Sharda Cropchem Limited

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Regd. Office: Prime Business Park, Dashrathlal Joshi Road, Vile Parle (W), Mumbai - 400056, India. www.shardacropchem.com

10th May, 2024

To,

National Stock Exchange of India **BSE Limited** Phiroze Jeejeebhoi Tower, Limited Exchange Plaza, 5th Floor, Plot No. Dalal Street. Mumbai - 400 001 C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 Trading Symbol: SHARDACROP **Scrip Code: 538666**

Subject: Investors / Analyst's Presentation for the Quarter and Year ended 31st March, 2024

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 guarter and year ended 31st March, 2024.

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



Safe Harbor





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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 of 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*

Have 2,918 registrations. It has filed 1,095 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

*As on 31st March 2024



Overall Agrochemical Value Chain

Sharda's Operating Area









Basic & Applied Research

Identification

Registration

Active Ingredient Manufacturing

Formulation & Packaging

Marketing & Distribution

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 Als 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 Als

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





80+ countries

across Europe, NAFTA, LATAM & RoW

Global Resource Deployment

500+

Distributors

525+

CAPEX incurred in FY24*

Rs. 420 Cr.

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-tofarmer approach to become a onestop 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

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



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

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

Continual Investment in Product Registrations

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



Expand & Strengthen Distribution Presence

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

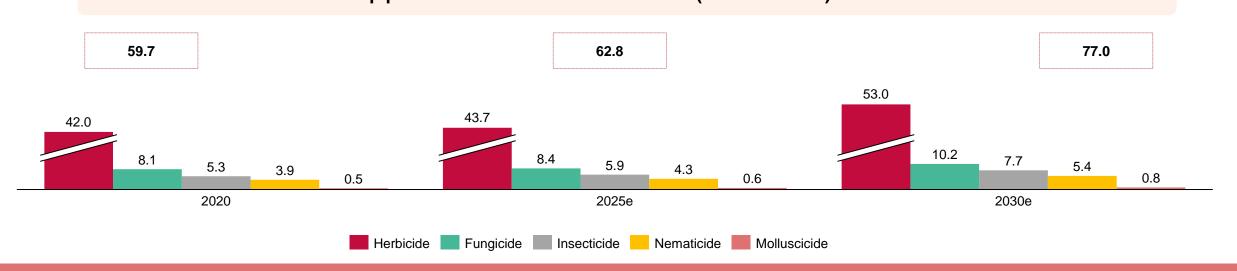
Focus on Operational Efficiencies

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

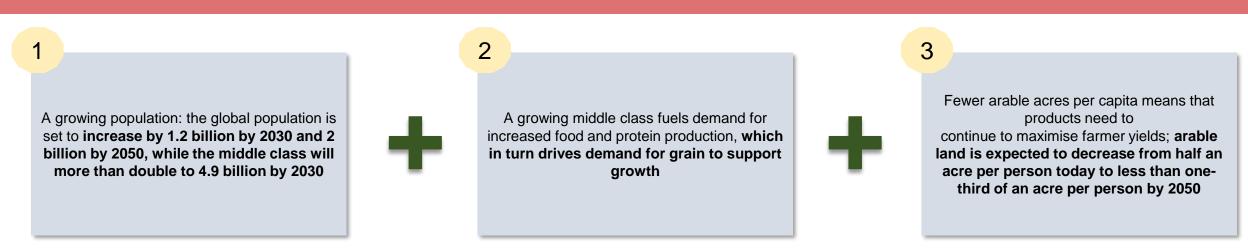
Industry Outlook and Growth Drivers







INDUSTRY DRIVERS





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

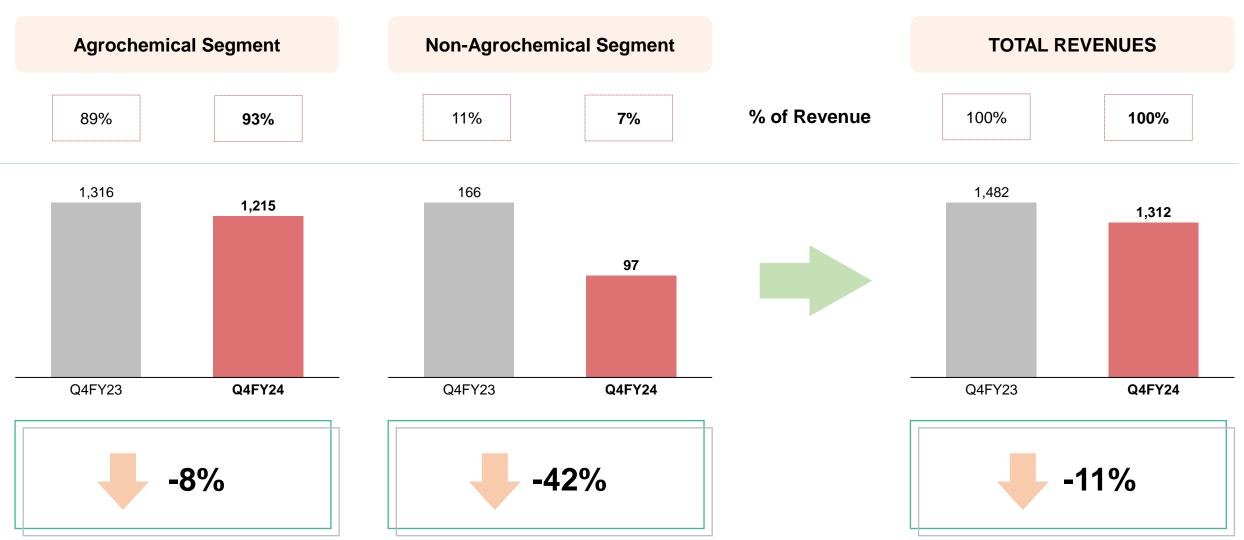
- Holds a Bachelor's Degree in Chemical Engineering from the Department of Chemical Technology, Bombay University.
- Over 30 years of experience in chemicals, agrochemicals and related businesses
- Spearheaded the Company's foray into the conveyor belt and general chemicals business
- Also oversees the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



Q4 FY24 Financial Highlights

Q4 FY24: Segment Wise Highlights

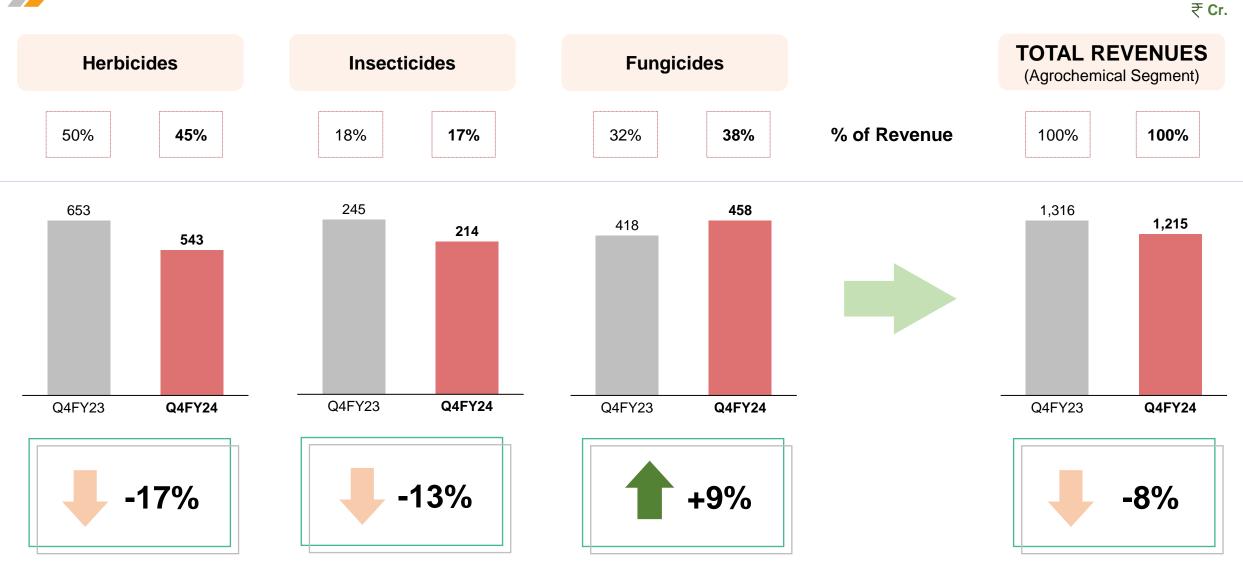




Q4 FY24: Product Wise Highlights (Agrochemical Segment)



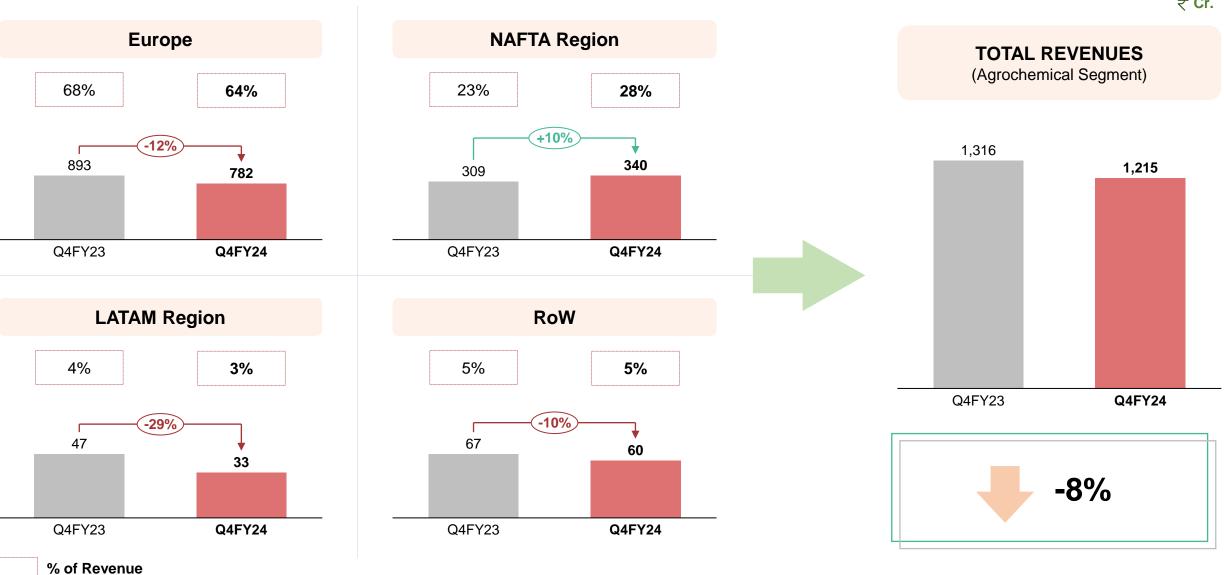




Q4 FY24: Region Wise Breakup (Agrochemical Segment)







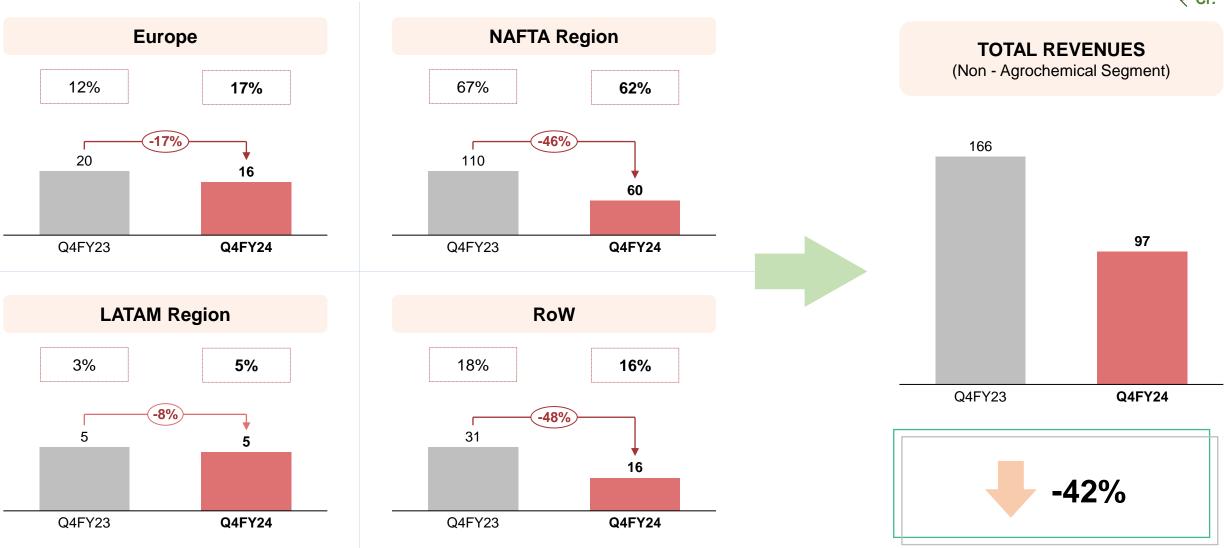
Q4 FY24: Region Wise Breakup (Non Agrochemical Segment)

% of Revenue



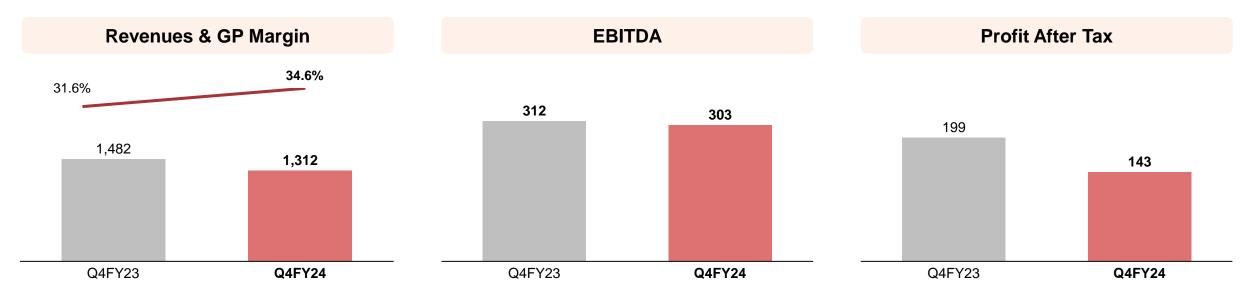






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- Overall Volumes have increased by 24.9% Y-o-Y in Q4 FY24
 - Agrochemicals grew by 28.2% Y-o-Y
 - Non-Agrochemical de-grew by 41.9% Y-o-Y
- · Revenues has de-grown due to
 - Lower product price realizations across all regions

- Gross Margins increased by 300 bps to 34.6% in Q4 FY24
- EBITDA for the quarter stood at Rs. 303 crores as compared to Rs. 312 crores with EBITDA Margins increasing to 23.1%
- PAT for the quarter stood at Rs. 143 crores as compared to Rs. 199 crores in Q4FY23

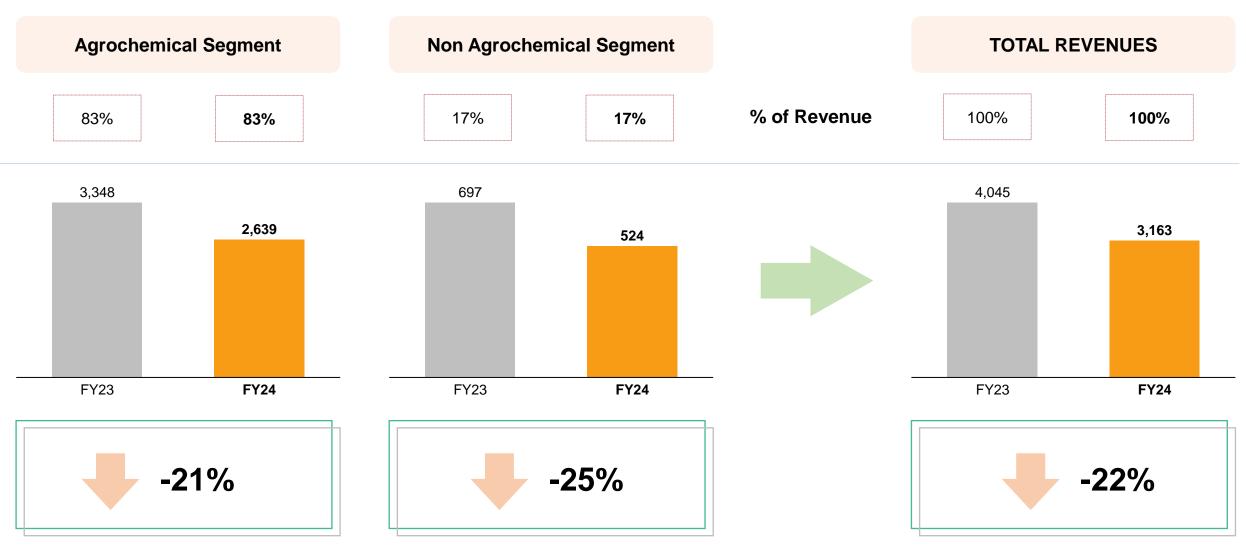


FY24 Financial Highlights

FY24 Segment Wise Highlights





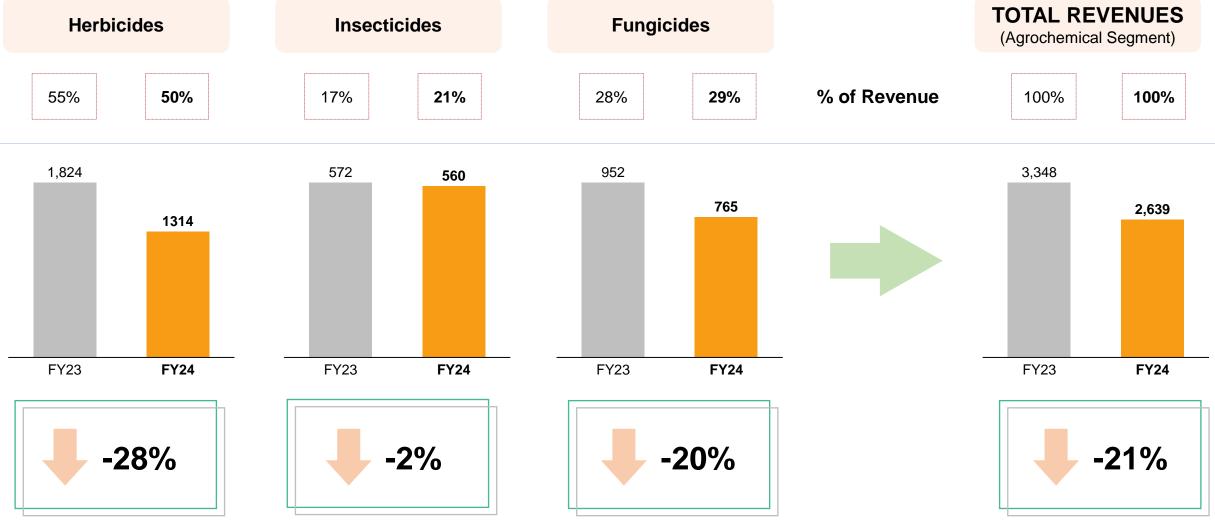


FY24: Product Wise Highlights (Agrochemical Segment)





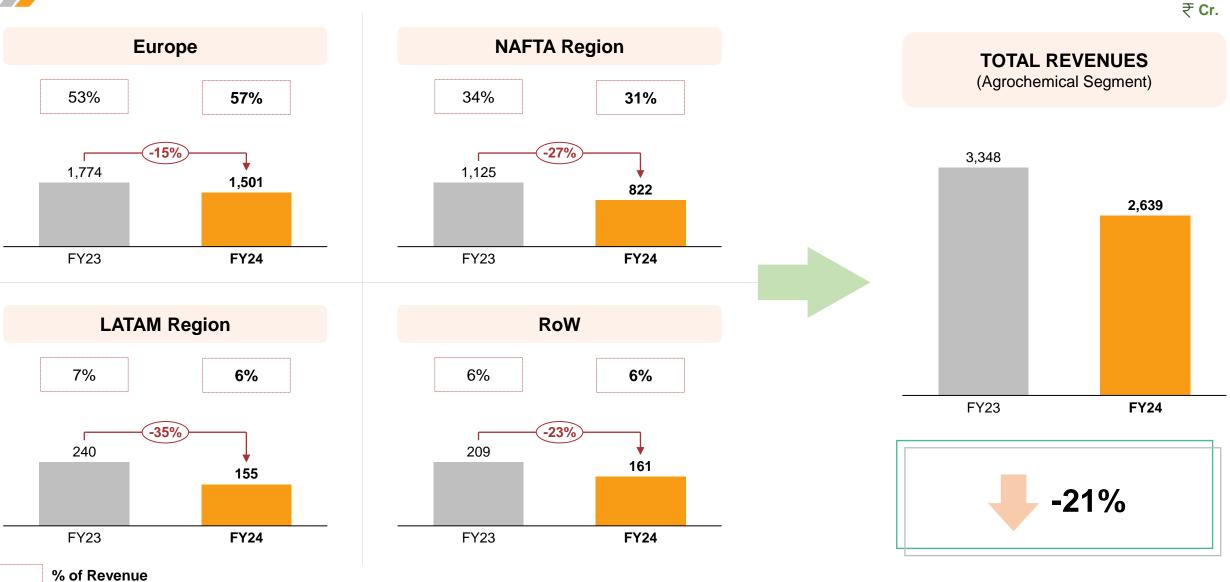




FY24: Region Wise Breakup (Agrochemical Segment)



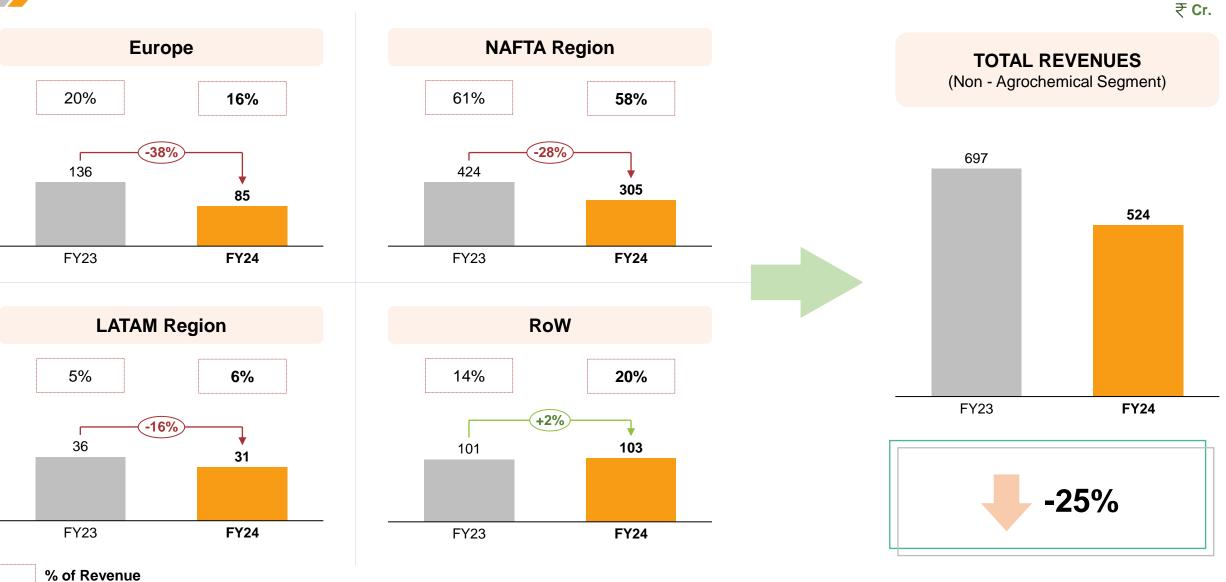




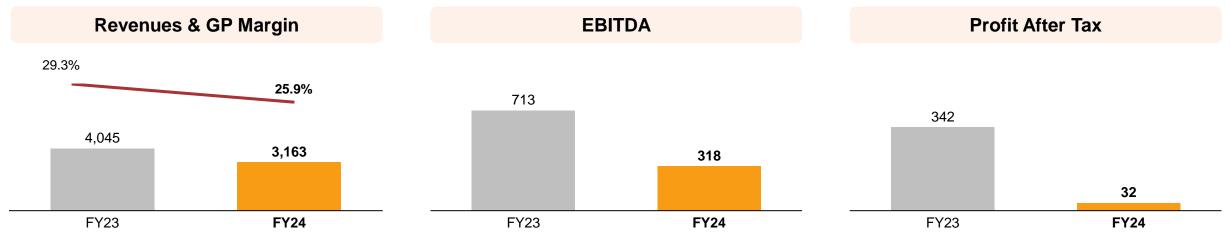
FY24: Region Wise Breakup (Non Agrochemical Segment)









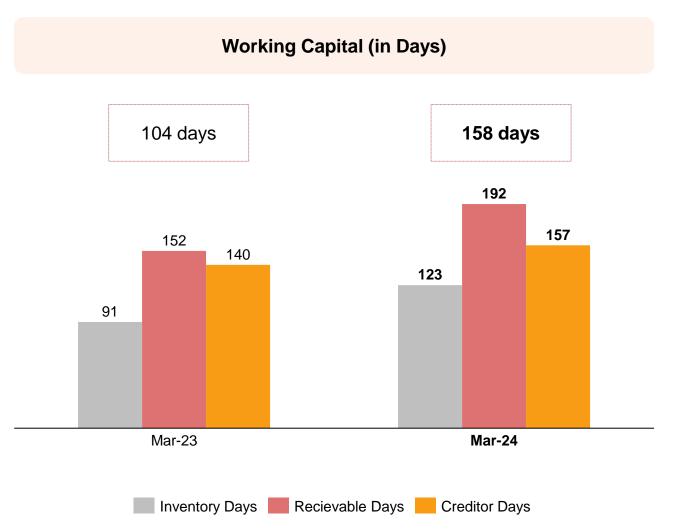


- Overall Volumes have increased by 4.0% Y-o-Y in FY24
 - Agrochemicals grew by 5.0% Y-o-Y
 - Non-Agrochemical de-grew by 11.7% Y-o-Y
- · Revenues has de-grown due to
 - Lower product price realizations across all regions

- · Gross Margins reduced to 25.9% in 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 Board of Directors have recommended a final dividend of Rs.3/- per equity share (30% of Face Value of Rs. 10 each), subject to approval of shareholders at the ensuing Annual General Meeting





Total Equity

Rs. 2,237 crores

Rs. 2,232 crores as on Mar'23

Cash, Bank & Liquid Investments

Rs. 375 crores

Rs. 328 crores as on Mar'23

Total Debt

Rs. 3 crores

Rs. 3 crores as on Mar'23



Annexure



FY24 Financial Highlights



Particulars	Q4 FY24	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Operations	1,312.1	1,481.8	-11%	3,163.0	4,045.2	-22%
COGS	858.3	1,013.9		2,342.4	2,860.8	
Gross Profit	453.8	467.9	-3%	820.6	1,184.4	-31%
Gross Margin %	34.6%	31.6%		25.9%	29.3%	
Employee Expenses	14.7	15.2		42.4	44.8	***************************************
Other Expenses	165.3	146.4		494.9	438.9	
EBITDA*	302.7	311.8	-3%	318.1	712.6	-55%
EBITDA Margin %	23.1%	21.0%		10.1%	17.6%	
Forex (Gain)/Loss	19.0	-11.9		0.4	57.6	
Depreciation	54.3	67.7		267.1	248.1	
Other Income	-2.0	7.0		59.8	40.3	
EBIT	198.6	257.6	-23%	75.5	435.3	-83%
EBIT Margin %	15.1%	17.4%		2.4%	10.8%	
Finance Cost	0.2	2.5		3.6	4.5	
PBT	198.4	255.1	-22%	71.9	430.7	-83%
Tax Expense	54.9	56.3		40.0	88.8	
PAT	143.5	198.9	-28%	31.9	342.0	-91%
PAT Margin %	10.9%	13.4%		1.0%	8.5%	
Earnings Per Share (EPS) In Rs.	15.90	22.04		3.53	37.90	

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 28.9 cr. in Q4 FY24; Rs. 5.4 cr. in Q4 FY23; Rs. 34.9 cr. in FY24; Rs. 11.9 cr. in FY23)





EQUITY & LIABILITIES	Mar-24	Mar-23
Equity		
Equity share capital	90.2	90.2
Other equity	2,146.9	2,141.8
Equity attributable to equity holders of the Company	2,237.1	2,232.0
Non-controlling interests	0.4	0.4
Total Equity	2,237.5	2,232.4
Non-current liabilities		
Financial liabilities		
Lease liabilities	7.8	0.0
Other financial liabilities	58.4	1.7
Provisions	1.4	2.7
Deferred tax liabilities (net)	152.8	143.4
Total non-current liabilities	220.3	147.9
Current liabilities		
Financial liabilities		
Borrowings	3.4	3.0
Lease liabilities	7.2	0.0
Trade payables		
total outstanding dues of micro enterprises and small enterprises	6.9	1.9
other than micro enterprises and small enterprises	914.2	1,375.7
Other financial liabilities	502.5	431.4
Other current liabilities	69.0	78.1
Provisions	76.0	61.4
Income Tax Provisions	1.5	19.1
Total current liabilities	1,580.5	1,970.6
Total Equity & Liabilities	4,038.3	4,350.8

ASSETS	Mar-24	Mar-23
Non-current assets		
Property, plant and equipment	3.8	5.0
Right of use assets	14.4	0.0
Goodwill	0.0	0.0
Intangible assets	690.0	663.0
Intangible assets under development	282.9	203.9
Financial assets		
Other Financial Assets	5.3	120.7
Deferred Tax Assets	10.3	7.9
Income tax assets (net)	72.1	72.3
Other non-current assets	21.7	19.9
Total non-current assets	1,100.4	1,092.7
Current assets		
Inventories	991.6	1,134.3
Financial assets		
Investments	158.9	31.9
Trade receivables	1,498.0	1,833.3
Cash and cash equivalents	87.3	176.4
Bank balance other than cash and cash equivalents	0.6	0.3
Loans	0.0	0.0
Other financial assets	128.1	5.5
Other current assets	73.4	76.5
Total current assets	2,937.9	3,258.2
Total Assets	4,038.3	4,350.8

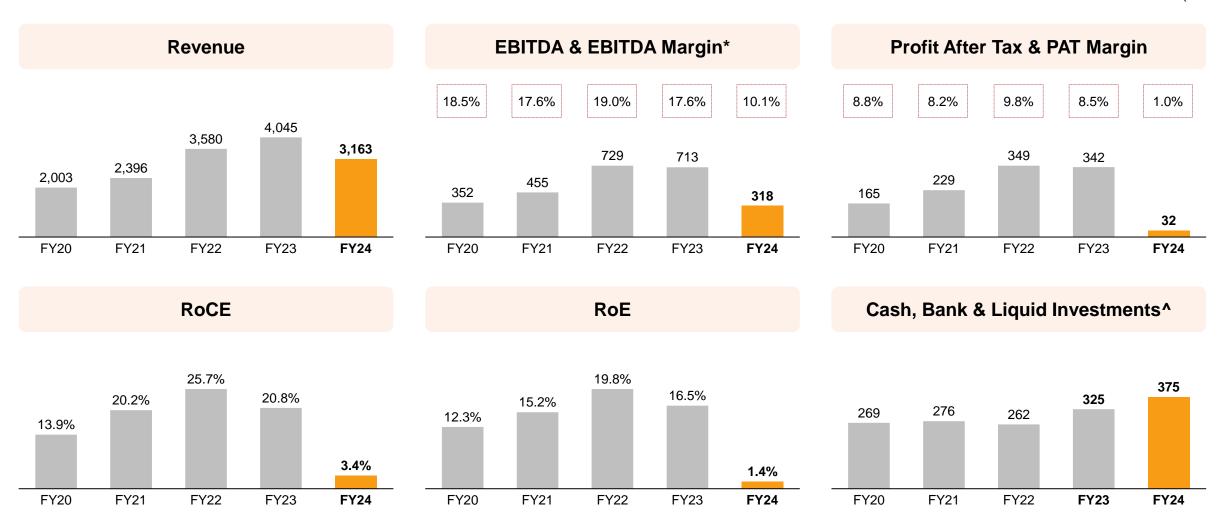




Particulars (Rs. Cr.)	FY24	FY23
Profit Before Tax	71.9	430.7
Adjustments relating to Operating Activities	272.8	266.5
Operating profit before working capital changes	344.6	697.2
Changes in working capital	47.0	-303.7
Cash generated from operations	391.7	393.5
Direct taxes paid (net of refund)	-50.4	-65.3
Net Cash from Operating Activities	341.3	328.3
Net Cash from Investing Activities	-393.5	-145.2
Net Cash from Financing Activities	-36.9	-97.1
Exchange difference arising on conversion (debited) / credited to foreign currency translation reserve	0.6	33.0
Net Change in cash and cash equivalents	-88.5	119.0
Opening Cash Balance	176.4	56.7
Effect of exchange rate changes on cash & cash equivalents held in foreign currencies	-0.5	0.7
Closing Cash Balance	87.3	176.4

Key Financial Performance Indices





^{*} EBITDA is excluding IA & IAUD write-off





Particulars	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	3,163.0	4,045.2	3,579.8	2,395.6	2,003.0
COGS	2,342.4	2,860.8	2,499.8	1,636.0	1,388.8
Gross Profit	820.6	1,184.4	1,080.0	759.7	614.3
Gross Margin %	25.9%	29.3%	30.2%	31.7%	30.7%
Employee Expenses	42.4	44.8	44.2	37.3	34.9
Other Expenses	494.9	438.9	336.4	305.5	282.4
EBITDA*	318.1	712.6	728.6	455.2	351.7
EBITDA Margin %	10.1%	17.6%	20.4%	19.0%	17.6%
Forex (Gain)/Loss	0.4	57.6	16.5	-19.9	15.1
Depreciation	267.1	248.1	245.3	170.4	137.1
Other Income	59.8	40.3	28.9	45.9	42.1
EBIT	75.5	435.3	466.5	312.2	186.8
EBIT Margin %	2.4%	10.8%	13.0%	13.0%	9.3%
Finance Cost	3.6	4.5	2.2	2.8	1.9
РВТ	71.9	430.7	464.2	309.5	184.9
Tax Expense	40.0	88.8	115.0	80.2	20.2
PAT	31.9	342.0	349.3	229.2	164.7
PAT Margin %	1.0%	8.5%	9.8%	9.6%	8.2%
Earnings Per Share (EPS) In Rs.	3.53	37.90	38.71	25.40	18.25

^{*} EBITDA is excluding IA & IAUD write-off



Balance Sheet - Equity & Liabilities



					₹
Equities & Liabilities	FY24	FY23	FY22	FY21	FY20
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2,146.9	2,141.8	1,822.2	1,524.1	1,312.6
Non-controlling Interest	0.4	0.4	0.3	0.3	0.3
Total Equity	2,237.5	2,232.4	1,912.8	1,614.6	1,403.1
Non-Current Liabilities					
Borrowings		-	-	-	0.1
Frade Payables		-	2.4	2.4	2.4
_ease Liabilities	7.8	-	3.5	8.4	-
Other Financial Liabilities	58.4	1.7	1.6	3.2	13.1
Provisions	1.4	2.7	2.3	3.0	2.7
Deferred Tax Liabilities (net)	152.8	143.4	128.9	92.9	69.3
Total Non-Current Liabilities	220.3	147.9	138.6	109.9	87.5
Current Liabilities					
Borrowings	3.4	3.0	38.0	67.8	0.0
Lease Liabilities	7.2	0.0	5.1	4.5	<u>-</u>
Frade Payables	921.2	1,377.6	1,177.6	806.8	686.7
Other Financial Liabilities	502.5	431.4	324.8	149.1	89.7
Other Current Liabilities	69.0	78.1	55.4	58.0	54.4
Current Tax Liabilities	76.0	61.4	4.2	3.2	1.5
Provisions	1.5	19.1	86.7	50.0	24.4
Total Current Liabilities	1,580.5	1,970.6	1,691.8	1,139.4	856.7
Total Equity & Liabilities	4,038.3	4,350.8	3,743.1	2,863.9	2,347.2





ASSETS	FY24	FY23	FY22	FY21	FY20
Assets					
Non-Current Assets					
Property, Plant and Equipment	3.8	5.0	14.4	20.9	27.8
Right to Use Assets	14.4	0.0	-	-	-
Goodwill	0.0	0.0	0.0	0.4	0.4
Other Intangible assets	690.0	663.0	577.4	523.1	388.1
Intangible assets under development	282.9	203.9	212.2	131.0	161.4
Deferred Tax Assets (net)	10.3	7.9	4.9	6.0	3.9
Non-Current Tax Assets	72.1	72.3	71.6	73.6	72.5
Other financial assets	5.3	120.7	11.2	9.4	11.6
Other Non Current Assets	21.7	19.9	0.0	0.0	0.0
Total Non-Current Assets	1,100.4	1,092.7	891.7	764.5	665.7
Current Assets					
Inventories	991.6	1,134.3	892.8	525.5	382.2
nvestments	158.9	31.9	134.4	83.0	115.5
Trade Receivables	1,498.0	1,833.3	1,540.0	1,162.6	988.4
Cash & Cash equivalents	87.3	176.4	56.7	85.6	77.8
Other Bank balances	0.6	0.2	109.3	175.0	75.7
Loans	0.0	0.0	0.5	-	-
Other Financial Assets	128.1	5.5	48.9	28.1	11.3
Other Current Assets	73.4	76.5	68.9	39.6	29.6
Total Current Assets	2,937.9	3,258.2	2,851.5	2,099.3	1,681.5
Total Assets	4,038.3	4,350.8	3,743.1	2,863.9	2,347.2



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

सिंह कोश्यारी ने मरीजों की देखभाल को सच्चा परमार्थ बताते हुए कहा कि अगर लोग टीबी के मरीजों को गोद लें और देश को टीबी मक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें तो यह भी दान होगा। इस दौरान उन्होंने यवाओं में तंबाक के साथ नशे की बढ़ती प्रवृति 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 ही. अविनाश साबले को परमार्थ खेल रत्न

कैंसर: डॉ. राजेंद्र बडवे ने कहा कि भारत ओर से किए जा रहे कार्यों की रूपरेखा



में कैंसर की दर पश्चिमी देशों की तुलना में कम है. यह संतोष की बात है। लेकिन, बड़े पैमाने पर कैंसर को नियंत्रित किया में से तंबाक के सेवन से होने वाले कैंसर रोगियों की संख्या 40 प्रतिशत है। संस्था शहरीकरण के साथ बढ़ रहा अध्यक्ष मनमोहन गोयनका ने संस्था की रखी। संस्था के चेयरमैन लक्ष्मीनारायण वियानी ने 18 मंजिला कीमोधेरेपी तापडिया, ज्योतिप्रसाद तापडिया, दिलीप पिरामल, रवि लालपरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।

Deeper Roots, Crafting Future

THANK YOU

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Sharda Cropchem Limited

CIN: L51909MH2004PLC145007

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