



Dhanuka Agritech Limited (DAL)  
(BSE: 507717; NSE: DHANUKA)



Q3 FY2021-2022  
Earnings Presentation  
February 02, 2022



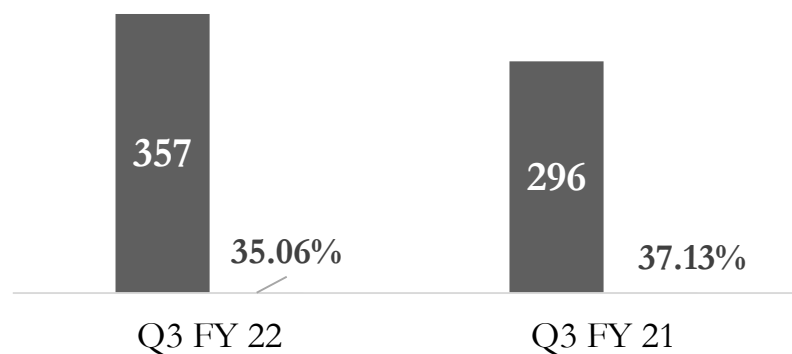
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# Q3 FY2021-22 Result Highlights

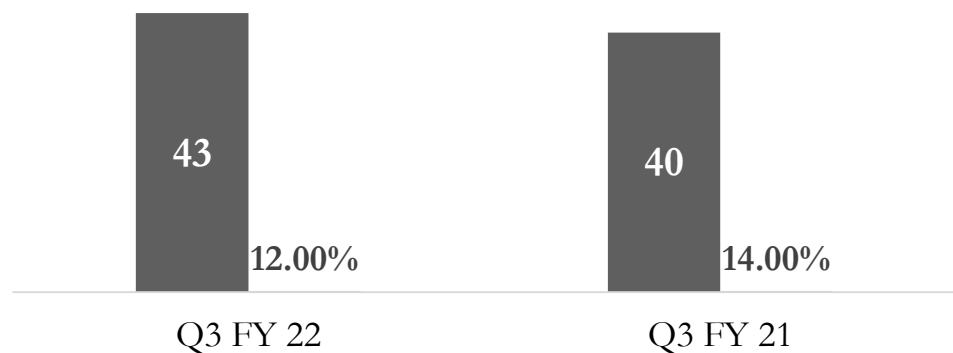


## Q3 FY2021-22 vs Q3 FY2020-21

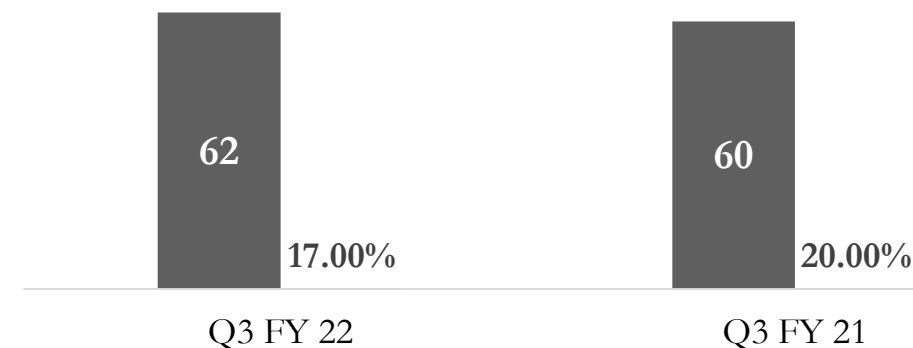
### Revenue from Operations and Gross Margin



### PAT and PAT Margin



### EBITDA and EBITDA Margin



## Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 356.86 Crores in Q3 FY2021-22 vs Rs. 295.66 Crores in Q3 FY2020-21.
- **EBITDA:** EBITDA stood at Rs. 61.74 Crores in Q3 FY2021-22 vs Rs. 59.59 Crores in Q3 FY2020-21 .
- **PAT:** Profit after tax was at Rs. 42.51 Crores in Q3 FY2021-22 vs Rs. 40.04 Crores in Q3 FY2020-21.

## FY 2021-22 Guidance

- **Revenue from Operations:** expected muted growth due to delay in monsoon.
- **EBITDA:** may impact due to muted growth and steep increase in the price of many molecules.

# Managing Director's Message



**Mr. Mahendra K  
Dhanuka  
Managing Director**

Dhanuka Agritech is working for Transforming India through Agriculture by working with farmers closely to improve their productivity and quality, in turn enhancing their income. We work in all major crops in India and have implemented the best-in-class technology to ensure a smooth and efficient supply chain. To service the diversity of Indian crops and needs of the farmers the company has a wide range of products in its portfolio, with over 80 brands in pack sizes ranging from 2 grams to 20 liters. These products are in various forms like liquids, powders and granules.

Coming to the financial performance for the Q3, Revenues from Operations stood at Rs. 356.86 Crores in Q3 FY2021-22 vs Rs. 295.66 Crores in Q3 FY2020-21, representing an increase of 20.70%. EBITDA stood at Rs. 61.74 Crores in Q3 FY2021-22 vs Rs. 59.59 Crores in Q3 FY2020-21, up 3.61%. Profit after tax was at Rs. 42.51 Crores in Q3 FY2021-22 vs Rs. 40.04 Crores in Q3 FY2020-21, up 6.17%.

The Board of Directors have declared 400% interim dividend i.e. Rs. 8/- per equity share having face value of Rs. 2/- per share which will absorb Rs. 37.26 crores.

The Company is working on its greenfield project at Dahej, Gujarat, as per scheduled plan.

Further, CIBRC has approved 9(3) Registration for Thiophanate Methyl + Kasugamycin in its meeting held in December 2021. This product is developed jointly in partnership with M/s. Nippon Soda Co Ltd, Japan and M/s. Hokko Chemicals Co. Ltd., Japan. Further, CIBRC has also approved a 9(3) Registration for Halosulfuron Methyl + Atrazine in its meeting held in January 2022. This product is developed in collaboration with M/s. Nissan Chemicals Corporation, Japan. CIBRC has also approved a 9(3) Registration for Etofenprox + Diafenthiuron in its Meeting held in January 2022. This product is developed in collaboration with M/s. Mitsui Chemicals Ltd, Japan. We are planning to launch all these Products in Q1 FY2022-23.

The Company has signed a MoU on 20th December 2021 with Govind Ballabh Pant University of Agriculture and Technology, Pantnagar (GBPUA&T) to jointly conduct research in crop protection chemicals and also signed one MoU with Chaudhary Charan Singh Haryana Agricultural University, Hisar for the same purpose.

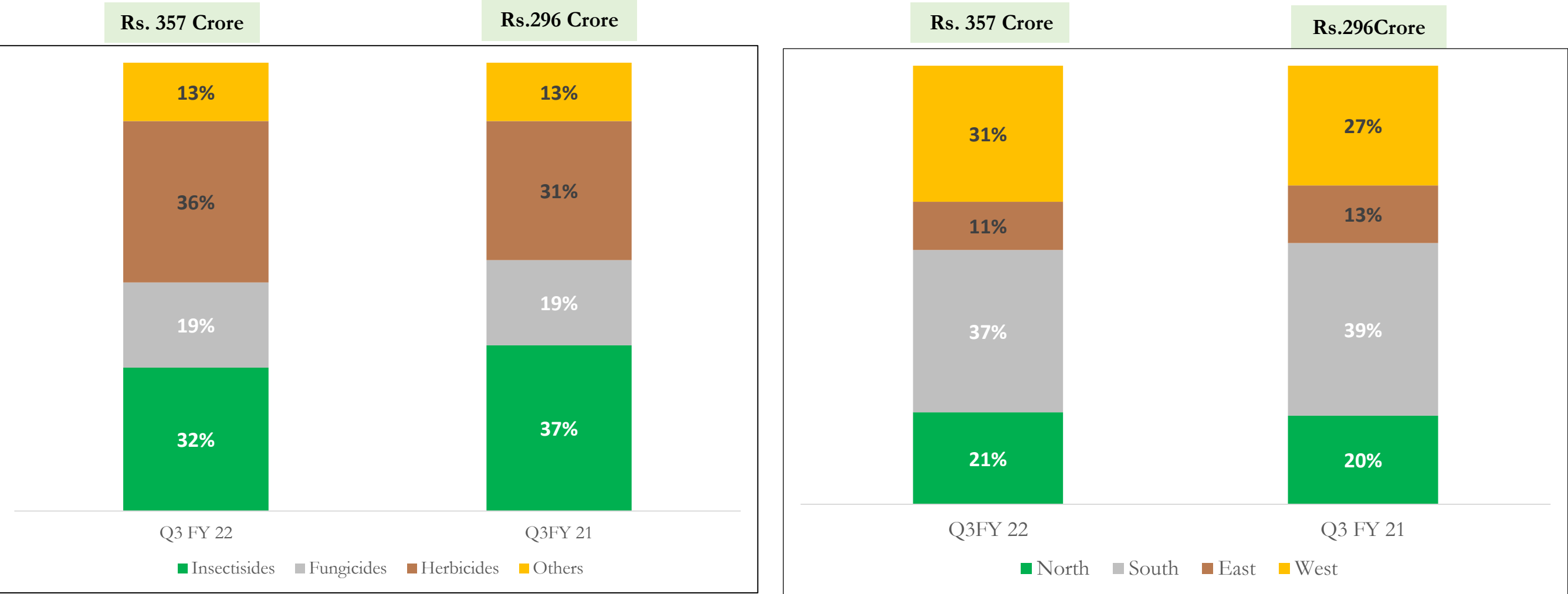
# Q3 FY2021-22 Income Statement



Particulars (Rs.in Lakhs)	Q3 FY 22	Q3 FY 21	YoY%	FY 21	FY 20	YoY%
Revenue from Operations	35686.48	29566.63	20.7%	138746.87	112007.08	23.9%
COGS	23174.51	18587.45	24.7%	86331.12	71169.10	21.3%
<b>Gross Profit</b>	<b>12511.97</b>	<b>10979.18</b>	<b>14.0%</b>	<b>52415.75</b>	<b>40837.98</b>	<b>28.4%</b>
<i>Gross Profit Margin(as a % of sales)</i>	35.06%	37.13%		37.78%	36.46%	
Employee Benefit Expenses	2979.03	2670.84	11.5%	11826.69	10522.81	12.4%
Other expenses	4030.42	3286.60	22.6%	13678.28	12968.23	5.5%
<b>EBITDA</b>	<b>5502.52</b>	<b>5021.74</b>	<b>9.6%</b>	<b>26910.78</b>	<b>17346.94</b>	<b>55.1%</b>
<i>EBITDA Margin(as a % of sales)</i>	15.42%	16.98%		19.40%	15.49%	
Depreciation and amortisation expenses	395.25	412.37	(4.2%)	1518.00	1635.89	(7.2%)
<b>EBIT</b>	<b>5107.27</b>	<b>4609.37</b>	<b>10.8%</b>	<b>25392.78</b>	<b>15711.05</b>	<b>61.6%</b>
<i>EBIT Margin(as a % of sales)</i>	14.31%	15.59%		18.30%	14.03%	
Finance Cost	86.80	101.26	(14.3%)	269.38	155.69	73.0%
Other Income	671.76	937.53	(28.3%)	3370.27	2508.84	34.3%
<b>PBT</b>	<b>5692.23</b>	<b>5445.64</b>	<b>4.5%</b>	<b>28493.67</b>	<b>18064.20</b>	<b>57.7%</b>
Total tax	1440.53	1441.61	(0.1%)	7437.66	3917.70	89.8%
<b>PAT</b>	<b>4251.70</b>	<b>4004.03</b>	<b>6.2%</b>	<b>21056.01</b>	<b>14146.50</b>	<b>48.8%</b>
<i>PAT Margin(as a % of sales)</i>	11.91%	13.54%	(12.0%)	15.18%	12.63%	20.2%
<b>Basic EPS</b>	<b>9.13</b>	<b>8.54</b>	<b>6.9%</b>	<b>44.61</b>	<b>29.73</b>	<b>50.1%</b>



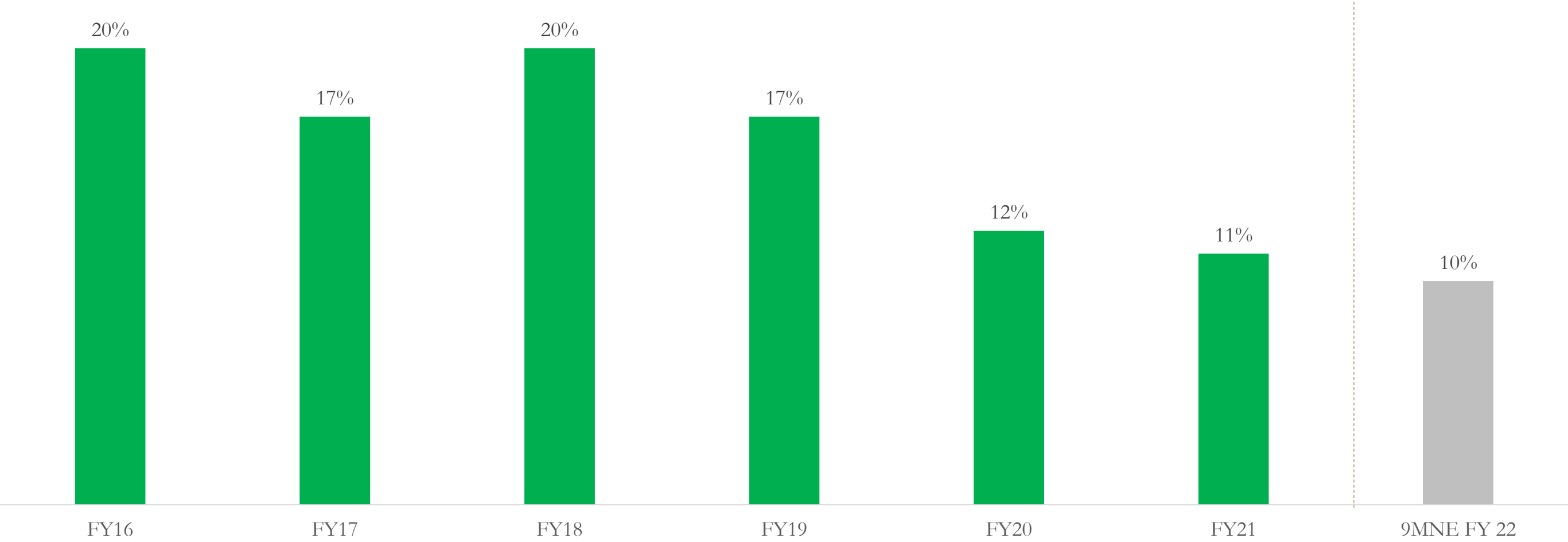
# Q2 FY2021-22 Revenue Mix (By Geography and Segment)



- 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	Plant Growth Regulators
Total number of Products	27	24	39	9
% of Revenues(Q1 FY2021-22)	48%	12%	29%	11%
Key Products	<p>Targa Super ,Semptra (Boosten+Corn-Ex),Maxxsoy Sakura,Qurin,Weedmar Super 58% SL, Barrier 70% WP,Craze,D-era 71% SG,Dhanutop 30% EC, Dhanuzine 50% WP,Noweed 41% SL,Ozone 24% SL,Weedmar 80% WP,Dumil 10% SL,Dhanutop Super,Chempa 70% WDG,Dabooch 84% WDG,Dozo Maxx 10% MEC</p>	<p>Kasu-B 3L,Lustre 37.5% SE, Vitavax Power, Conika, Cursor 40% EC,Sixer 75% WP,Dhanucop 50% WP,Dhanuka M-45 75% WP,Dhanustin 50% WP</p>	<p>Caldan 4G, Caldan 50 SP, Dhanpreet 20% SP, Mortar, Markar 10% EC ,Omite 57% EC ,Cover Granules,Cover Liquid,Areva 25% WG,Em-1.5% WG,Superkiller 25% EC,Dhanulux 25% EC,Dhanvan 20% EC, Media 17.8% SL,Monodhan 36% SL,Super D,Superkiller 10% EC,Areva Super 30% FS,Largo</p>	<p>Dhanuvit, Dhanzyme Gold,Dhanzyme Gold Gr.,Dhanzyme Granules,Maxyld 0.001%,Mycore</p>

## Following Registration of Molecules has been approved by CIBRC:

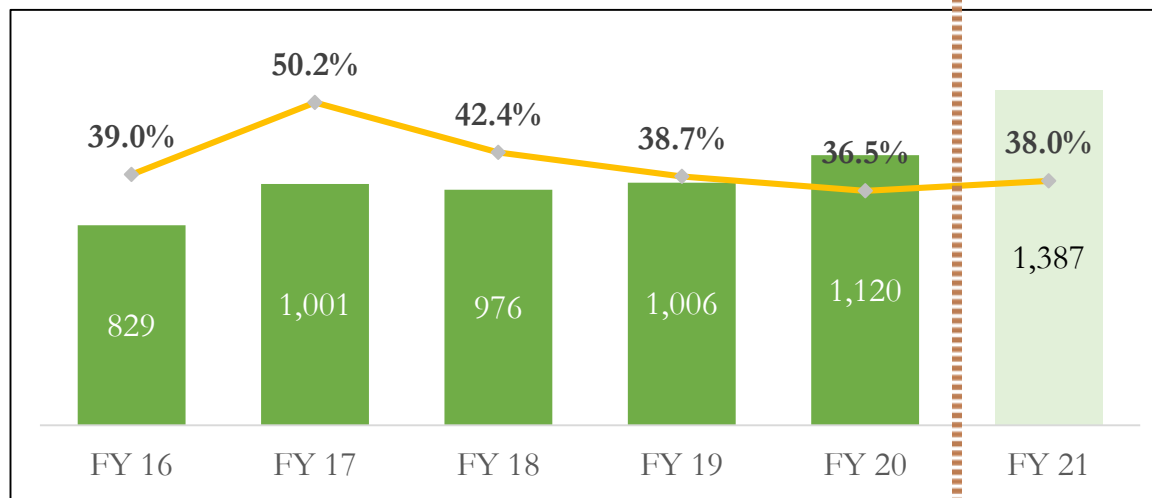
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The Company is planning to launch all these Products in Q1 FY2022-23.

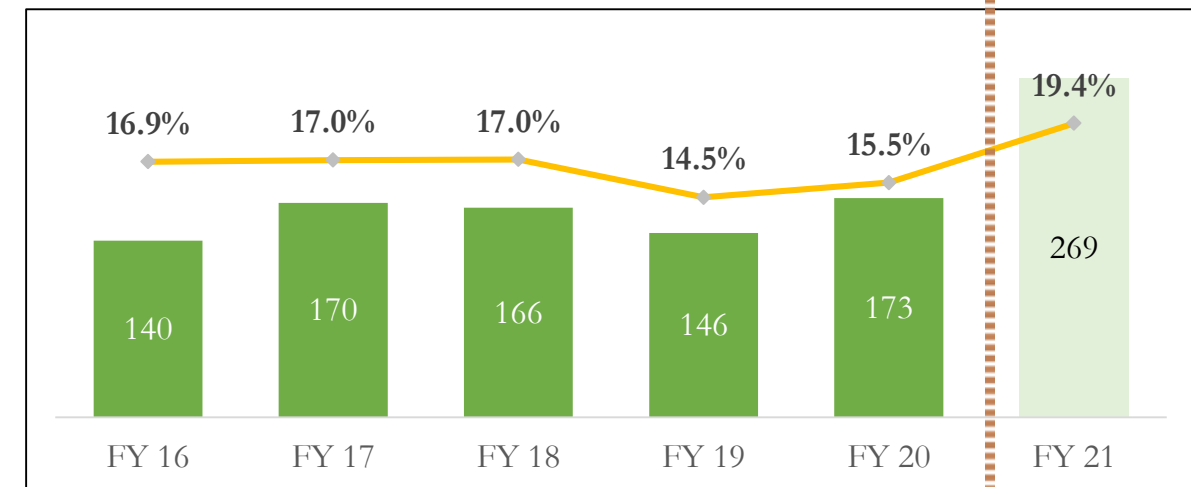
# Annual P&L Trend: Focus on Profitable Growth



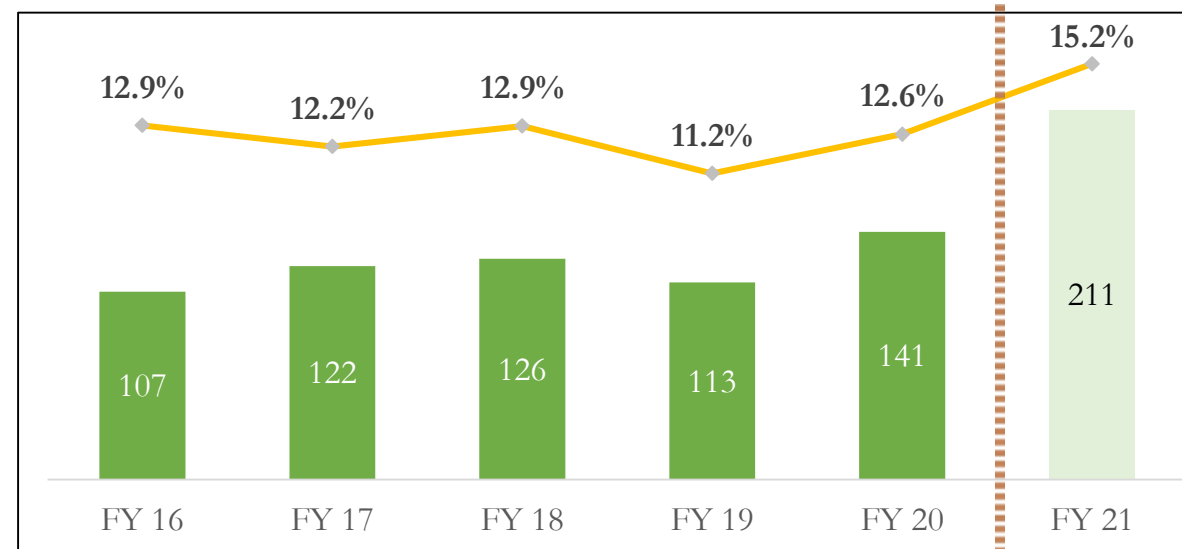
## Revenue from Operations and Gross Margin



## 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.



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