

Dhanuka Agritech Limited

***Un-audited Financial Results for the
Quarter and Nine Months ended 14th February, 2018***





Dhanuka Agritech: An Overview

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

3 manufacturing facilities located in 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 7,500 direct dealers, selling to approx. 80,000 retailers.

Products are used by over 10 million farmers across India.



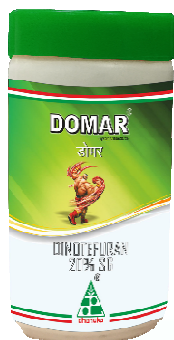


Wide Range of Products



Dhanuka Agritech Limited

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





Key Product Portfolio

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

Insecticides

- Barrier Craze, D-Era, Dhanutop, Fuzi Super, Maxx-soy, Nabood, Noweed, Oxykill, Ozone, Qurin, Sakura, Semptra, Targa Super, Weedmar, Dumil 10% SL, Fenox 1000

Herbicides

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

Fungicides

Plant Regulator Nutrients

- Dhanvarsha, Dhanuvit, Dhanzyme Gold, Maxyld, Wetcit, Suelo





Strategic Partnerships



Nissan Chemical
Japan



Mitsui Chemicals
Inc.
Japan



Sumitomo
Chemical
Japan



Hokko Chemical
Japan



Oat Agri Japan



Arysta Life Science



FMC Corporation
USA



DUPONT
USA



ORO AGRI
USA

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



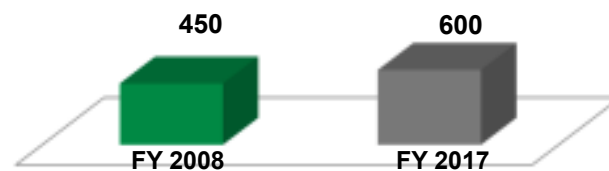


Marketing Network

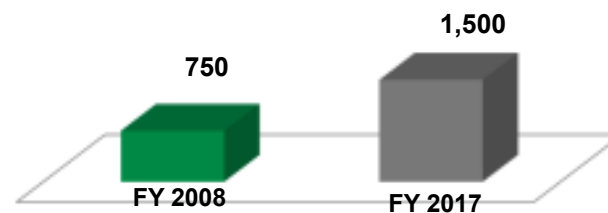
Total Distributors



Reach – Districts covered through distributors



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



Key Growth Drivers (1/2)

Manifold increase in rural income

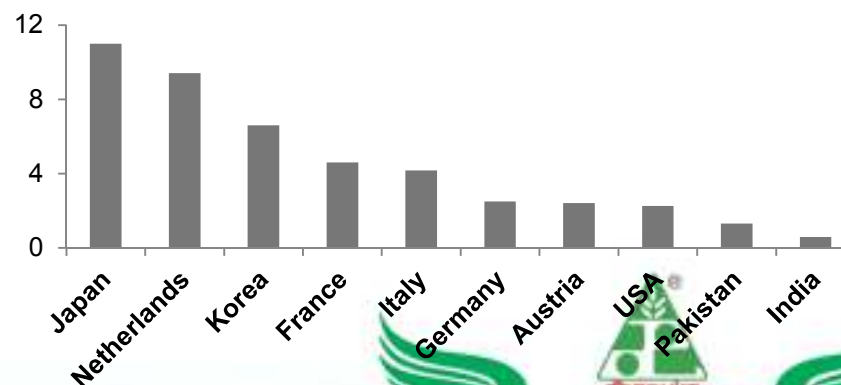
- Government guaranteed minimum prices for the majority of crops have increased by 30-110% in the past seven years giving thrust to rural incomes

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	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	% increase from FY12 to FY18
Paddy	1,080	1,250	1,310	1,360	1,410	1460	1550	43.52%
Red Gram (Arhar/Tur)	3,200	3,850	4,300	4,350	4,625	4800	5450	70.31%
Green Gram (Moong)	3,500	4,400	4,500	4,600	4,850	4900	5575	59.29%
Black Gram (Urad)	3,300	4,300	4,300	4,350	4,625	4800	5400	63.64%
Groundnut	2,700	3,700	4,000	4,000	4,030	4100	4450	64.81%
Soyabean	1,690	1,690	2,560	2,560	2,600	2650	3050	80.47%
Cotton	2,800	3,600	3,700	3,750	3,800	3850	4020	43.57%
Wheat	1,285	1,350	1,400	1,450	1,450	1500	1625	26.46%

Consumption of Agrochemicals (Kg / Hectare)





Key Growth Drivers (2/2)

Prevention of large crop wastages

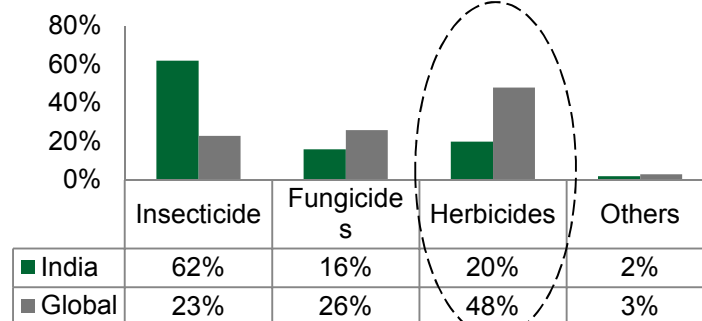
- Insects, fungus and weeds destroy crops worth billions of dollars annually
- Despite large area under cultivation of paddy and wheat, we lag behind in total production

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 forefront & 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.





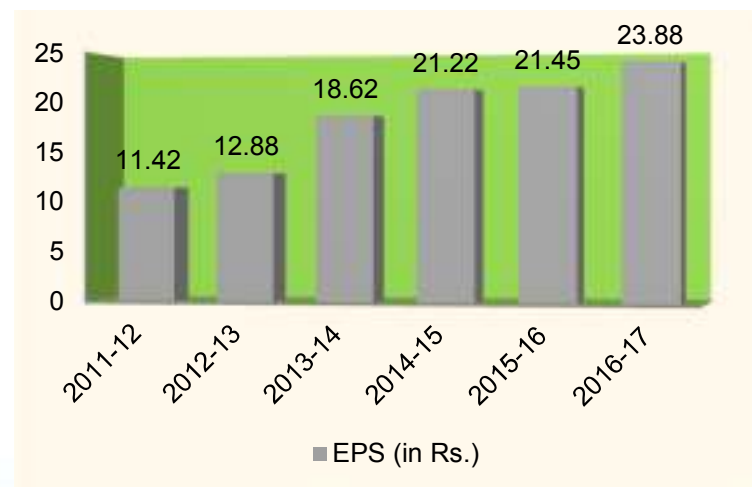
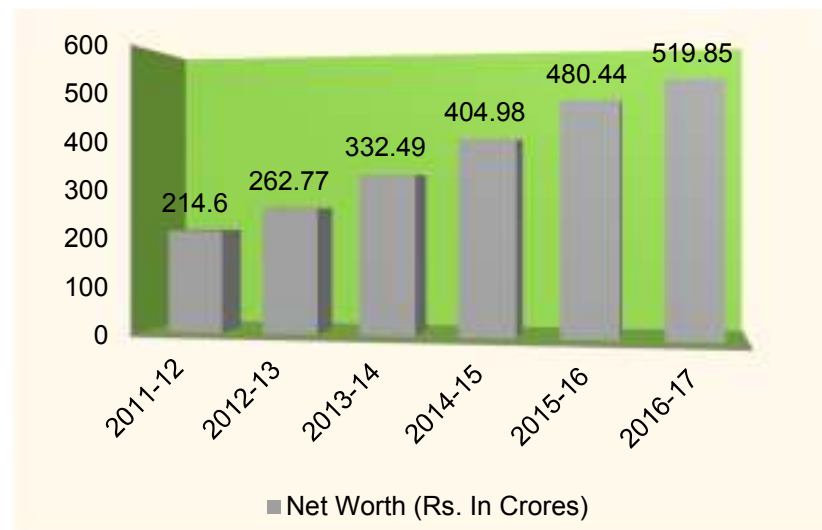
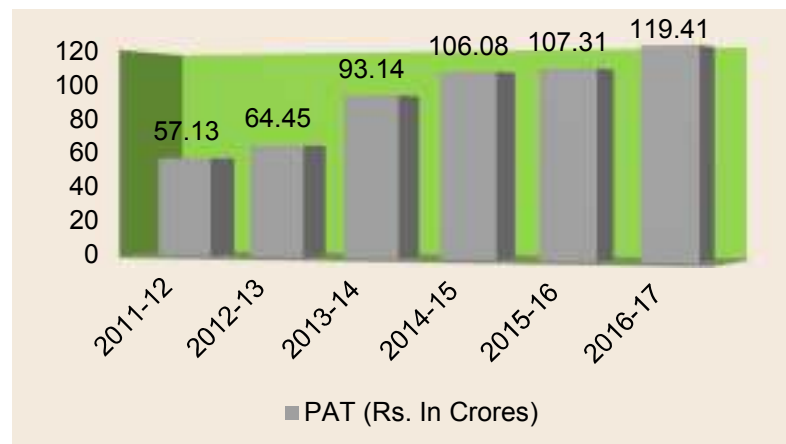
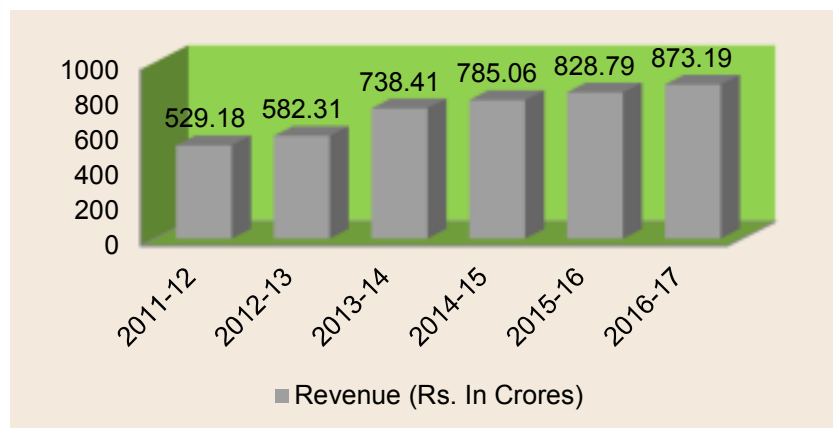
Historical Financial Performance

(Rs. in Crores)

Particulars	FY 13	FY 14	FY 15	FY16	FY17
Revenue	582.31	738.41	785.08	828.79	873.19
EBIDTA	88.84	125.34	137.84	152.35	184.16
PAT	64.45	93.14	106.08	107.31	119.41
Revenue Growth (%)	11.2%	26.1%	6.32%	5.57%	5.36%
As % to Sales					
EBIDTA	15.26%	16.97%	17.56%	18.38%	21.09%
PAT	11.07%	12.61%	13.51%	12.95%	13.68%
Net Worth	262.77	332.49	404.99	480.44	519.85
Debt	33.01	39.41	15.80	7.69	7.89
Financial Ratios					
Long term Debt- Equity Ratio	0	0	0	0	0
RoNW	24.5%	28.01%	25.8%	22.34%	22.97%



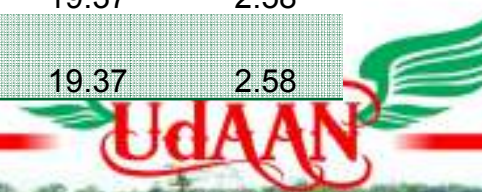
Historical Financial Performance





Operational Highlights – Financial Results Q3 and Nine Months ended 2017-18

Particulars	Un-audited Financial Results (In Rs. Crore)					
	Q3-18	Q3-17	Rise / (fall) %	Nine Months 18	Nine Months 17	Rise /Fall %
Turnover	221.51	239.91	(7.67)	791.15	818.57	(3.35)
Net Turnover (After Excise)	221.51	211.81	4.58	777.54	724.51	7.32
EBIDTA	39.94	41.63	(4.06)	143.96	148.70	(3.19)
EBIDTA% to Net Sales	18.03%	19.65%	-162bps	18.51%	20.52%	-201bps
PAT	28.59	26.88	6.36	97.54	96.89	0.67
PAT% to Net Sales	12.90%	12.70%	-20bps	12.54%	13.37%	-83bps
EPS (Rs.) Diluted	5.82	5.37	8.38	19.87	19.37	2.58
EPS (Rs.) Basic	5.82	5.37	8.38	19.87	19.37	2.58



Products launched



FY 2016-17

MAXX-SOY(Herbicide)

CONIKA (Fungicide)

FUJITA (Fungicide)

HI-DICE SUPER (Fungicide)

BULLON (Insecticide)

AASHITO (Insecticide)

DELIGHT (Fungicide)

FY 2017-18

Godiwa Super (Fungicide)

Godiwa (Fungicide)

D-One (Insecticide)

Markar Super (Insecticide)

Dumil 10% SL (Herbicide)

DOMAR (Insecticide)

FENOX 1000 (Herbicide)

SUELO (Soil Conditioner)





WATER - FERTILIZER - PESTICIDES - FUNGICIDES - YIELD ENHANCERS



TRANSFORMING INDIA Through Agriculture



Use of fertilizer and green manure according to Soil Test Report



Insured crop under Crop Insurance



Judicious use of Agrochemical



Adopt New technology in farming



Rain Water Harvesting and Drip & Sprinkler Irrigation



Seed Treatment and use of Hybrid Seeds



Safe for Environment to produce more from less to more



Commitment towards doubling the farmer's income



Dhanuka Agritech Limited
AN IFC 100% OWNED COMPANY

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*THANK
YOU!!*

