

Ref: ATULAUTO/SEs/AnalystInvestorMeetPresentation/04.12.2018

December 03, 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 Emergent India - 2018 organized by B & K Securities on December 04, 2018 at Hotel Trident, BKC, 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 AUTO LIMITED,


(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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ATUL



Disclaimer



This presentation contains certain forward looking statements regarding future events and future results of Atul Auto Limited (the company), that are based on the current expectations, estimates, forecasts and projections about the industries in which the company operates, and on the beliefs and assumptions of the management of the company. In particular, among the statements, certain statements with regard to management objectives, trends in result of operations, margins, costs, return on equity, risk management, competition, changes in business strategy and acquisition and disposition of assets are forward looking in nature. Words such as 'expects', 'anticipates', 'scenario', 'outlook', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', as well as any variation of such words and similar expressions, are intended to identify such forward-looking statements. Those forward-looking statements are only assumptions and are subject to risks, uncertainties and assumptions that are difficult to predict because they relate to events and depend upon circumstances that will occur in the future. Therefore, actual results of the Company may differ materially and adversely from those expressed or implied in any forward-looking statement and the Company does not assume any liability with respect thereto. Factors that might cause or contribute to such differences include, but are not limited to, global economic conditions, the impact of competition, or political and economic developments in the countries in which the Company operates. Any forward-looking statements made by or on behalf of the Company speak only as of the date they are made. The Company does not undertake to update forward-looking statements to reflect any change in its expectations with regard thereto, or any change in events, conditions or circumstances which any such statement is based on.

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In addition to the above it is to be noted that the presentation is not meant for any public circulation. Further, it is also clarified and understood that under no circumstances, the fund house or person to whom this presentation is given, shall publish this presentation on its own website or any other website or in any media (whether electronic, print or any other mode of media).



Content



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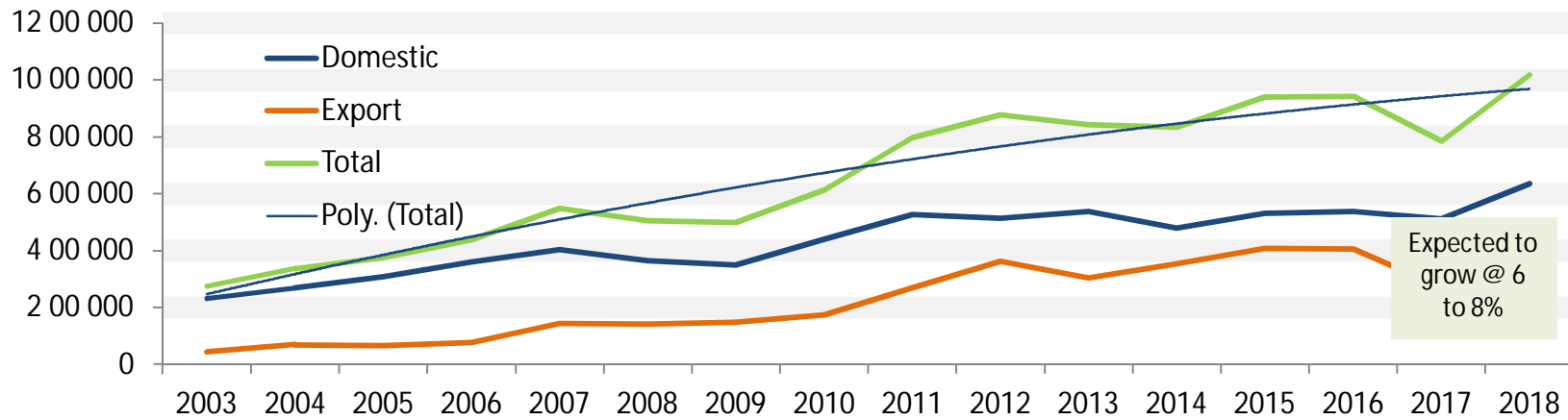
Sr. No.	Particulars	Page
1	Three wheeler Industry	
	• At a Glance – Domestic & Export	5
	• Market Overview	6
	• Key Enablers & Growth Drivers	7
2	Atul Auto Limited – Corporate Overview	
	• About us	9
	• Board of Directors & Share Holding	10
	• Consistent track record of Product development	11
	• Products & Network	12
	• Market Share	14
	• Growth Strategy & Expansion	15
3	Financial Performance	16



THREE WHEELER INDUSTRY

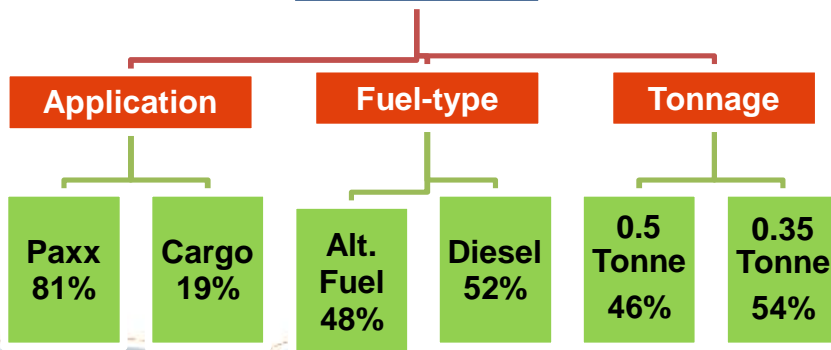


Industry – At a Glance



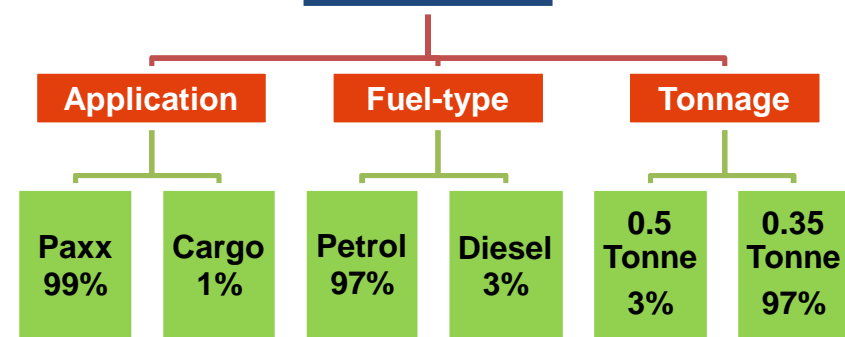
Domestic – 63%

6,35,698 units



Export – 37%

3,81,002 units

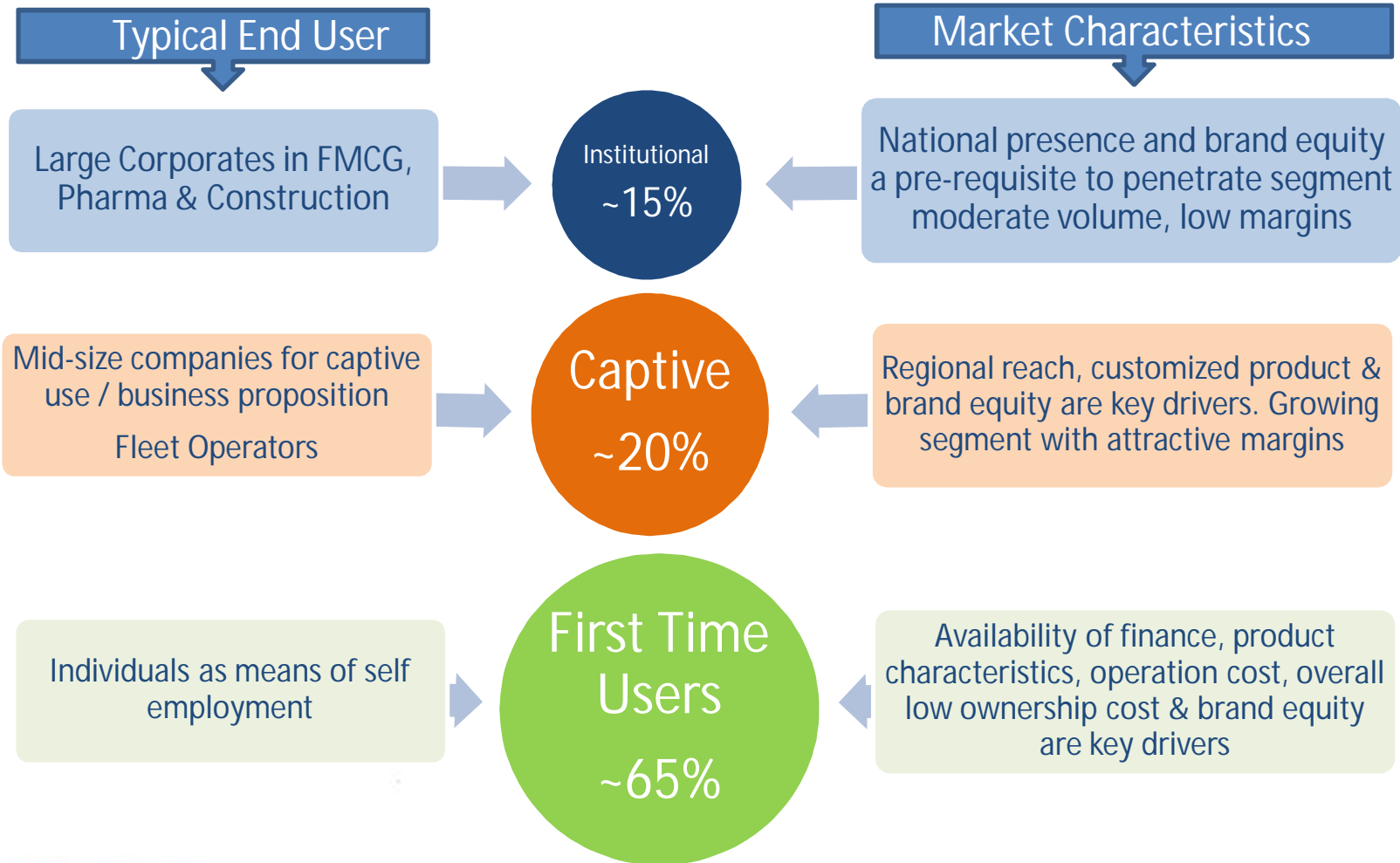


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Market Overview



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Growth in consumer driven industries such as Retail, Pharma, FMCG and infrastructure story has been driving growth in the past and likely to continue in medium to long run.

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

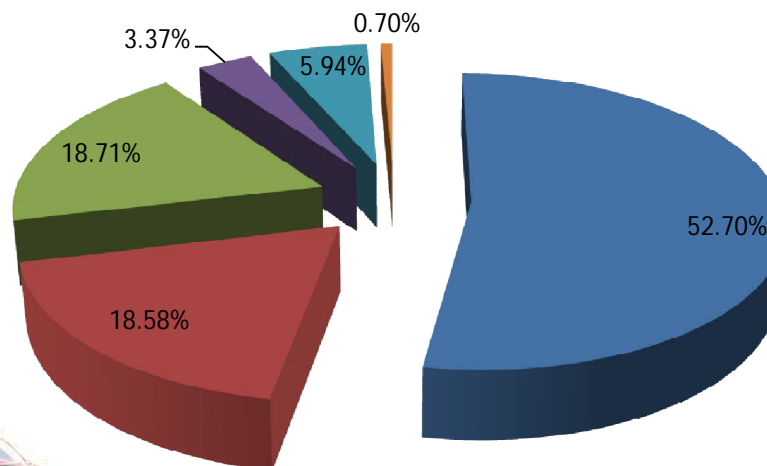


Board of Directors & Share Holding



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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



Share Holding Pattern as on 30.09.2018

- Promoters & Promoter Group
- Institutions
- Indian Public
- Body Corporate
- NRIs
- Clearing Members & Other



Consistent Track Record of Product Development



Road Master (RTV)



Customized Vehicle



Atul Smart (0.5T FE)



Atul Gemini Gx
(0.35T Alt. Fuel)



Atul Shakti (0.5T FE)



Atul Gem (0.5T RE)



Atul Gemini Dz
(0.35T Diesel)



Atul E – Lite
(0.35T Electric)



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Product Portfolio



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ATUL
Shakti
3-WHEELERS



Front Engine
Delivery Van
500 kg Payload Capacity

ATUL
smart



Front Engine
Passenger 3+1
500 kg Payload Capacity

ATUL
GEM



Rear Engine
Passenger 3+1
500 kg Payload Capacity

ATUL
Gemini-Dz



Rear Engine
Passenger 3+1
350 kg Payload Capacity



Front Engine
High Deck
500 kg Payload Capacity



Front Engine
High Deck
500 kg Payload Capacity



Rear Engine
Delivery Van
500 kg Payload Capacity

ATUL
Gemini-Gx



Front Engine
Passenger 6+1
500 kg Payload Capacity



Front Engine
Delivery Van
500 kg Payload Capacity



Rear Engine
Cargo
500 kg Payload Capacity

ATUL
Elite
e-Rickshaw



Network



- 15 Regional Offices
- ◆ 2 Training Centers

- 200 Primary Dealerships
- 120 Secondary Dealerships

Overseas Presence

- Nepal
- Tanzania
- Kenya
- South Africa
- Nigeria
- Malawi
- Mexico
- Madagascar
- Honduras
- D R Congo
- U K
- Ethiopia
- Cambodia
- Bolivia
- Peru
- Ecuador
- Iraq
- Guatemala
- Senegal
- Somalia
- Philippines



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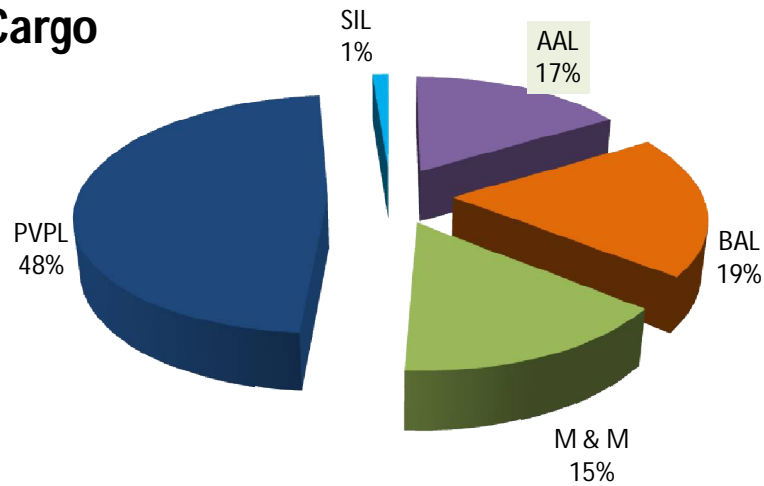


Domestic Market Share – FY 18

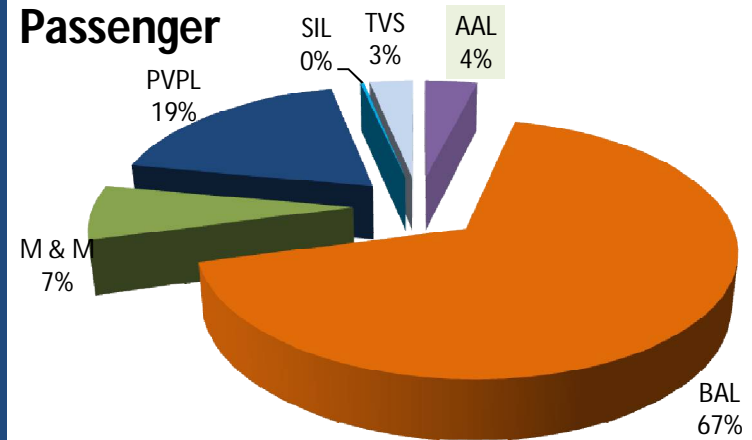


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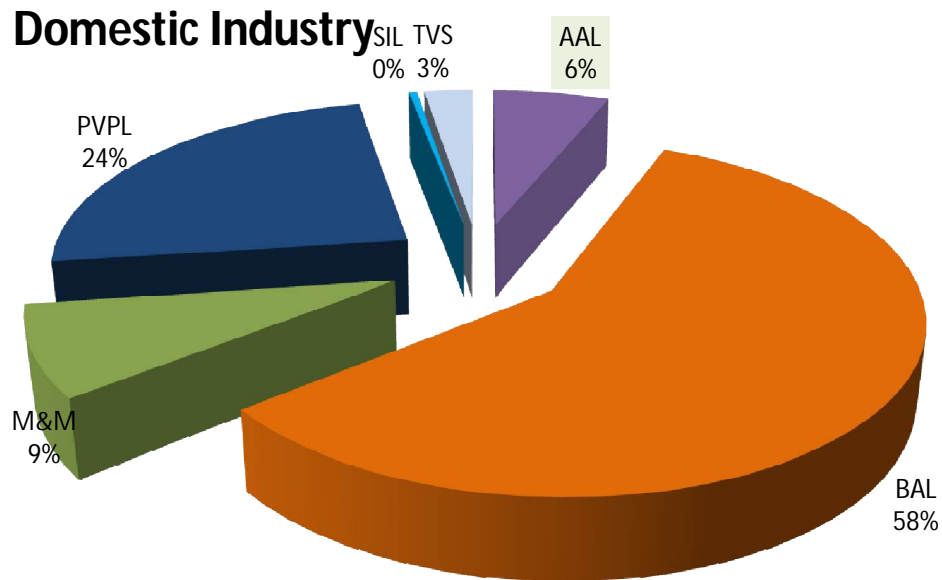
Cargo



Passenger



Domestic Industry



Source : SIAM

Growth Strategy & Expansion



- 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.

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FINANCIAL PERFORMANCE

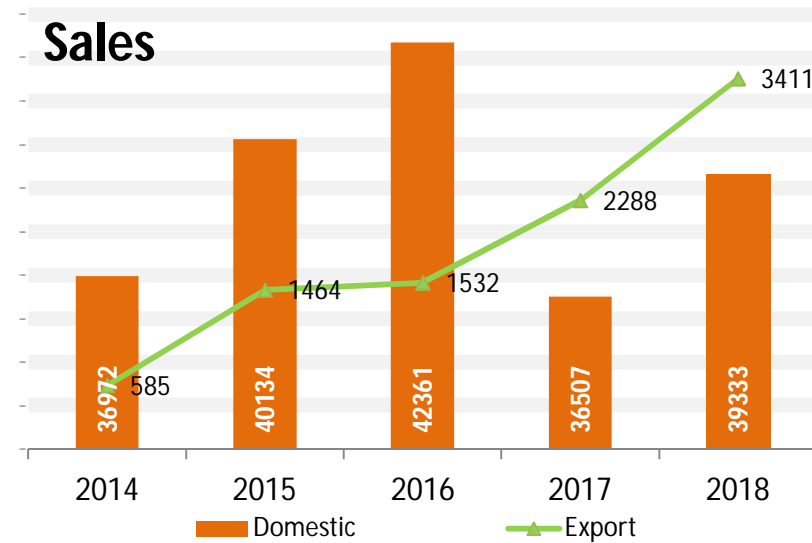
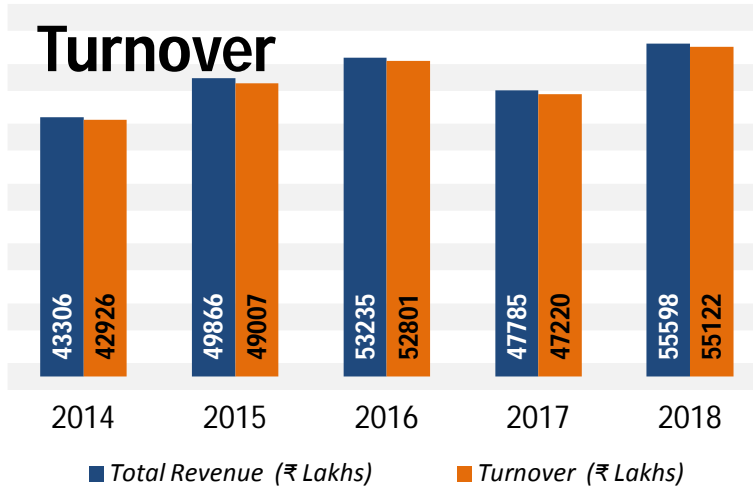
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Financial Performance



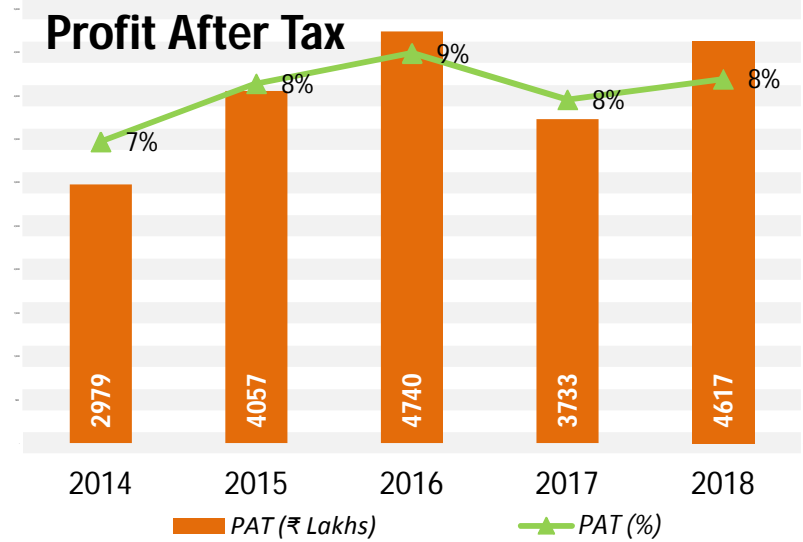
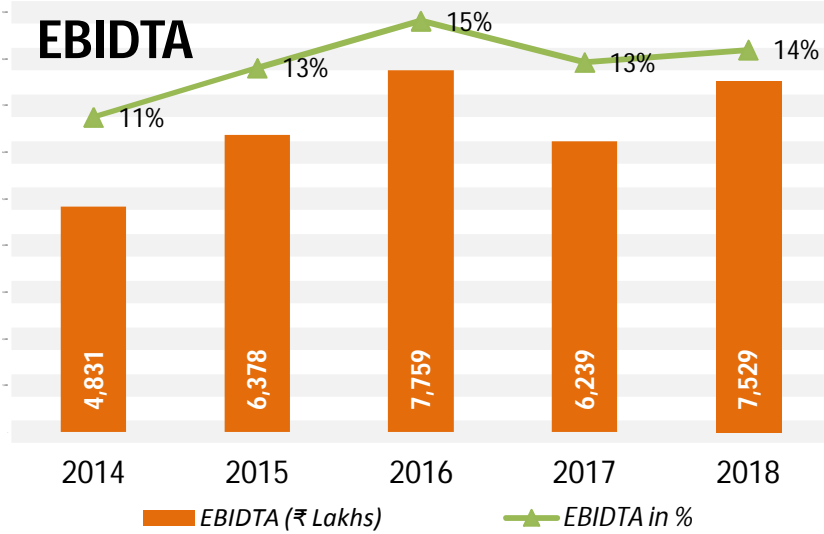
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Financial Performance



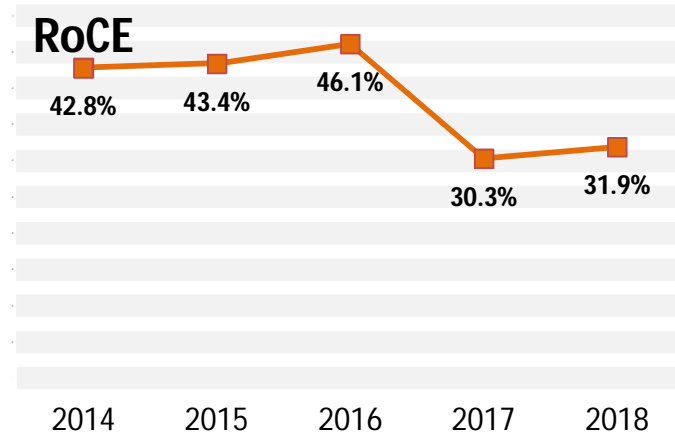
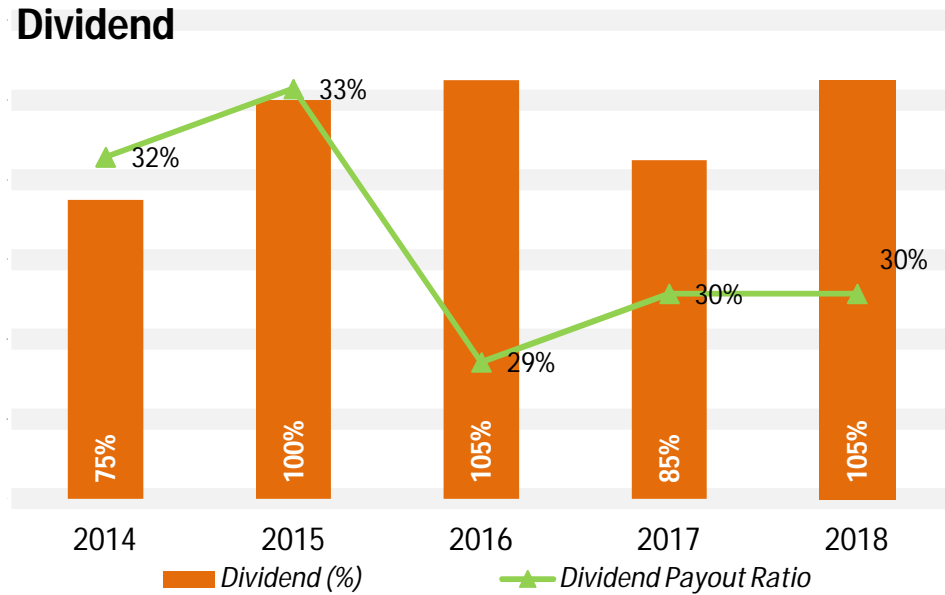
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Dividend History



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Latest Financial Results



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Particulars	Quarter Ended On			Half Year Ended		Year Ended
	30.09.18 (Unaud.)	30.06.18 (Unaud.)	30.09.17 (Unaud.)	30.09.18 (Unaud.)	30.09.17 (Unaud.)	31.03.18 (Audited)
Sales of three wheelers (in numbers)	13,391	10,568	12,224	23,959	21,198	42,744
INCOME FROM OPERATIONS						
Gross Sales	17,517	13,613	15,891	31,130	28,779	56,457
Other Operating Income	131	118	95	249	195	476
TOTAL Revenue from Operation	17,648	13,731	15,986	31,379	28,974	56,933
Other Income	215	243	52	458	117	257
TOTAL INCOME	17,863	13,974	16,038	31,837	29,091	57,190
EXPENSES						
Cost of materials consumed	12,911	10,296	11,393	23,207	19,771	40,220
Purchase of Stock in trade	-	-	-	-	-	-
Changes in inventories of FG, WIP and stock-in-trade	283	-124	99	159	347	201
Excise Duty	-	-	-	-	1,335	1,335
Employee benefits expenses	1,200	1,154	1,078	2,354	2,058	4,013
Finance Costs	38	18	7	57	17	42
Depreciation and amortization expenses	138	134	131	272	260	526
Product Development Charges	75	43	10	118	26	322
Other expenses	887	878	712	1,765	1,547	3,587
TOTAL EXPENSES	15,533	12,399	13,430	27,932	25,362	50,246
Profit Before tax	2,330	1,575	2,608	3,905	3,729	6,944
Tax expenses	838	544	909	1,382	1,249	2,325
Profit for the period	1,493	1,031	1,699	2,523	2,480	4,619
Other Comprehensive Income, Net of Tax	18	-2	-44	16	-20	18
Total Comprehensive Income for the Period	1,511	1,029	1,655	2,539	2,460	4,637
Paid-up equity share capital (Face Value of Rs.5/-)	1,097	1,097	1,097	1,097	1,097	1,097
Reserves excluding Revaluation Reserves						20,842
Earning Per Share Basic & Diluted but not annualized	6.80	4.70	7.74	11.50	11.30	21.05

(Rs. in lakhs except per share data)



Key Financial Indicators



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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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