

August 08, 2018

To, The Department of Corporate Services, BSE Limited, Mumbai

To, The Listing Compliance Dept. National Stock Exchange of India Ltd, Mumbai

BSE Script Code: 531795

NSE Script Symbol: ATULAUTO

Dear Sir,

#### SUB: DISCLOSURE OF SCHEDULE OF ANALYST MEET AND INVESTOR PRESENTATION UNDER REGULATION 30 OF THE SEBI (LODR) REGULATIONS, 2015

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, we hereby inform the Stock Exchange that the management of the Company is going to take part in Emkay Confluence organized by Emkay Global Financial Services Ltd. on Friday, August 10, 2018 at Hotel Grand Hyatt, Mumbai. The management of the Company will meet various analysts/ institutional investors there.

We are also attaching Investor Presentation to be delivered there.

Please take the same on your records.

Thanking you.

Yours faithfully, For, ATUL AUTOLIMITED,

(Paras J Viramgama) Company Secretary & Compliance Officer

#### ATUL AUTO LIMITED

(Corporate Identification Number: L54100GJ1986PLC016999) **Regd. Office & Factory**: National Highway 8-B, Near Microwave Tower, Shapar (Veraval), Rajkot – 360024 (Gujarat) Phone: 02827 235500 Website: www.atulauto.co.in **E-Mail**: info@atulauto.co.in



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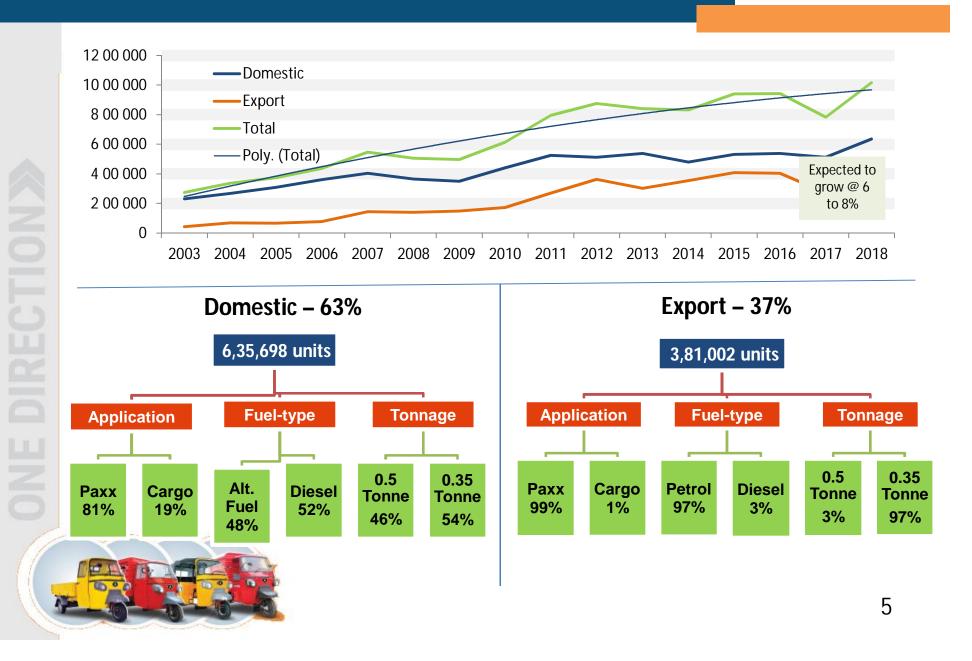
# **NE DIRECTION**

# THREE WHEELER INDUSTRY



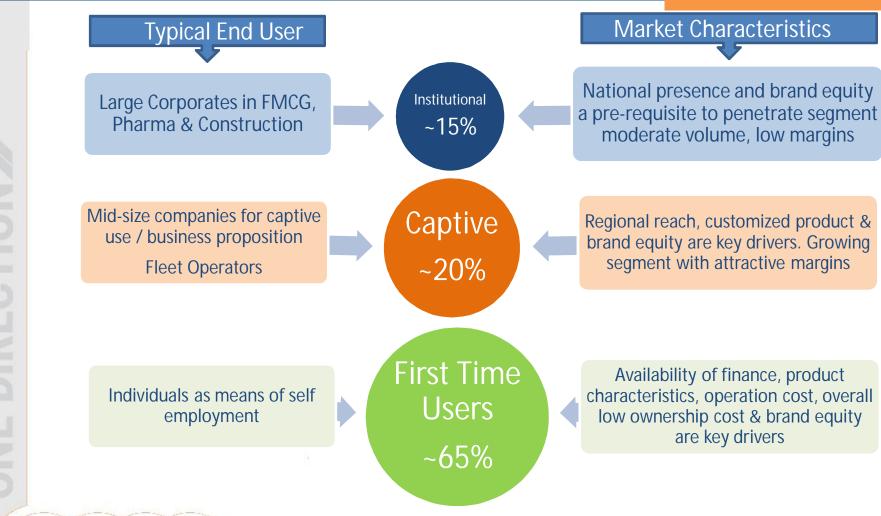
#### Industry – At a Glance

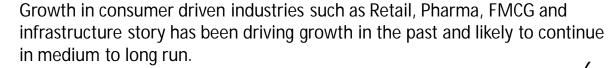




#### **Market Overview**







## **Key Enablers & Growth Drivers**



- India is one of the largest manufacturer for 3-wheelers producing volume of ~10,00,000 units p.a. and expected to grow at 6-8% p.a. in medium term. Having a domestic market of ~6,50,000 units p.a..
- 3-wheeler is an important element of goods transportation in the country
  - Provides last mile connectivity in the metro and urban markets where entry of large commercial vehicles into city limits is increasingly getting restricted
  - Is the ideal and most widely used mode for goods transportation in rural and semi urban markets
- Also a cost effective mode for personal and mass transportation
- Export markets include developing and under-developed countries like Bangladesh, Sri Lanka, Indonesia, African countries and Latin American countries.

#### Cargo Segment

- Availability of Retail Finance through Banks and big NBFC's
- Growth in key user industries like FMCG, Pharma, Retail, Construction
- Major retail push by FMCG & Consumer product players in Tier II cities and smaller towns where 3-wheelers serve as the ideal mode of goods transportation
- Restriction imposed on Large Commercial Vehicles entry at metros and major cities

#### **Passenger Segment**

- Availability of Retail Finance through Banks and big NBFC's
- Government focus on improvement in rural road infrastructure
- 3-wheelers continue to be a popular mode of passenger transportation
- New permits for fuels like CNG/LPG driven vehicles are available more easily
- Passenger application in the rural & semi urban areas continues to grow





# CORPORATE OVERVIEW



## **About Us**





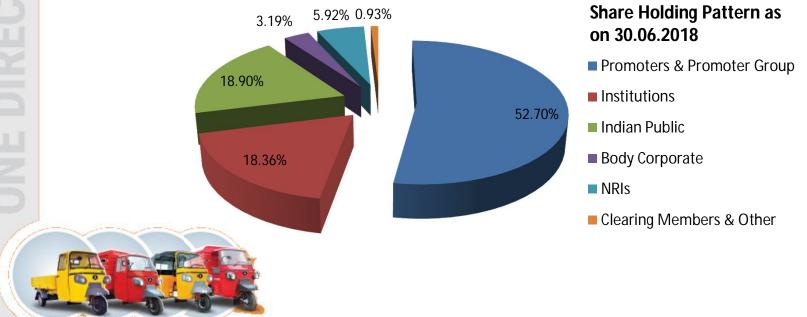
- Installed capacity of 60,000 units per annum at Rajkot Plant
- Caters to diverse customer base in the Cargo & Passenger segment, available on both the platforms i.e. 350 kgs payload capacity and 500 kgs payload capacity, multi fuel choice, i.e. Diesel, Petrol, CNG, LPG and E-Vehicles
- Enjoying Debt-free Status



#### **Board of Directors & Share Holding**

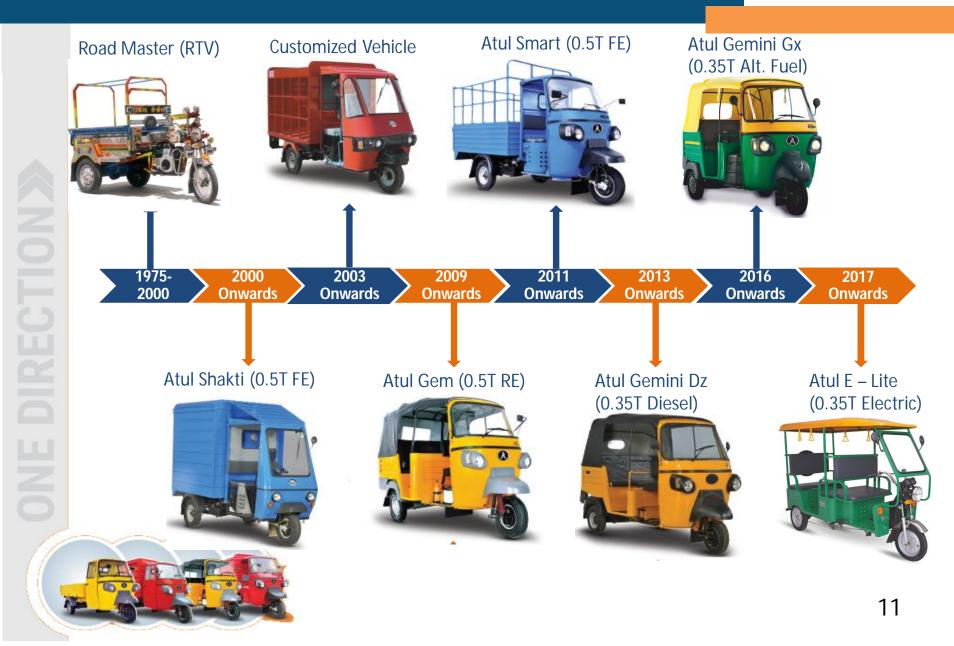


J J Chandra	Chairman and Managing Director			
M J Patel	Whole Time Director & CFO			
Niraj J Chandra	Whole Time Director			
Dr. Vijay K Kedia	Non Executive Director			
CA Hemant Bhatt	Independent Director			
Hasmukh Adhvaryoo	Independent Director			
Adv. H J Lalakiya	Independent Director			
Dr. Margie Parikh	Independent Director			



#### **Consistent Track Record of Product Development**





#### **Product Portfolio**





### **Network**



- **15 Regional Offices** 2 Training Centers
- > 200 Primary Dealerships
- 120 Secondary Dealerships

#### **Overseas Presence**

- Nepal Tanzania
- $\triangleright$ Ethiopia
- Cambodia  $\triangleright$
- Bolivia

➢ Ecuador

- Kenya South Africa
- Nigeria
- Malawi
- Iraq  $\succ$

> Peru

- Guatemala  $\geq$
- Madagascar > Senegal
  - Somalia  $\succ$ 
    - Philippines  $\geq$
- HIMACHAL PUNJAB UTTRRANCHAL HARYANA RAJASTHAN UTTARPRADESH BIHAR HARKHA GUJARAT MADHYAPRADESH ORISSA MAHARASHTRA ANDHRAPRADESH KARNATAKA

TAMILNADU

KERALA

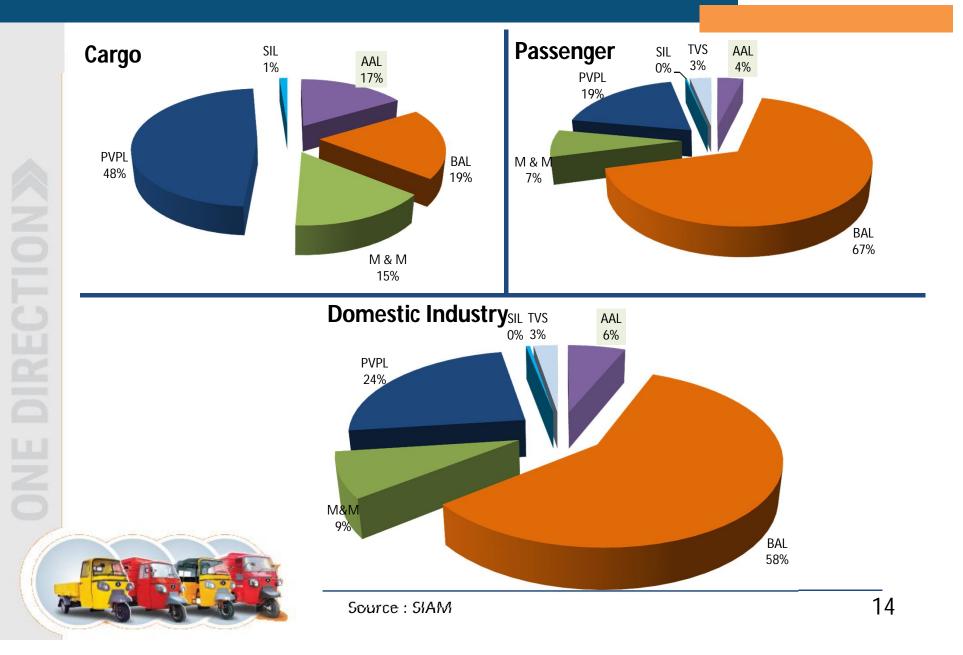
JAMMU & KASHMIR



CHATTISGARH

#### **Domestic Market Share – FY 18**







- In FY 18, the organization is back to normal growth path. It is expected that it will continue up ward and positive growth momentum in the time to come.
- The growth drivers in near terms are, network expansion deeper penetration in the domestic market, exploring overseas market, introduction of e-vehicles in the potential domestic market and developing various application & upgrading the existing product portfolio.
- AAL's associate concern, KAFL has been revived and now actively supporting products of the company for retail finance to the end users,
- Strategic tie-ups with all leading banks and NBFC's to provide retail financing for Atul Auto's vehicles.
- Existing plant will be able to cater the growth for next 2 years with current capacity of 60,000 vehicles per annum
- Started conceiving the expansion near Ahmedabad for additional installed capacity of 60,000 vehicles per annum at an estimated Capex of INR 1500 Mn., Till FY 18, company has incurred INR 422 Mn. through internal accruals.



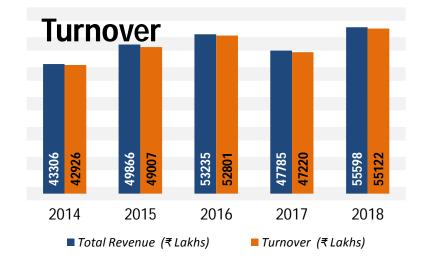


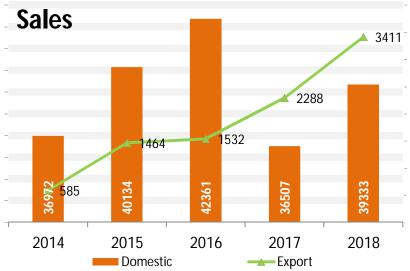
# FINANCIAL PERFORMANCE



#### **Financial Performance**

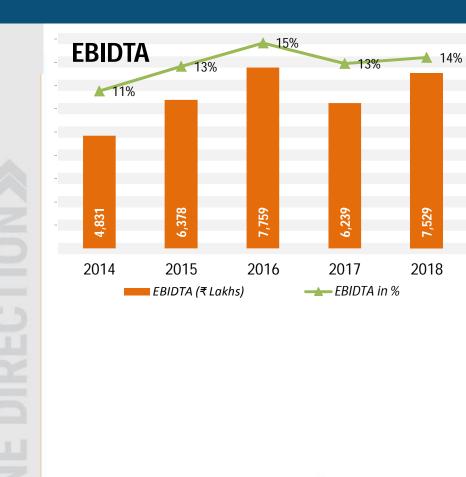


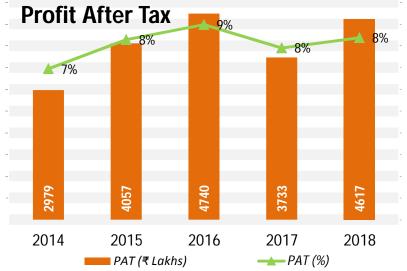




#### **Financial Performance**

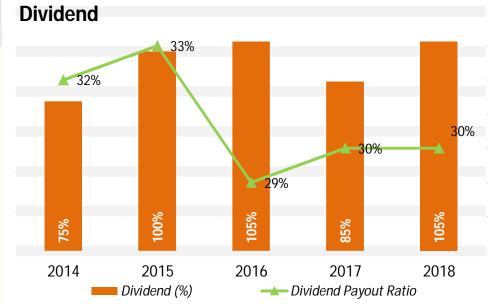


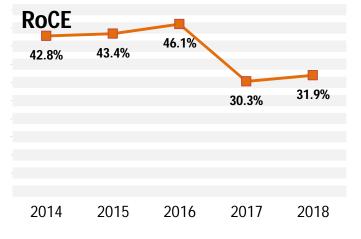




## **Dividend History**







#### **Latest Financial Results**



	ſ	Quarter Ended On Year End					
Particulars	30.06.2018	31.03.2018					
	(Unaudited)	31.03.2018 (Audited)	30.06.2017 (Unaudited)	(Audited)			
Sales of three wheelers (in numbers)	10,568	11,624	8,974	42,744			
INCOME FROM OPERATIONS							
Gross Sales	13,613	14,886	12,888	56,457			
Other Operating Income	118	172	100	476			
TOTAL Revenue from Operation	13,731	15,058	12,988	56,933			
Other Income	243	98	64	257			
TOTAL INCOME	13,974	15,156	13,052	57,190			
EXPENSES							
Cost of materials consumed	10,296	10,555	8,378	40,220			
Purchase of Stock in trade	-	-	-	-			
Changes in inventories of FG, WIP and stock-in-trade	-124	447	248	201			
Excise Duty (See Note 7)	-	-	1,335	1,335			
Employee benefits expenses	1,154	1,087	980	4,013			
Finance Costs	18	12	10	42			
Depreciation and amortization expenses	134	132	129	526			
Product Development Charges	43	48	16	322			
Other expenses	878	1,116	835	3,587			
TOTAL EXPENSES	12,399	13,397	11,931	50,246			
Profit Before tax	1,575	1,759	1,122	6,944			
Tax expenses	544	590	341	2,325			
Profit for the period	1,031	1,169	781	4,619			
Other Comprehensive Income, Net of Tax	-2	35	24	18			
Total Comprehensive Income for the Period	1,029	1,204	805	4,637			
Paid-up equity share capital (Face Value of Rs.5/-)	1,097	1,097	1,097	1,097			
Reserves excluding Revaluation Reserves				20,842			
Earning Per Share Basic & Diluted but not annualized	4.70	5.33	3.56	21.05			

(Rs. in lakhs except per share data) 20

## **Key Financial Indicators**



Particulars	FY 12 Audited	FY 13 Audited	FY 14 Audited	FY 15 Audited	FY 16 Audited	FY 17 Audited	FY 18 Audited
Volume (No. of Vehicles)	27,000	32,040	37,557	41,598	43,893	38,795	42,744
Turnover(INR in Millions)	2979.8	3,628.6	4,292.6	4,900.7	5,280.1	4,722.0	5,512.2
Growth (on TO)	48.2%	21.8%	18.3 %	14.2%	7.7%	-10.6%	16.7%
Op. EBIDTA(INR in Millions)	275.5	400.8	453.9	579.2	762.9	598.6	725.5
Op. EBIDTA (%)	9.2%	11.0%	10.6%	11.8%	14.5%	13.2%	13.7%
PAT (INR in Millions)	155.9	259.2	297.9	405.7	474.0	373.3	463.7
PAT ( %)	5.2 %	7.1 %	6.9 %	8.3%	9.0%	7.9%	8.4%
Equity (INR in Millions)	73.1	109.7	109.7	109.7	109.7	109.7	109.7
EPS (INR) (FV – INR 5/share)	8.3	11.8	13.6	18.5	21.6	17.0	21.1
Dividend (%)	50%	60%	75%	100%	105%	85%	105%
Return on Capital Employed (%)	39.2%	48.3%	42.8%	43.4%	46.1%	30.3%	31.9%
Debt-Equity (x)	0.1	0.0	0.0	0.0	0.0	0.0	0.0





# THANK YOU



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