

Sharda Cropchem Limited

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www.shardacropchem.com


ISO 9001: 2015 Reg. No: 702949
CJN: L51909MH2004PLC145007



24th January, 2024

To,

National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Trading Symbol: SHARDACROP	BSE Limited Phiroze Jeejeebhoi Tower, Dalal Street, Mumbai – 400 001 Scrip Code: 538666
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Subject: Investors / Analyst's Presentation for the quarter and nine months ended 31st December, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we are enclosing herewith the presentation to be made to the Investors/Analysts on the Financial Results of the Company for the quarter & nine months ended 31st December, 2023.

The presentation is also being uploaded on the website of the Company www.shardacropchem.com in accordance with Regulation 46 of the Listing Regulations.

We request you to take the same on record.

Yours Sincerely,

Jetkin Gudhka
Company Secretary &
Compliance Officer

Encl.: As above



Sharda Cropchem Limited

Deeper Roots, Crafting Future

Investor Presentation

January 2024

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Sharda Cropchem Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



About Sharda Cropchem Limited

“We are a fast-growing global agrochemicals company with a peer position in the generic crop protection chemicals industry. Our vast and growing library of dossiers and IPRs provide us solid foundations for growth in the global marketplace, especially in Advanced Markets such as Europe, North America and Latin America. It equips us with the ability to operate in a diversified range of formulations and generic active ingredients space globally”



Intellectual Property (IP) driven company engaged in marketing and distribution of wide range formulations and generic active ingredients



Asset Light Business Model

Efficiently channelizing time and resources for strengthening core competency of identifying generic molecules and registration opportunities which offer scalable growth with limited capital requirements



Large Pipeline of Registrations*

Procured 2,901 registrations. Additionally, it has filed 1,075 applications for registrations globally pending at different stages



Diversified Sourcing Arrangements

Enduring relationship with multiple manufacturers and formulators enables to source and supply formulations or generic active ingredients at competitive prices



Consistently Increasing Global Presence

With diversified range of product portfolio, Company has grown by expanding business operations in 80+ countries, across Europe, NAFTA, Latin America and ROW



Widespread Distribution Network

Presence in the entire agrochemical value chain with 525 third party distributors and 500+ sales force serving the Company's esteemed clientele in 80+ countries

Company's apt domain knowledge and experience gives substantial competitive advantage for expanding business in existing markets and new geographies

Asset Light Business Model

Overall Agrochemical Value Chain

 Sharda's Operating Area



SHARDA CROPCHEM'S ASSET LIGHT BUSINESS MODEL

Focus on identification of generic molecules, preparing dossiers, seeking registrations, marketing & distributing formulations through third-party distributors and/or own sales force

Manufacturing of AIs and formulations is outsourced

Highly flexible operating model resulting in

- Overall cost competitiveness
- Efficient management of fluctuating market demand across various geographies
- Offering wide range of formulations and AIs

Acts as a key differentiator from an innovator company, allowing the Company to save its capital, time and resources on R&D

Increasing Global Presence having a Widespread Distribution



Presence
80+ countries

across Europe, NAFTA,
LATAM & RoW

Global Resource Deployment
500+

Distributors
525+

CAPEX incurred in 9MFY24*
Rs. 276 Cr.



Over the years, we've built a strong brand franchise within our global markets; we are benefiting through the economies of scale in our portfolio and leveraging value of our supply chain to deliver value to our customers across geographies

Company has gained a great deal from globalization, including new customers and diverse geocentric revenue streams. Over the years, we have mastered flexibility and adopted innovative ways to grow our business overseas



In addition to newer markets, the wide global presence has allowed us to find new, specialised sales and local marketing talent.

Successfully adopted a factory-to-farmer approach to become a one-stop solution provider to our global customers



Strengthening and widening the sales force in Europe, USA, Canada, Mexico, Colombia, South Africa, India, and rest of the world, in addition to third party distributors with a goal to enhance its presence in the agrochemical value chain



It enables the Company to penetrate its formulations and generic active ingredients in various countries backed by the third-party distributors and presence of its own sales force

* Plus related revenue expenditure on registrations



THE SHARDA ADVANTAGE

Global Reach

Wide Product Range

Healthy relationships with suppliers

Quality with Affordability

Faster Sales Service

One Stop Solution Provider for Crop Care Products

Way Forward

Forward Integration - Build Sales Force

- Leverage market presence and execution capabilities
- Adopt the factory to farmer approach and be a one stop solution provider
- Strategy on ground in different regions of NAFTA, Europe, LATAM and other key markets in ROW

Expand & Strengthen Distribution Presence

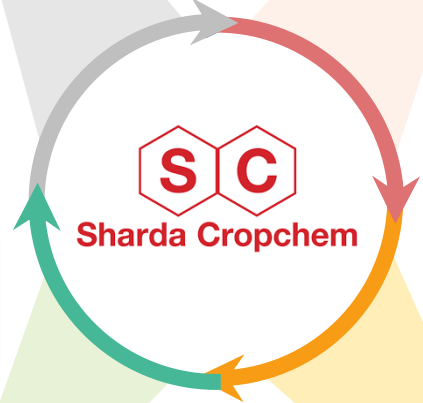
- Expand geographical reach using existing library of dossiers
- Two-fold strategy of further penetrating existing markets and entering new markets

Continual Investment in Product Registrations

- Continue to identify generic molecules going off patent
- Investing in preparing dossiers and seeking registrations in own name

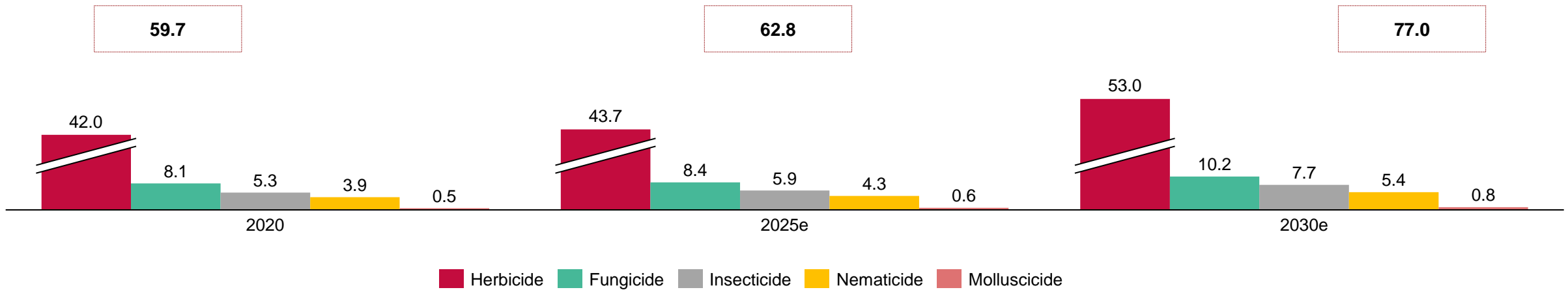
Focus on Operational Efficiencies

- Accelerated focus on revenue generating investments
- Margin improvements
- Better cost management and eliminate NVAs



Industry Outlook and Growth Drivers

Global crop protection chemicals market value (In Billion USD) – CAGR of 3.5%



INDUSTRY DRIVERS

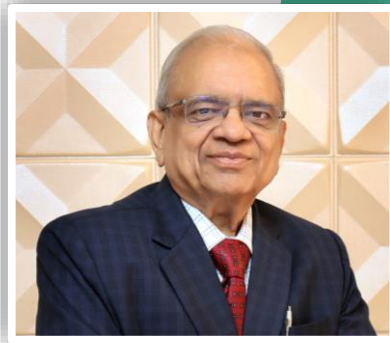
1
A growing population: the global population is set to **increase by 1.2 billion by 2030 and 2 billion by 2050**, while the middle class will more than double to 4.9 billion by 2030



2
A growing middle class fuels demand for increased food and protein production, **which in turn drives demand for grain to support growth**



3
Fewer arable acres per capita means that products need to continue to maximise farmer yields; **arable land is expected to decrease from half an acre per person today to less than one-third of an acre per person by 2050**



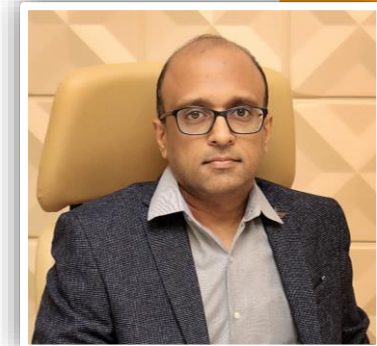
Mr. Ramprakash V. Bubna
Chairman & Managing Director

- Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- He has over 55 years of experience in chemicals, agrochemicals and related businesses
- He is responsible for the Company's overall business operations and strategy



Mr. Ashish Bubna
Whole Time Director

- Holds a Bachelor's Degree in Commerce from the University of Mumbai
- Over 32 years of experience in marketing of chemicals, agrochemicals and related businesses.
- Instrumental in strategizing early investment in product registrations and building the library of product dossiers.
- Responsible for marketing, procurement, registrations and logistics functions of the agrochemical business.



Mr. Manish Bubna
Whole Time Director

- Holds a Bachelor's Degree in Chemical Engineering from the Department of Chemical Technology, Bombay University.
- Over 30 years of experience in chemicals, agrochemicals and related businesses
- Spearheaded the Company's foray into the conveyor belt and general chemicals business
- Also oversees the information technology, logistics and documentation functions of the Company



Q3 FY24 Financial Highlights

Q3 FY24: Segment Wise Highlights

Agrochemical Segment

83%

80%

Non-Agrochemical Segment

17%

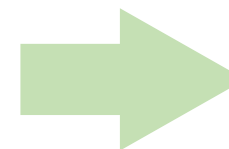
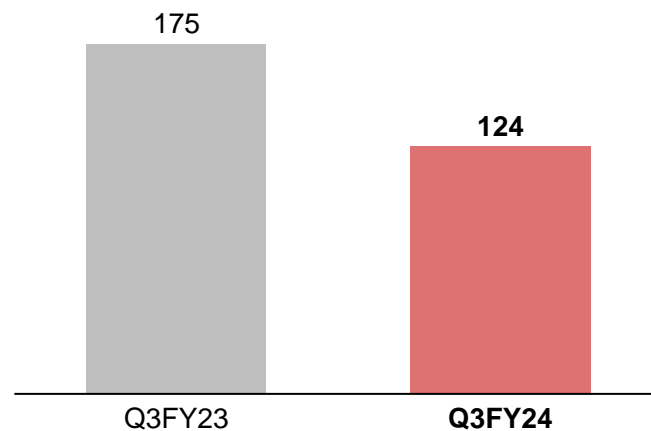
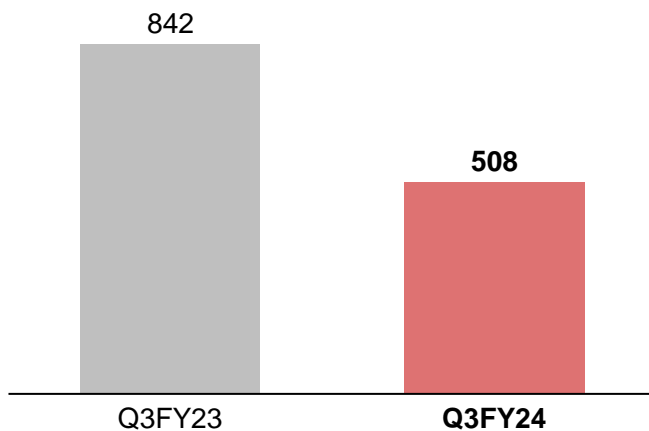
20%

% of Revenue

TOTAL REVENUES

100%

100%



↓ -40%

↓ -29%

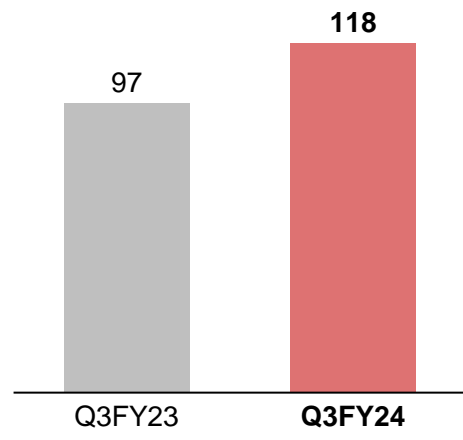
↓ -38%

Q3 FY24: Product Wise Highlights (Agrochemical Segment)

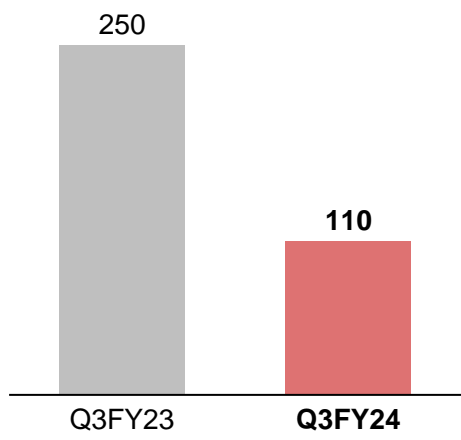
Herbicides		Insecticides		Fungicides		% of Revenue		TOTAL REVENUES (Agrochemical Segment)	
59%	55%	11%	23%	30%	22%	100%	100%		



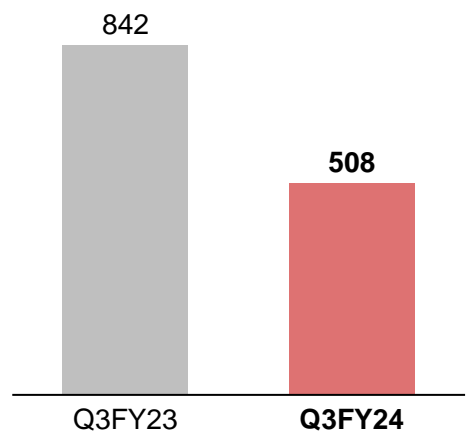
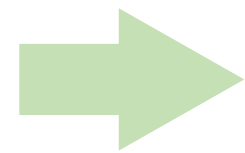
↓ -43%



↑ +21%



↓ -56%

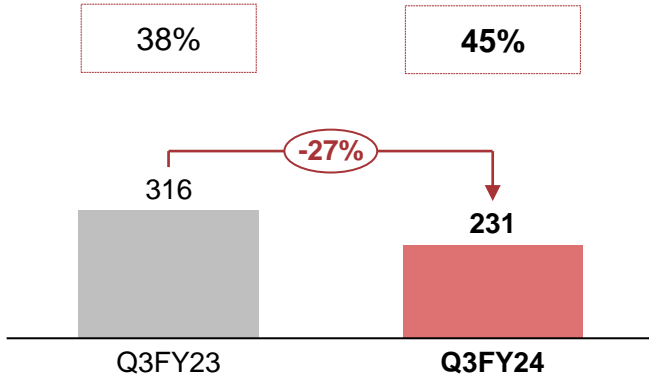


↓ -40%

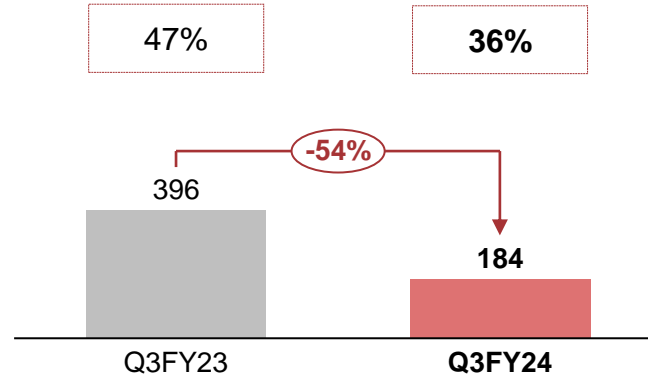
Q3 FY24: Region Wise Breakup (Agrochemical Segment)

₹ Cr.

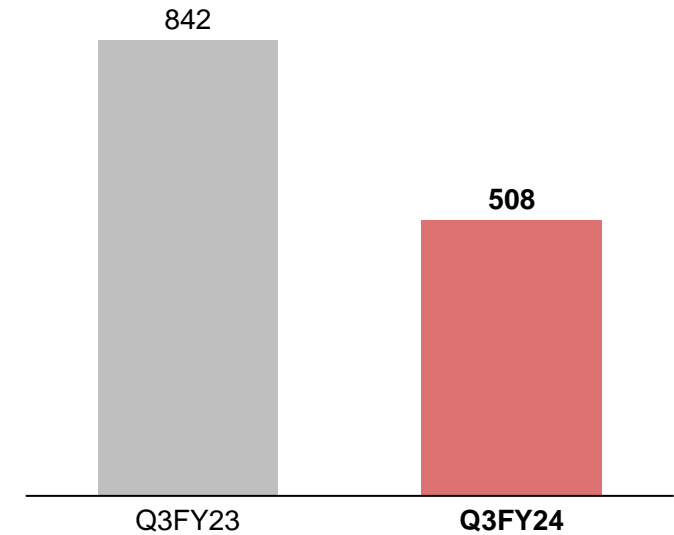
Europe



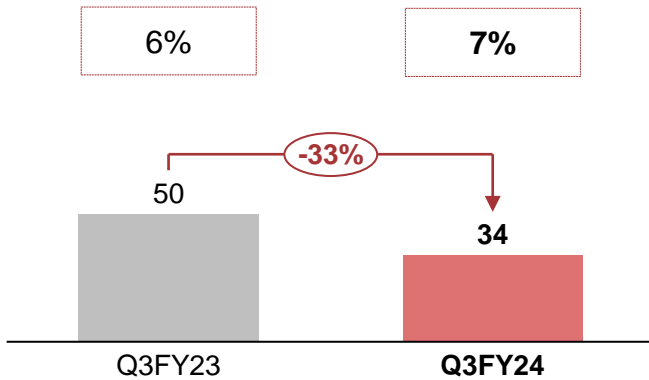
NAFTA Region



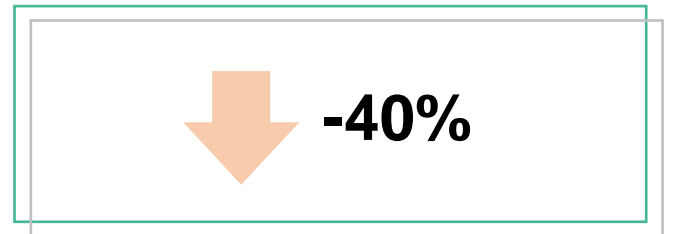
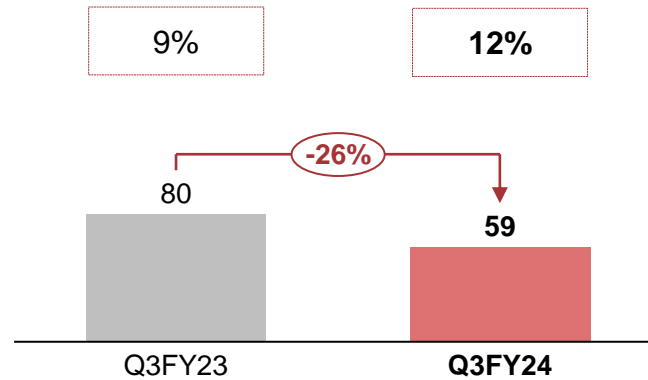
TOTAL REVENUES (Agrochemical Segment)



LATAM Region



RoW

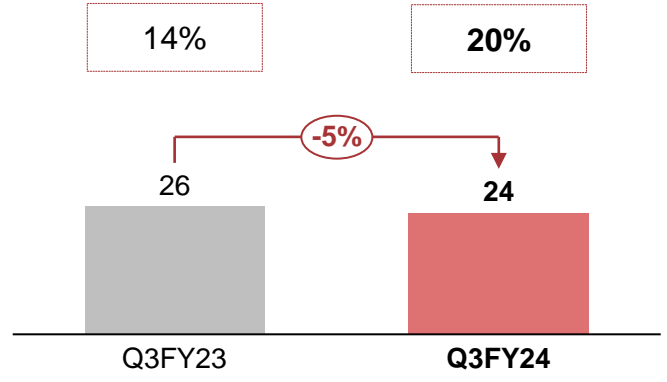


% of Revenue

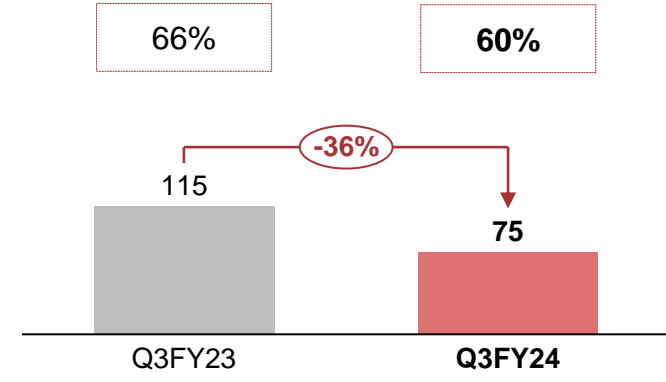
Q3 FY24: Region Wise Breakup (Non Agrochemical Segment)

₹ Cr.

Europe

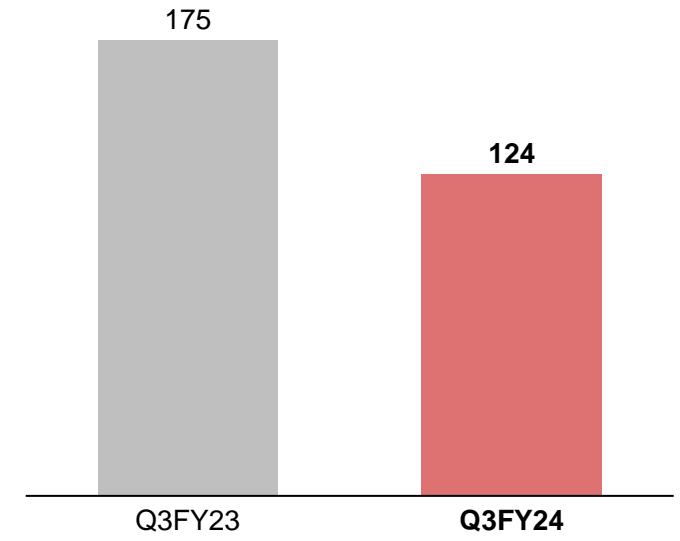


NAFTA Region

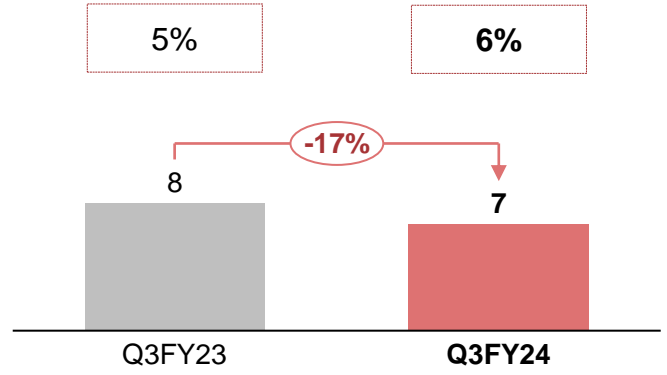


TOTAL REVENUES

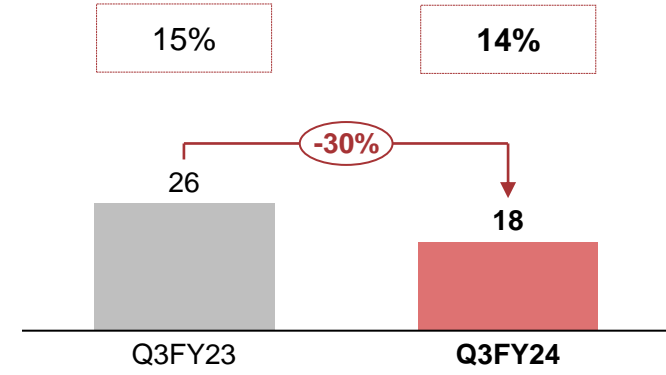
(Non - Agrochemical Segment)



LATAM Region



RoW



-29%

% of Revenue

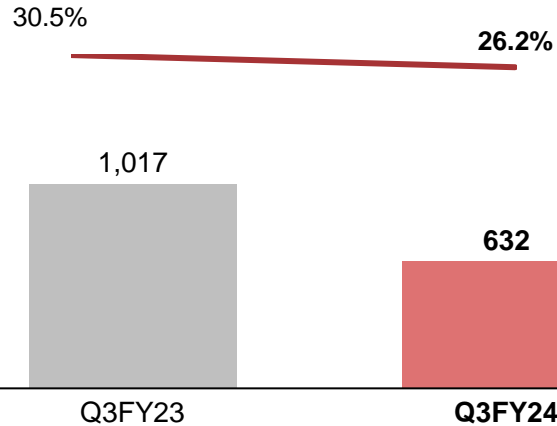
Q3 FY24: Financial Highlights



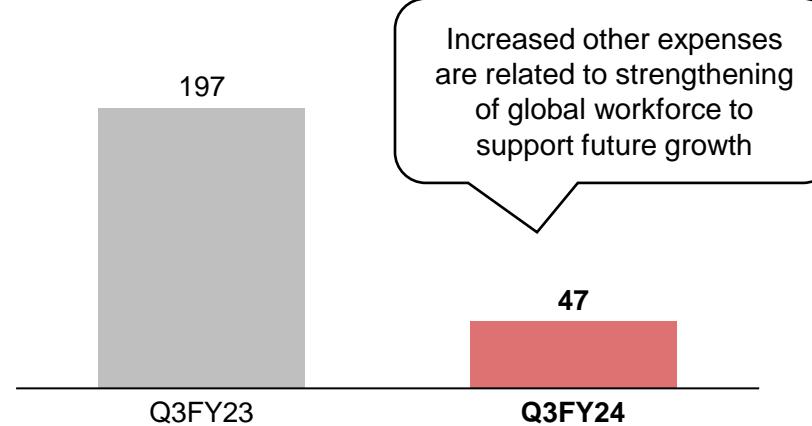
Sharda Cropchem Limited

₹ Cr.

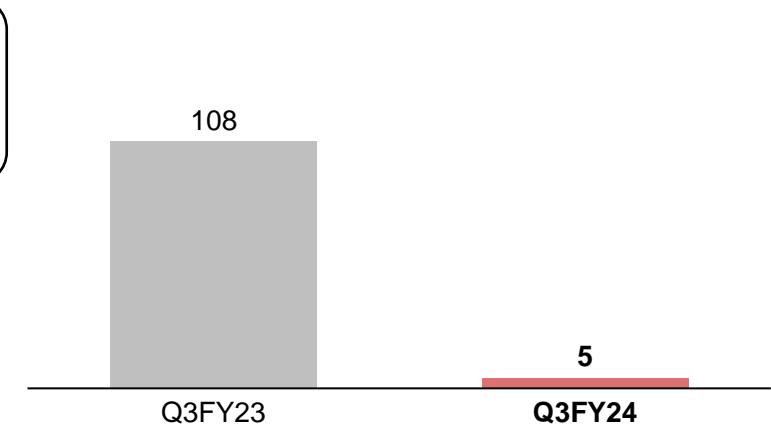
Revenues & GP Margin



EBITDA



Profit After Tax



- **Overall Volumes have reduced by 20.8% Y-o-Y in Q3 FY24**

- Agrochemicals by 21.0% Y-o-Y
- Non-Agrochemical by 15.8% Y-o-Y

- **Revenues has de-grown due to**

- Weaker demand because of a drought season in Europe and adverse weather conditions in NAFTA
- Lower product price realizations across all regions

- **Gross Margins reduced to 26.2% in Q3 FY24**

- Raw Material and Finished goods sales price have reduced substantially. This has led to a stock revaluation as per Accounting Policy and has impacted the GP and profitability to the tune of Rs. 7 crores
- Company experienced significant decrease in product price realizations
- **The Company is seeing an improving trend in Q4 FY24**



9M FY24 Financial Highlights

9M FY24 Segment Wise Highlights

Agrochemical Segment

Non Agrochemical Segment

TOTAL REVENUES

79%

77%

21%

23%

% of Revenue

100%

100%

2,032

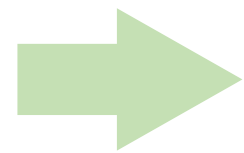
1,424

531

427

2,563

1,851



9MFY23

9MFY24

9MFY23

9MFY24

9MFY23

9MFY24



-30%



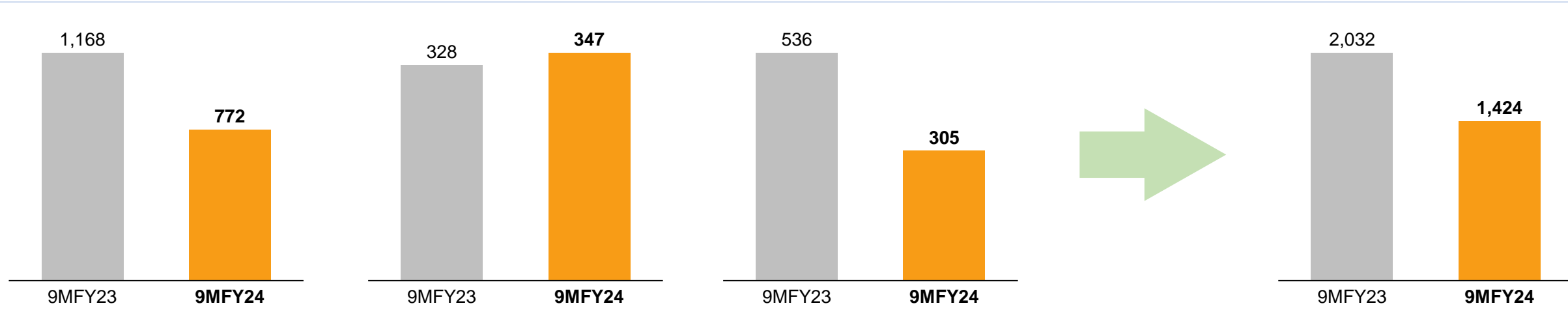
-20%



-28%

9M FY24: Product Wise Highlights (Agrochemical Segment)

Herbicides		Insecticides		Fungicides		TOTAL REVENUES (Agrochemical Segment)	
58%	54%	16%	24%	26%	22%	100%	100%
% of Revenue							



↓ -34%

↑ +6%

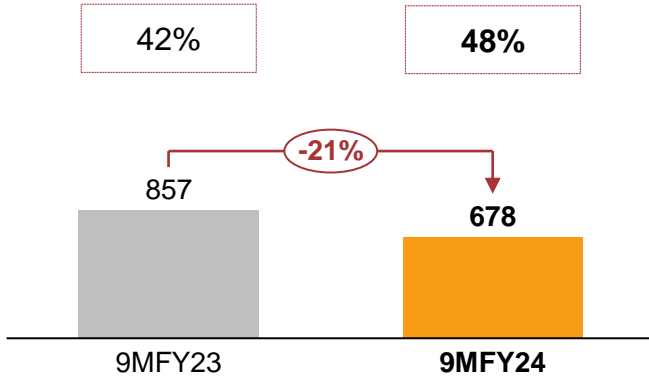
↓ -43%

↓ -30%

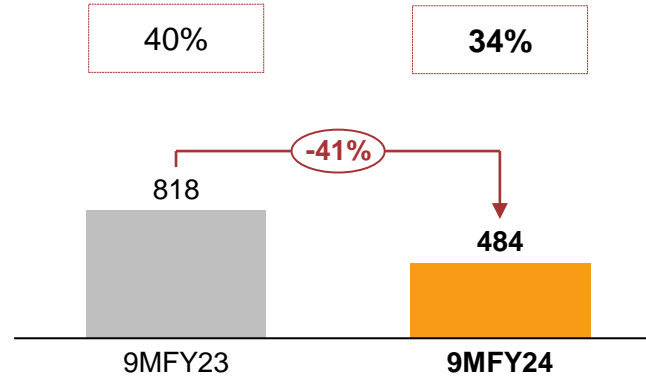
9M FY24: Region Wise Breakup (Agrochemical Segment)

₹ Cr.

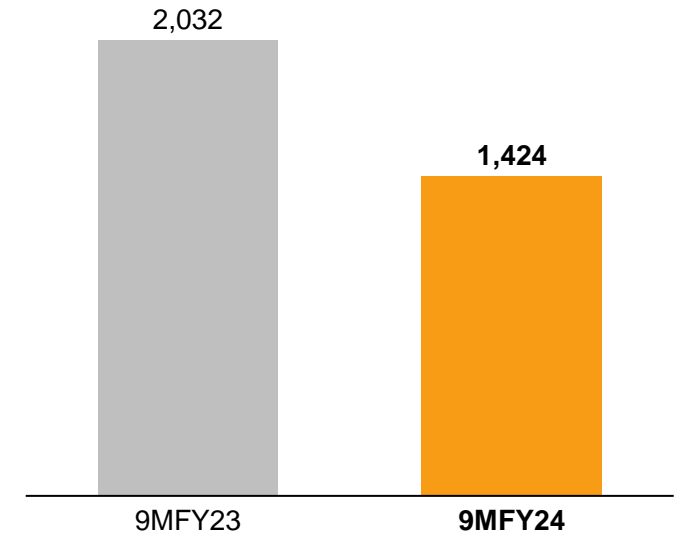
Europe



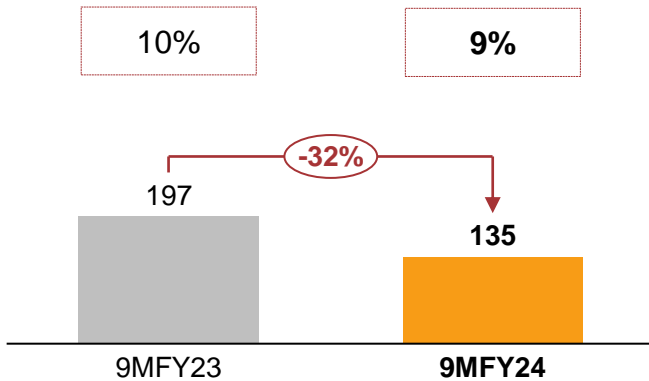
NAFTA Region



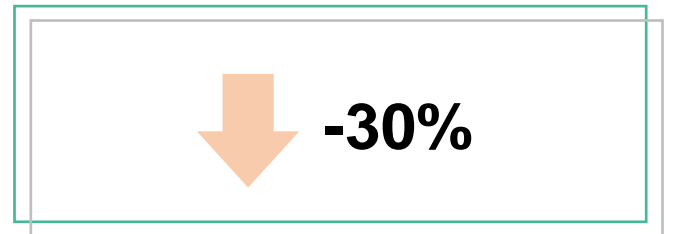
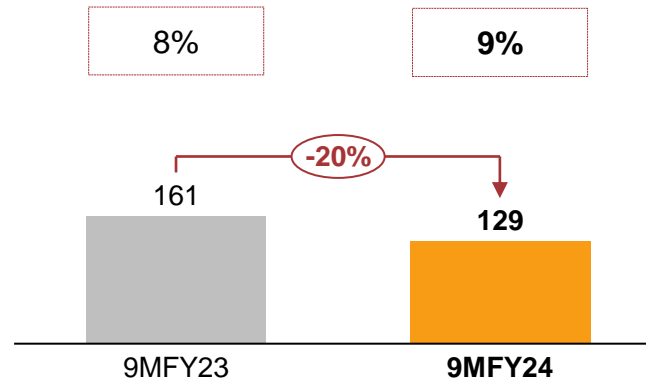
TOTAL REVENUES (Agrochemical Segment)



LATAM Region



RoW

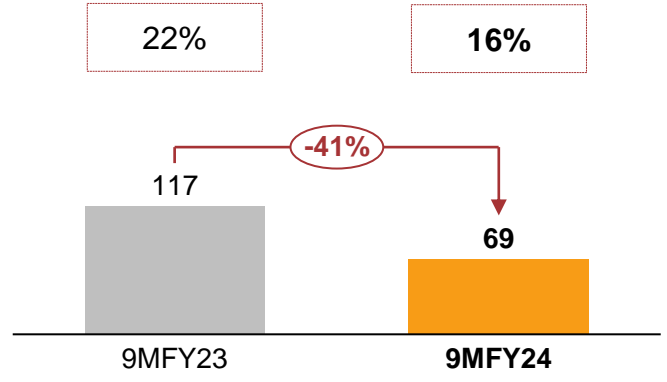


% of Revenue

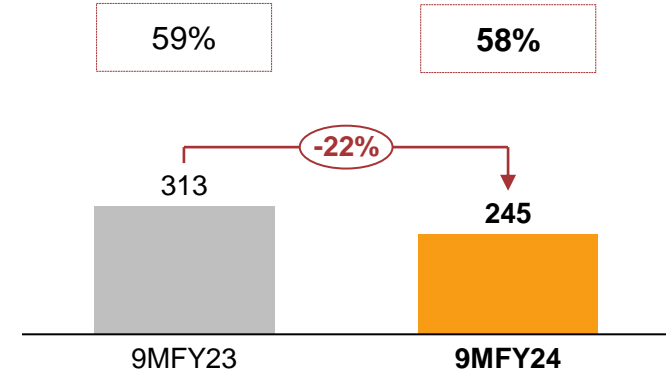
9M FY24: Region Wise Breakup (Non Agrochemical Segment)

₹ Cr.

Europe

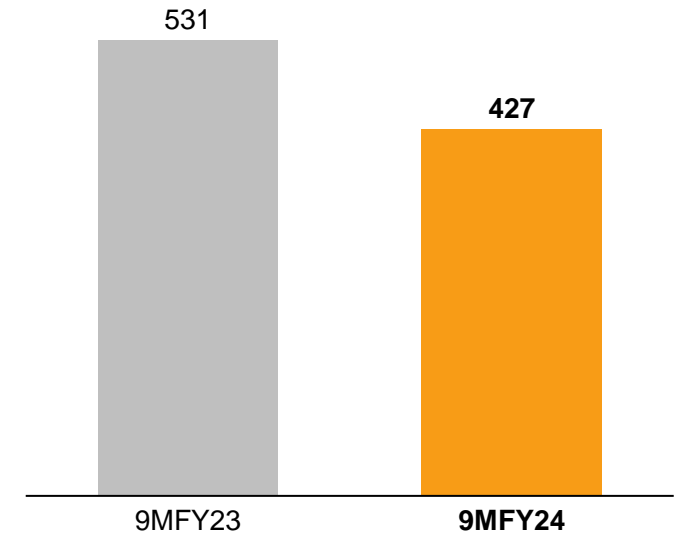


NAFTA Region

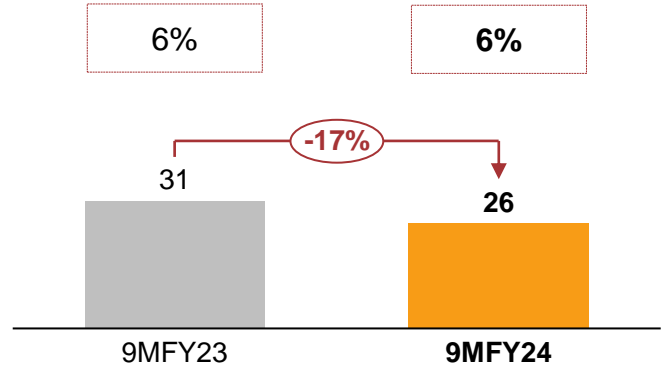


TOTAL REVENUES

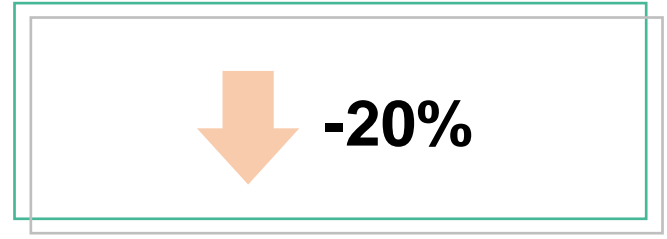
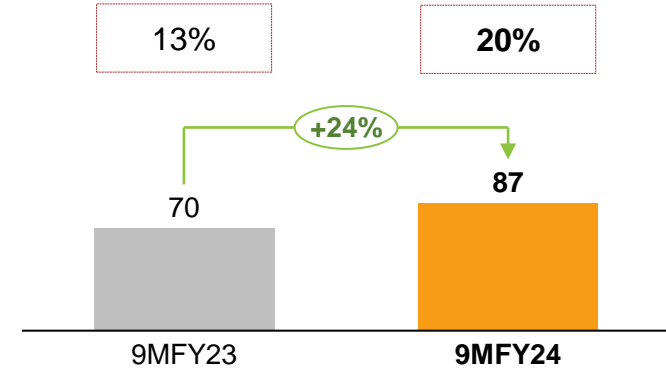
(Non - Agrochemical Segment)



LATAM Region



RoW



% of Revenue

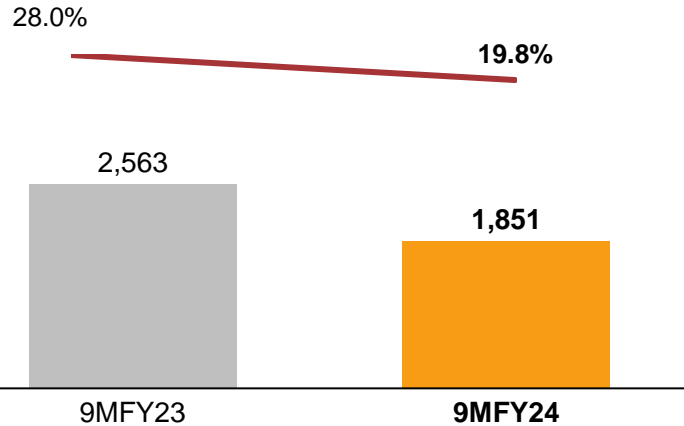
9M FY24: Financial Highlights



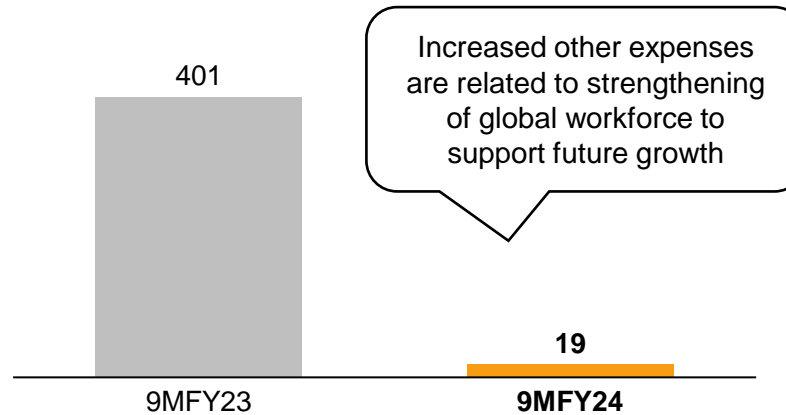
Sharda Cropchem Limited

₹ Cr.

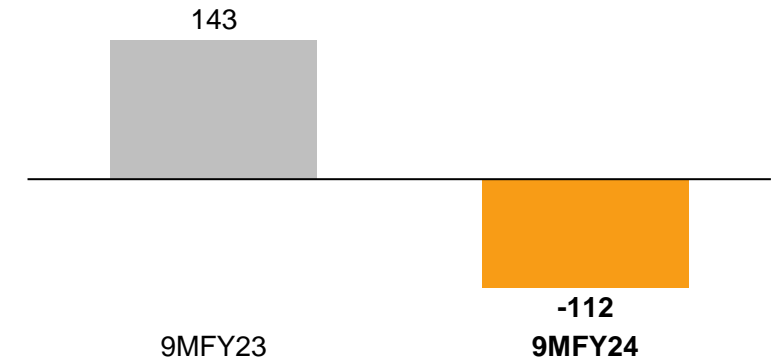
Revenues & GP Margin



EBITDA



Profit After Tax

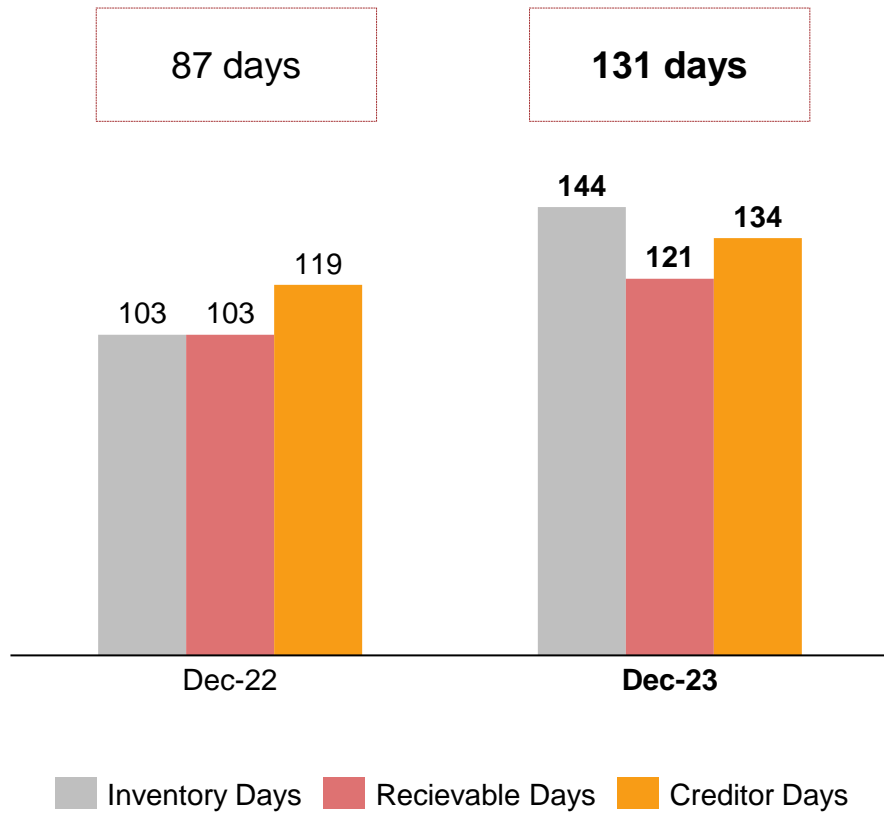


- **Overall Volumes have reduced by 6.6% Y-o-Y in 9M FY24**
 - Agrochemicals by 7.0% Y-o-Y
 - Non-Agrochemical by 1.3% Y-o-Y
- **Revenues has de-grown due to**
 - Weaker demand scenario in Europe and LATAM
 - Lower product price realizations across all regions

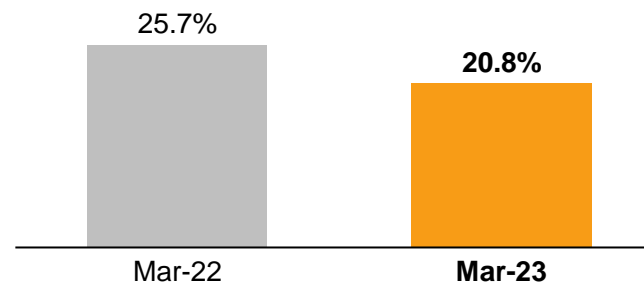
- **Gross Margins reduced to 19.8% in 9M FY24**
 - Raw Material and Finished goods sales price have reduced substantially. This has led to a stock revaluation as per Accounting Policy and has impacted the GP and profitability to the tune of Rs. 91 crores
 - Company experienced significant decrease in product price realizations
- **The Company is seeing an improving trend in Q4 FY24**

Strong Balance Sheet

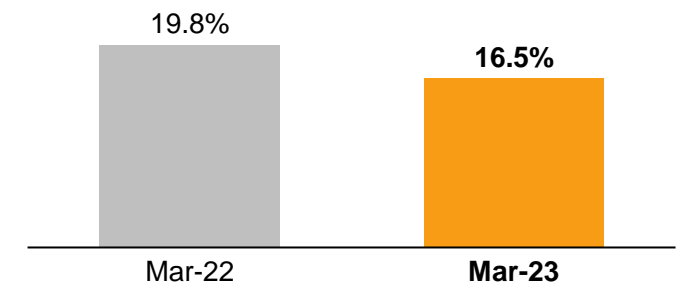
Working Capital (in Days)



RoCE



RoE



Total Equity

Rs. 2,097 crores

Rs. 2,232 crores as on Mar'23

Cash & Cash Equivalents

Rs. 370 crores

Rs. 328 crores as on Mar'23

Total Debt

Rs. 2 crores

Rs. 3 crores as on Mar'23



Annexure

Q3 & 9M FY24 Financial Highlights



Sharda Cropchem Limited

₹ Cr.

Particulars	Q3 FY24	Q3 FY23	Y-o-Y	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	632.5	1,017.3	-38%	1,851.0	2,563.3	-28%
COGS	466.9	707.3		1,484.1	1,846.9	
Gross Profit	165.6	310.0	-47%	366.8	716.5	-49%
Gross Margin %	26.2%	30.5%		19.8%	28.0%	
Employee Expenses	9.4	12.6		27.7	29.6	
Other Expenses	109.6	102.8		326.3	292.5	
EBITDA*	47.2	196.7	-76%	18.8	400.8	-95%
EBITDA Margin %	7.5%	19.3%		1.0%	15.6%	
Forex (Gain)/Loss	-22.8	-12.4		-18.6	69.5	
Depreciation	68.6	65.3		212.9	180.5	
Other Income	12.2	2.7		61.8	33.2	
EBIT	13.0	144.3	-91%	-119.7	177.6	NA
EBIT Margin %	2.1%	14.2%		-6.5%	6.9%	
Finance Cost	0.9	0.9		6.8	2.0	
PBT	12.1	143.4	-92%	-126.5	175.6	NA
PBT Margin %	1.9%	14.1%		-6.8%	6.9%	
Tax Expense	7.5	35.0		-15.0	32.5	
PAT	4.6	108.4	-96%	-111.6	143.1	NA
PAT Margin %	0.7%	10.7%		-6.0%	5.6%	
Earnings Per Share (EPS) In Rs.	0.51	12.01		-12.37	15.86	

* EBITDA is excluding IA & IAUD write-off (Rs. 0.5 cr. in Q3 FY24; Rs. 2.2 cr. in Q3 FY23 ; Rs. 6.0 cr. in 9M FY24; Rs. 6.5 cr. in 9M FY23)

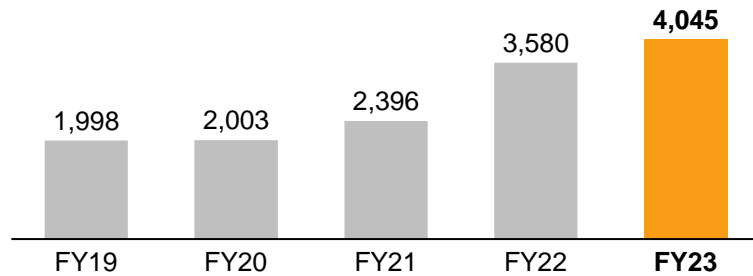
Key Financial Performance Indices



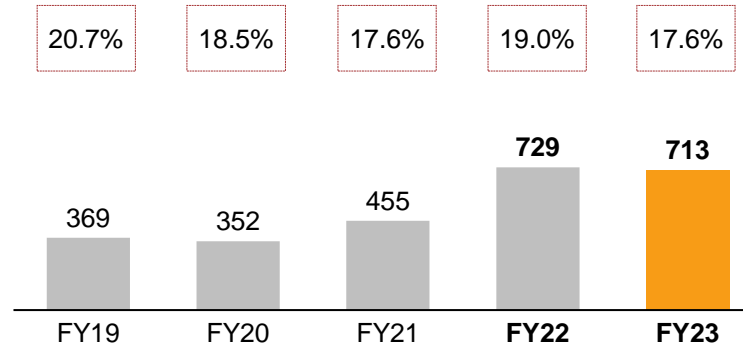
Sharda Cropchem Limited

₹ Cr.

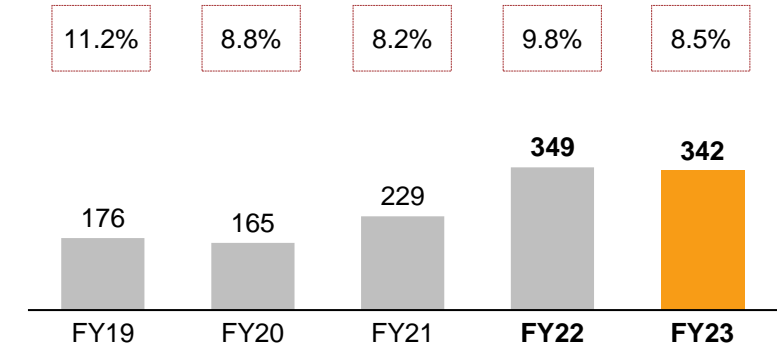
Revenue



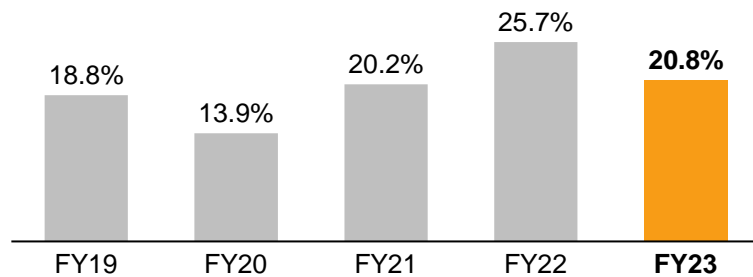
EBITDA & EBITDA Margin*



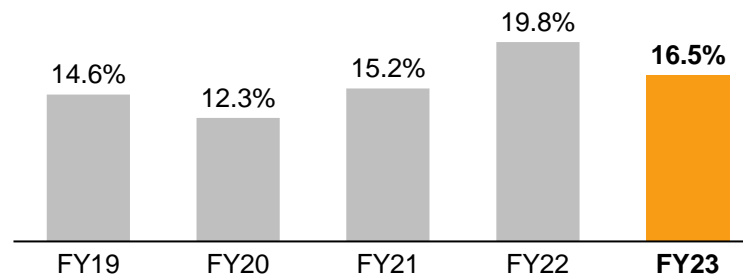
Profit After Tax & PAT Margin



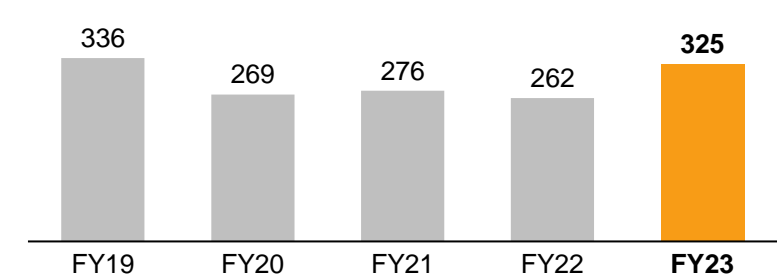
RoCE



RoE



Net Cash & Cash Equivalents^



* EBITDA is excluding IA & IAUD write-off

^ Total Cash & Cash Equivalents – Debt (Includes FDs of Rs. 114 crores clubbed in Non Current Other Financial Assets)

On Consolidated Basis

Historical Profit & Loss



Sharda Cropchem Limited

₹ Cr.

Particulars	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	4,045.2	3,579.8	2,395.6	2,003.0	1,997.6
COGS	2,860.8	2,499.8	1,636.0	1,388.8	1,387.3
Gross Profit	1,184.4	1,080.0	759.7	614.3	610.2
Gross Margin %	29.3%	30.2%	31.7%	30.7%	30.5%
Employee Expenses	44.8	44.2	37.3	34.9	33.5
Other Expenses	438.9	336.4	305.5	282.4	250.1
EBITDA*	712.6	728.6	455.2	351.7	368.8
EBITDA Margin %	17.6%	20.4%	19.0%	17.6%	18.5%
Forex (Gain)/Loss	57.6	16.5	-19.9	15.1	4.5
Depreciation	248.1	245.3	170.4	137.1	99.4
Other Income	40.3	28.9	45.9	42.1	20.6
EBIT	435.3	466.5	312.2	186.8	243.4
EBIT Margin %	10.8%	13.0%	13.0%	9.3%	12.2%
Finance Cost	4.5	2.2	2.8	1.9	8.4
PBT	430.7	464.2	309.5	184.9	235.0
Tax Expense	88.8	115.0	80.2	20.2	58.7
PAT	342.0	349.3	229.2	164.7	176.3
PAT Margin %	8.5%	9.8%	9.6%	8.2%	8.8%
Earnings Per Share (EPS) In Rs.	37.90	38.71	25.40	18.25	19.55

* EBITDA is excluding IA & IAUD write-off

Balance Sheet - Equity & Liabilities



Sharda Cropchem Limited

₹ Cr.

Equities & Liabilities	FY23	FY22	FY21	FY20	FY19
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2141.8	1,822.2	1,524.1	1,312.6	1,193.7
Non-controlling Interest	0.4	0.3	0.3	0.3	0.2
Total Equity	2,232.4	1,912.8	1,614.6	1,403.1	1,284.1
Non-Current Liabilities					
Borrowings	-	-	-	0.1	0.1
Trade Payables	-	2.4	2.4	2.4	2.9
Lease Liabilities	-	3.5	8.4	-	-
Other Financial Liabilities	1.7	1.6	3.2	13.1	1.4
Provisions	2.7	2.3	3.0	2.7	2.2
Deferred Tax Liabilities (net)	143.4	128.9	92.9	69.3	91.0
Total Non-Current Liabilities	147.9	138.6	109.9	87.5	97.6
Current Liabilities					
Borrowings	3.0	38.0	67.8	0.0	0.0
Lease Liabilities	-	5.1	4.5	-	-
Trade Payables	1,377.6	1,177.6	806.8	686.7	636.2
Other Financial Liabilities	431.4	324.8	149.1	89.7	104.0
Other Current Liabilities	78.1	55.4	58.0	54.4	60.7
Current Tax Liabilities	19.1	4.2	3.2	1.5	0.6
Provisions	61.4	86.7	50.0	24.4	20.1
Total Current Liabilities	1,970.6	1,691.8	1,139.4	856.7	821.7
Total Equity & Liabilities	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3

Balance Sheet - Assets



Sharda Cropchem Limited

₹ Cr.

ASSETS	FY23	FY22	FY21	FY20	FY19
Assets					
Non-Current Assets					
Property, Plant and Equipment	5.0	14.4	20.9	27.8	13.5
Goodwill	0.0	0.0	0.4	0.4	0.4
Other Intangible assets	663.0	577.4	523.1	388.1	357.8
Intangible assets under development	203.9	212.2	131.0	161.4	219.8
Deferred Tax Assets (net)	7.9	4.9	6.0	3.9	5.5
Non-Current Tax Assets	72.3	71.6	73.6	72.5	49.2
Other financial assets	140.6	11.2	9.4	11.6	8.9
Total Non-Current Assets	1,092.7	891.7	764.5	665.7	655.2
Current Assets					
Inventories	1,134.3	892.8	525.5	382.2	364.9
Investments	31.9	134.4	83.0	115.5	211.9
Trade Receivables	1,833.3	1,540.0	1,162.6	988.4	811.4
Cash & Cash equivalents	176.4	56.7	85.6	77.8	50.6
Other Bank balances	5.5	109.3	175.0	75.7	73.0
Loans	0.0	0.5	-	-	-
Other Financial Assets	28.7	48.9	28.1	11.3	11.9
Other Current Assets	48.1	68.9	39.6	29.6	24.3
Total Current Assets	3,258.2	2,851.5	2,099.3	1,681.5	1,548.2
Total Assets	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3

CSR initiatives taken up by the Company are in the areas of Promoting Education, Healthcare, Eradicating Hunger, Empowerment of Women, Animal Welfare, Promotion of Sports and Rural Development Projects

Promoting Education



Animal Welfare



Medical Aid & Relief

'मरीजों की देखभाल सच्चा परमार्थ' राज्यपाल कोश्यारी ने युवाओं में बढ़ते नशा पर जताई चिंता

■ प्रसं, मुंबई : राज्यपाल भगत सिंह कोश्यारी ने मरीजों की देखभाल को सच्चा परमार्थ बताते हुए कहा कि अगर लोग टीबो के मरीजों को गोद ले और देश को टीबी मुक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें, तो यह भी दान होगा। इस दौरान उन्होंने युवाओं में तंबाकू के साथ नशे की बढ़ती प्रवृत्ति पर चिंता जताई। वह परमार्थ रत्न पुरस्कार समारोह में बोल रहे थे।

सामाजिक संस्था परमार्थ सेवा समिति की तरफ से राजभवन में आयोजित पुरस्कार और दीपावली स्नेह कार्यक्रम का आयोजन किया गया था। इसमें राज्यपाल के हाथों टाटा मेमोरियल अस्पताल के निदेशक डॉ. राजेंद्र बडवे और उप निदेशक डॉ. शैलेश श्रीखंडे को कैसर के इलाज, सर्जरी और अनुसंधान में उनके उल्लेखनीय कार्य के लिए परमार्थ रत्न पुरस्कार से सम्मानित किया गया। साथ ही, अविनाश सावले को परमार्थ खेल रत्न पुरस्कार से सम्मानित किया गया। समारोह में राजश्री बिरला विशिष्ट अतिथि थी।

शहरीकरण के साथ बढ़ रहा कैसर: डॉ. राजेंद्र बडवे ने कहा कि भारत



में कैसर की दर पश्चिमी देशों की तुलना में कम है, यह संतोष की बात है। लेकिन, देश में बढ़ते शहरीकरण के साथ कैसर की दर बढ़ रही है। अगर 2035 तक तंबाकू की खेती पूरी तरह से बंद कर दी जाए, तो बड़े पैमाने पर कैसर को नियंत्रित किया जा सकता है, क्योंकि कुल कैसर रोगियों में से तंबाकू के सेवन से होने वाले कैसर रोगियों की संख्या 40 प्रतिशत है। संस्था अध्यक्ष मनमोहन गोयनका ने संस्था की ओर से किए जा रहे कार्यों की रूपरेखा

रखी। संस्था के चेयरमैन लक्ष्मीनारायण वियानी ने 18 मॉडल कोमोथेरेपी सेंटर टाटा मेमोरियल हॉस्पिटल को बनाकर दान में देने की घोषणा की। इस अवसर पर महिला समिति की अध्यक्ष शारदा रामप्रकाश बुवना, बजरंगलाल तापड़िया, महावीरप्रसाद तापड़िया, ज्योतिप्रसाद तापड़िया, दिलीप पिरामल, रवि लालपुरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।

Deeper Roots, Crafting Future

THANK YOU

Company: Sharda Cropchem Limited



Sharda Cropchem Limited

CIN: L51909MH2004PLC145007

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Mr. Dinesh Nahar – General Manager - Finance

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