



Atul

RESOLUTE

Reflect Resolve Reaffirm

'On the other side of resistance is the flow.'
~ Guy Finley

Proceedings of Annual General Meeting 2018

July 27, 2018

Welcome

Atul

Miles to go...

Parnera hillock, Atul village



(1894 – 1980)

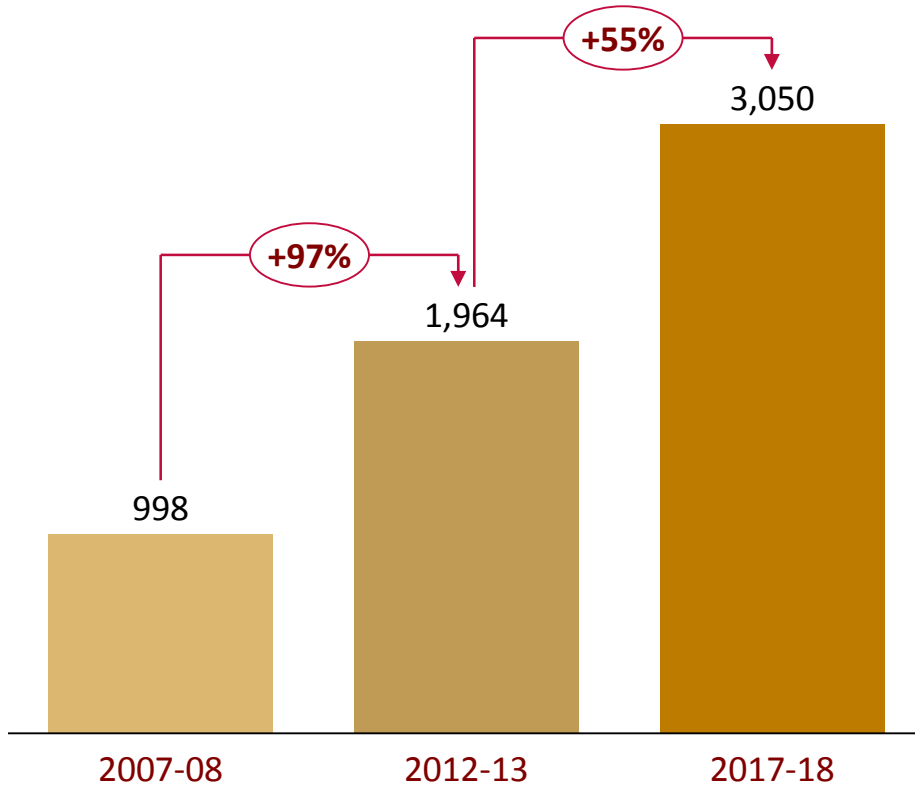
Shri Kasturbhai Lalbhai

Ethics
Perseverance
Envisioning
Attention to detail
Larger purpose

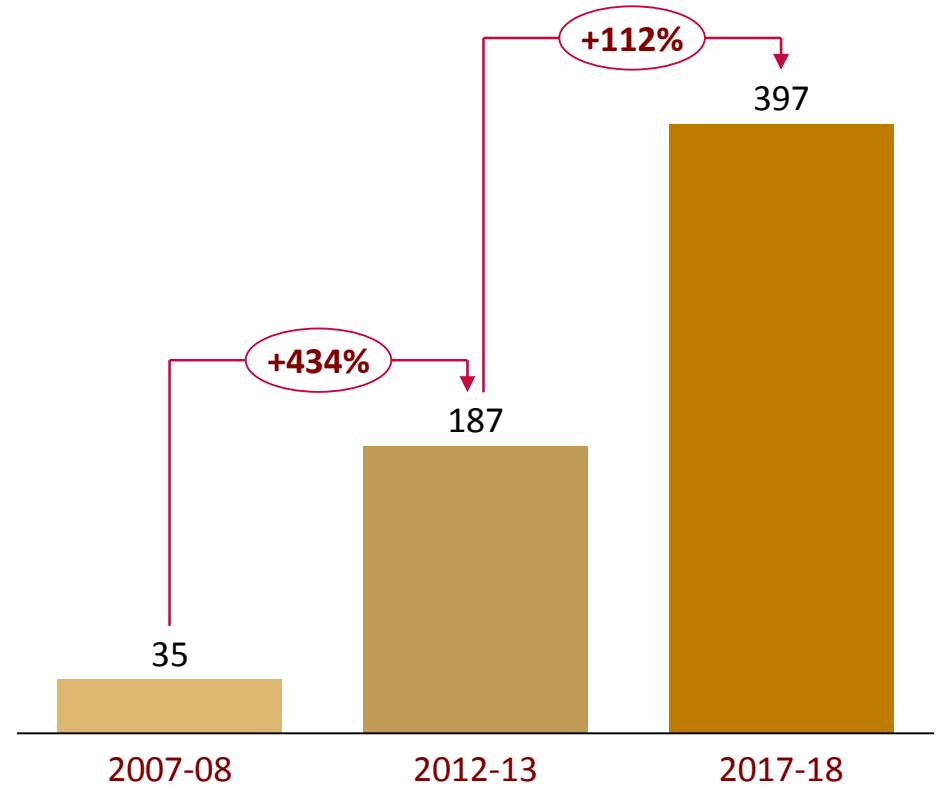
Sales and PBT from operations



₹ cr

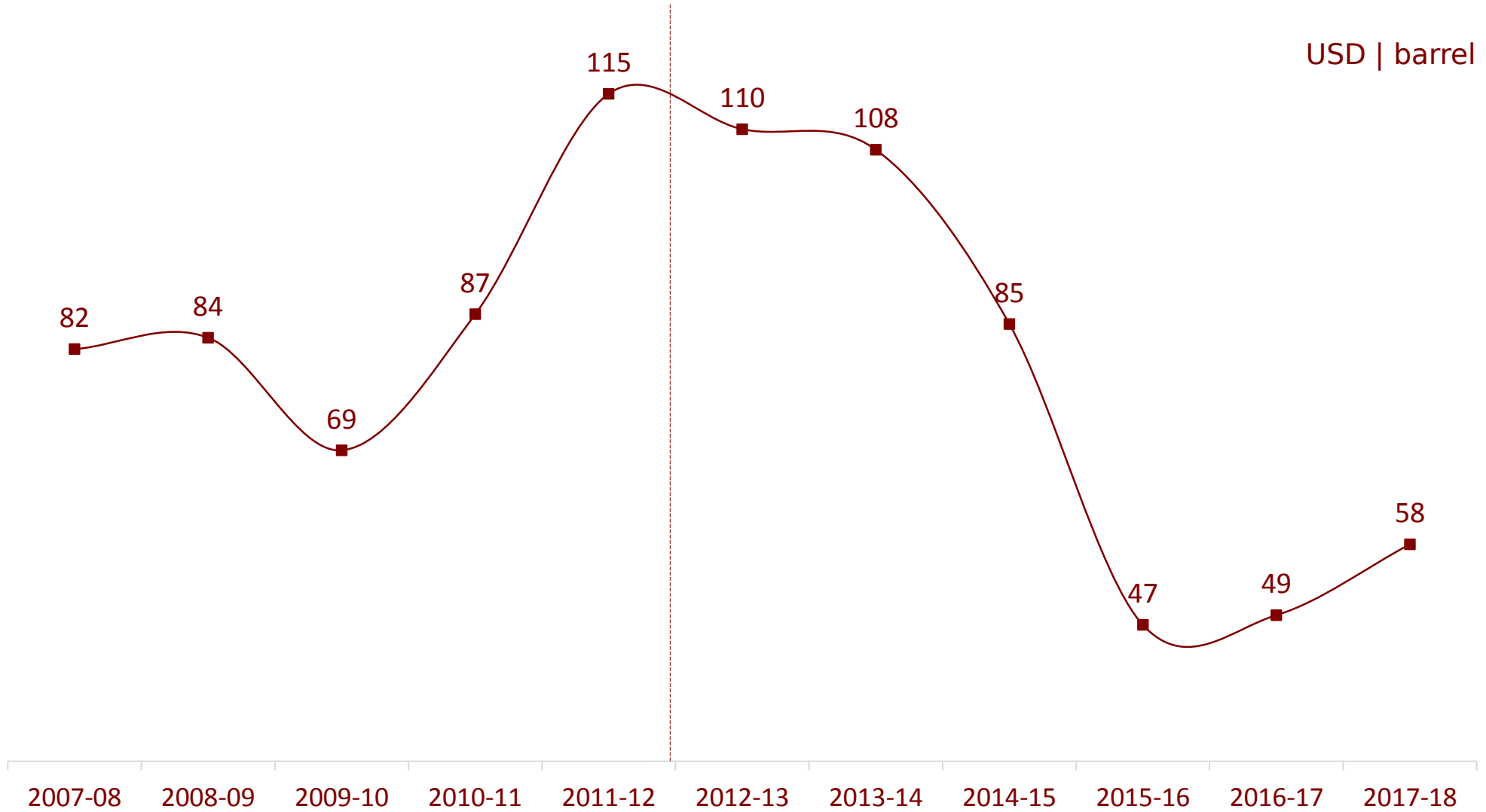


Sales



PBT from operations

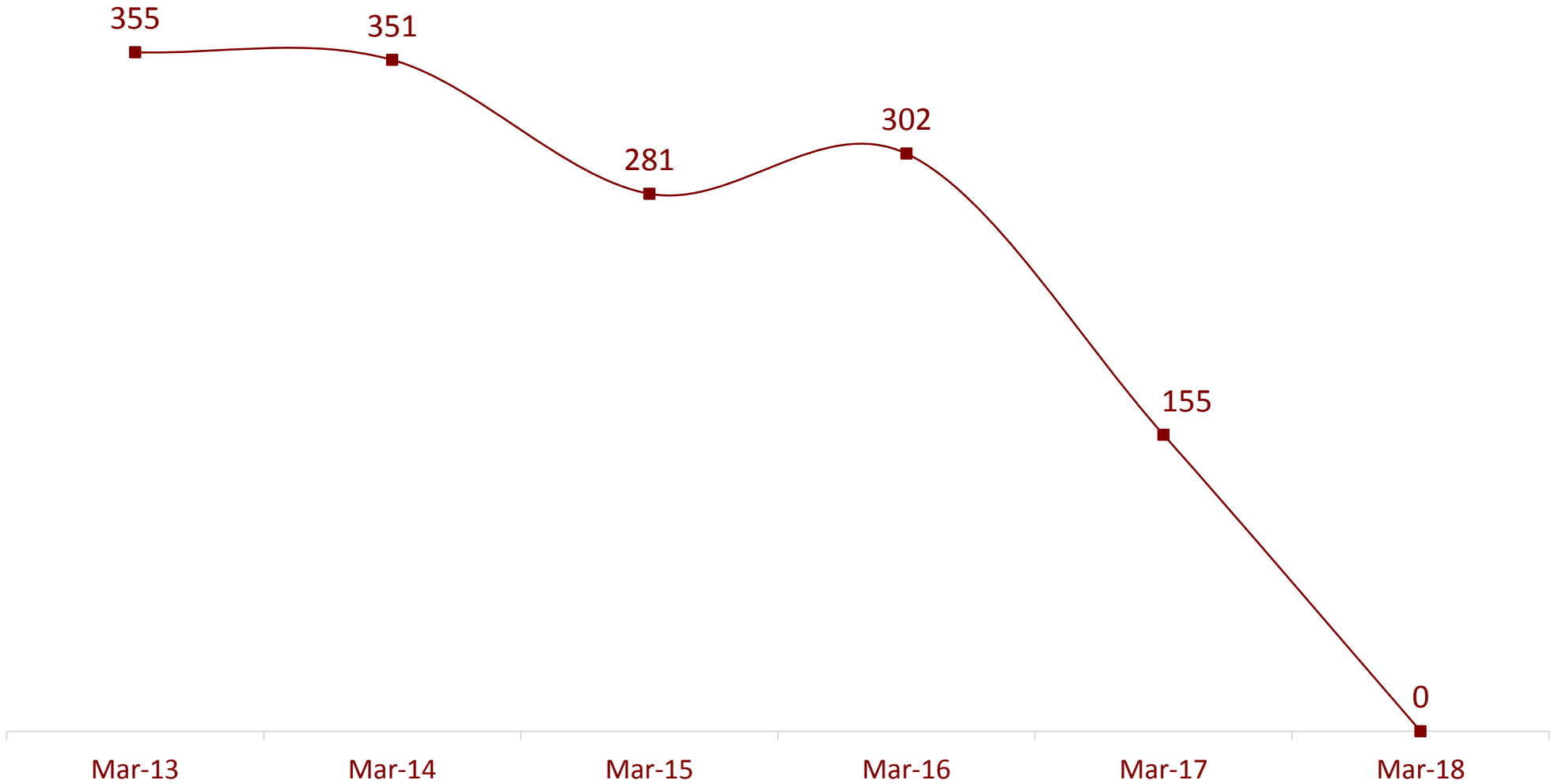
Oil prices



Borrowings



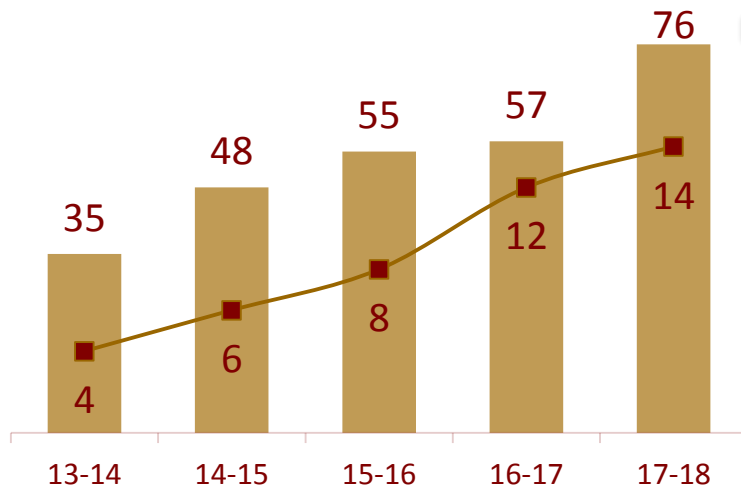
₹ cr



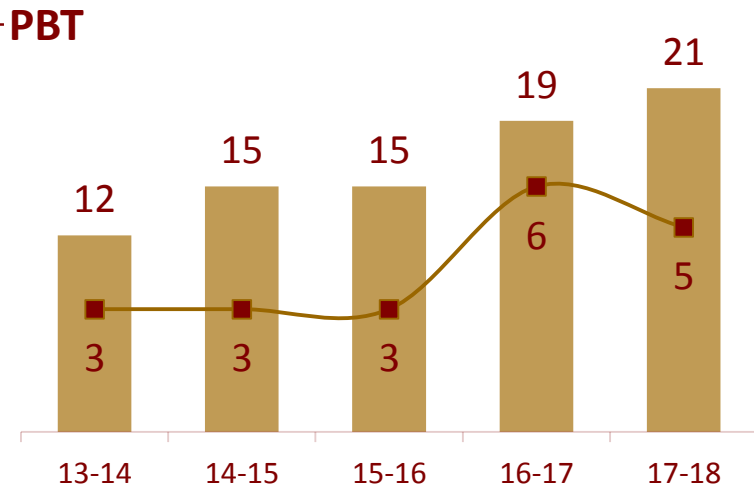
Subsidiary and associate companies



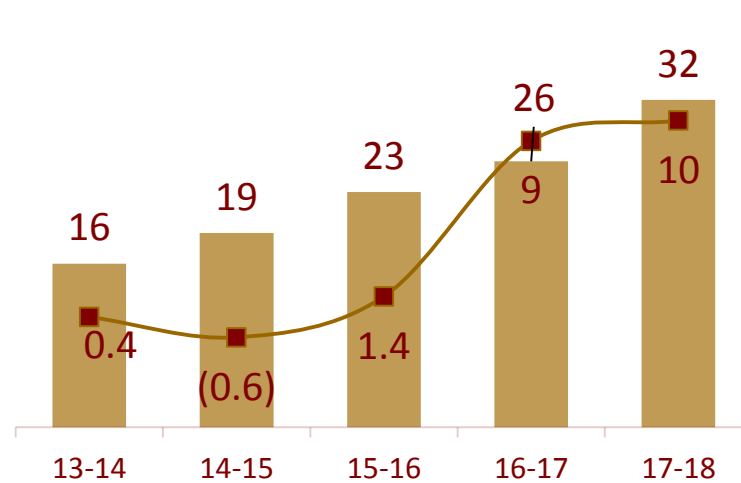
₹ cr



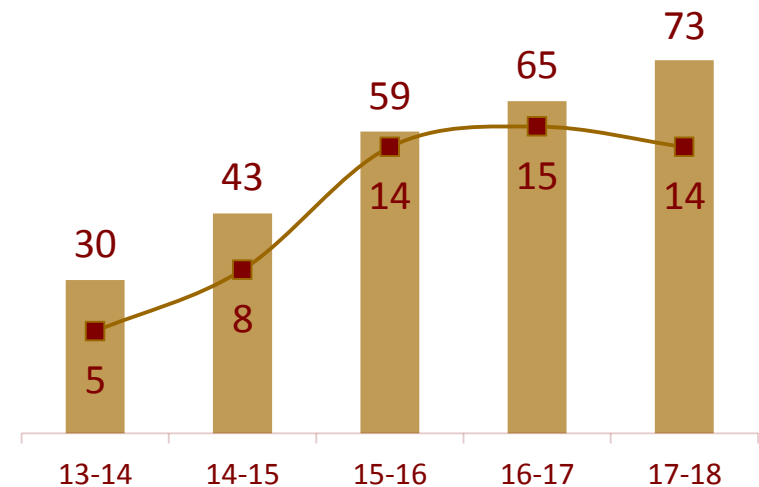
Atul Bioscience



DPD



Amal

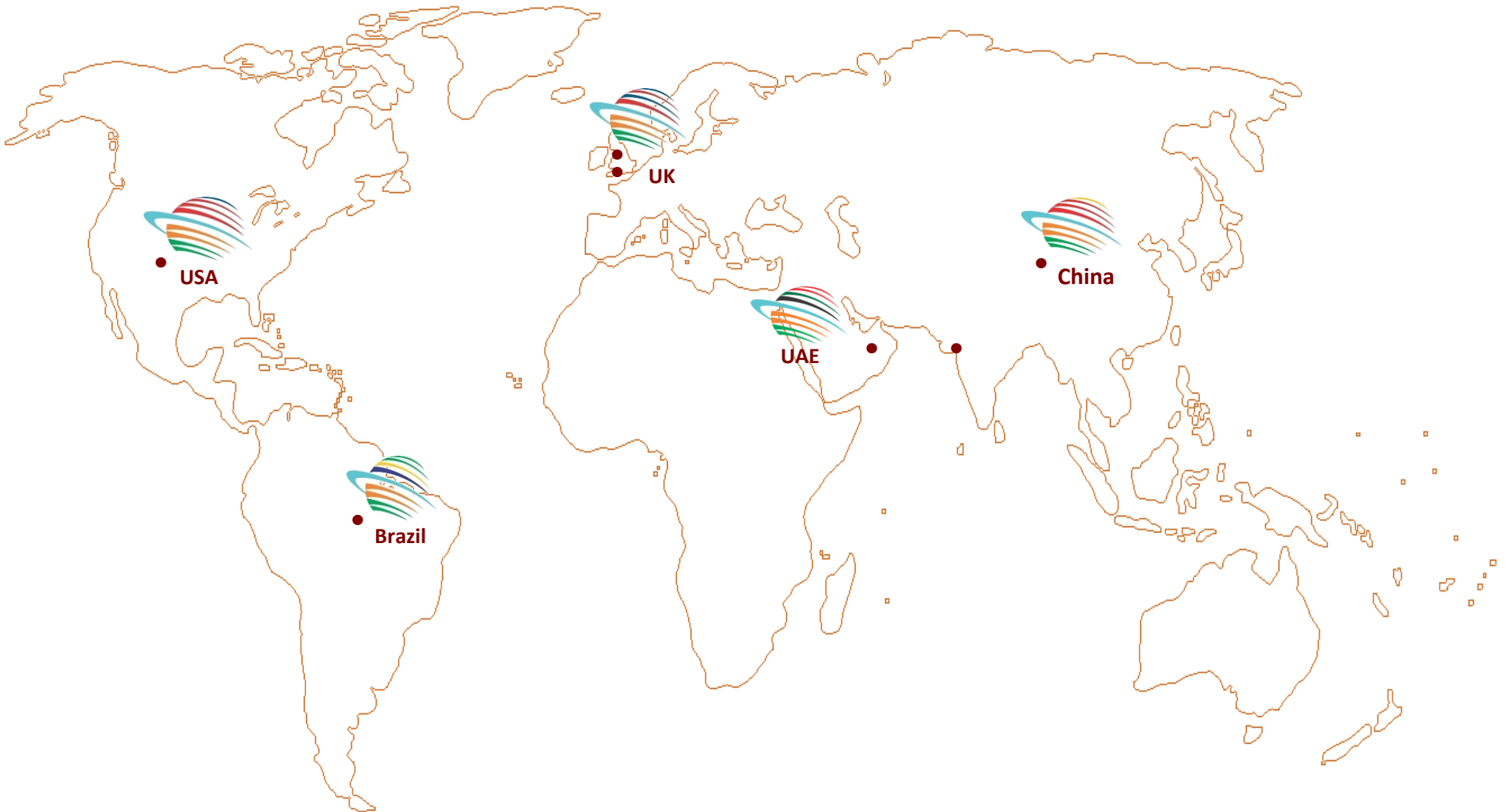


Rudolf Atul Chemicals

Anaven



Foreign subsidiary companies





Atul Vidyalaya



Atul Vidyalaya



Atul Vidyamandir



Kalyani shala

Nurtured ~7,200 young minds through education

Empowerment



Atul Institute of Vocational Excellence

Empowered ~11,000 students through vocational training courses

Empowerment



Urmi

Empowerment



ITI Bilimora



ITI Ankleshwar



ITI Bilimora



ITI Ankleshwar



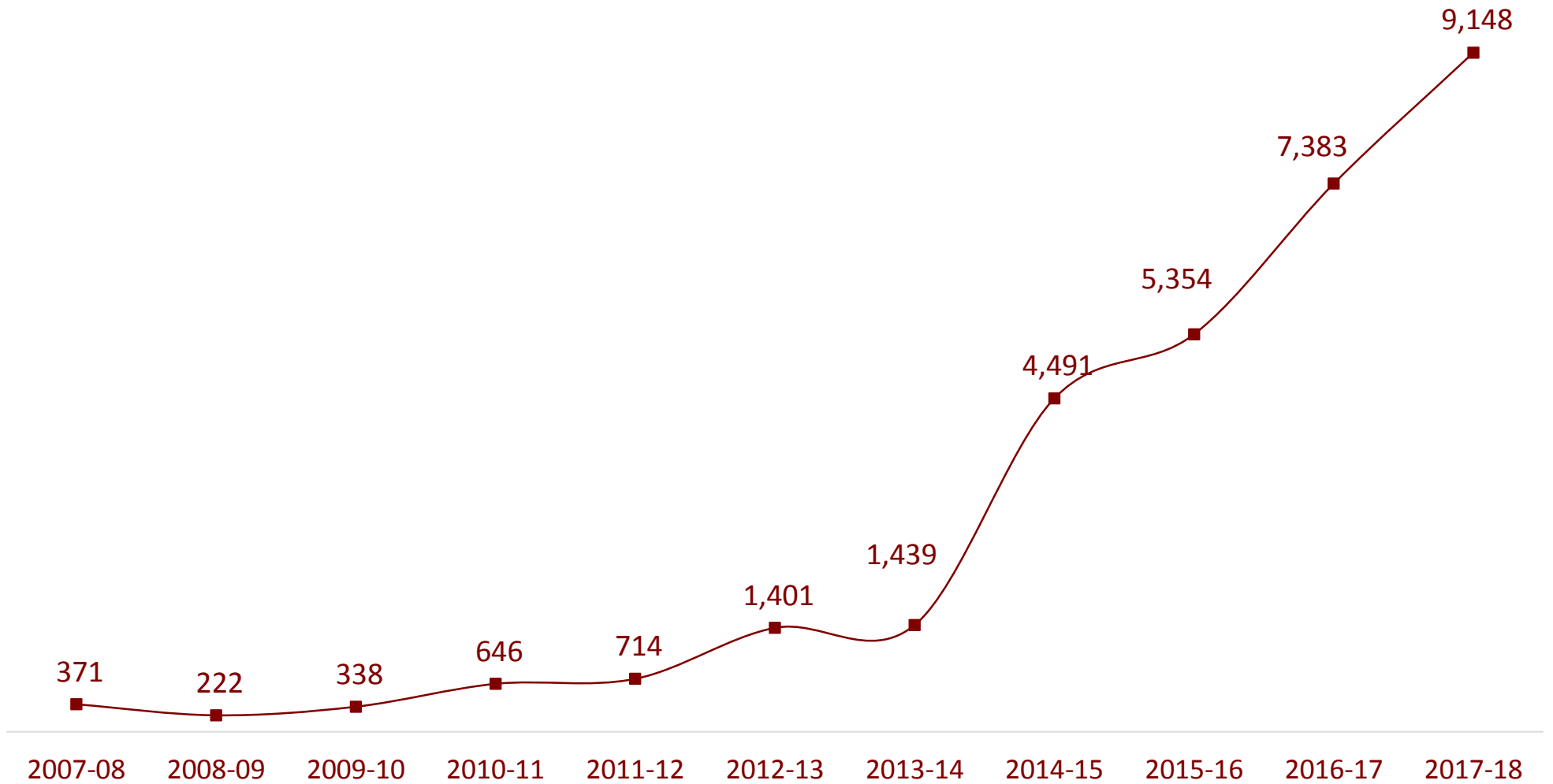
Constructed ~3,500 individual household toilets and ~1,500 underway

Market capitalisation

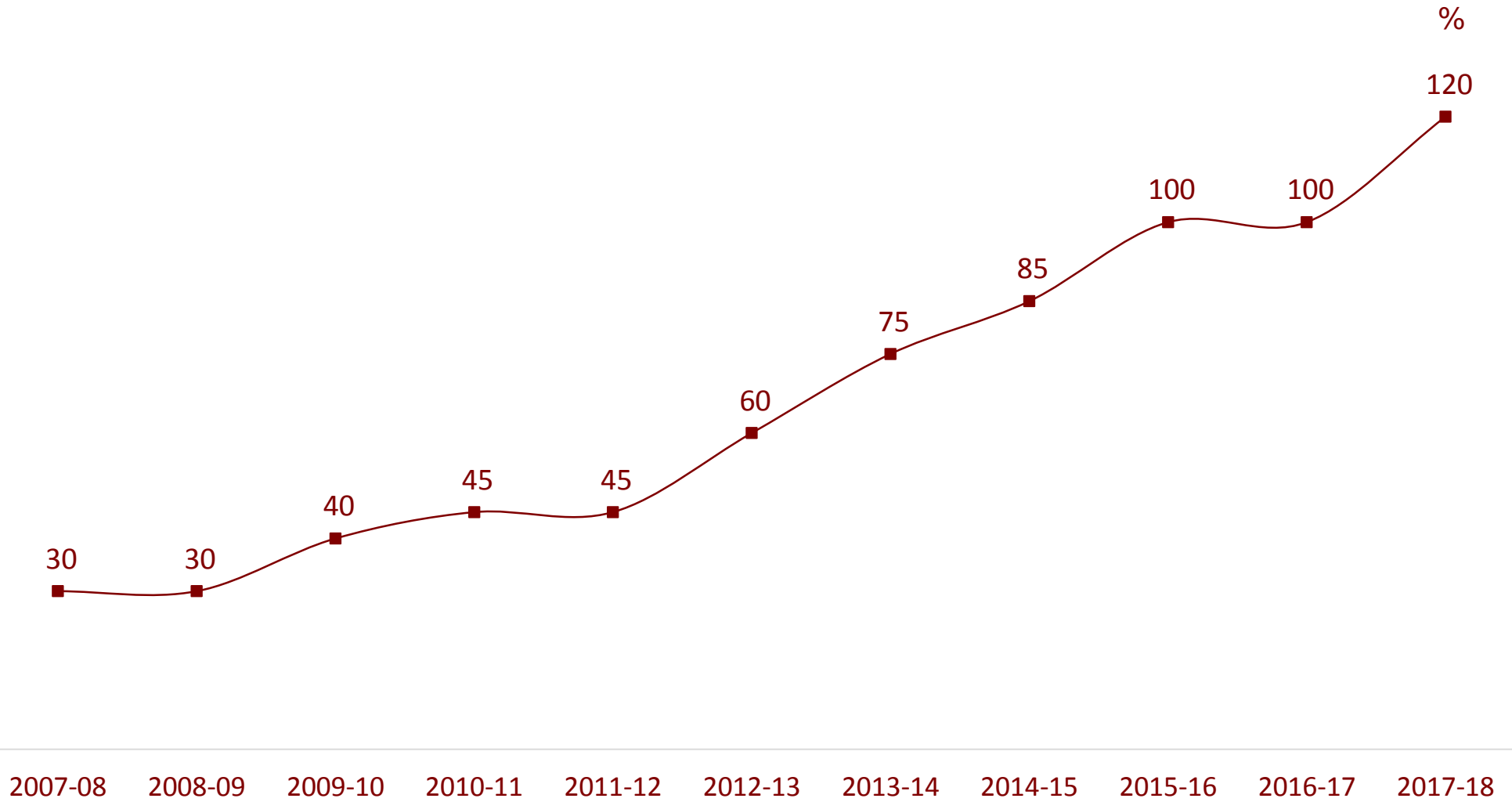


Based on yearly highest price

₹ cr



Dividend



Q1 Financials



₹ cr

	2018-19		2017-18	
	Q1	Q1	Q1	Q4
Income	901	695	695	892
EBIDTA %	19%	12%	12%	17%
PBT from operations	127	52	52	125
PAT	84	34	34	99
RoCE %	27%	12%	12%	32%

Project type	Investment
Expansion (3)	304
Debottlenecking (2)	25
Environment (2)	74
Total	403

Yangtze river protection

In a new development the Chinese Government is keen to protect Yangtze river and declared some areas of the river as a protective zone. No factories are likely to be established **within 1 km from the river**. This may also impact existing chemical factories set up in those regions.



Serving diverse customers



Serving diverse customers



The miracles of science™



Grow a better tomorrow.



An Employee-Owned Company

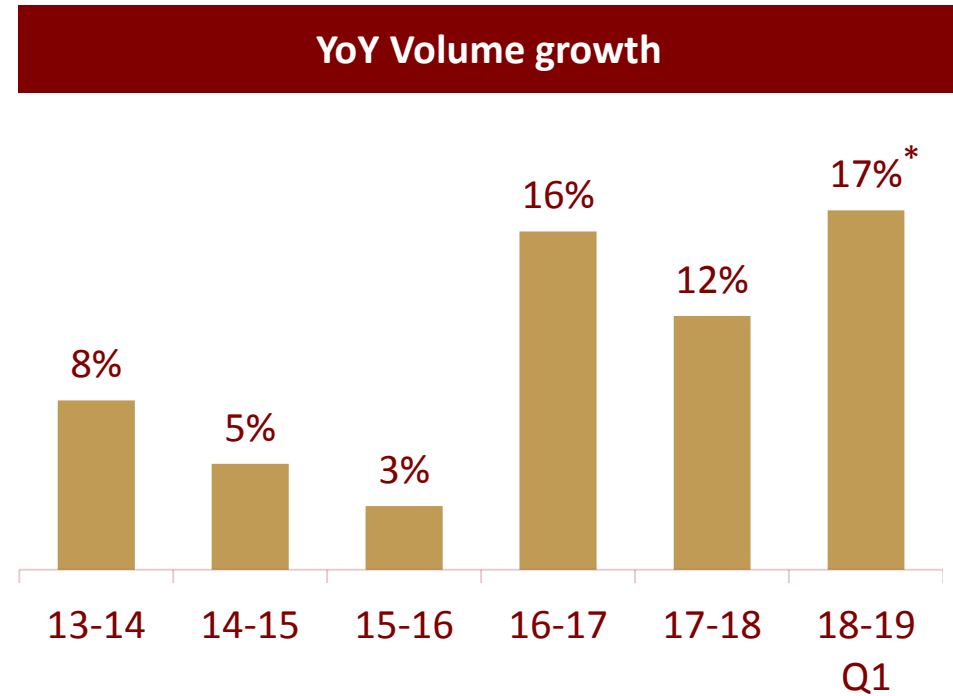


Other information shared

Projects and Volume growth

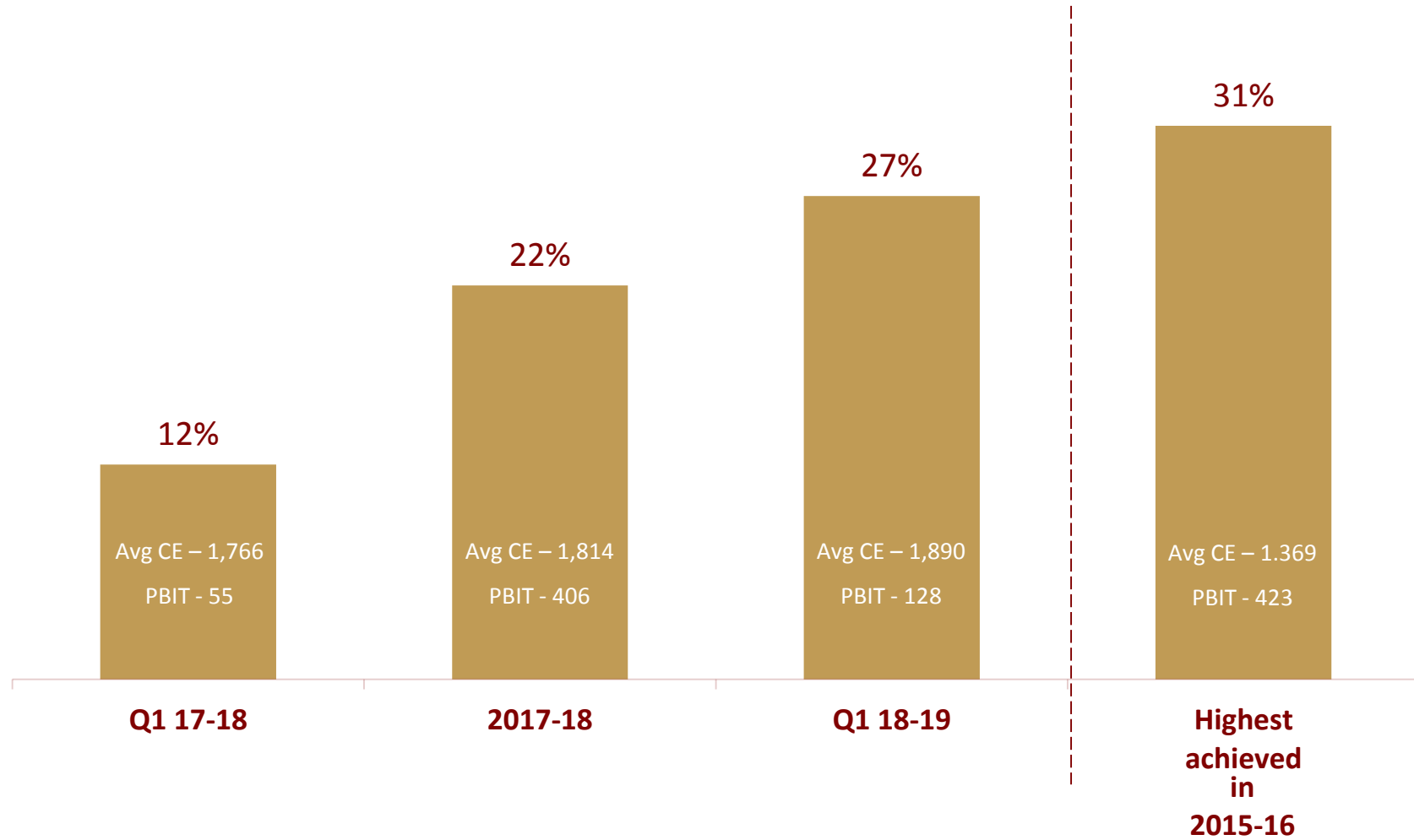
	₹ cr
Projects	Amount
Main projects (9)	425*
Others (small)	200
Environment (50 nos)	150
Total	775

* of which ₹180 cr (2 nos) are underutilised



* with respect to Q1 17-18

RoCE



CE: Capital employed

Key performance ratios

Ratios	13-14	14-15	15-16	16-17	17-18	18-19 Q1
Debt equity	0.4	0.3	0.2	0.1	-	-
Fixed asset turnover	1.9	2.0	3.1	2.4	2.6	3.0
Turnover to average capital employed	1.9	2.0	1.8	1.6	1.7	1.8
Current	1.5	1.5	1.4	1.9	2.3	2.3

Future performance



₹ cr

Project type	Investment
<u>Approved</u>	
Expansion (3)	304
Debottlenecking (2)	25
Environment (2)	74
<u>Under consideration</u>	
Various	

Sub-segment-wise performance



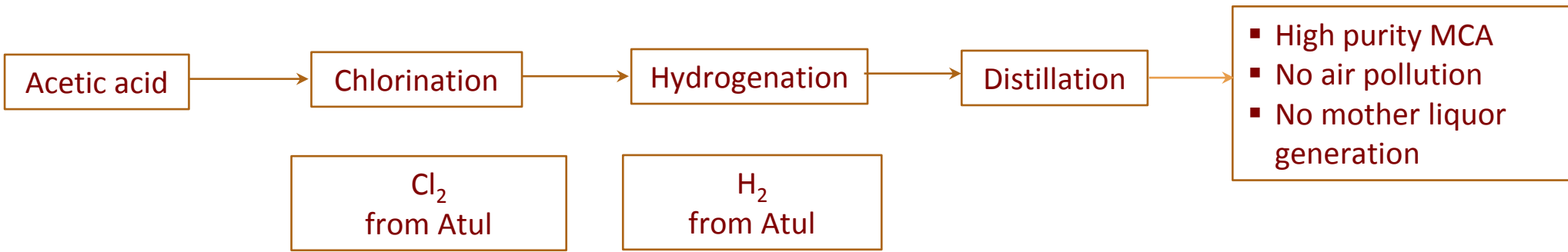
Business

Status

Aromatics	Performance has improved in Q1 2018-19.
Bulk chemicals	Augmentation via debottlenecking in two products will be completed in Q2.
Colors	Capacity expansion of two products has been approved.
Crop Protection	MCA availability at Atul site will benefit the business.
Pharmaceuticals	Capacity utilisation will be better in 2018-19.
Polymers	Supply of products to Aerospace industry is expected to be better in 2018-19.
...	
Retail	Retail sales of ~ ₹200 cr are expected to further increase in 2018-19.

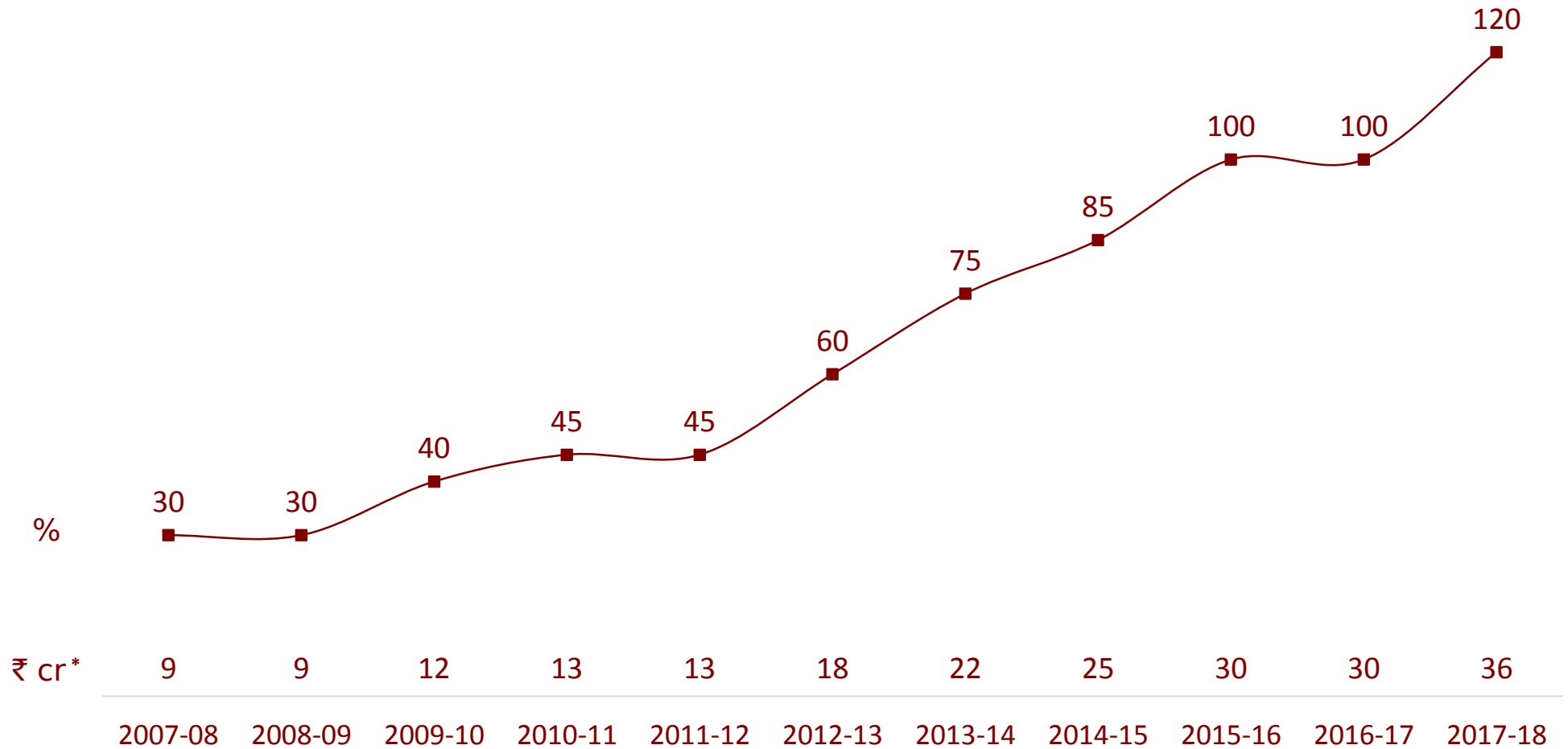
China situation

- **What if the companies restart?**
 - Their cost will be relatively higher, increasing competitiveness of the companies in India.
- **Dependence for raw materials**
 - ~5% of total purchase from China
 - Planning to backward integrate selectively



Phase – I is expected to be operational by end of 2018-19.

Dividend



* excluding dividend distribution tax

At this time, the Company does not have ESOP.

- Compensation comprises fixed and variable pay (linked to profit and sales) for all managers.
- Reward and recognition scheme for middle management.
- *Humari Pehel* (suggestion scheme) for workmen.



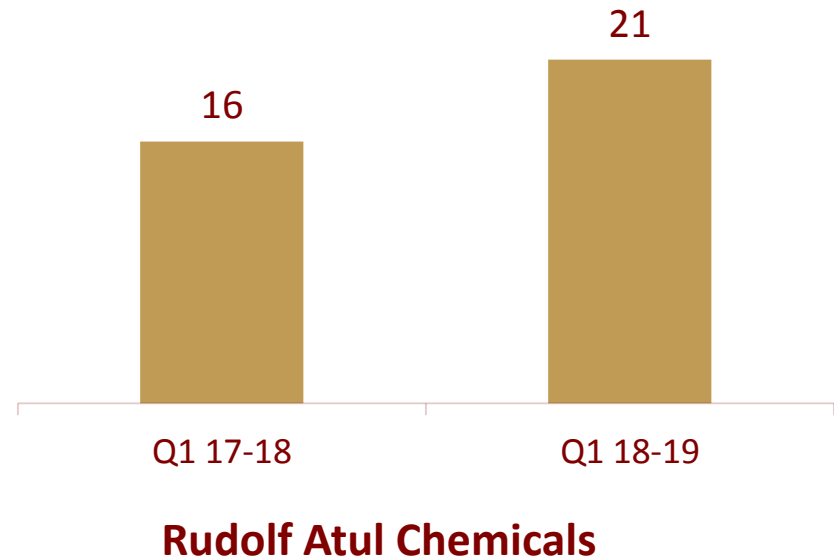
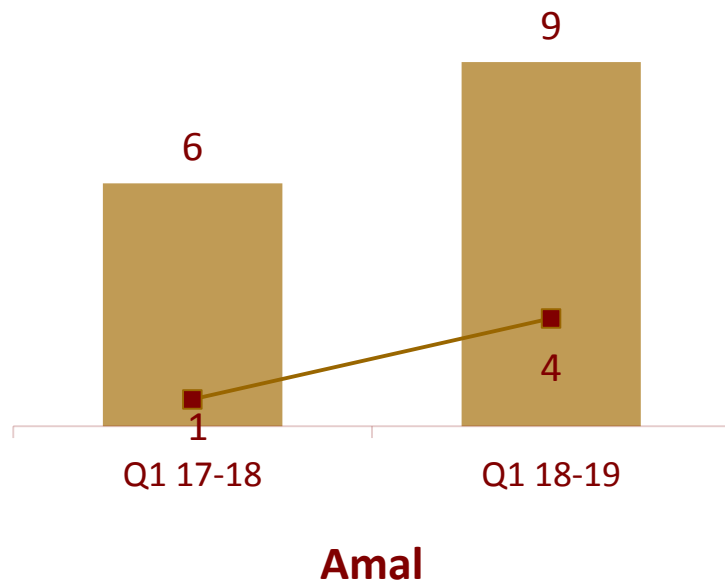
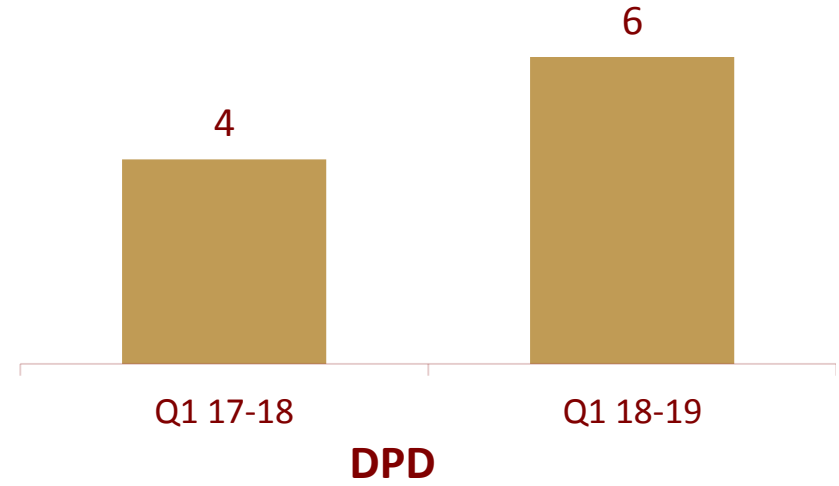
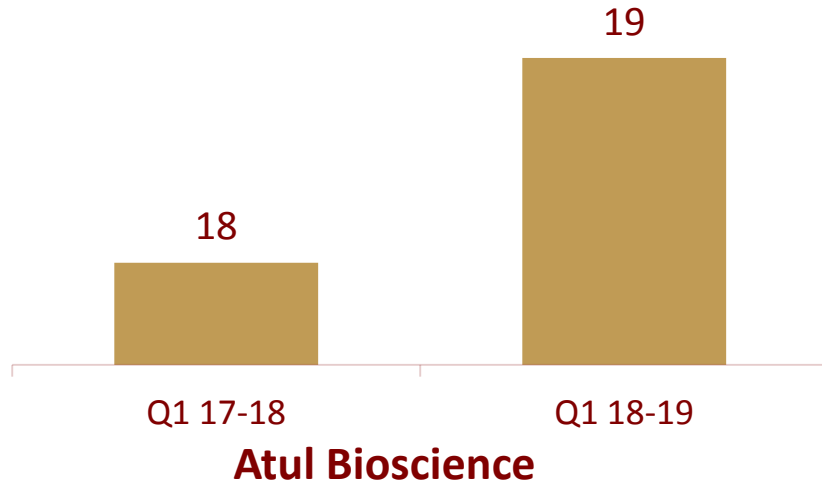
~3 % of total power generation from renewable energy sources

Q1 Subsidiary and associate companies



₹ cr

■ Sales ■ PBT





Thank you