

Ref: ATULAUTO/SEs/AnalystInvestorMeetPresentation/06.06.2018

June 05, 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 Trinity India - 2018 organized by B & K Securities on June 06, 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 666000 Fax: 02827 666029 Website: www.atulauto.co.in E-Mail: info@atulauto.co.in

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ATUL



Disclaimer



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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 particulars, 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.

This presentation has been prepared solely for the use at the meeting/conference call with investors and analysts at the date it is presented. Under no circumstances may this presentation be deemed to be an offer to sell, a solicitation to buy or a solicitation of an offer to buy securities of any kind in any jurisdiction where such an offer, solicitation or sale should follow any registration, qualification, notice, disclosure or application under the securities laws and regulations of any such jurisdiction.

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

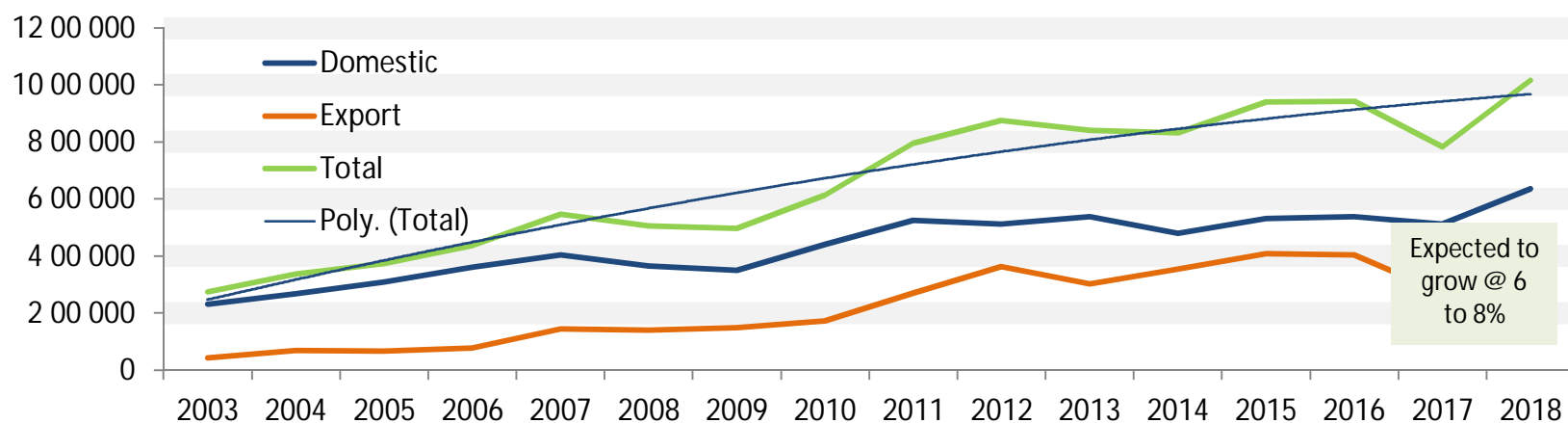
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THREE WHEELER INDUSTRY

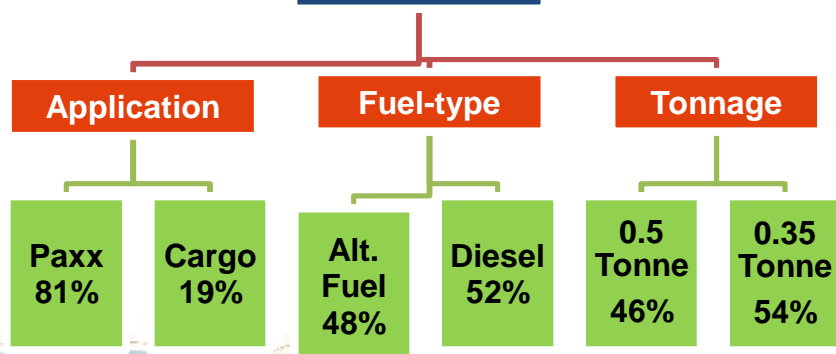


Industry – At a Glance



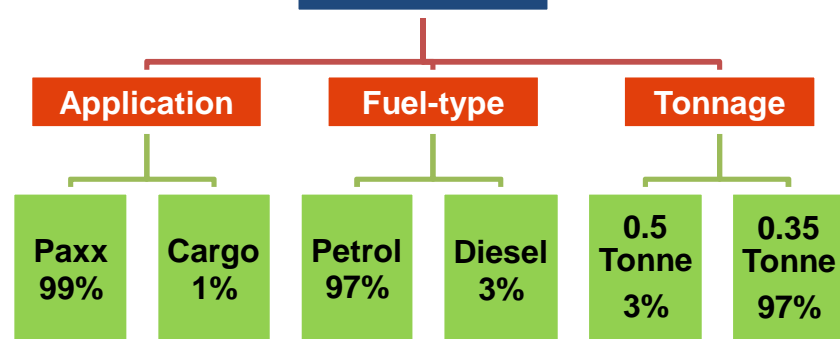
Domestic – 63%

6,35,698 units



Export – 37%

3,81,002 units



1
1



Ph



per
volum

equity
segment
margins



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



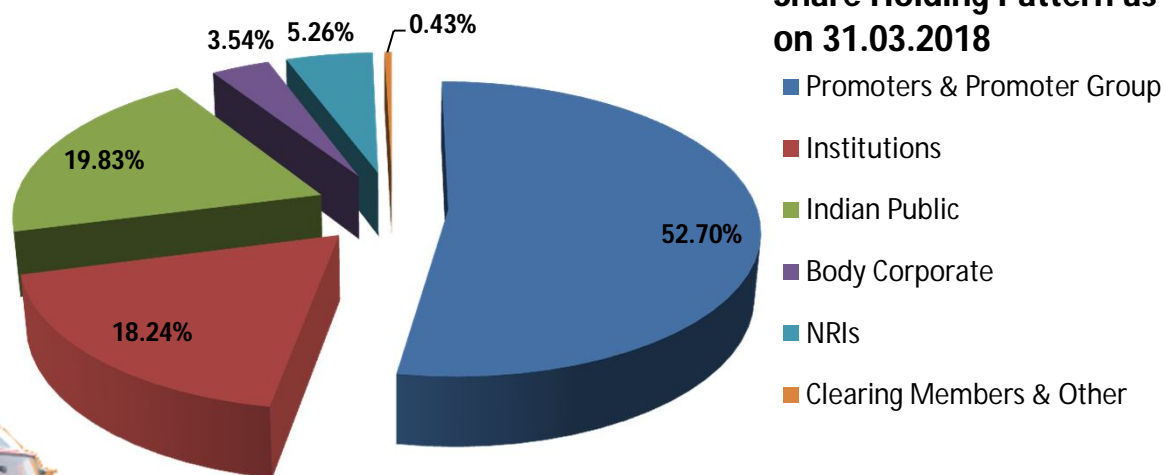
- Installed capacity of 60,000 units per annum at Rajkot Plant
- Caters to diverse customer base in the Cargo & Passenger segment, available on both the platforms i.e. 350 kgs payload capacity and 500 kgs payload capacity, multi fuel choice, i.e. Diesel, Petrol, CNG, LPG and E-Vehicles
- Enjoying Debt-free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

Road Master (RTV)



Customized Vehicle



Atul Smart (0.5T FE)



Atul Gemini Gx
(0.35T Alt. Fuel)



1975-
2000

2000
Onwards

2003
Onwards

2009
Onwards

2011
Onwards

2013
Onwards

2016
Onwards

2017
Onwards

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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Front Engine
Delivery Van
500 kg Payload Capacity



Front Engine
Passenger 3+1
500 kg Payload Capacity



Rear Engine
Passenger 3+1
500 kg Payload Capacity



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



Front Engine
Passenger 6+1
500 kg Payload Capacity



Front Engine
Delivery Van
500 kg Payload Capacity



Rear Engine
Cargo
500 kg Payload Capacity



Network

- 15 Regional Offices
- ◆ 2 Training Centers

- 200 Primary Dealerships
- 120 Secondary Dealerships

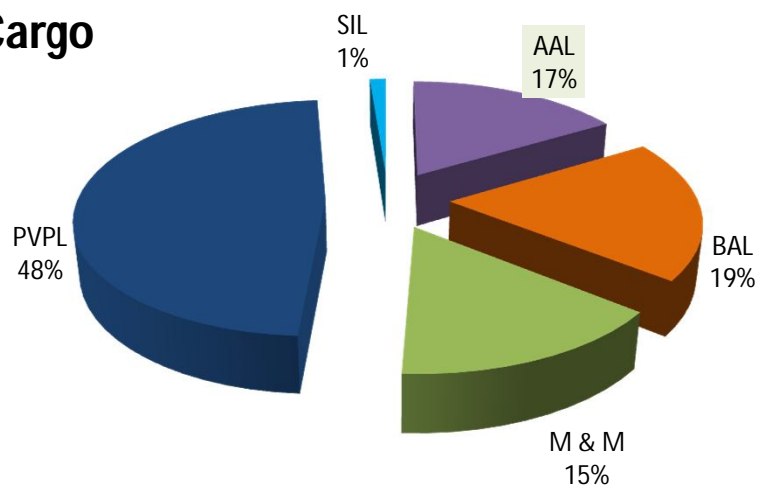
Overseas Presence

- | | |
|----------------|--------------|
| ★ Bangladesh | ★ Madagaskar |
| ★ Nepal | ★ Honduras |
| ★ Tanzania | ★ D R Congo |
| ★ Kenya | ★ U K |
| ★ South Africa | |
| ★ Nigeria | |
| ★ Malawi | |
| ★ Mexico | |

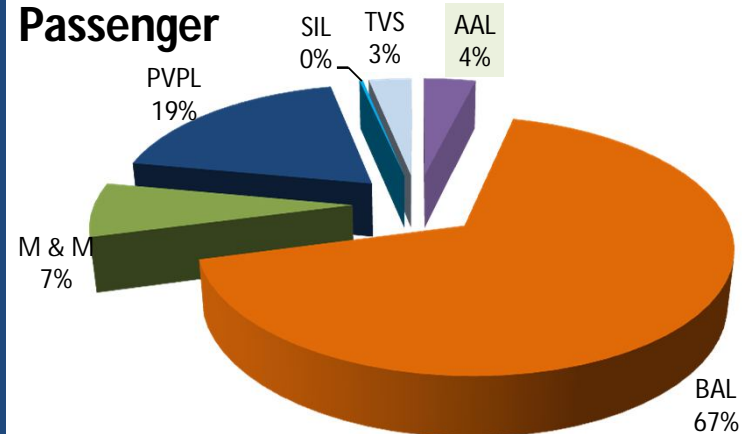


Domestic Market Share – FY 18

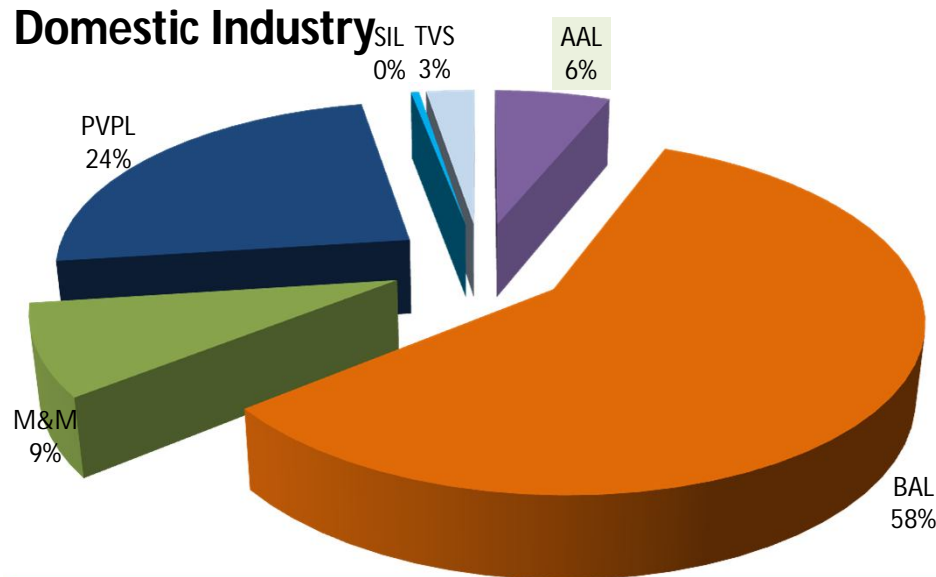
Cargo



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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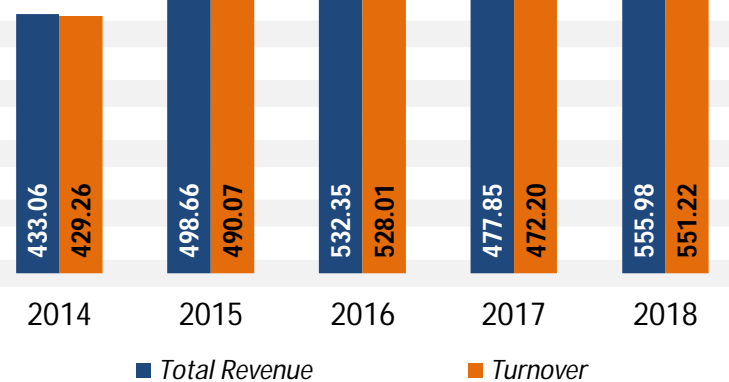


FINANCIAL PERFORMANCE

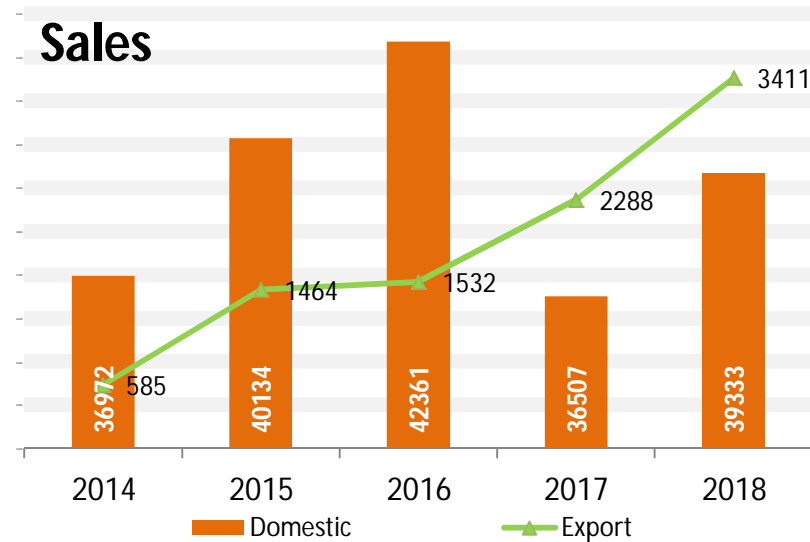


Financial Performance

Turnover

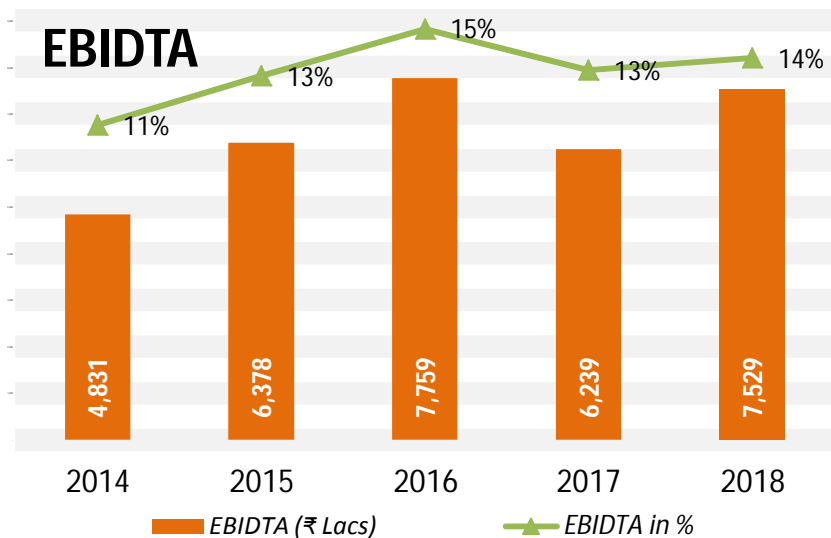


Sales

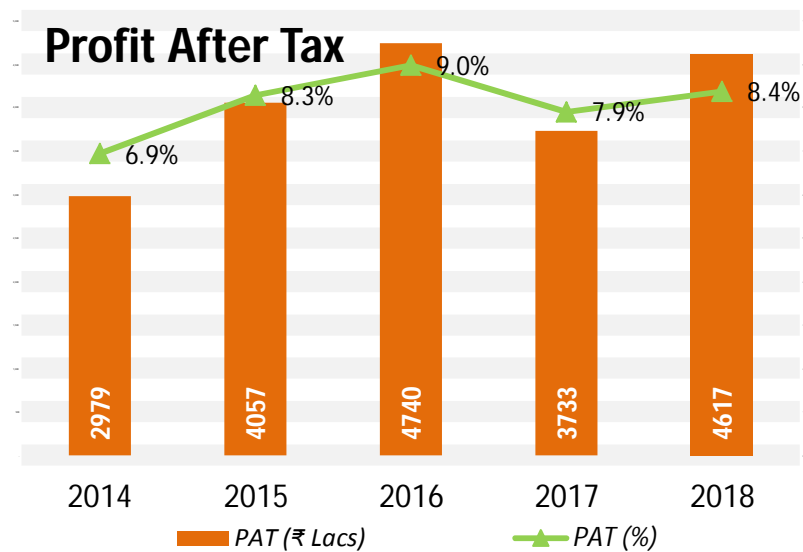


Financial Performance

EBIDTA

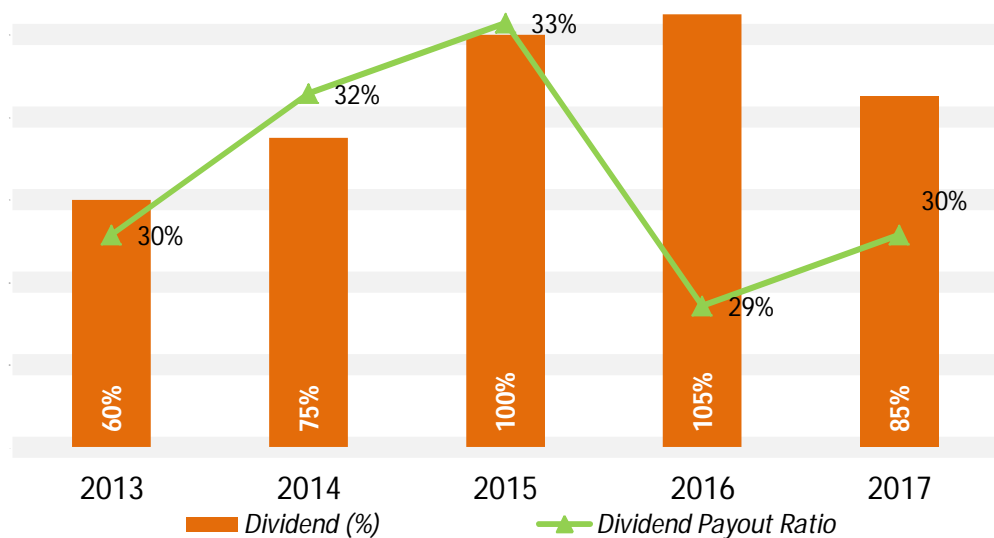


Profit After Tax

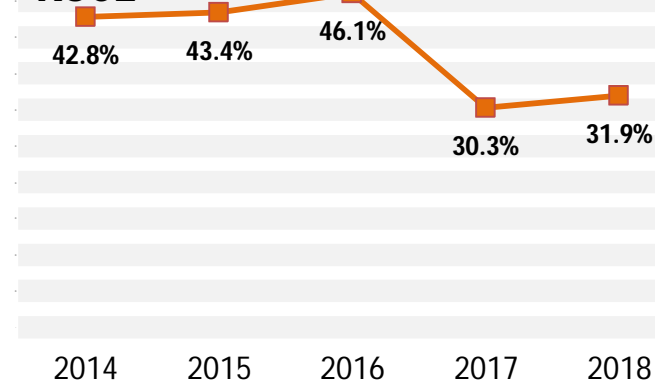


Dividend History

Dividend



RoCE



Latest Financial Results

Particulars	Quarter Ended On			Year Ended	
	31.03.2018 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
Sales of three wheelers (in numbers)	11,624	9,922	8,385	42,744	38,795
INCOME FROM OPERATIONS					
Gross Sales	14,886	12,792	11,560	56,457	52,879
Other Operating Income	172	109	78	476	313
TOTAL Revenue from Operation	15,058	12,901	11,638	56,933	53,192
Other Income	98	43	41	257	246
TOTAL INCOME	15,156	12,944	11,679	57,190	53,438
EXPENSES					
Cost of materials consumed	10,555	9,894	7,345	40,220	34,615
Purchase of Stock in trade	-	-	-	-	39
Changes in inventories of FG, WIP and stock-in-trade	447	-593	517	201	-86
Excise Duty (See Note 7)	-	-	1,232	1,335	5,659
Employee benefits expenses	1,087	868	856	4,013	3,921
Finance Costs	12	13	9	42	58
Depreciation and amortization expenses	132	134	143	526	528
Product Development Charges	48	248	5	322	20
Other expenses	1,116	925	660	3,587	3,074
TOTAL EXPENSES	13,397	11,489	10,767	50,246	47,828
Profit Before tax	1,759	1,455	913	6,944	5,610
Tax expenses	590	485	275	2,325	1,906
Profit for the period	1,169	970	638	4,619	3,705
Other Comprehensive Income, Net of Tax	35	2	3	18	11
Total Comprehensive Income for the Period	1,204	972	641	4,637	3,716
Paid-up equity share capital (Face Value of Rs.5/-)	1,097	1,097	1,097	1,097	1,097
Reserves excluding Revaluation Reserves				20,842	17,327
Earning Per Share Basic & Diluted but not annualized	5.33	4.42	2.91	21.05	16.88

(Rs. in lacs except per share data)



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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