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ATUL AUTO LIMITED
ANNUAL REPORT 2021-22

TOWARDS A GREENER TOMORROW





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VISION

Our vision is to contribute towards making the common people self-reliant, with our state-of-the-art technology, products and services. We strive to contribute in the eradication of poverty.



MISSION

Our mission is to fulfill our customers' needs and aspirations for mobility and solidity and to set benchmarks in technology, style and quality. We devote ourselves to cater to the common man's transportation needs by introducing environment friendly vehicles, empowered by technological advances.

CORPORATE INFORMATION

AUDIT COMMITTEE

Aarti J Juneja, Chairperson
Mohan Jit Walia
Dr. Jaichander Swaminathan
Vijay Kumar Goel

NOMINATION AND REMUNERATION COMMITTEE

Mohan Jit Walia, Chairman
Aarti J Juneja
Dr. Jaichander Swaminathan
Vijay Kumar Goel

STAKEHOLDERS RELATIONSHIP COMMITTEE

Vijay Kumar Goel, Chairman
Aarti J Juneja
Mohan Jit Walia
Dr. Jaichander Swaminathan

CSR COMMITTEE

Jayantibhai J Chandra, Chairman
Aarti J Juneja
Mohan Jit Walia
Vijay Kumar Goel

RISK MANAGEMENT COMMITTEE

Mahendra J Patel
Neeraj J Chandra
Vijay K Kedia
Dr. Jaichander Swaminathan

STATUTORY AUDITORS

M/s. Kamlesh Rathod & Associates
Chartered Accountants

COMPANY SECRETARY AND COMPLIANCE OFFICER

Paras J. Viramgama

REGISTERED OFFICE & MANUFACTURING FACILITY

Atul Auto Limited
Survey No. 86, Plot No. 1-4,
National Highway 8-B,
Near Microwave Tower,
Shapar (Veraval),
Dist. Rajkot, Gujarat, India 360024
Phone: 02827-235500
E-Mail: investorrelations@atulauto.co.in
info@atulauto.co.in
Website: www.atulauto.co.in

REGISTRAR & SHARE TRANSFER AGENT

Link Intime India Private Limited
C101, 247 Park, LBS Marg,
Vikhroli West,
Mumbai, Maharashtra, India 400 083
Phone: 022 4918 6270
E-Mail: rent.helpdesk@linkintime.co.in
Website: www.linkintime.co.in
SEBI Reg. No: INR000004058

BANKERS

IDBI Bank
EXIM Bank
ICICI Bank

STOCK EXCHANGES

BSE Limited
Script Code - 531795

National Stock Exchange
of India Limited
Script Symbol - ATULAUTO

Board Committee Status as on March 31, 2022

CHAIRMAN'S LETTER



Dear Shareholders,

Across the nation, we are celebrating 'Azadi Ka Amrit Mahotsav'. It has been a journey of glorious 75 years after Independence and India is emerging as an incredible global force with an impressive development marks on the socio-economic front. I take this opportunity to congratulate all of you for your contribution as citizens in this journey of pride and privilege!

The past two years were under the shadow of uncertainty due to pandemic. It had a severe impact on the Indian Economy and Automobile segment was no exception to it. There are several factors related to demands, supply and retail finance which affected the growth scenario. But FY22-23, flagged off with positive signs as we have witnessed greater relaxations in the Covid norms. Public life getting back on normalcy and this has been instrumental in reviving the market scenario.

Key factors that affected the 3W Segment

Retail Finance is the lifeline of 3W Segment. During FY2021-22, due to Covid situation, NBFCs faced unprecedented challenges in the loan recovery.

Rising number of defaulters led to restrictions on new loans. In addition to this, the market witnessed a huge

chunk of resale vehicles that affected the sales of new 3 wheelers. There had been a shift from BS4 to BS6. Production and System revamp to meet the BS6 norms resulted into price hikes across the product range. These factors across the demand and supply fronts took a heavy toll on the overall growth of the 3W Segment across the country.

Important Measures & Initiatives

After taking a meticulous review of the pandemic and post-pandemic scenarios, we undertook vital measures and initiatives to address the challenges. The manufacturing units have been updated to meet the BS6 norms. We have prepared the widest range of Car and Passenger 3 wheelers across 350KG & 500KG Platforms. In addition to this, we have also crafted a unique range of 24 Business Application Vehicles which is customized to the rising demands of the retail and institutional consumers. Khusbhu Finance Ltd. which used to be a partially owned NBFC, is now a 100% owned Subsidiary of Atul Auto. This is a major policy decision, which will help us boost the sales with our own NBFC wing.

As EV has become the fast growing segment, we have undertaken crucial strategic initiatives to explore this vertical with greater might. We have done a tie-up with a renowned European Manufacturing Brand, which will help us manufacture the Lithium Ion batteries on our own. The MOU has been signed in order to acquire the technological support on turnkey basis. This will help us achieve our own BMS on the fixed batteries. We are also joining hands with Honda to produce Swappable Batteries in the near future. These initiatives will help us produce highly advanced and cost effective EV Solutions in the time ahead.

All Set to triumph together in FY22-23

We are now ready to ride on the promising growth prospects in the FY22-23. Be it technological upgrades, flawless product development, application vehicles development, retail finance measures and strategic roadmap on the EV front...we have taken all the necessary corrective measures. Our sales and service network across India has been streamlined to take on an aggressive, consolidated and sustainable growth journey ahead. Together, we shall not only recover and revive but shall also proceed towards laying new benchmarks of success and growth. I am sure; you will always be a stronger force behind us as we embark upon this new journey!

I look forward to a glorious way ahead!

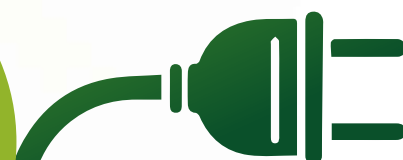
J J Chandra

Chairman & Managing Director

MANAGEMENT TEAM



Jayantibhai J Chandra
Chairman and Managing Director



Mahendra J Patel
Whole-time Director & CFO



Neeraj J Chandra
Whole-time Director



Vijay K Kedia
Non-Executive Director



Aarti J Juneja
Independent Director



Mohan Jit Walia
Independent Director



Jaichander Swaminathan
Independent Director



Vijay Kumar Goel
Independent Director



J V Adhia
President- Accounts & Finance

OUR DIVERSIFIED PORTFOLIO OF PRODUCTS

ATUL // **Gemini**
(For export only)



PASSENGER 3+1

ATUL // **GEM**
DIESEL/CNG/LPG



CARGO

ATUL **RIK**
CNG/LPG



PASSENGER

ATUL **RIK+**



PASSENGER

ATUL // **Smart**
CARGO - CNG



CARGO

ATUL **Shakti**
3-WHEELERS
DIESEL CARGO



CARGO

ATUL // **Elite**
ELECTRIC



PASSENGER

ATUL **MOBILI**



PASSENGER



CARGO



CARGO



PASSENGER



CARGO



CARGO



CARGO

ATUL **ENERGIE²**



CARGO



PASSENGER 3+1



PASSENGER



PASSENGER



DELIVERY VAN

OUR PRESENCE

Overseas Presence

With quality and proven products, we have been expanding our reach in globe; the focus is to strategically enter the newer countries and expand the network in existing countries with product innovations and service commitment

India Presence

Within India, we are creating a stronger distribution network towards pan India presence. We are also creating a greater push towards the urban markets of our country with the product range of Diesel, Petrol, LPG, CNG and E-Rickshaw variants in addition to rural and semi urban markets.



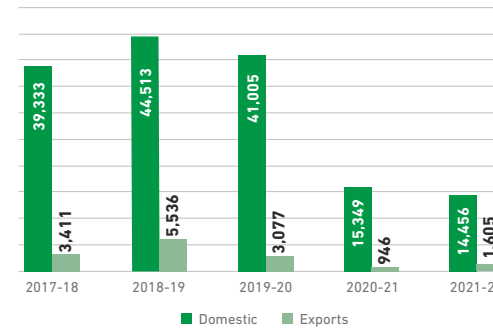
FINANCIAL SCORECARD

(₹ in Lacs except per share data, ratio and vehicles)

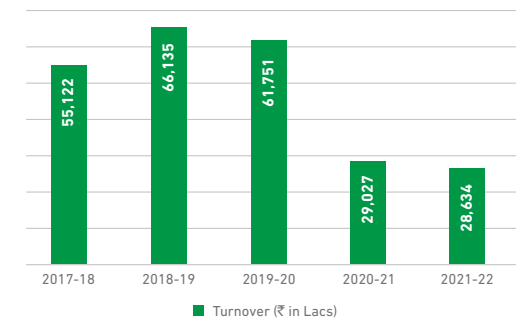
Particulars	2017-18	2018-19	2019-20	2020-21	2021-22
No. of vehicles sold	42,744	50,049	44,082	16,295	16,061
Total Revenue	55,855	67,363	62,848	29,776	29,621
Turnover (Net of Excise Duty & GST)	55,122	66,135	61,751	29,027	28,634
Profit before tax (PBT)	6,943	8,195	6,703	(1,320)	(3,249)
Profit before tax (%)	12.60%	12.39%	10.85%	-4.55%	-11.35%
Profit after tax (PAT)	4,619	5,312	5,239	(1,020)	(2,487)
Net Profit Ratio	8.38%	8.03%	8.48%	-3.51%	-8.69%
EBITDA (in Lacs)	7,512	8,835	7,446	(576)	(1,916)
EBITDA Margin (%)	13.51%	13.25%	11.91%	-1.95%	-6.52%
Paid up Share Capital (Equity)	1,097	1,097	1,097	1,097	1,097
Free Reserves & Surplus	20,842	24,763	29,228	28,226	25,782
Debt (Long Term + Short Term)	-	-	-	1,500	8,038
Equity / Shareholders' Fund	21,939	25,860	30,325	29,323	26,879
Earnings per Share (Face Value ₹ 5/-)	21.05	24.21	23.88	(4.65)	(11.33)
Dividend %	105%	80%	30%	--	--
Dividend Payout Ratio	30.04%	19.92%	7.57%	--	--
Market Capitalization	96,813	74,596	30,578	39,223	35,427
No of vehicles manufactured	42,660	50,153	43,408	16,432	16,277

KEY TRENDS

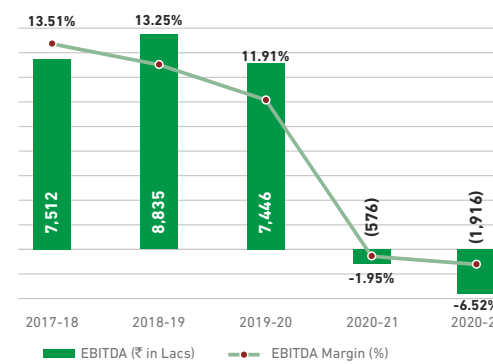
NO. OF VEHICLES SOLD



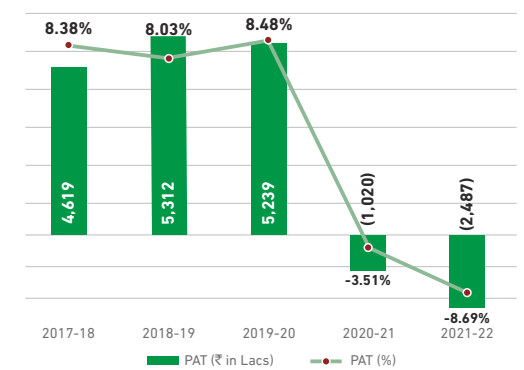
TURNOVER



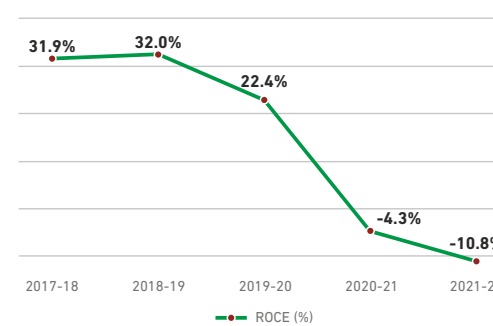
EBITDA



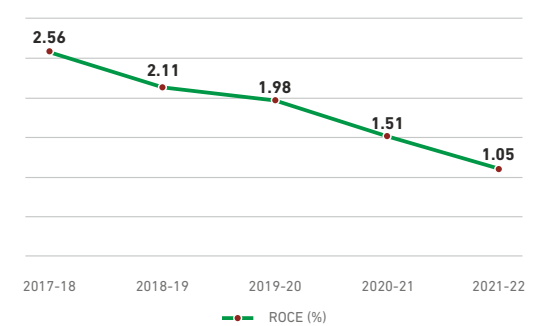
PROFIT AFTER TAX



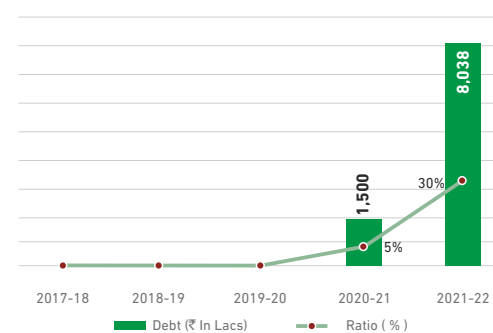
RETURN ON CAPITAL EMPLOYED



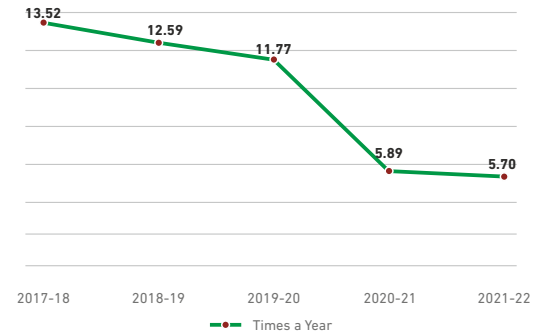
CURRENT RATIO



DEBT EQUITY RATIO



INVENTORY TURNOVER



NOTICE OF THIRTY FOURTH ANNUAL GENERAL MEETING

Notice is hereby given that the Thirty Fourth Annual General Meeting (AGM) of Members of Atul Auto Limited (CIN:L54100GJ1986PLC016999) will be held on Tuesday, September 27, 2022 at 11.00 am (IST) through Video Conference ("VC")/ Other Audio Visual Means ("OAVM") facility, to transact the following businesses:

ORDINARY BUSINESS:

1. To receive, consider and adopt the audited standalone and consolidated financial statements of the Company for the financial year ended March 31, 2022 together with Board's Report thereon and Auditors' Reports thereto.
2. To appoint a Director in place of Mr. Mahendra J Patel (DIN: 00057735) who retires by rotation and being eligible, offers himself for re-appointment.
3. Appointment of M/s. Maharishi & Co., Chartered Accountants (ICAI Firm Registration No. 124872W) as Statutory Auditors of the Company

To consider and if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT that pursuant to the provisions of sections 139, 142 and other applicable provisions, if any, of the Companies Act, 2013 ("the Act") read with the Companies (Audit and Auditors) Rules, 2014, [including any statutory modification(s) or amendment(s) thereto or re-enactment(s) thereof, for the time being in force] and pursuant to the recommendations of the Audit Committee and the Board of Directors of the Company, M/s. Maharishi & Co., Chartered Accountants (ICAI Firm Registration No. 124872W), be and are hereby appointed as Statutory Auditors of the Company in place of M/s. Kamlesh Rathod & Associates, Chartered Accountants whose term expires on conclusion of this Annual General Meeting (AGM) to hold office for period of Five (5) consecutive years from the conclusion of this 34th AGM until the conclusion of the 39th AGM to be held in the year 2027 at a remuneration to be determined by the Board of Directors of the Company in addition to out of pocket expenses as may be incurred by them during the course of the audit."

"RESOLVED FURTHER THAT the Board of Directors of the Company (including any Committee thereof), be authorised on behalf of the Company, including but not limited to determine role and responsibilities/ scope of work of the Statutory Auditors, to negotiate, finalise, amend, sign, deliver and execute the terms of appointment, including any contract or document in this regard and to alter and vary the terms and conditions of remuneration arising out of increase in scope of work, amendments to the Accounting Standards or the Act or Rules framed thereunder or the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and such other requirements resulting in any change in the scope of work, etc., without being required to seek any further consent or approval of the Members of the Company and to do all such acts, deeds, matters and things as it may, in its absolute discretion deem necessary or desirable for the purpose of giving effect to this Resolution and with power to the Board to settle all questions, difficulties or doubts that may arise in respect of the implementation of this Resolution."

SPECIAL BUSINESS:

4. Re-appointment of Mr. Mohan Jit Walia (DIN: 08535435) as Independent Director

To consider and if thought fit, to pass the following resolution as a Special Resolution:

"RESOLVED THAT in pursuant to the provisions of Sections 149 and 152 read with Schedule IV and other applicable provisions of the Companies Act, 2013 ("the Act") and the Companies (Appointment and Qualification of Directors) Rules, 2014, as well as the applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (including any statutory modification(s) or re-enactment(s) thereof, for the time being in force), Mr. Mohan Jit Walia (DIN: 08535435) who holds office as an Independent Director upto August 09, 2022, who being eligible, be and is hereby re-appointed as an Independent Director of the Company, not liable to retire by rotation, to hold office for a second term of 3 (three) years upto August 08, 2025.

"RESOLVED FURTHER THAT the Board of Directors and/or the Company Secretary, be and are hereby authorized to do all such acts, deeds, matters and things as it may, in its absolute discretion deem necessary or desirable for the purpose of giving effect to this Resolution and to settle any question, difficulty or doubt, that may arise in giving effect to this resolution and to do all such acts, deeds and things as may be necessary, expedient and desirable for the purpose of giving effect to this resolution."

5. Re- appointment of Mr. Jaichander Swaminathan (DIN: 08537472) as Independent Director

To consider and if thought fit, to pass the following resolution as a Special Resolution:

"RESOLVED THAT in pursuant to the provisions of Sections 149 and 152 read with Schedule IV and other applicable provisions of the Companies Act, 2013 ("the Act") and the Companies (Appointment and Qualification of Directors) Rules, 2014, as well as the applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (including any statutory modification(s) or re-enactment(s) thereof, for the time being in force), Mr. Jaichander Swaminathan (DIN: 08537472) who holds office as an Independent Director upto August 25, 2022, who being eligible, be and is hereby re-appointed as an Independent Director of the Company, not liable to retire by rotation, to hold office for a second term of 3 (three) years upto August 24, 2025."

"RESOLVED FURTHER THAT the Board of Directors and/or the Company Secretary, be and are hereby authorize to do all such acts, deeds, matters and things as it may, in its absolute discretion deem necessary or desirable for the purpose of giving effect to this Resolution and to settle any question, difficulty or doubt, that may arise in giving effect to this resolution and to do all such acts, deeds and things as may be necessary, expedient and desirable for the purpose of giving effect to this resolution."

**By order of the Board of Directors of
Atul Auto Limited**

**(Paras J Viramgama)
Company Secretary & Compliance Officer**

Shapar (Dist. Rajkot)

August 13, 2022