

Strong Operational and Financial Performance in Q1 FY2021

Revenue and Volumes grew 70.7% and 72.7% respectively YoY

EBITDA and PAT grew 227.0% and 250.1% respectively YoY

New Delhi, India, July 22, 2020 – Dhanuka Agritech Limited, (BSE: 507717; NSE: DHANUKA), one of India's leading agrochemical Company, announced its results for the quarter ended June 30, 2020.

Consolidated Performance Highlights:

- Revenue from operations grew 70.7% led by volume growth of 72.7% in Q1 FY2021
- EBITDA grew 227.0% and higher operating leverage resulted in EBITDA Margin of 17.5% in Q1 FY2021 as against 9.1% in corresponding quarter last year
- PAT grew 250.1% and PAT margin improved to 13.9% in Q1FY2021 as against 6.8% in corresponding quarter last year

Financial Summary: Q1 FY2021

Particulars (Rs. In Crore)	Q1 FY2021	Q1 FY2020	Growth
Revenue from Operations	373.8	219.0	70.7%
EBITDA	65.3	20.0	227.0%
PAT	51.8	14.8	250.1%

Commenting on the performance, **Mr. M. K. Dhanuka, Managing Director** said:

“The first quarter has shown an excellent upward trend in market demand as compared to the corresponding quarter of the previous year. The company's growth in sales and profits may be attributed to robust cash sales, timely and even distribution of rainfall. The company's sales picked up very well from the first week of April and the traction continued throughout the quarter with the start of monsoon. During the quarter, we have launched two herbicides Dabooch and Dozo Maxx and the initial response has been very encouraging. We would continue to increase our outreach to more farmers through our wide distribution channel. Our expectations for the coming quarter are high considering good monsoon and significant sales traction expected from our comprehensive product portfolio backed by several marketing and branding initiatives. The company is extremely dedicated towards social and economic development of Indian farmers. We regularly organize various Seminars/Krishak Goshti(s)/Sammelan to educate our farmers about new innovative techniques of farming. We are trying to reach farmers at remote locations and educate them on ways of doubling their production and income.

Dhanuka Agritech Limited

(CIN: L24219DL1985PLC020126)

Corporate Office: 14th Floor, Building 5A DLF Cyber Terrace, Cyber City DLF Phase III Gurgaon- 122002 (Haryana)

During the COVID-19 pandemic, our team was the first to organize seminar/webinar over the internet and received an overwhelming response from the farming community. We will continue to introduce superior products to meet the farmer demand and expectations."

About Dhanuka Agritech:

Dhanuka Agritech Limited manufactures a wide range of farm input products to support the farmers in their pursuit of a better crop, better farming, and a better life. The Company has a pan-India presence through its marketing offices in all major states with a network of more than **7,000 distributors, 1000 skilled employees and 1500 Dhanuka Doctors** selling to approx. **80,000** retailers across India and reaching out to more than 1 crore farmers. **Dhanuka has world-class NABL Accredited Laboratories.** The Company has technical tie-ups with 4 American and 6 Japanese companies. Dhanuka Agritech is among the top five companies in India, in Brand sales. With more than 200 registrations and 350 active SKUs, the company has one of the largest market penetrations. Dhanuka Agritech currently has 3 manufacturing units, 7 Branch offices and 41 warehouses across India. Dhanuka is a preferred Brand among progressive farmers. Growth drivers are the intensive marketing network penetrating even the interiors of India, increased farm income, enhanced awareness about the cost-benefit ratio of agro-chemicals, a highly diverse product range with a solution for almost all pest problems in all crops, innovative marketing strategies, and international technical tie-ups. The company is working towards farmer welfare by strengthening Agri-inputs dealer as a strong extension service provider for that our **'Diploma in Agricultural Extension Services for Input Dealers (DAESI)'** in association with many Agriculture universities setting a new milestone. The Company keeps adding new products every year through its collaborations and is continuously on the lookout to bring the latest technology to Indian Farmers.

To know more about us please visit: www.dhanuka.com

For further information please contact:

Jitin Sadana
Company Secretary
+91 124 383 8500
jitinsadana@dhanuka.com

Rohan Rege / Himanshu Patel
Churchgate Partners
+91 22 6169 5988
DhanukaAgritech@churchgatepartners.com

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