

Date: 2nd August, 2022

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 Ended 30th June, 2022

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 Ended 30th June, 2022.

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 (DAL)
(BSE: 507717; NSE: DHANUKA)



Q1 FY2022-2023
Earnings Presentation
August 02, 2022

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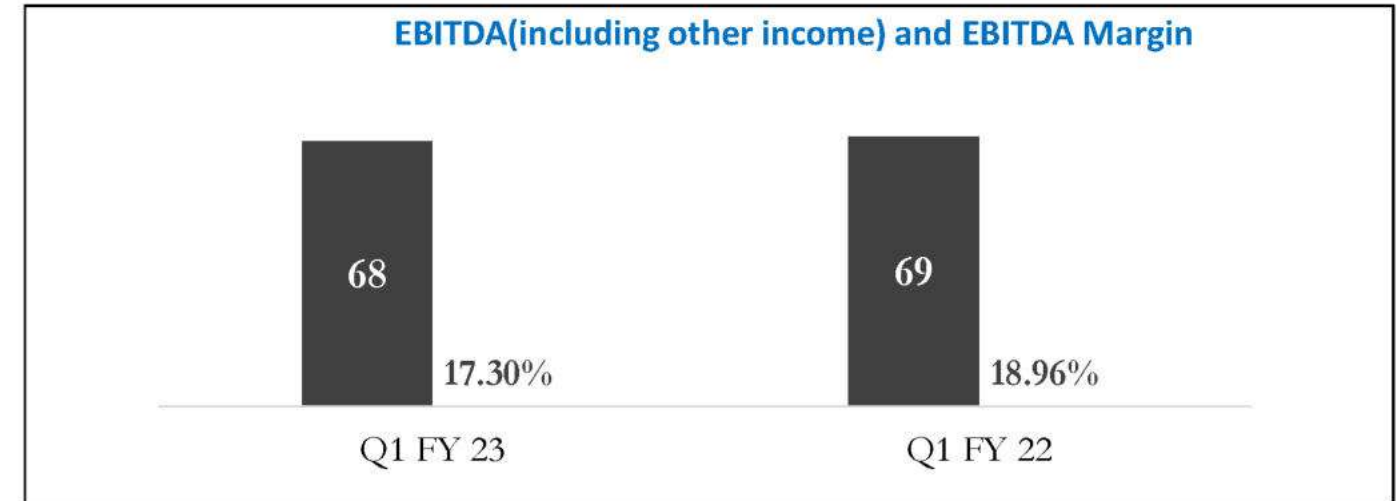
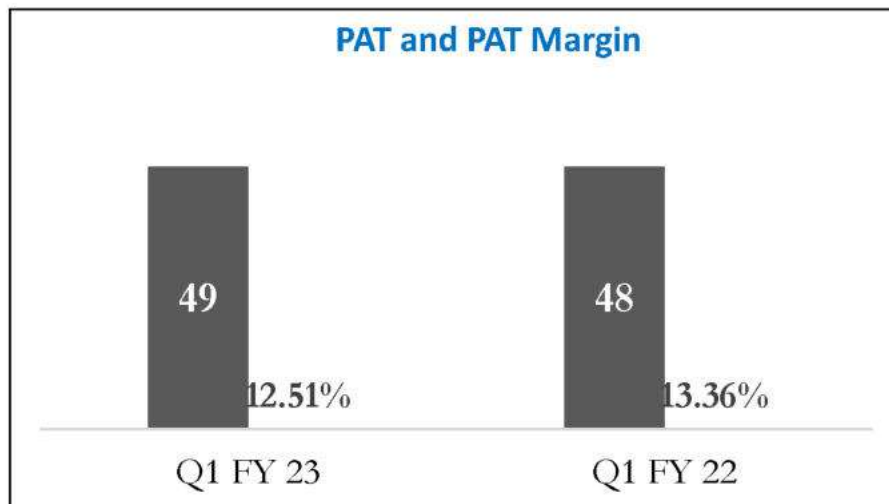
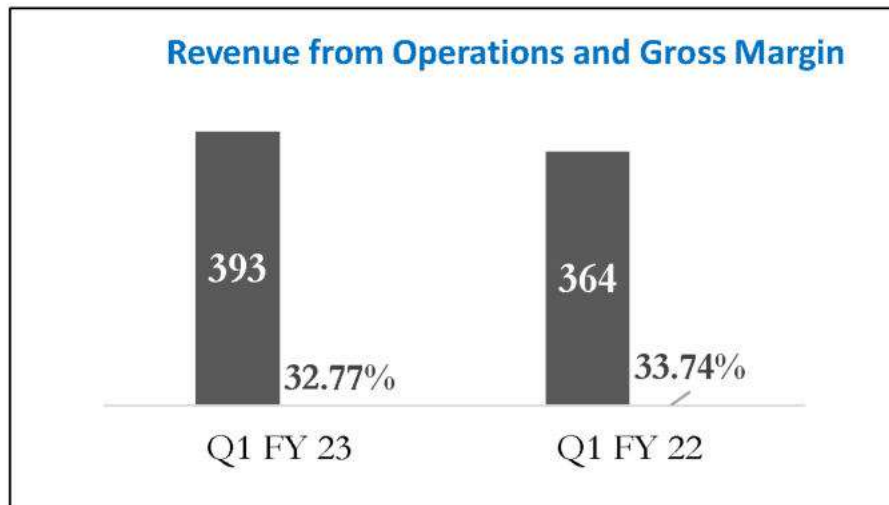


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Q1 FY2022-23 Result Highlights



Q1 FY2022-23 vs Q1 FY2021-22



Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 392.72 Crores in Q1 FY2022-23 vs Rs. 363.79 Crores in Q1 FY2021-22.
- **EBITDA:** EBITDA stood at Rs. 68.33 Crores in Q1 FY2022-23 vs Rs. 68.86 Crores in Q1 FY2021-22.
- **PAT:** Profit after tax was at Rs. 49.11 Crores in Q1 FY2022-23 vs Rs. 48.60 Crores in Q1 FY2021-22.

FY 2022-23 Guidance

- **Revenue from Operations:** expecting double digit growth
- **EBITDA:** expecting all most similar growth in line of previous year

Managing Director's Message



Mr. Mahendra K Dhanuka
Managing Director

Dhanuka Agritech is working with the vision of Transforming India through Agriculture. Our belief is that when we transform the lives of farmers by enhancing their productivity and quality and in turn enhancing their income, we are making a small contribution in Transforming India. We work in all major crops in India and have implemented the best-in-class technology to ensure a smooth and efficient supply chain.

We have a pan-India presence through our marketing team and warehouses in all major states across India. With three manufacturing units and 41 warehouses across India, we cater to around 6,500 distributors and dealers and around 80,000 retailers. Through this extensive network Dhanuka reaches out to approximately 10 million Indian farmers with its products and services. Dhanuka has more than 1,000 techno-commercial staff, supported by a strong Sales and Marketing team to promote and develop new products. It was due to the efforts of this team, Dhanuka was able to secure higher growth in its focused products in comparison to the generic products, which in turn helped us to protect the bottom-line in a challenging year

Coming to the financial performance for Quarter 1 of FY 2022-23, Revenue from Operations stood at Rs. 392.73 Crores in Q1 FY2022-23 vs Rs. 363.79 Crores in Q1 FY 2021-22. EBITDA stood at Rs. 68.33 Crores in Q1 FY2022-23 vs Rs. 68.86 Crores in Q1 FY 2021-22.. Profit after tax stood at Rs. 49.11 Crores in Q1 FY2022-23 vs 48.60 Crores in Q1 FY 2021-22.

The Shareholders of the Company in the 37th Annual General Meeting held today at 11.00 AM declared the 300% Final Dividend that is Rs.6/- per equity share having face value of Rs.2-/per share. The Board has already paid 400% interim dividend to the shareholders as declared in its Board Meeting dated 2nd February 2022. The total amount absorb in the payment of dividend for this year is Rs. 65.21 Crores.

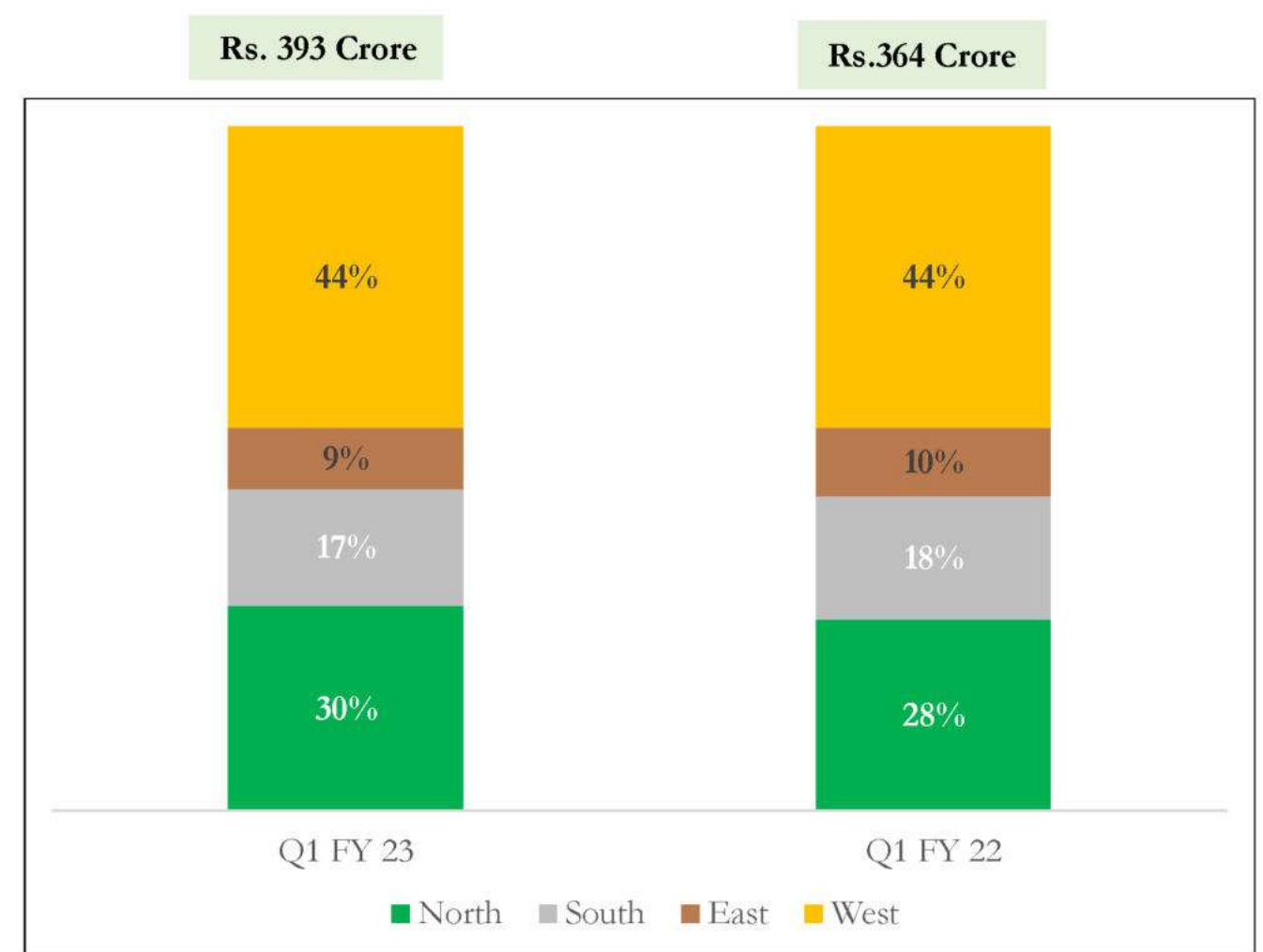
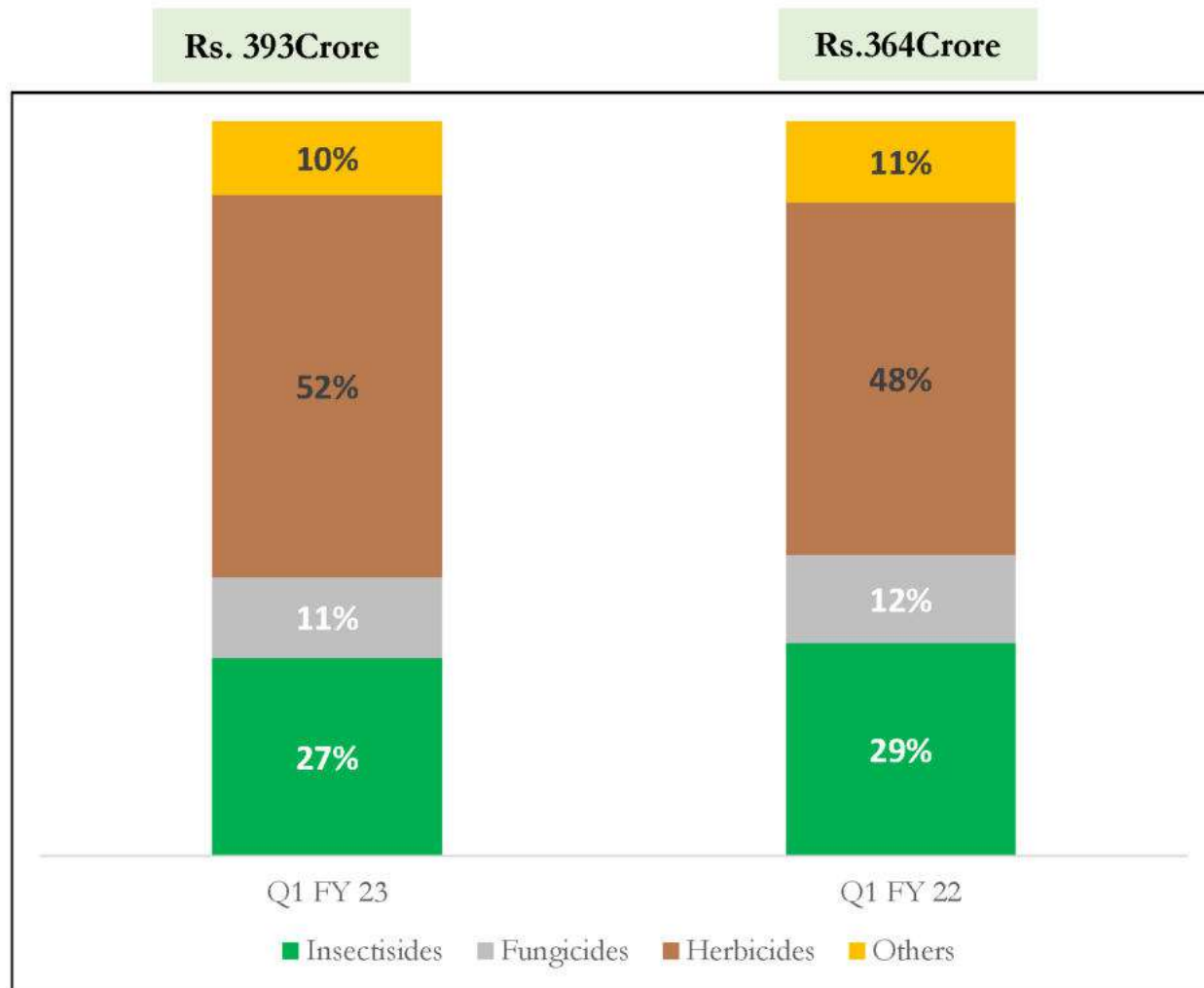
The setting up of Dahej Plant is as per its scheduled time.

Q1 FY2022-23 Income Statement



Particulars (Rs.in Crores)	Q1 FY 23	Q1 FY 22	YoY%	FY 22	FY 21	YoY%
Revenue from Operations	392.72	363.79	8.0%	1477.78	1387.47	6.5%
COGS	264.02	241.05	9.5%	939.08	863.31	8.8%
Gross Profit	128.70	122.74	4.9%	538.70	524.16	2.8%
<i>Gross Profit Margin(as a % of sales)</i>	32.77%	33.74%		36.45%	37.78%	
Employee Benefit Expenses	32.20	29.35	9.7%	120.50	118.27	1.9%
Other expenses	45.03	32.27	39.5%	154.81	136.78	13.2%
EBITDA	51.48	61.11	(15.8%)	263.39	269.11	(2.1%)
<i>EBITDA Margin(as a % of sales)</i>	13.11%	16.80%		17.82%	19.40%	
Depreciation and amortisation expenses	3.78	3.81	(0.8%)	16.28	15.18	7.2%
EBIT	47.70	57.30	(16.8%)	247.11	253.93	(2.7%)
<i>EBIT Margin(as a % of sales)</i>	12.1%	15.8%		16.72%	18.30%	
Finance Cost	0.80	0.89	(10.1%)	3.20	2.70	18.5%
Other Income	16.85	7.75	117.4%	33.59	33.70	(0.3%)
PBT	63.75	64.16	(0.6%)	277.50	284.93	(2.6%)
Total tax	14.64	15.56	(5.9%)	68.70	74.38	(7.6%)
PAT	49.11	48.60	1.0%	208.78	210.55	(0.8%)
<i>PAT Margin(as a % of sales)</i>	12.51%	13.36%		14.13%	15.18%	
Basic EPS	10.54	10.43	1.1%	44.82	44.61	0.5%

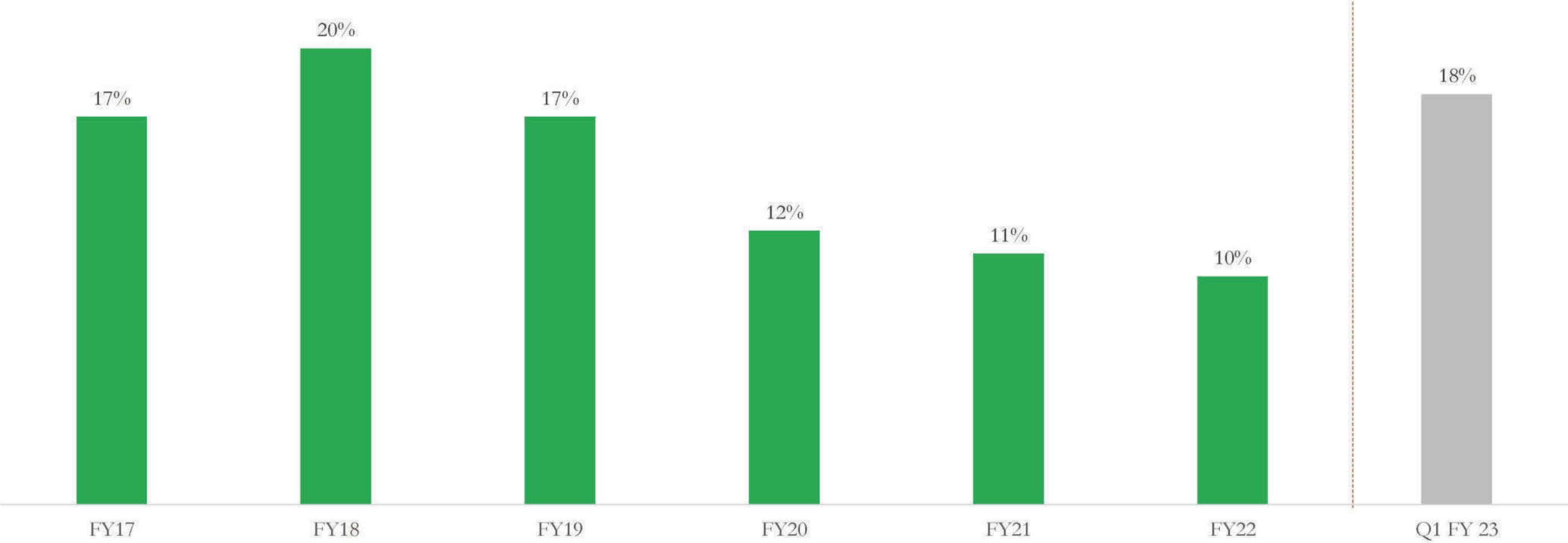
Q1 FY2022-23 Revenue Mix (By Geography and Segment)



- Well diversified portfolio across business segment and key geographies



New Molecules as a % of Total Revenue



Why Dhanuka Agritech?



Unique Asset Light Model

Minimal investments required in fixed assets.
Aim is to leverage strong formulation capabilities by partnering with global innovators



Rural FMCG Play

40 warehouses, 7,000+ distributors and 80,000+ retailers to service the needs of over 10 million touchpoints across 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 margin accretive products, growth in volumes from existing products to drive return ratios

Product Segments



	Herbicides	Fungicides	Insecticides	Others
% of Revenues(Q1 FY2022-23)	52%	11%	27%	10%
Key Products	<p>Barrier 70% WP, Chempa 70% WDG</p> <p>Cornex, Craze 50% EC, Craze-X 37% EW</p> <p>Dabooch 84% WDG, D-era 71% SG,</p> <p>Dhanutop 30% EC, Dhanutop Super 30% EC</p> <p>Dhanuzine 50% WP, Dozo Maxx 10% MEC</p> <p>Dynofop 15% WP, Fenox-1000 5.1% EC</p> <p>Maxx-Soy, Nabood 40% DF</p> <p>Noweed 41% SL, OneKill, Oxykill 23.5% EC</p> <p>Ozone 24% SL, Qurin 25% WP, Sakura 10% EC</p> <p>Sempre, Targa Super 5% EC</p> <p>Terminal 13.5% SL, Tornado</p> <p>Weedmar 38% EC, Weedmar 80% WP</p> <p>Weedmar Super 58% SL, Weedmar Super 58% SL</p>	<p>Conika 50% WP, Cursor 40% EC</p> <p>Dhanucop 50% WP, Dhanuka M-45 75% WP</p> <p>Dhanustin 50% WP, Godiwa Super</p> <p>Hexadhan Plus 5% SC, Kasu-B 3L</p> <p>Kirari 20% W/V SC, Lustre 37.5% SE</p> <p>Nissodium 5% EW, Sheathmar 3% L</p> <p>Sixer 75% WP, Spectrum 29.3% SC</p> <p>Vitavax Power, Vitavax Ultra</p> <p>Zerox 25% EC, ZANET</p>	<p>Aaatank 25% EC, Ad-fyre 70% WG</p> <p>Apply 50% WG, Areva 25% WG</p> <p>Areva Super 30% FS, Caldan 4G</p> <p>Caldan 50 SP, Cover Granules 0.4% Gr.</p> <p>Cover Liquid 18.5% w/w SC, Decide</p> <p>Deva Shakti 5% EC, Dhanpreet 20% SP</p> <p>Dhanulux 25% EC, Dhanusan 50% EC</p> <p>Dhanvan 20% EC, D-One 21.8% w/w SC</p> <p>Em-1 5% WG, Fax 5% SC, Foster 20% SC</p> <p>Jackal 4.9% CS, Largo 11.7% SC</p> <p>Markar 10% EC, Media 17.8% SL</p> <p>Media Super 30.5% SC, Mortar 75% SG</p> <p>Omite 57% EC, Pager 50% WP</p> <p>Ripple 75% SG, Super D 55% EC</p> <p>Superkiller 10% EC, Superkiller 25% EC</p> <p>Triumphcard 0.4% Dust , Zapac 22.1%</p>	<p>Dhanuvit,</p> <p>Dhanvarsha</p> <p>Dhanzyme Gold</p> <p>Dhanzyme Gold Gr.</p> <p>Dhanzyme Granules</p> <p>Maxyld 0.001%</p> <p>Mycore</p> <p>Suelo</p> <p>Wetcit</p>

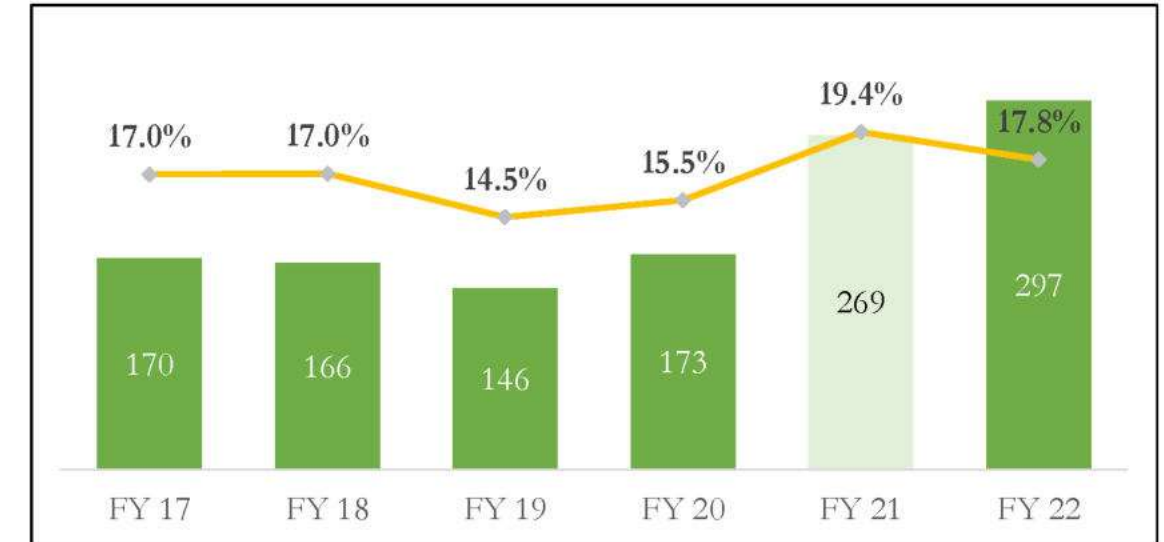
Annual P&L Trend: Focus on Profitable Growth



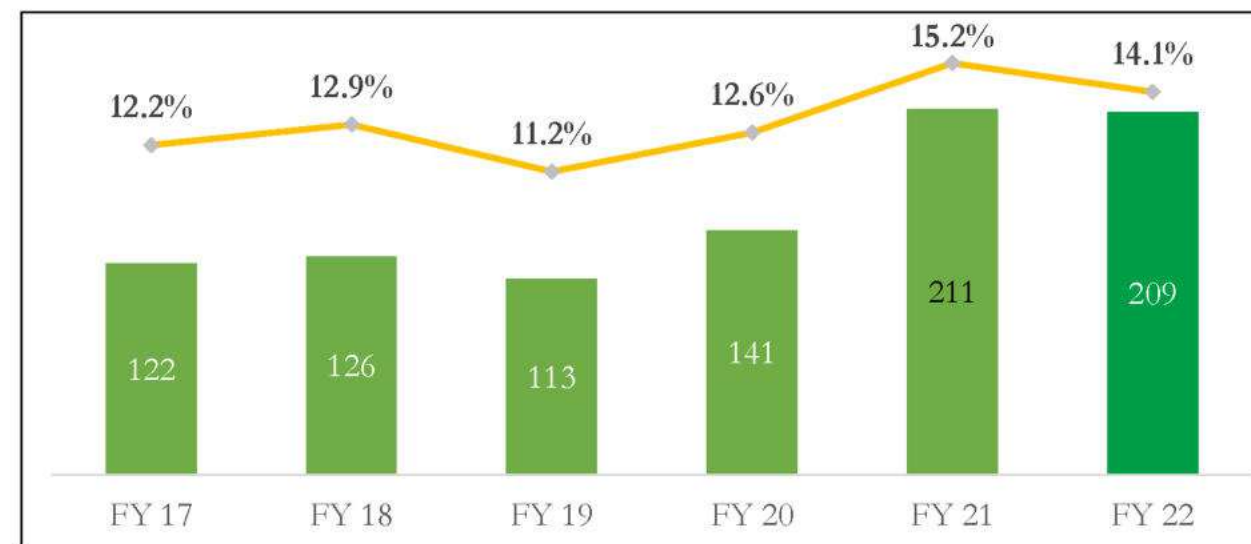
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



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.



Dhanuka Agritech Limited
(CIN: L24219DL1985PLC020126)

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