



Date: 3rd February, 2025

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G. Block,
Bandra- Kurla Complex,
Bandra East, Mumbai-400 051

The Department of Corporate Services-
Listing
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Symbol: DHANUKA

Scrip Code: 507717

Sub: Investors Presentation on Un-Audited Standalone & Consolidated Financial Results for the Quarter and Nine- Months Ended 31st December, 2024

Dear Sir,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation on Un-Audited Standalone & Consolidated Financial Results for the Quarter and Nine-Months Ended 31st December, 2024.

We hope you will find the same in order.

Thanking You,
Yours faithfully,

For Dhanuka Agritech Limited

JITIN
SADANA
Digitally signed by
JITIN SADANA
Date: 2025.02.03
14:43:32 +05'30'

Jitin Sadana
Company Secretary and Compliance Officer
FCS-7612

Encl: a/a

Dhanuka Agritech Limited

(BSE: 507717; NSE: DHANUKA)

Q3 FY2024-2025
Earnings Presentation
Feb 03, 2025



**INDIA KA PRANAM
HAR KISAN KE NAAM**

www.dhanuka.com

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Dhanuka Agritech Limited (“Dhanuka Agritech” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Dhanuka Agritech undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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Mr. Mahendra Kumar
Dhanuka
Chairman

Dhanuka Agritech is a leading Indian agrochemical company. Dhanuka is working with the vision of Transforming India through Agriculture. We have a pan-India presence in all major states to reach out to more than 10 million farmers with our products and services. Dhanuka's key focus has been on introduction of novel chemistries and extensive product development distinguishing us from the rest of the industry.

With four manufacturing units and 41 warehouses across India, we cater to around 6,500 distributors and around 80,000 retailers. Dhanuka has a strong Sales and Marketing team to promote and develop new products. Dhanuka's strong R&D division has world-class NABL accredited laboratory as well as an excellent team for new product registration and development. Dhanuka has international collaboration with ten leading global agrochemical companies from Japan, US and Europe, which helps us to introduce the latest technology in India. Quarter 3 is important from the perspective of Rabi crops like Rice in South and East India, Wheat in North and Central India. This quarter is also important for farmers for harvest of Kharif crops and selling the harvest to generate money for the next season. In horticulture segment, Q3 is key season for Potato in North India, Grapes in West India Chilli in South India. This year the disease appearance in Potato, Grapes and Chilli was less, resulting in lower sales of some key fungicides. Also, due to carry over stocks of Chili from last season the commodity prices remained low resulting in fewer sprays in the crop.

However, I am happy to share that we got excellent sales and Liquidation for the key product Lanevo as well as Mycore Super in this season. Both these products were introduced in this year it self and have been well accepted by farmers across India. Further, we introduced 1 new 9(4) product – "Roxa" – Pyroxasulfone 85% WG to control weeds in wheat crop and received good response from the market.

We have also informed that the Company has acquired international rights to the active ingredients Iprovalicarb and Triadimenol (invented by Bayer AG). With this acquisition, Dhanuka plans to expand its footprint in more than 20 countries, including the regions of Latin America, Europe Middle East & Africa as well as Asia including India. This acquisition will enable Dhanuka to embark on a journey of global market expansion. Dhanuka will be shifting the manufacturing of at least one of the products to India, leveraging the capabilities of our manufacturing unit at Dahej, Gujarat.

Why Dhanuka Agritech?



Creating breakthroughs in Chemical Synthesis

Synthesis plant at Dahej supported by Fully equipped R&D Lab with 30 Chemists to master new expertise



Rural FMCG Play

41 warehouses, 6,500+ distributors and 80,000+ retailers to service the needs of over 10 million farmers



Diverse Product Portfolio

300+ registrations across Herbicides, Insecticides, Fungicides and Plant Growth Regulators, ~90 Products across all segments



Global Innovator Tie Ups

World's leading agrochemical companies from the US, Japan and Europe have partnered with Dhanuka Agritech to introduce latest technology to Indian farmlands



Robust Pipeline

Focus on margin accretive 9(3) portfolio. Target to launch 8 new products across all segments over the next two years



Profitable Growth

Higher contribution of specialty products, growth in volumes from existing products to drive return ratios

Dhanuka Agritech Limited

(BSE: 507717; NSE: DHANUKA)

Engagement with Farmers, Scientific Community, and Channels

Scientific Community Collaborations



Collaboration with ICAR



ASSOCHAM - Empowering Farmers with Technology for Sustainable Growth



Maha Chaupaal, Indore
Pragati Ka Bulb - Onion



National Research Centre for Seed
Spice Ajmer



Kisan Diwas – 23rd December, 2024



KEY INITIATIVES

Pan-India School Activity

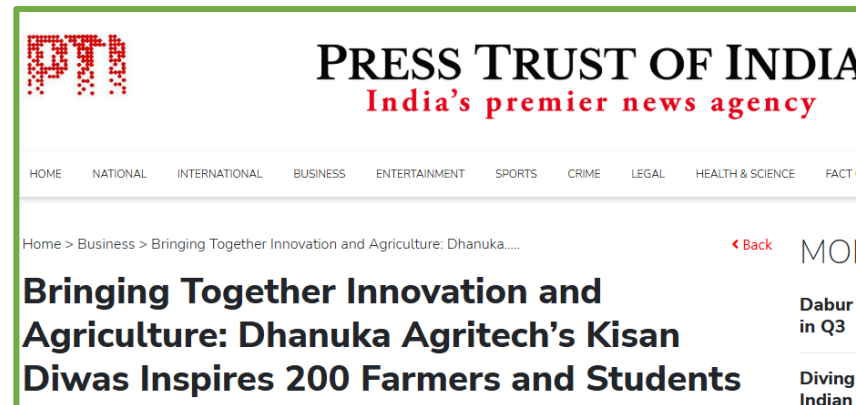
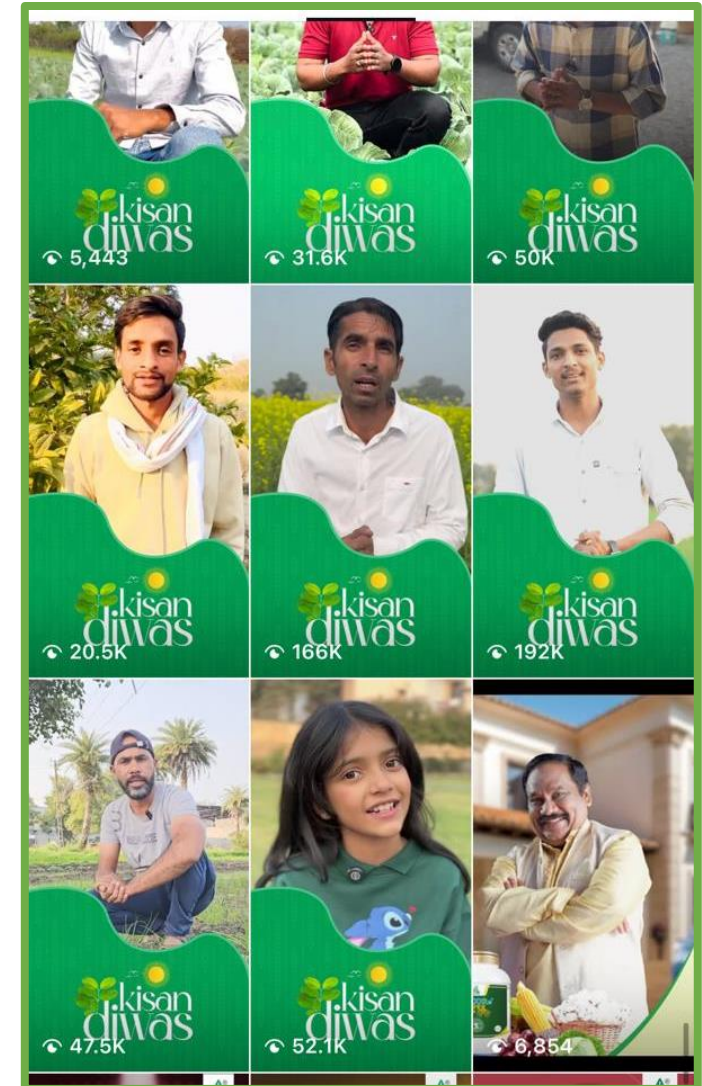
- Engaged students with sessions on farming - Media coverage in **20+ Publications**

Event at DART, Palwal

- Invited **200+ farmers** from 10 adopted villages. Training and live demonstrations for hands-on learning.

Influencer Campaign

- Collaborated with influencers for reel promotions of the corporate movie. **(Reach – 559K on Instagram alone)**



Glimpses of Retailers Meet



Participated with the South Bengal team Paddy Retailers meet with our GCC distributor Mr. Nimal in which **115 Retailers participated**. We discussed About Chempa and Mortar Value selling and about the upcoming Herbicide DINKAR and Paddy Fungicide. By efforts and Our Paddy offerings.



CE Sir visit Jaipur at JECC for Rising Rajasthan Global Investment Summit 2024 and given presentation there also shared dais with Shri Shiv Raj Singh Chauhan at JECC, Jaipur

10th December 2024

National Conference on Emerging Issues and sustainable strategies in plant health management at Nagpur, Maharashtra : 18-19th January 2025



National Conference on Emerging Issues and sustainable strategies in plant health management - a global perspective by Indian Phyto pathological society and ICAR-central citrus research institute, Nagpur, Maharashtra where CE Sir was honored with the **prestigious IPS Best Corporate Award 2024**. The award was presented by Shri Nitin Gadkari

Dhanuka Agritech expands global reach with Bayer – In Media



businessline.
Companies | Markets | Portfolio | Opinion | Economy | PREMIUM

Dhanuka Agritech acquires global rights for 2 fungicides from Bayer in ₹165 crore deal

Updated - January 21, 2025 at 09:02 PM, | Bengaluru

This acquisition grants Dhanuka access to markets in over 20 countries spanning from Latin America, Europe, the Middle East, Africa and Asia

BY BL BENGALURU BUREAU

COMMENTS SHARE

READ LATER



ET Manufacturing
From The Economic Times

Dhanuka Agritech acquires global rights for two Bayer fungicides for Rs 165 cr

The company plans to shift its manufacturing of Iprovalicarb to its Dahej facility within the next 2-3 years to improve cost efficiency, an official statement said.



PTI

Updated On Jan 21, 2025 at 05:21 PM IST



The products generated revenue of Rs 720 crore in 2023 and "we expect EBITDA margin of 17-18 per cent post integration," he said.

AgriBusiness GLOBAL
Empowering Agriculture To Feed The World

Dhanuka Agritech Finalizes Acquisition of Key Fungicides From Bayer

By Dhanuka Agritech | 23 January 2025



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India's leading agri-input company, **Dhanuka Agritech Limited**, has successfully concluded its INR 165 crore strategic **acquisition deal** for international rights to foray into global markets and distribution of its two prominent fungicides, Iprovalicarb and Triadinenol from Bayer AG. This landmark acquisition grants Dhanuka access to markets in over 20 countries spanning from LATAM, EMEA, ASIA, and India. Bayer AG, a global leader in agriculture input solutions and farming innovations, invented these products.

With this acquisition, Dhanuka Agritech strengthens its position as a rising player in the agri-input industry by combining trusted brands with its robust manufacturing and distribution capabilities.

Dhanuka Agritech Limited

(BSE: 507717; NSE: DHANUKA)

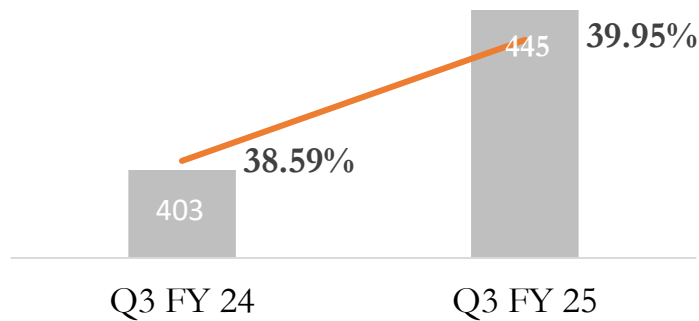
Financial Highlights

Q3 FY2024-25 Result Highlights

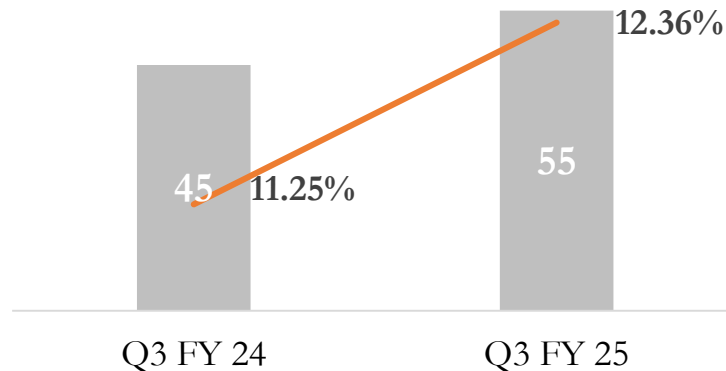


Q3 FY2024-25 vs Q3 FY2023-24

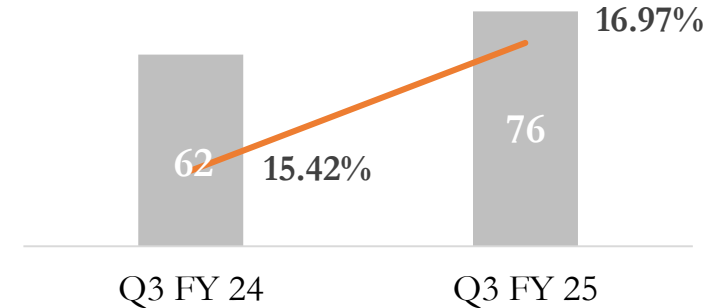
Revenue from Operations and Gross Margin



PAT and PAT Margin



EBITDA and EBITDA Margin



Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 445.27 Crores in Q3 FY2024-25 vs Rs. 403.24 Crores in Q3 FY2023-24.
- **EBITDA:** EBITDA stood at Rs. 75.56 Crores in Q3 FY2024-25 vs Rs. 62.16 Crores in Q3 FY2023-24.
- **PAT:** Profit after tax was at Rs.55.04 Crores in Q3 FY2024-25 vs Rs. 45.37 Crores in Q3 FY2023-24.

FY 2024-25 Guidance

- **Revenue from Operations:** expecting double digit growth (Approx. 14%)
- **EBITDA:** Improvement of 100 BPS Approx.

Q3 FY2024-25 Income Statement



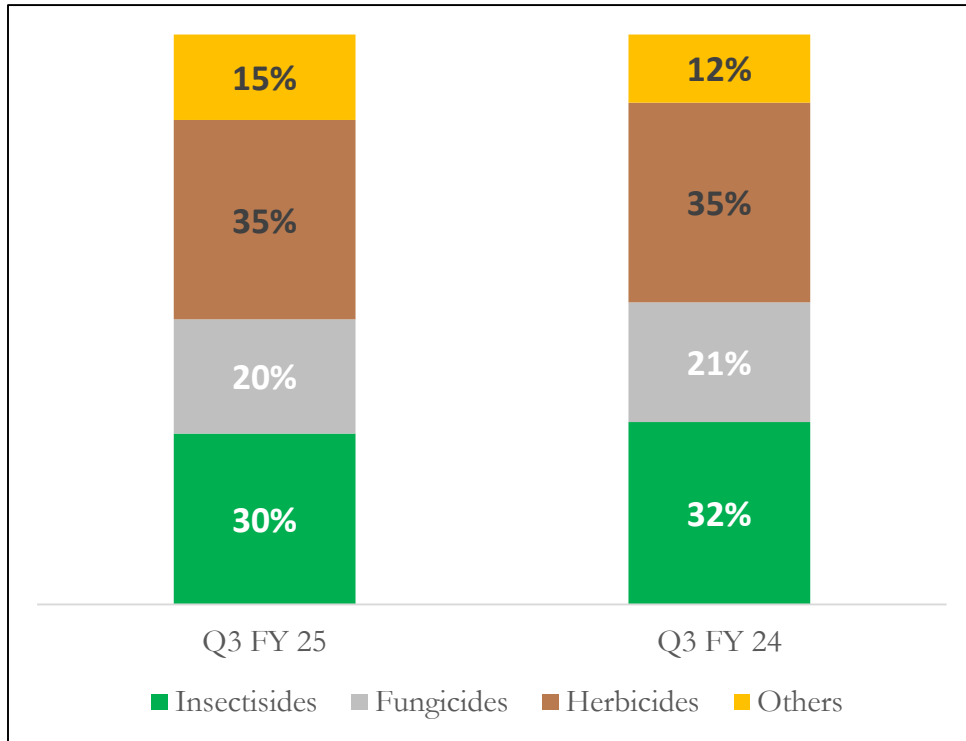
Particulars (Rs.in Crores)	Q3 FY 25	Q3 FY 24	YoY%	FY 23	FY 22	YoY%
Revenue from Operations	445.27	403.24	10.4%	1700.22	1477.78	15.1%
COGS	267.40	247.64	8.0%	1115.45	939.08	18.8%
Gross Profit	177.87	155.60	14.3%	584.77	538.70	8.6%
<i>Gross Profit Margin(as a % of sales)</i>	39.95%	38.59%		34.39%	36.45%	
Employee Benefit Expenses	42.33	40.01	5.8%	126.26	120.50	4.8%
Other expenses	59.98	53.43	12.3%	179.81	154.81	16.1%
EBITDA	75.56	62.16	21.6%	278.70	263.39	5.8%
<i>EBITDA Margin(as a % of sales)</i>	16.97%	15.42%		16.39%	17.82%	
Depreciation and amortisation expenses	13.06	12.88	1.4%	17.61	16.28	8.2%
EBIT	62.50	49.28	26.8%	261.09	247.11	5.7%
<i>EBIT Margin(as a % of sales)</i>	14.04%	12.22%		15.36%	16.72%	
Finance Cost	1.43	0.74	93.2%	3.12	3.20	(2.5%)
Other Income	7.01	7.28	(3.7%)	44.76	33.59	33.3%
PBT	68.08	55.83	21.9%	302.73	277.60	9.1%
Total tax	13.03	10.46	24.6%	69.22	68.70	0.8%
PAT	55.04	45.37	21.3%	233.51	208.89	11.8%
<i>PAT Margin(as a % of sales)</i>	12.36%	11.25%	9.9%	13.73%	14.14%	(2.8%)
Basic EPS	12.35	9.95	24.1%	50.35	44.82	12.3%

Q3 FY2024-25 Revenue Mix (By Geography and Segment)



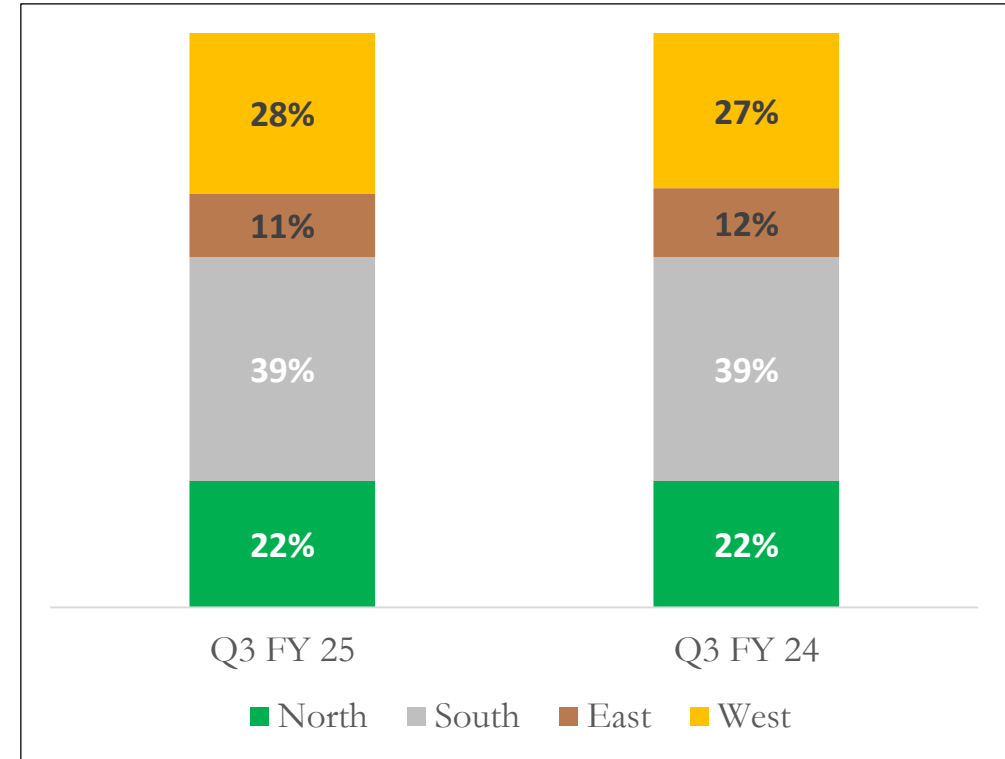
Rs. 445 Crore

Rs. 403 Crore



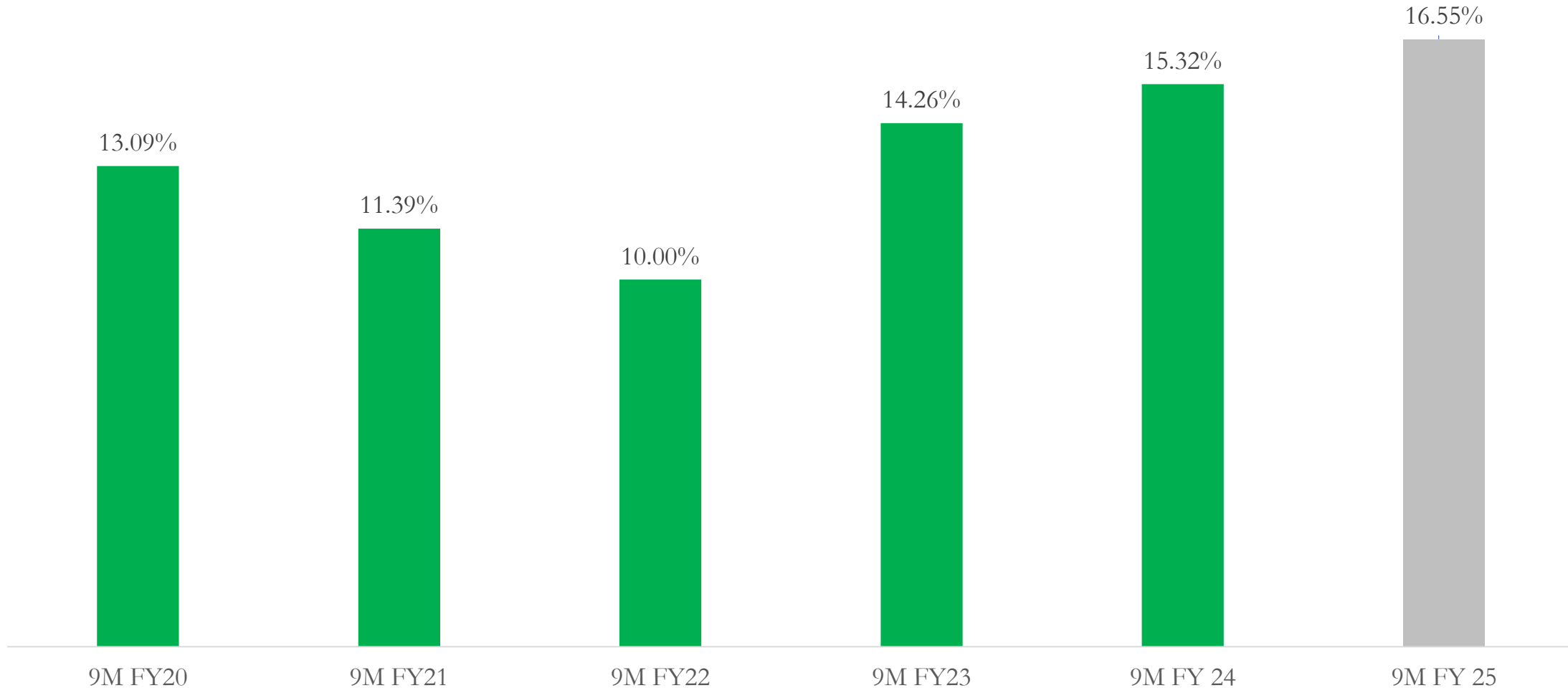
Rs. 445 Crore

Rs. 403 Crore



- Well diversified portfolio across business segment and key geographies

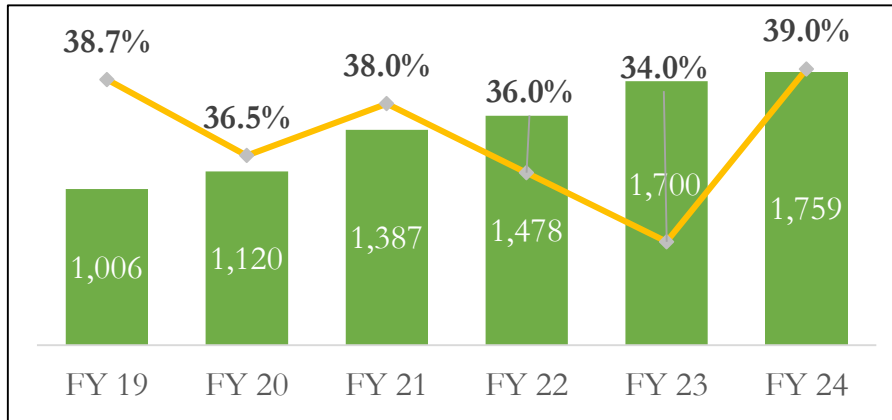
New Molecules as a % of Total Revenue



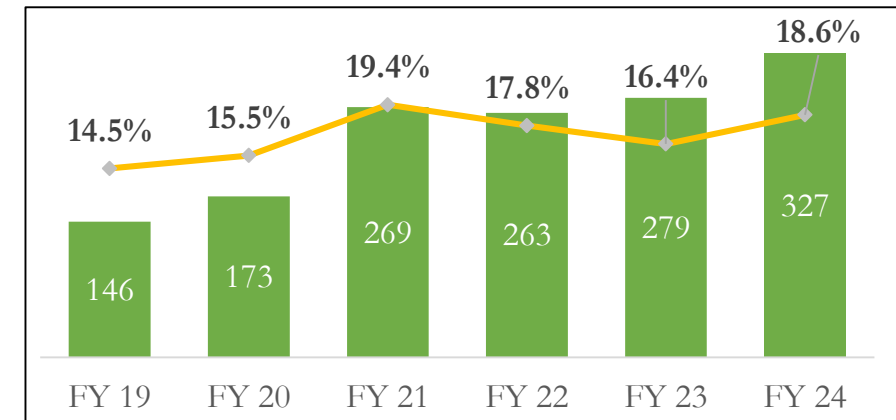
Annual P&L Trend: Focus on Profitable Growth



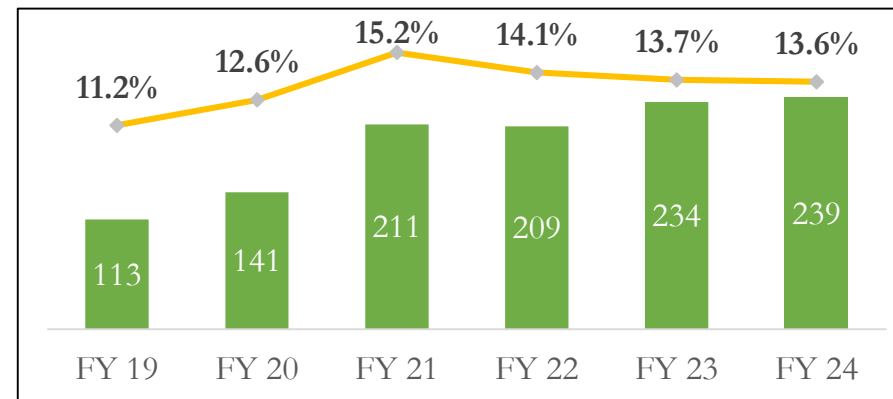
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



Dhanuka Agritech Limited

(CIN: L24219HR1985PLC122802)

Global Gateway Towers Near Guru Dronacharya
Metro Station, MG Road, Gurgaon -122002,
Haryana.

Contact No: +91-124-4345000

Email: Investors@dhanuka.com



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इंडियाचा सलाम प्रत्येक शेतकऱ्याच्या नावे

ਇੰਡੀਆ ਦਾ ਪ੍ਰਣਾਮ ਹਰ ਕਿਸਾਨ ਦੇ ਨਾਮ

ઇન્ડિયા ના પ્રણામ દરેક ખેડૂતોને નામ

THANK YOU

ইন্ডিয়ার প্রণাম সমস্ত কৃষকের নামে

ଭାରତର ପ୍ରଣାମ ପ୍ରତିଟି କୃଷକ ଭାଇଙ୍କୁ

ಪ್ರತಿ ರೈತನಿಗೂ ಇಂಡಿಯಾದ ನಮಸ್ಕಾರ

యావత్ భారతావని నమస్కరిస్తుంది ప్రతి రైతుకి పేరు పేరున

ஒவ்வொரு விவசாயிக்கும் இந்தியாவின் வணக்கம்

इंडिया का प्रणाम हर किसान के नाम