



Date: 23rd December, 2024

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: Investor's Presentation on acquisition of international rights for the active ingredients "Iprovalicarb" and "Triadimenol" by the Company from Bayer AG, Germany.

Dear Sir,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investor's Presentation on acquisition of international rights for the active ingredients "Iprovalicarb" and "Triadimenol" by the Company from Bayer AG, Germany.

We hope you will find the same in order.

Thanking You,
Yours faithfully,

For Dhanuka Agritech Limited

Jitin Sadana
Company Secretary and Compliance Officer
FCS-7612

Encl: a/a

Dhanuka Agritech Limited

Strategic Acquisition of International Product Portfolio

Investor Call Dated – 23/12/2024



**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.

- Global Agro Chemical Market:

- Global Agro Chemical Market is ~ \$80 billion, India Market is ~ \$8 billion (Domestic + Exports).
- Entering into International Markets requires International Registration and developing customer base.

- Acquisition Rationale:

- Dhanuka has been a Domestic player and as per our long-term vision, we wish to expand our global footprint.
- To fulfil the above objective, Dhanuka has established International Sales division 2 years ago.
- To further this goal, Dhanuka acquired 2 products from Bayer which are registered in multiple countries and have established customer base.

Highlights of the Deal :



- Products acquired include 2 Fungicides : **Iprovalicarb & Triadimenol**
- This acquisition will strengthen Dhanuka's product portfolio and cover broad global territory in the regions of LATAM, MENA, ASIA & INDIA.
- The acquisition consists of existing registrations, trademarks, and associated intellectual property, which will provide a steady stream of revenue from new and existing markets.
- The portfolio is profitable inline with current Dhanuka EBIDTA despite temporary decline in volume.
- During the transition process Bayer will support Dhanuka in the Sales, formulation and Manufacturing of the above products, ensuring a smooth Supply Chain and continuity to ensure product availability for the customers.

Highlights of the Deal :



- With the acquisition, Dhanuka will target increased revenues by selling other products from current portfolio as well as future products from Dahej after 2 years
- We plan to shift the production to our own Manufacturing facilities for cost saving and optimization for both formulation and Active Ingredient
- Both the products are sold in different combinations with generic technical (Propineb, Copper Oxychloride, Imidacloprid).
 - There is opportunity for sourcing of other technical from Generic source resulting in cost saving.

Financial Highlights :



- Consideration : Rs. 167 Crores (Approximate)
- Global Revenue 2023 : Rs. 224 Crores*
- Global Revenue 2024 (Estimated) : Rs. 186 Crores *

* : Exchange Rate considered as EUR 1 = INR 90.

INDIA KA PRANAM HAR KISAN KE NAAM

इंडियाचा सलाम प्रत्येक शेतकऱ्याच्या नावे

ਇੰਡੀਆ ਦਾ ਪ੍ਰਣਾਮ ਹਰ ਕਿਸਾਨ ਦੇ ਨਾਮ

ઇન્ડિયા ના પ્રણામ દરેક ખેડૂતોને નામ

THANK YOU

ইন্ডিয়ান 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