in the world



only integrated manufacturer of Resorcinol and Resorcinol formaldehyde resins in India



largest manufacturer of Vat dyes and Sulphur black dyes in India



amongst the leading manufacturers of Dapsone, an API in the world

largest manufacturer of 3,3'-Diaminodiphenyl sulfone and 4,4'-Diaminodiphenyl sulfone in the world

DPD Ltd, a subsidiary of the Company, is a leading producer of tissue culture raised date palm plants in the world

amongst the leading manufacturers of 2,4-D Acid and its derivatives in the world

Made in India



endeavouring to make 'Made in India' label proud

Industries served



Sub-segments

Aromatics



Crop Protection –
Bulk Actives



Pharmaceuticals



Bulk Chemicals and
Intermediates



Crop Protection –
Retail



Polymers –
Performance Materials



Colors



Floras



Polymers – Retail

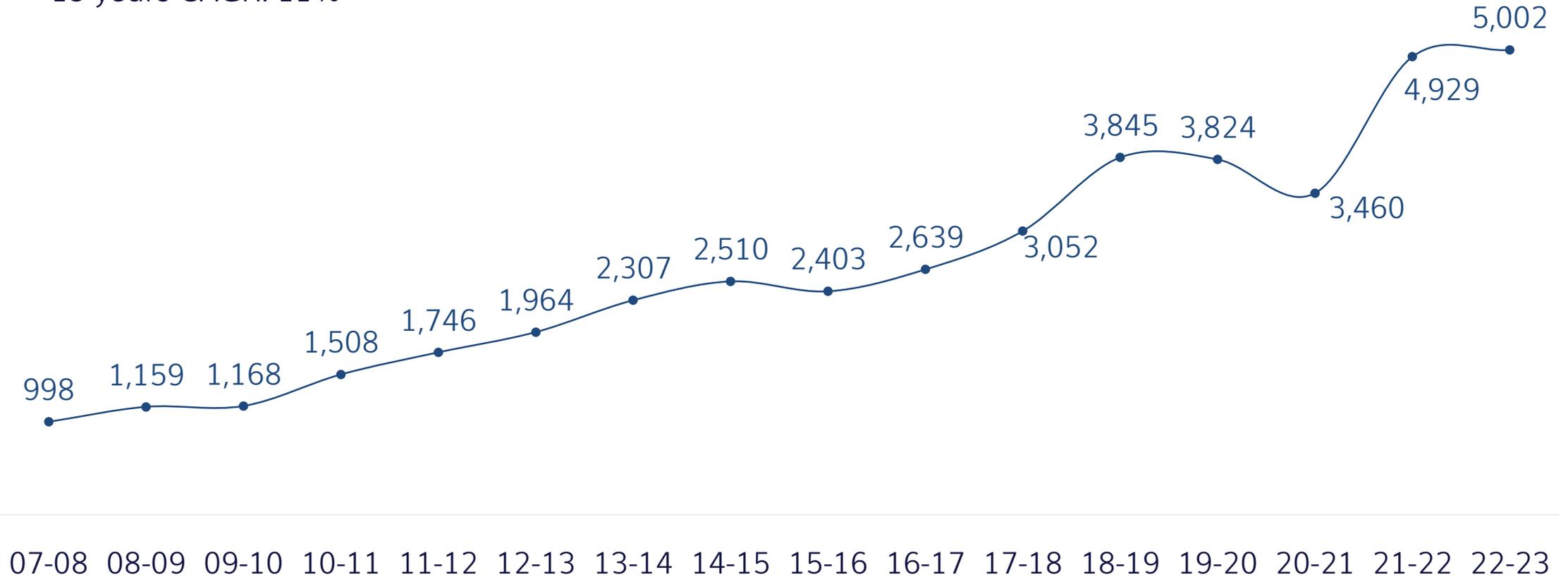


Performance

Sales trend Atul

₹ cr

15 years CAGR: 11%

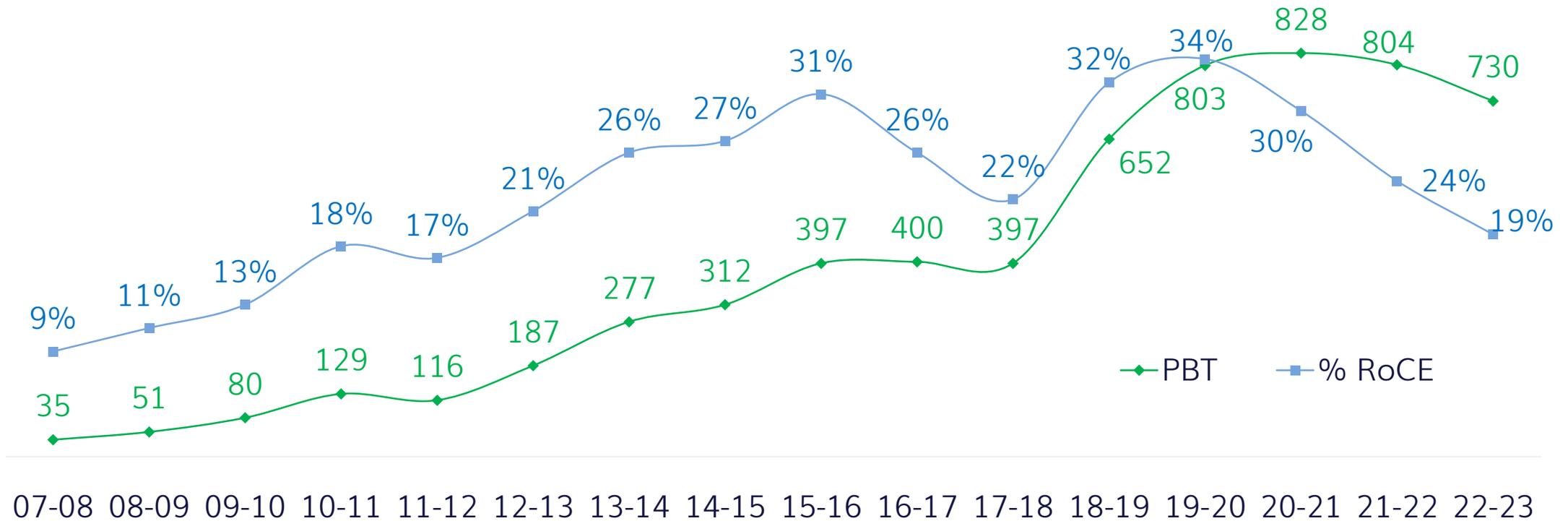


subdued demand in key consuming industries

Profit and RoCE trends Atul

₹ cr

15 year PBT CAGR: 22%

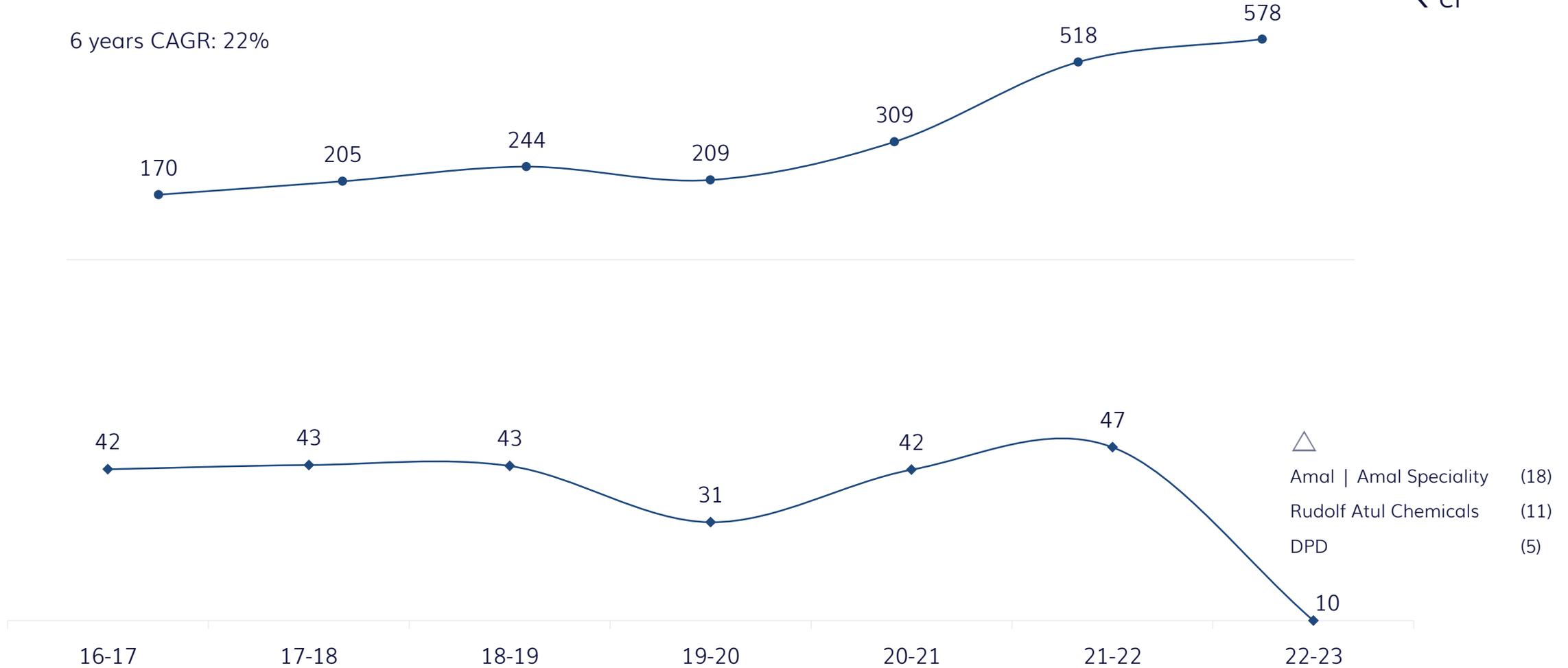


- bigger fall in finished goods prices (as compared to raw materials)
 - high fuel prices

Sales and profit trend Atul entities *

₹ cr

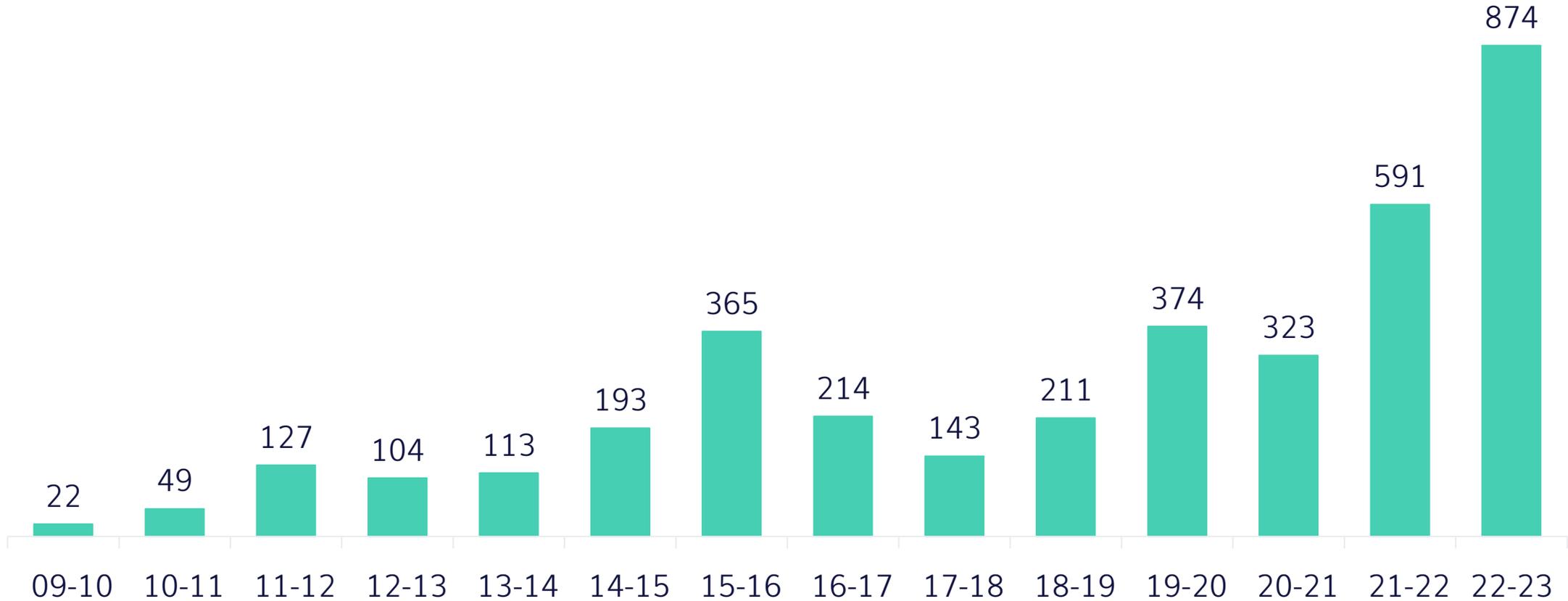
6 years CAGR: 22%



- Atul Bioscience | Amal | Amal Speciality | Anaven | Atul Rajasthan Date Palms | DPD | Osia Infrastructure | Rudolf Atul Chemicals

Capital expenditure* trend Consolidated

₹ cr

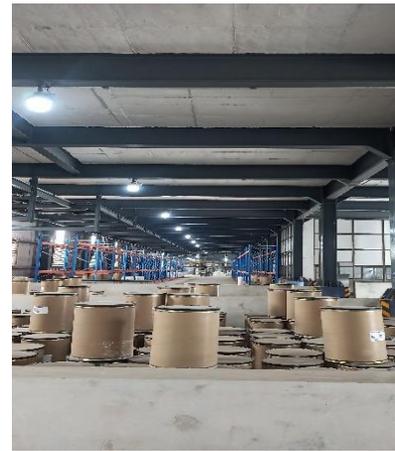


* amount spent

number of projects completed: 8 | number of projects under implementation: 18

Projects

Completed



Under implementation



Highlights 2022-23

Impact on performance

External

- Russia-Ukraine conflict resulted in high cost of fuel
- subdued demand in key consuming industries (fragrance, personal care, pharmaceuticals, textile)
- Wait and watch policy adopted by many companies

Internal

- Delay in implementation of projects
- Delay in reaching expected performance in particular, product quality and | or sales volume

Low capacity utilisation ●

- Russia-Ukraine conflict resulted in high cost of fuel
- Slow-down in manufacturing activity
- Wait and watch policy adopted by many companies resulted in subdued demand

Pressure on margin ●

- Finished goods prices fell more than raw material prices
- Fuel prices remained high

Fire incident ●



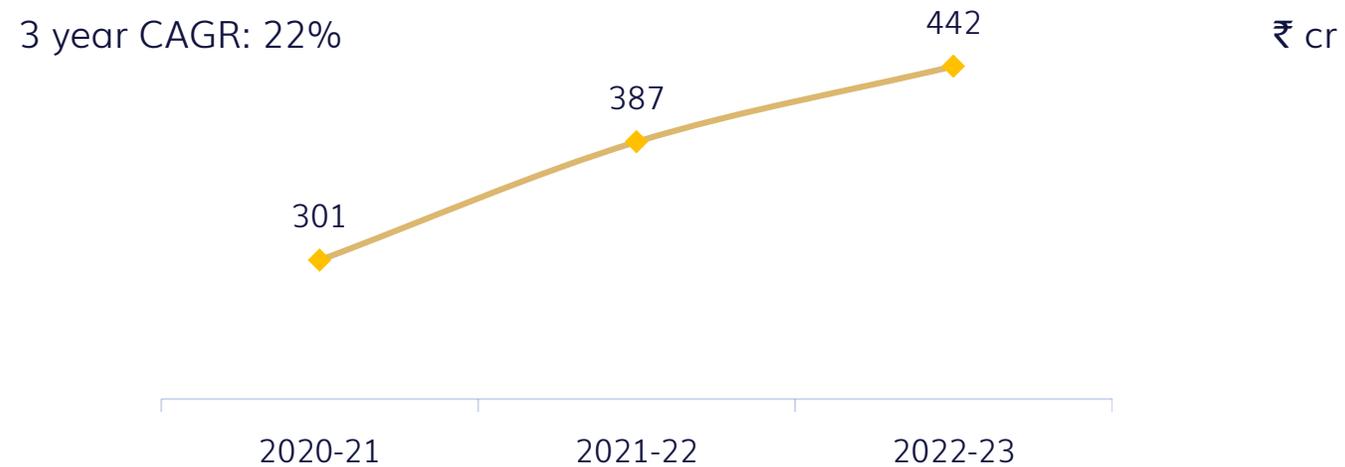
- Major fire in one of the plants in sub-segment Pharmaceutical (April 2022)
- Plant fully insured at reinstatement value
- On account amount received from insurance company
- Reconstructed plant expected to commission in Q2 of 2023-24

Capacity discovery ●

₹ cr

Segment	Sales potential
Life Science Chemicals (9)	66
Performance and Other Chemicals (5)	37
Total	103

Retail sales ●



Contingent liability ●

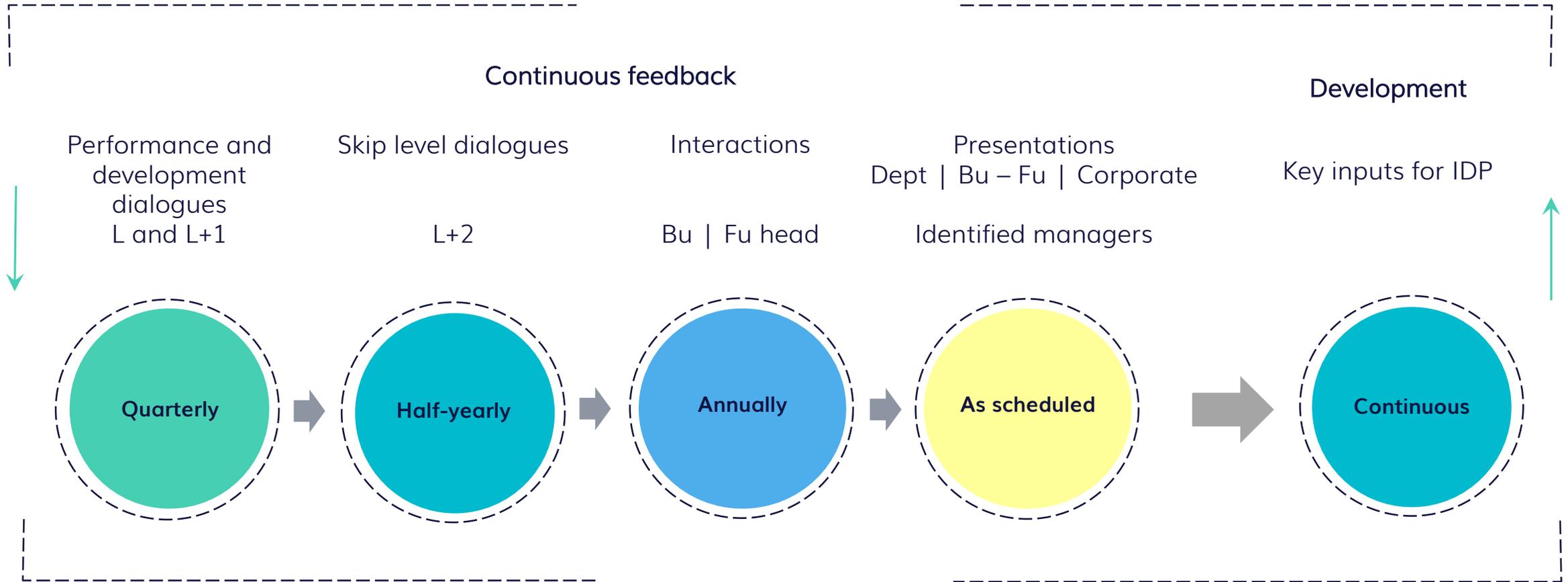
- Long pending contingent liability settled

Growth ●

₹ cr

Entities	Projects 22-23	
	Implemented	Under implementation
Atul	268	561
Group entities		
Atul Products		817
Amal Specialty Chemicals	76	-
Atul Finserv		27
DPD quarantine laboratory		15
Sub total	76	859
Total	344	1,420

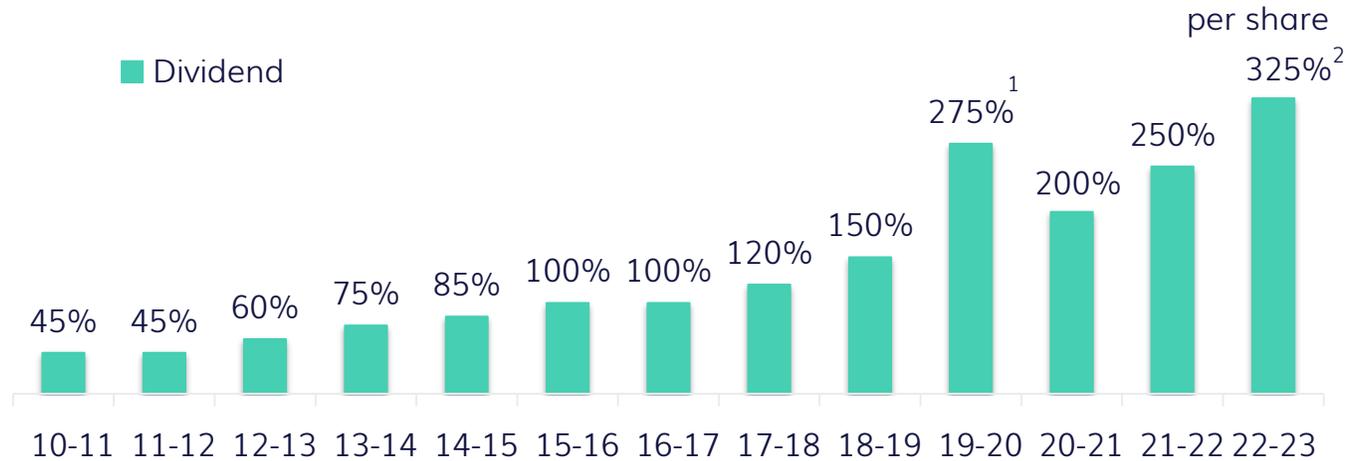
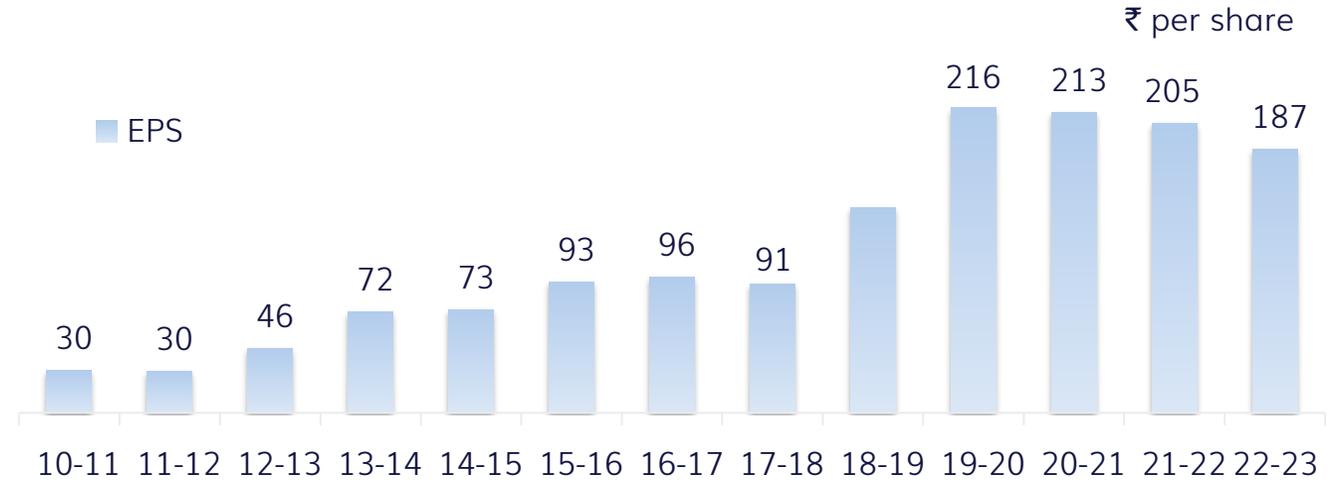
People development



Focus on-the-job learning and e-learning

Shareholders

Return on share



¹ includes one time dividend of 125% on 125th birth anniversary of Shri Kasturbhai Lalbhai

² includes one time dividend of 75% on completion of 75 years of incorporation

Serving the society

Atul Foundation



Education | Empowerment



8,410 students



65 SHGs | 723 women



103 *Adhyapikas* | 86 villages



Godaan in Odisha

27,260 children, youth and women empowered through education and empowerment initiatives

Health | Relief



3,755 adolescent girls | women screened



45 eye camps | 16,293 patients



supported 186 children in difficult condition



started Atul Health care center

38,270 children, youth, men and women supported through health and relief initiatives

Infrastructure | Conservation



waste management



water conservation



model *anganwadis*



water recycling

88 villages covered through various conservation and infrastructure initiatives
52,190 trees planted in and around *Atul* village

Chemical industry updates

World chemical market 2021

Euro bn

Country	Production	Imports	Exports	Consumption	Net import
Germany	171.3	93.9	127.5	137.7	(33.6)
India	103.5	62.6	32.8	133.3	29.8
France	103.4	50.8	65.0	89.2	(14.2)
USA	437.0	125.3	150.2	412.1	(24.9)
China	1,729.2	188.2	160.5	1,757.0	27.7
Japan	190.0	39.1	70.1	159.0	(31.0)
South Korea	132.9	43.3	69.0	107.2	(25.7)
World	4,025.7	1,519.9	1,425.5	4,120.0	94.4

- Share of China in world production up from 25.8% in 2010 to 43% in 2021
- Share of India in the world production up marginally from 2.2% to 2.6% in the same period
- India ranked 6th in world production and 5th in consumption
- India is the largest net importer of chemicals in the world

Source: VCI – German Chemical Industry Association

<https://www.vci.de/vci-online/die-branche/zahlen-berichte/chemical-industry-in-figures-online.jsp>

Indian Chemical industry Production vs Consumption

Euro bn

Year	Production	Exports	Imports	Consumption
2018	102	28	48	121
2019	105	30	49	124
2020	93	27	42	108
2021	104	33	63	133
CAGR	1%	5%	10%	3%

CAGR of consumption significantly higher than CAGR of production

Import and export prices

USD | MT

Import of products falling under the purview of Chemexcil, for the year 2019-20, 2020-21, 2021-22 and 2022-23

Chapter number panel	2019-20		2020-21		2021-22		2022-23	
	Volume MT	Rate						
Imports								
Dyes	41,513	8,053	35,652	7,593	44,027	8,724	34,433	8,960
Agrochemicals	1,06,421	11,992	1,57,006	10,631	1,34,239	13,377	1,34,828	13,770
Exports								
Dyes	4,94,032	5,401	4,73,042	4,959	5,44,598	5,653	4,23,618	5,830
Agrochemicals	4,52,805	7,354	5,33,487	6,708	6,48,994	7,546	6,40,500	8,630

- Import rates much higher than export rates and hence need to relook at basket of products imported and exported

Financials 2022-23

Profit and loss (standalone)

Particulars	22-23	21-22	%	₹ cr
Revenue from operations	5,062	4,993	1%	
Expenditure	4,366	4,130		
Other income	199	90		
EBIDTA	895	953	-	
EBIDTA %	18%	19%		
Interest	2	3		
Depreciation	163	146		
PBT	730	804	(9%)	
Tax	178	196		
PAT	552	608	(9%)	
RoCE %	19%	24%		
Average capital employed	3,812	3,424	22%	

- Maintained sales despite subdued global demand and the price pressure
- Profit reduced due to high price pressure
- Capex spent during the year ₹450 cr | capitalised ₹268 cr

Segment results (consolidated)

₹ cr

Particulars	Life Science Chemicals			Performance and Other Chemicals		
	22-23	21-22	Inc (dec) %	22-23	21-22	Inc (dec) %
Net revenues from operations*	1,959	1,465	34	3,706	3,759	(1)
Earnings before interest and tax	423	179	136	240	576	(58)
EBIDTA %	22%	12%	-	7%	16%	-
Segment net capital employed	1,044	914	14	2,722	2,252	21
RoCE %	40%	20%	-	9%	26%	-

*including inter-segment transfers

- LSC performance improved due to high demand of products of sub-segment; crop protection in export market
- P&OC performance remained subdued due to very low demand which is expected to improve in next year

Working capital (standalone)

₹ cr

Particulars	Mar 23	Mar 22	Inc (dec)
Inventories	648	701	(53)
Debtors	894	1,059	(165)
Other current assets	320	192	128
Gross working capital*	1,862	1,952	(90)
Current liabilities	717	841	(124)
Net working capital	1,145	1,111	34

*excluding liquid investment

Group entities

₹ cr



Cash flow

Particulars	2022-23	2021-22	₹ cr
Profit before tax	730	804	
Adjustment for depreciation, finance costs and others	54	86	
Changes in working capital and others	123	(481)	
Cash generated from operations	907	409	
Income tax paid net of refunds	(177)	(192)	
Net cash inflow from operating activities (A)	730	217	
Capex expenditure	(449)	(290)	
Investment in share capital in group companies	(57)	(16)	
Loans to group entities for project financing	(497)	(345)	
Sub total, capex	(1,003)	(651)	
(Investment) redemption of treasury funds	367	371	
Others	141	55	
Net cash outflow from investing activities (B)	(495)	(225)	
Borrowings	(68)	73	
Buy back of equity shares	(87)	-	
Finance cost	(2)	(3)	
Dividend paid on equity shares	(96)	(59)	
Net cash outflow from financing activities (C)	(253)	11	
Net increase (decrease) in cash and cash equivalents (A+B+C)	(18)	3	

- Capex spent increased at group level to ~₹1,000 cr
- Working capital improved by ₹123 cr

Sub-segment-wise overview

Performance and Other Chemicals

Life Science Chemicals

Sub segment: Aromatics

Product groups: Intermediates and API intermediates

Serving: Chemical additives, Fragrance, Personal care and Pharmaceutical industries

Product	Market share (2022-23)	Competition
<i>p</i> -Cresol (P&OC)	42%	Asia (3) North America (1)
<i>p</i> -Cd (P&OC)	34%	Asia (2), India (1)
<i>p</i> -AA (LSC)	75%	India (3) Asia (1) Europe (1)
<i>p</i> -AAI (LSC)	88%	India (2)

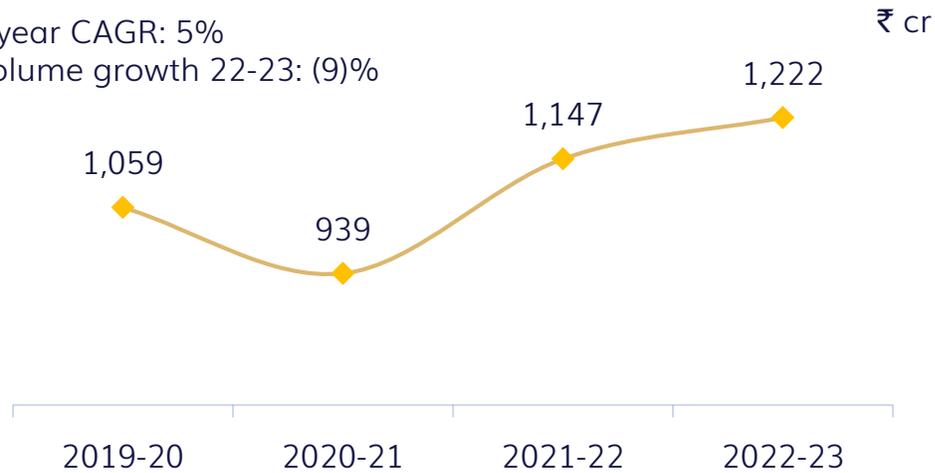
Number of products: 41

Number of customers: 395

Sub segment: Aromatics

Sales

3 year CAGR: 5%
Volume growth 22-23: (9)%



Opportunity landscape

	Additives	Fragrance	Personal care
World, \$ bn	3.9	21.0	28.0
CAGR	4.5%	4-5%	5%
India, \$ mn	31	650	660
CAGR	4%	5%	5%

Source: Customer interactions | market reports

Unrealised capex



Unrealised sales potential: ₹256 cr

Forward path

- Implement project to manufacture downstream projects (4)
- Develop and establish capacity for Cosmetic ingredients (3)
- Commercialise products developed in Kilo lab (4)
- Commercialise value added product from *p*-MPAA (1)

Performance and Other Chemicals

Sub segment: Bulk Chemicals and Intermediates

Product groups: Bulk chemicals, Adhesion promoters, Intermediates

Industries served: Cosmetics, Chemical, Dyestuff and Tyre

Product	Market share (2022-23)	Competition
Resorcinol	Significant (India) Insignificant (World)	Asia (4)
Resorcinol Formaldehyde Resins	Significant (India) Insignificant (World)	India (2), Asia (5)
1,3-CHD	Significant (India) Significant (World)	India (1), Asia (3)
Number of products: 23		Number of customers: 214

Sub segment: Bulk Chemicals and Intermediates

Sales

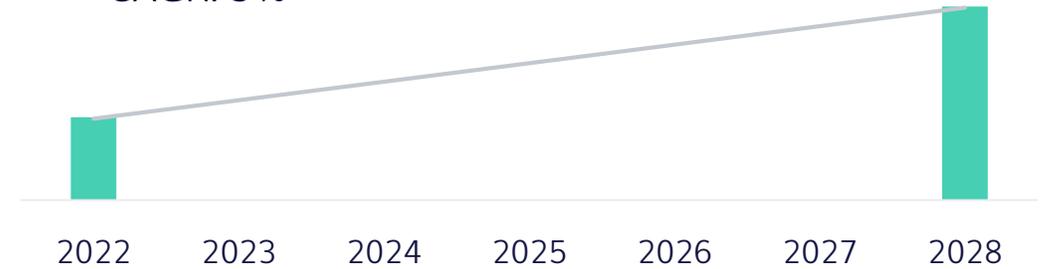


*inclusive of internal sales

Opportunity landscape

Global tyre market (million units)

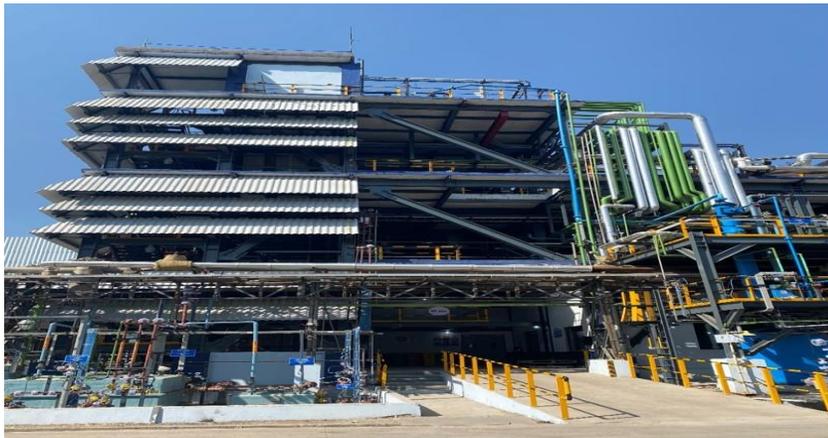
CAGR: 3%



Relevant products: Resorcinol and RF resins

Source: Global tire (tyre) market size, share and forecast 2023-2028- Imarc group

Unrealised capex



Unrealised sales potential (intermediate): ₹75 cr

Forward path

- Increase share of RF Resins business with key customers
- Expand capacity of intermediates
- Add chlorine and sulphuric acid downstream value added products
- Add related new products

Performance and Other Chemicals

Sub segment: Colors

Product groups: Textile dyes, Pigments

Industries served: Textile, Paint and Coatings and Paper

Product group	Market share (2022-23)	Competition
Textile dyes	Significant (India) Insignificant (World)	India (>100), Asia, Europe
HP pigments	Insignificant (World)	India (5), Asia, Europe

Number of products: 450	Number of customers: 270
-------------------------	--------------------------

Sub segment: Colors

Sales

₹ cr



Unrealised capex



Unrealised sales potential: ₹380 cr

Indian textile industry

Indian textile industry has been facing challenges and production has turned sluggish in last 3 quarters. Reasons for the same are:

- Cotton price movement
- Energy and raw material price fluctuation
- Increase in logistic cost
- Russia – Ukraine war
- High inflation in textile consuming countries
- Foreign exchange availability in textile producing nations

Forward path

- Increase market share in dyes and pigments
- Expand capacity of vat formulations
- Promote value added reactive dyes
- Explore JV opportunities for pigments and solvent dyes
- Enhance product portfolio of textile chemicals through Rudolf Atul Chemicals in India

Rudolf Atul Chemicals Ltd



Impacting factors:

- Home-furnishing segment where RACL presence is high, running at 50-60% capacity utilisation
- Post pandemic, demand for biocidal finish fading out
- Seasonal demand of repellent finishes subdued
- Brand driven sales impacted due to economic slowdown in US and EU market
- Expanded customer base in reactive printing | resin finishing segment



Life Science Chemicals

Sub segment: Crop Protection – Bulk Actives and Crop Protection – Retail

Product groups: Fungicides, Herbicides and Insecticides

Industries served: Crop protection chemicals, agriculture, lawn and garden industries

Product	Market share* (2022-23)	Competition
2,4-D and downstream products	12%	North America (1), Australia (1), Asia (5), South America (1), Europe (1)
Indoxacarb	13%	Asia (2), USA (1)
Number of products: Technicals: 34 Formulations: 40 Brands available across India: 52		

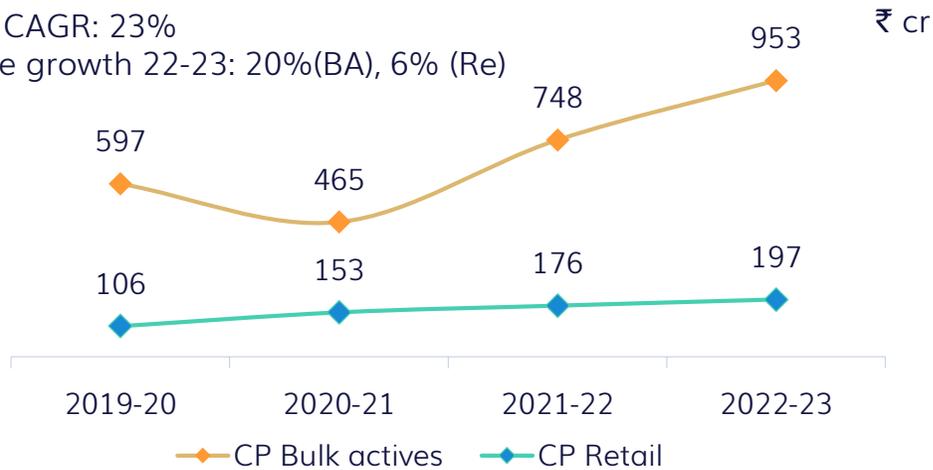
*World

Sub segment: Crop Protection – Bulk Actives and Retail

Sales

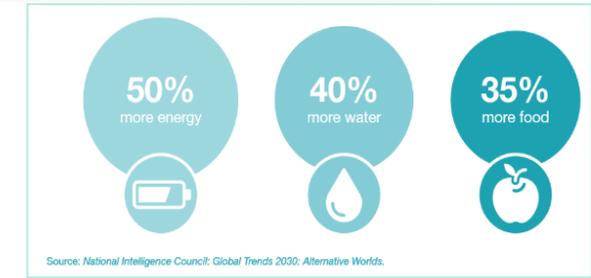
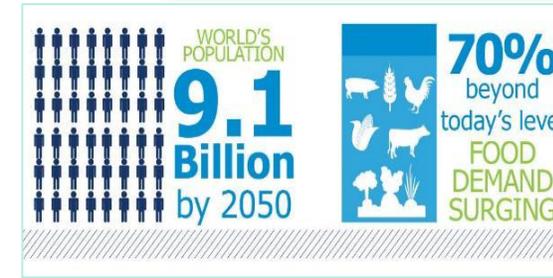
3 year CAGR: 23%

Volume growth 22-23: 20%(BA), 6% (Re)



Opportunity landscape

8.3 bn people by 2030



agriculture and allied businesses would remain attractive for a long time

Projects under implementation



Forward path

Bulk Actives

- Expand geographical reach through new registrations
- Vertical integration
- Launch new products and formulations
- Launch biological products
- Improve operations

Retail

- Develop and register patentable portfolio of unique formulations
- Strengthen demand generation
- Optimise channel strength
- Increase co-marketing
- Build competent field team

Product group	Investment (₹ cr)	Sales at full capacity (₹ cr)
Intermediates	₹130 cr	₹108 cr

Our brands



Herbicides



Bio-stimulants



Fungicides



Insecticides

Life Science Chemicals

Sub segment: Pharmaceuticals

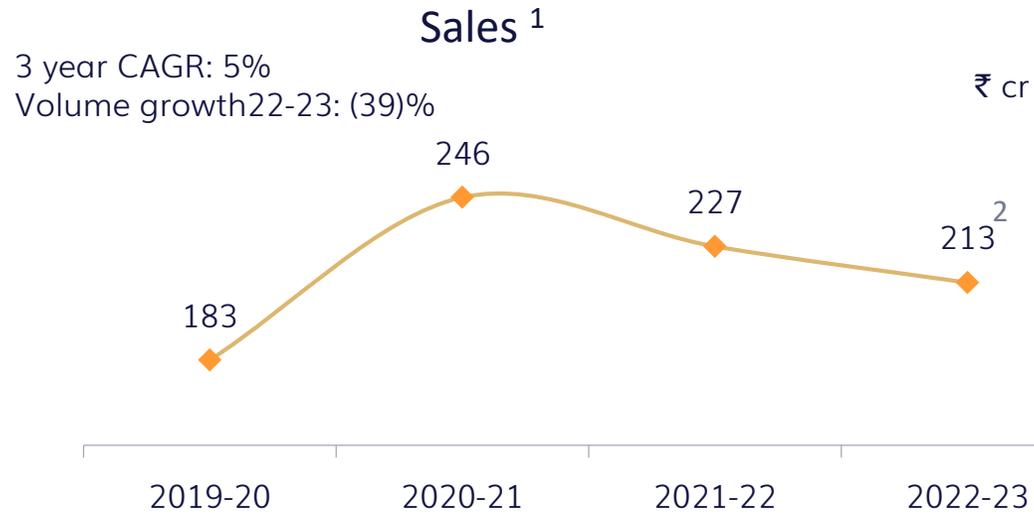
Product groups: APIs and API intermediates

Industries served: Pharmaceutical

Product group	Market share (2022-23)	Competition
APIs and API intermediates	Insignificant (world)	India, Asia, Europe, North America
Dapsone	50%	India, Europe
Phosgene chemicals	Insignificant (world)	Asia, Europe, North America

Number of products: 90	Number of customers: 200
------------------------	--------------------------

Sub segment: Pharmaceuticals



¹ inclusive of Atul Bioscience sales

² Fire accident at PH in April 2022; sale of some critical products suffered during 2022-23

Unrealised capex



Unrealised sales potential: ₹150 cr

Opportunity landscape



Source: IQVIA global generic pharma outlook 2019

Forward path

- Increase API (10) sales from Ambernath site
- Increase intermediate sales
- Qualify new products (7)
- Expedite customer approvals
- File DMFs (7) from Ambernath site
- Increase CMO business with strategic customers
- Become audit ready at ABL-1, ABL-2 and PH

Performance and other Chemicals

Sub segment: Polymers – Performance Materials

Product groups: Epoxy resins, Curing agents, Reactive diluents, Accelerators and catalysts, Flexibilisers, Sulfones

Industries served: Adhesives, Aerospace and Defence, Automotive, Composites, Construction, Electrical and electronics, Food and beverage packaging, Marine, Paint and coating, Sport and leisure, Transport, Wind energy

Product group	Market share (2022-23)	Competition
Epoxy Resins Curing agents	Significant (India)	India (3), Asia, Europe, North America
Reactive diluents	Significant (India)	India (2), Asia, Europe, North America
Sulfones	Significant (World)	India (3), Asia, North America

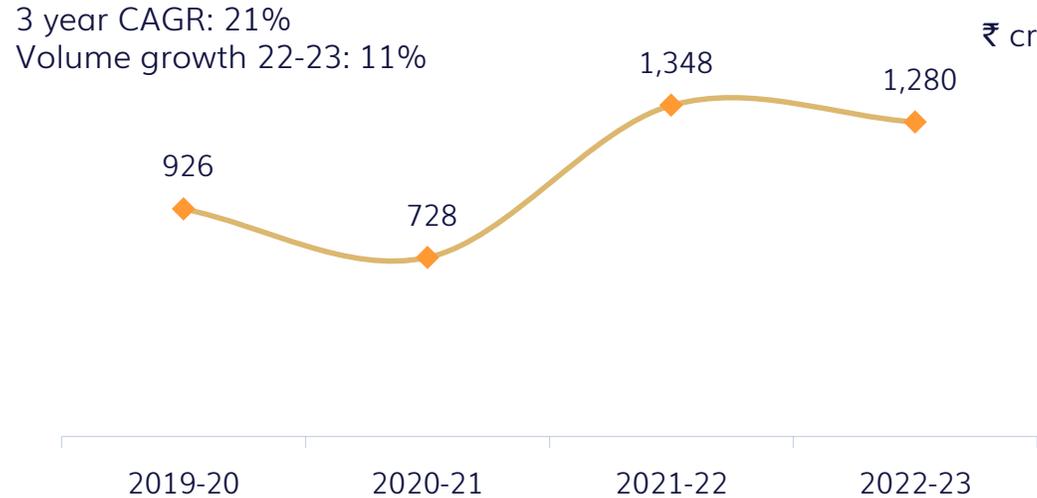
Number of products: 47

Number of formulations: 268

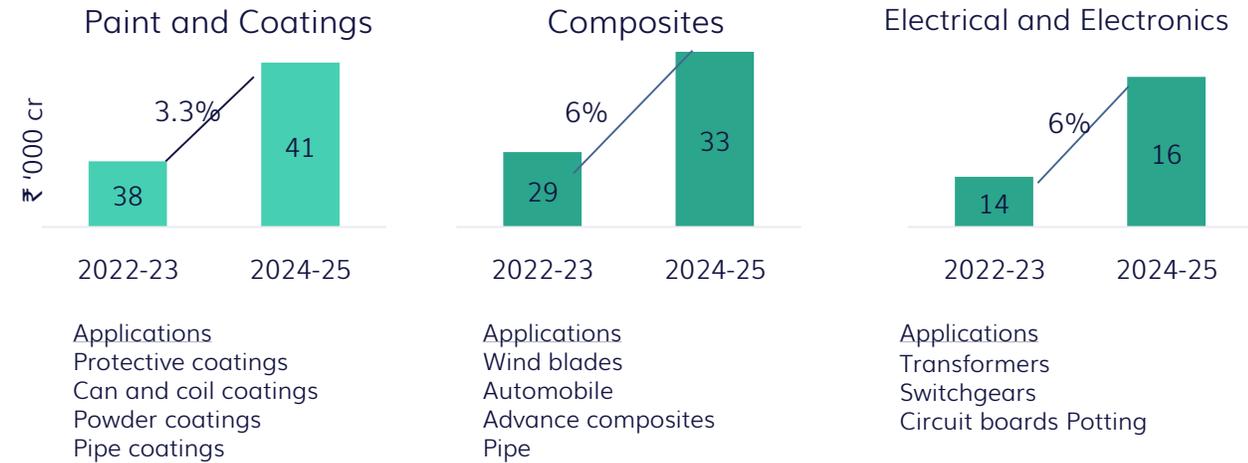
Number of customers: 672

Sub segment: Polymers – Performance Materials

Sales



Opportunity landscape



Unrealised capex



Unrealised sales potential: ₹150 cr

Forward path

- Expand liquid epoxy resins and specialty resin facility
- Focus on specialty resins – multifunctional, Bis F, epoxy phenol novalac and distilled resins
- Focus on wind blade segment
- Introduce new chemistries in curing agent for epoxy

Sub segment: Polymers – Retail

Sales

3 year CAGR: 20%

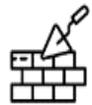
Volume growth 22-23: 4%



Opportunity landscape

	LAPOX[®]	polygrip[®]	LACARE[®]	EPOGUARD[®]
	epoxy	SR, SBS and PU	maintenance	industrial protective paints
India, \$ mn	150	415	25	950
CAGR	8%	9%	8%	9%

Offering solutions



construction



footwear



automobiles



bangles and handicraft



foam and furnishing



service centers



stone processing



furniture



industrial maintenance



plumbing



HVAC insulation



textile

Forward path

- Improve channel management
- Expand distribution network
- Enhance capability of team

Our brands

inception of Polymers – Retail

2008



2010

acquisition of Polygrip



2017

launch of Lacare and Epoguard



Life Science Chemicals

Sub segment: Floras

Industries served: Food and Nutrition

Sub segment: Floras

Sales

3 year CAGR: 12%

Volume growth 22-23: (61%)

₹ cr



World date palm plantation

(lakh hectares)

Year	World area harvested (lakh ha)	% increase decrease
2012	11.13	
2013	11.56	3.84
2014	11.52	-0.33
2015	11.23	-2.51
2016	11.83	5.33
2017	11.87	0.34
2018	12.27	3.36
2019	12.44	1.39
2020	12.58	1.17
2021	13.02	3.46

(0.01% of total earth land area) (India 0.06 L ha)

Market reach

Global



Particulars	Numbers
Countries	35
Acres	> 75,000
Plants	> 4 million
Beneficiaries	>250

India



Particulars	Numbers
States	20
Acres	8,170
Plants	4,57,384
Beneficiaries	2,924

Gujarat

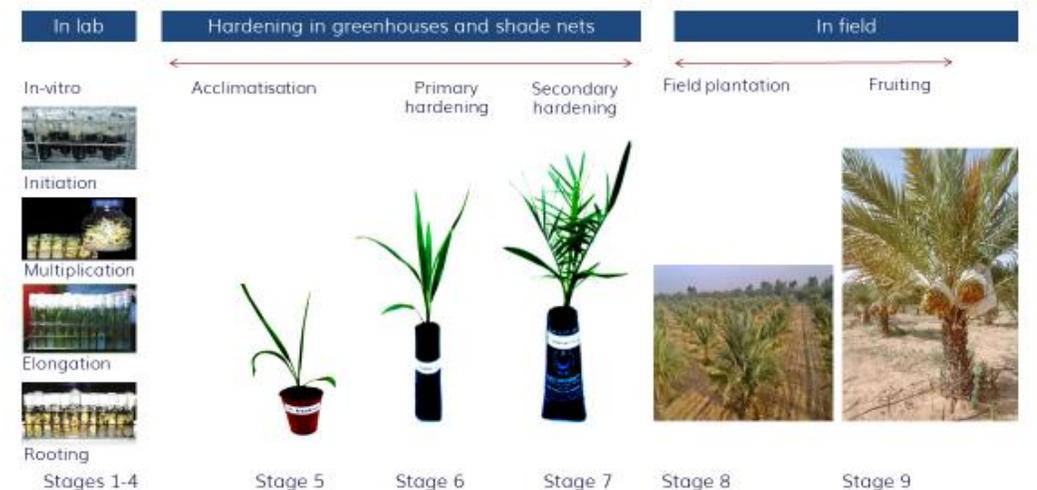


Particulars	Numbers
Districts	27
Acres	4,677
Plants	2,33,843
Beneficiaries	1,348

Rajasthan

Particulars	Numbers
Districts	24
Acres	2,873
Plants	1,83,869
Beneficiaries	970

Growth stages



Atul Rajasthan Date Palms Ltd

Agriculture scenario



Indicators	India	Global
Agribusiness industry (agriculture, forestry and fisheries)	USD0.44 bn	USD3.60 tn
Share of agribusiness in GDP	17.30%	4.40%
Population in 2050 (est)	1.67 bn	10 bn
Employment in agriculture	44%	26.60%
Cropland per capita	0.12 ha	0.20 ha
Water stressed lands	66.60%	18.60%
Hungry population	190 million	770 million
Undernourished	16.30%	9%
Stunted growth in children below 5 years age	31%	22%
Average dietary energy supply (kCal capita day)	2,594 kCal	2,963 kCal
Food imports	USD18.85 bn	
Date imports	4,75,356 MT	

DPD Ltd, UK (Expansion)

Phase – 1



Phase – 2



Valsad Institute of Medical Sciences Ltd



3D view of proposed 150 bed Super Speciality hospital at Valsad (under implementation)

Contact us



Website

www.atul.co.in



LinkedIn

www.linkedin.com/company/atul-limited



Facebook

www.facebook.com/AtulLimited

Atul Ltd

Atul 396 020, Gujarat

India

investors@atul.co.in | (+91 2632) 230000