

Dhanuka *Agritech Limited*

***Un-Audited Financial Results for the
Quarter and nine months ended 31st December, 2016***

7th February, 2017



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Dhanuka Agritech: An Overview

Dhanuka is the second largest Indian agrochemicals formulation Company in domestic brand sales.

4 manufacturing facilities located in NCR, J&K, Gujarat and Rajasthan.

Strong product portfolio of over 80 brands with 100% domestic sales.

Second largest rural distribution networks in India with over 8,800 direct dealers, selling to approx. 80,000 retailers.

Products are used by over 10 million farmers across India.

The legend of Indian cinema, Mr. Amitabh Bachchan is Brand Ambassador of Dhanuka.





Wide Range of Products



Dhanuka Agritech Limited

Portfolio of over 80 brands,
two third sales from
'Specialty molecules'



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Key Product Portfolio

- Aaatank, Adfyre, Apple, Areva, Bombard, Caldan, Cover, Danfuron, Dhanpreet, Em-1, Fax, Markar, Media, Mortar, Omite, Pager, Super-D, Superkiller

Insecticides

- Barrier Craze, D-Era, Dhanutop, Fuzi Super, Maxx-soy, Nabood, Noweed, Oxykill, Ozone, Quirin, Sakura, Sempra, Targa Super, Weedmar

Herbicides



Fungicides

Plant Regulator Nutrients

- Cursor, Dhanteam, Dhanuka M-45, Dhanustin, Hexadhan, Kasu-B, Vitavax Power, Lustre, Protocol, Sheathmar, Sixer, Zerox

- Dhanvarsha, Dhanuvit, Dhanzyme Gold, Maxyld, Wetcit





Strategic Partnerships



**Nissan Chemical
Japan**



Mitsui Chemicals

**Mitsui Chemicals
Inc.
Japan**



SUMITOMO CHEMICAL

**Sumitomo
Chemical
Japan**



**Hokko Chemical
Japan**



Oat Agri Japan



Arysta Life Science



**FMC Corporation
USA**



**DUPONT
USA**



**ORO AGRI
USA**

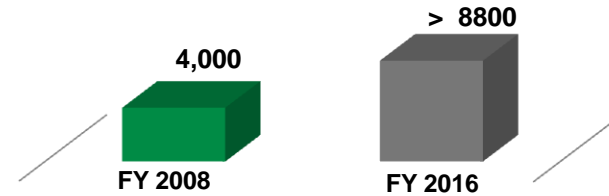
The Company enjoys long lasting relationships with its global partners.
Most of the relationships have been active for more than a decade.



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Marketing Network

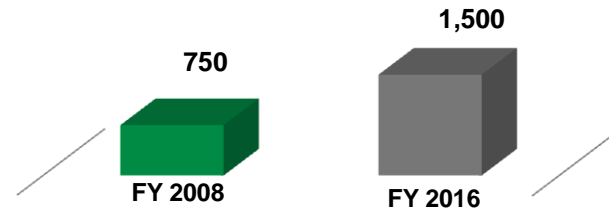
Total Distributors



Reach – Districts covered through distributors



**Dhanuka Doctors –
 Dissemination of information to farmers on “Dhanuka Kheti ki Nayee takneek”**



Products are used by over 10 million farmers across India



Key Growth Drivers (1/2)

Manifold increase in rural income

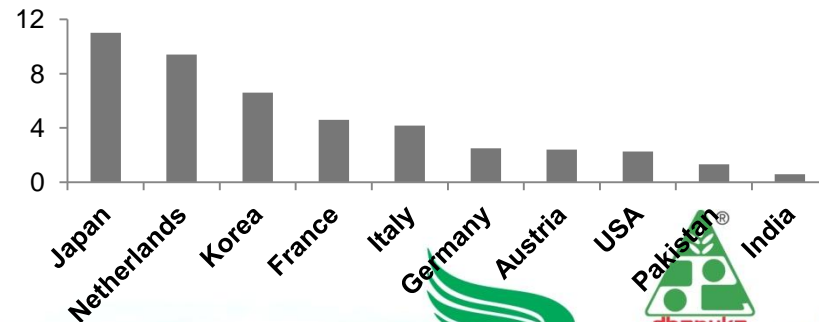
- Government guaranteed minimum prices for the majority of crops have increased by 30-110% in the past seven years giving thrust to rural incomes

Low level consumption of plant-protection chemicals in India

- One of the lowest consumption levels in the world, at ~0.5 kg per hectare

| Minimum Support Prices India | | | | | | | | |
|--|---------|---------|---------|---------|---------|---------|---------|------------------------------|
| Crop Marketing Season (Price in INR/quintal) | | | | | | | | |
| Commodity | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | % increase from FY10 to FY16 |
| Paddy | 950 | 1,000 | 1,080 | 1,250 | 1,310 | 1,360 | 1,410 | 48.42% |
| Red Gram (Arhar/Tur) | 2,300 | 3,000 | 3,200 | 3,850 | 4,300 | 4,350 | 4,625 | 101.09% |
| Green Gram (Moong) | 2,760 | 3,170 | 3,500 | 4,400 | 4,500 | 4,600 | 4,850 | 75.72% |
| Black Gram (Urad) | 2,520 | 2,900 | 3,300 | 4,300 | 4,300 | 4,350 | 4,625 | 83.53% |
| Groundnut | 2,100 | 2,300 | 2,700 | 3,700 | 4,000 | 4,000 | 4,030 | 91.90% |
| Soyabean | 1,390 | 1,440 | 1,690 | 1,690 | 2,560 | 2,560 | 2,600 | 87.05% |
| Cotton | 2,500 | 2,500 | 2,800 | 3,600 | 3,700 | 3,750 | 3,800 | 52.00% |
| Wheat | 1,080 | 1,120 | 1,285 | 1,350 | 1,400 | 1,450 | 1,450 | 34.26% |

Consumption of Agrochemicals (Kg / Hectare)



Key Growth Drivers (2/2)

Prevention of large crop wastages

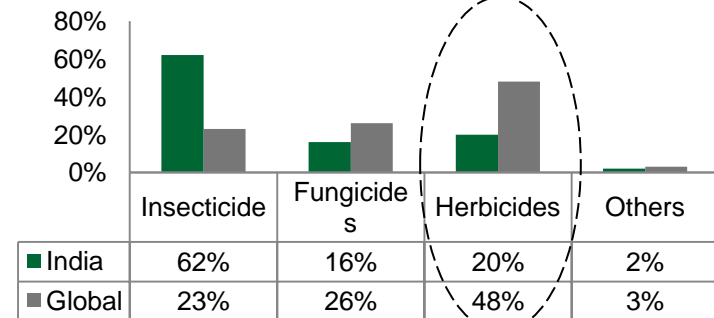
- Insects, fungus and weeds destroy crops worth billions of dollars annually
- Despite large area under cultivation of paddy and wheat, we lag behind in total production

Disruptive growth in herbicides

- Herbicides share in India quite low at 20%, versus ~ 48% globally
- Rising farm labour prices are lifting herbicide demand; replacing manual weeding
- Dhanuka is a beneficiary with strong herbicides portfolio

| Category | Area (Mn Ha) | World Ranking In Area | Production (Mn tons) | World Ranking In Production |
|-----------|--------------|-----------------------|----------------------|-----------------------------|
| Paddy | 44 | #1 | 91 | #2 |
| Wheat | 28 | #1 | 74 | #2 |
| Maize | 8 | #4 | 14 | #6 |
| Gram | 8 | #1 | 6 | #1 |
| Red Gram | 4 | #1 | 3 | #1 |
| Soybean | 8 | #5 | 9.0 | #5 |
| Cotton | 9 | #1 | 21 | #2 |
| Sugarcane | 5 | #2 | 323 | #2 |

Break-up of agrochemical consumption (2009)



Source: Varshney, 2009

Management Team



Mr. Ram Gopal Agarwal; Chairman, started pesticides business more than 40 years ago; a philanthropist; a man of vision with utmost sincerity and devotion; mentors and provides strategic leadership; also served for two terms as Chairman of "Crop Care Federation of India".



Mr. Rahul Dhanuka; Director (Marketing), Masters in Business Administration from S.P. Jain, Mumbai; oversees the entire marketing function of the Company; leads the large marketing team from the fore-front & maintains cordial relations with International collaborators.



Mr. Mahendra Kumar Dhanuka; Managing Director, co-founded the Company; has 40 years of experience; He is a President of HPMA (Haryana Pesticide Manufacturers Association) for over a decade. He oversees the overall operations of the Company.



Mr. Mridul Dhanuka; Director (Operations), Masters in Business Administration from NITIE, Mumbai; oversees the manufacturing and supply chain functions across the Company's four production facilities; spear-heads expansion projects; brought technological and managerial excellence in the company's operations.



Mr. A. K. Dhanuka; Director (Works), looks after manufacturing operations at Gurgaon factory. He joined the Company after completing his graduation and has been looking after production since then.



Historical Financial Performance

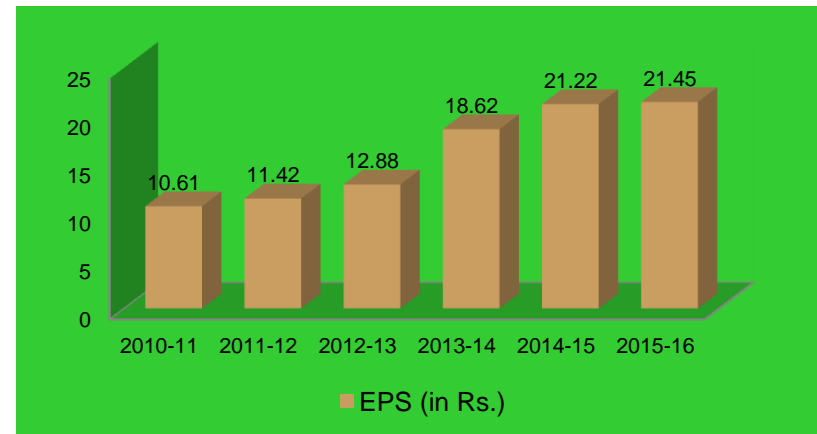
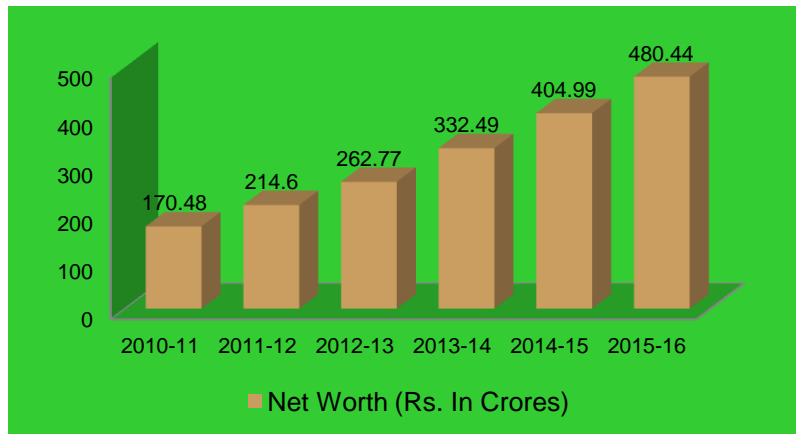
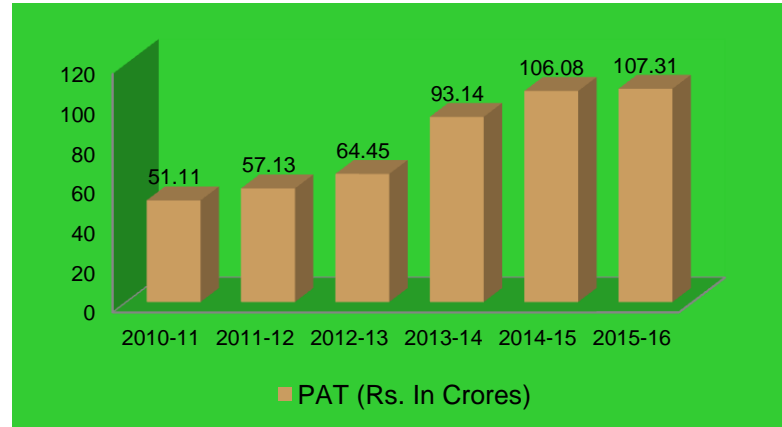
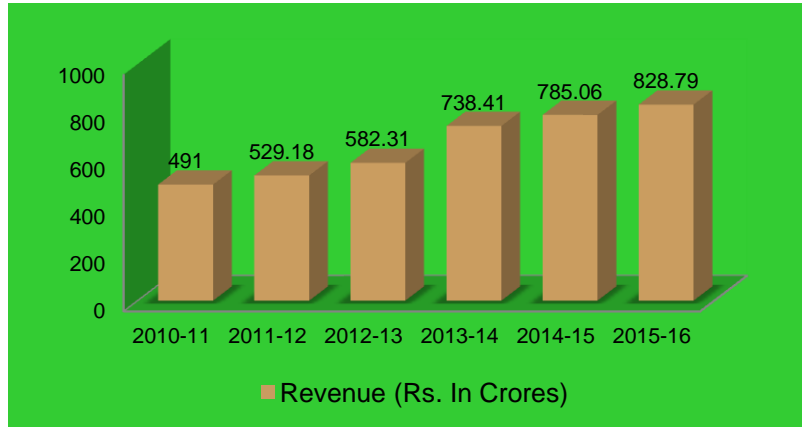
(Rs. in Crores)

| Particulars | FY 12 | FY 13 | FY 14 | FY15 | FY16 |
|------------------------------|--------|--------|--------|--------|--------|
| Revenue | 529.18 | 582.31 | 738.41 | 785.08 | 828.79 |
| EBIDTA | 80.04 | 88.84 | 125.34 | 137.84 | 152.35 |
| PAT | 57.13 | 64.45 | 93.14 | 106.08 | 107.31 |
| Revenue Growth (%) | 7.3% | 11.2% | 26.1% | 6.32% | 5.57% |
| As % to Sales | | | | | |
| EBIDTA | 15.13% | 15.26% | 16.97% | 17.56% | 18.38% |
| PAT | 10.80% | 11.07% | 12.61% | 13.51% | 12.95% |
| Net Worth | 214.60 | 262.77 | 332.49 | 404.99 | 480.44 |
| Debt | 39.41 | 33.01 | 39.41 | 15.80 | 7.69 |
| Financial Ratios | | | | | |
| Long term Debt- Equity Ratio | 0.03 | 0 | 0 | 0 | 0 |
| RoCE | 32% | 30.2% | 34.3% | 30.6% | 30.25% |
| RoNW | 26.6% | 24.5% | 28.01% | 25.8% | 22.34% |



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Historical Financial Performance





Operational Highlights - Results Period 31.12.2016

(Rs.in Crores)

Un Audited financial Results for the quarter and nine months ended 31.12.2016

| Particulars | Q.E. Dec-16 | Q.E. Dec -15 | rise / fall%/bps | Nine months ended Dec-16 | Nine Months ended Dec-15 | rise / fall%/bps |
|----------------------|----------------|-----------------|---------------------|-----------------------------------|-----------------------------------|---------------------|
| Net Turnover | 208.76 | 205.83 | 1.42 | 716.12 | 656.41 | 9.10 |
| EBIDTA | 41.38 | 34.89 | 18.60 | 146.50 | 115.48 | 26.86 |
| EBIDTA% to Net Sales | 19.82 | 16.95 | 287 bps | 20.46 | 17.59 | 287bps |
| PAT | 26.63 | 22.55 | 18.09 | 95.20 | 78.83 | 20.77 |
| PAT% to Net Sales | 12.76 | 10.96 | 180 bps | 13.29 | 12.01 | 128bps |
| EPS (Rs.) Basic | 5.32 | 11.76 | -54.76 | 19.03 | 45.02 | -57.73 |
| EPS (Rs.) Diluted | 5.32 | 4.51 | 17.96 | 19.03 | 15.76 | 20.75 |

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KASHMIRI CHHONEKI



Products launched

| FY 2015-16 | FY 2016-17 |
|------------|---------------------------|
| COVER | MAXX-SOY(Herbicides) |
| DHANVARSHA | CONIKA (Fungicide) |
| DOZO | FUJITA (Fungicide) |
| THIRAM | HI-DICE SUPER (Fungicide) |
| GOLDY | BULLON (Insecticides) |
| | AASHITO (Insecticides) |
| | DELIGHT (Fungicide) |



UdAAN CHHONEKI





THANK YOU!!



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