



Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

22nd April 2023

The Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

The Manager-Listing
National Stock Exchange of India Ltd.,
Exchange Plaza, Bandra-Kurla Complex
Bandra (E)
Mumbai-400051

BSE Code-537291

NSE Code-NATHBIOGEN

Dear Sir/Madam,

Subject- Presentation on Unaudited financial results.

Please find the attached herewith, presentation on Audited financial results for the period ended 31st March 2023.

This is for your information and record purpose

Thanking You

For Nath Bio-Genes (India) Limited

Devinder Khurana
Chief Financial Officer

NATH SEEDS

हर बीज खरा, शक्ति भरा

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■ 1, Chateau Windsor, 86 Veer Nariman Road, Mumbai - 400020 (MS) Tel : 022-22871001, 22875653/4/5

NATH
GROUP

One Seed, Many Lives Sustainable Value Creation

Q4 & FY23 Investor Presentation



NATH SEEDS[®]

Nath Bio-Genes (I) Ltd.

Disclaimer



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.

Nath Bio Genes (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Strategy for Sustainable Value Creation



1

TAILOR MADE PRODUCTS

Customized products to address key farmer requirements

2

SUPERIOR PRODUCT PERFORMANCE

High Yield and Strong Pest and Disease Resistance

3

Strong R&D Focus

Bio-tech integrated innovation

4

INVESTMENT GRADE BALANCE SHEET

Zero Long Term Debt

Competitive Positioning in a Tough Sector



Focus Area

Product Selection

- Build a dream-product basket with superior and diversified products
- Build an Un-paralleled Supply Chain Network



Winning Strategies

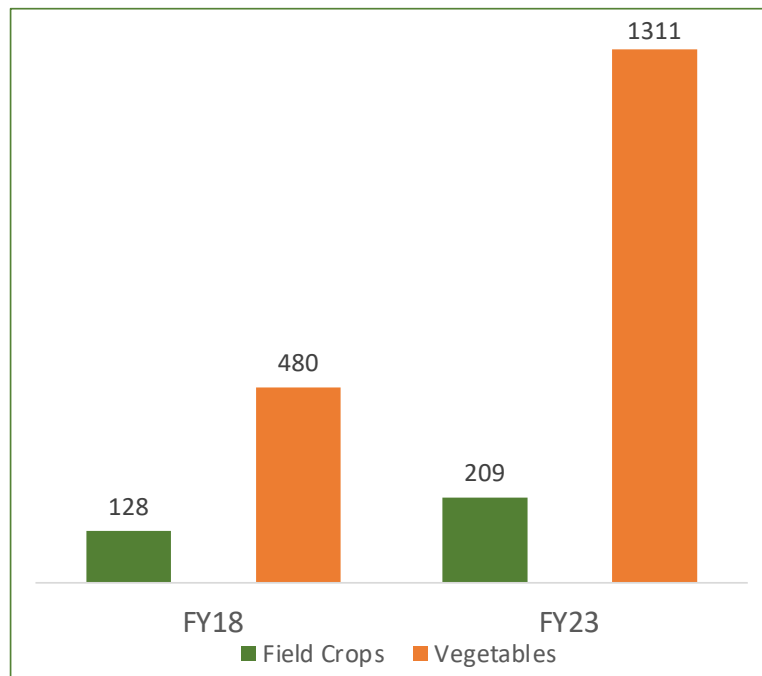
- Focus on Cotton, Vegetables, Fodder Bajra
- Empower Stakeholders; Build long-term, loyal, symbiotic relationships with our production growers and organisers.

Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India

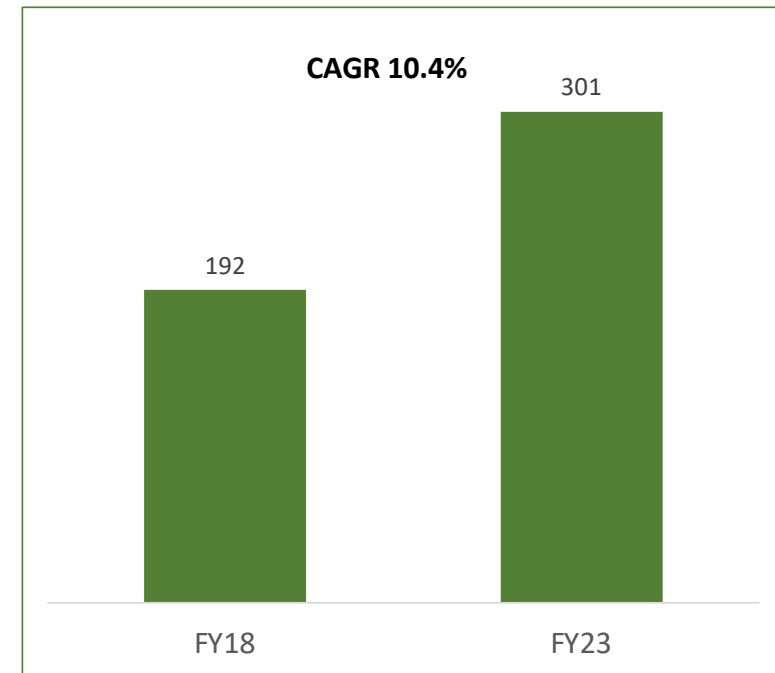
What our Business Delivered in Last 5 Years



Average Selling Price (Rs/kg) is Increasing



Revenue Growth (INR Cr)



Tailor Made Products



1

Understand key farmer requirements based on deep market research

2

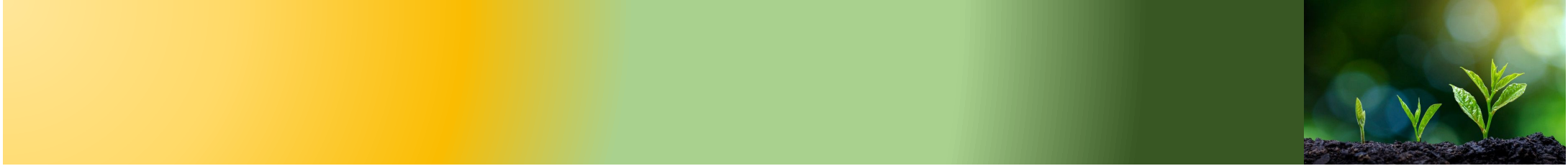
Develop products to suit various agri climatic conditions

3

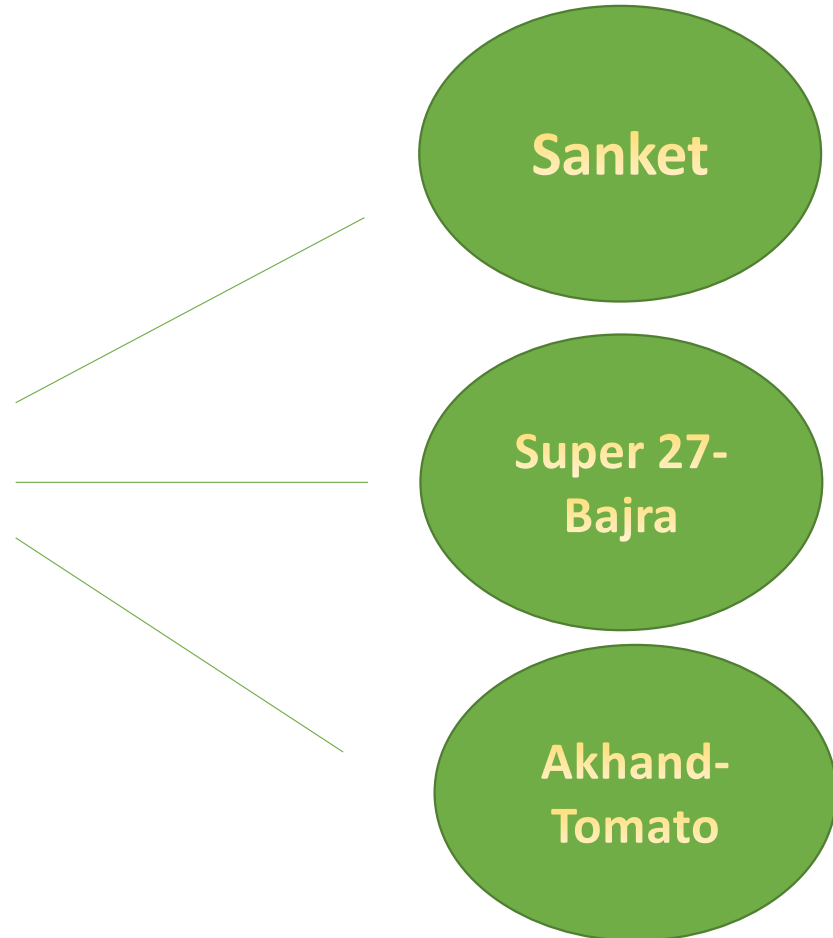
Focus on disease and pest resistance which automatically results in higher yield

4

Stringent multistage trials before commercial development



Our Success Stories



Sanket – #1 BT Cotton Hybrid

Market Need:

- High level of resistance to sucking pest
- Yield losses

What our R&D Produced:

- Worked with highly characterized germplasm
- Highest Yielder
- Rigorously tested in trials

How Sanket is Solving the Problem

- Healthy in the field with very attractive appearance
- Very high level of resistance against Sucking Pests
- Minimal dependence on purchased inputs



Overview and Outlook

- ✓ Only BT-Cotton hybrid in the Market
- ✓ High customer retention
- ✓ Recognized by Indian Ministry of Agriculture for its consistent performance through repeated All India Coordinated Trials
- ✓ Expected to have a market share of 20% from this products
- ✓ Total BT cotton market size is 5cr packets of which 1cr pertains to Sanket

Testimonials: "Sanket"



Farmers on "Sanket"

"खर्च काम वाला कॉटन, कीड़े कण्ट्रोल में और खर्चा भी कम "

"कीड़ा कम दवा कम और ज्यादा कपास "

Super 27- Deep-Rooting into Bajra

Market Need

- High Yielding dual Purpose Hybrids
- Crop window exploitation

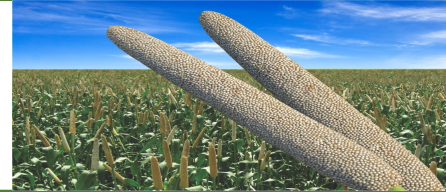
Our R&D efforts

- High level of blast tolerance
- High biomass

How Super 27 is Solving the Problem

- Giant Bajra hybrid with largest panicle size and highest yields
- Dual Purpose bajra hybrids grown for both grain and fodder

“Sabse Uncha”



“Sabse Lamba”

Overview and Outlook

- ✓ Product is seeing strong traction
- ✓ Addressable market of 3000 tons
- ✓ NBIL is expected to gain 50% market share in next two years

“Aakhir tak Hara”

“Super Adhik Upaj”

Testimonials: "Super 27"



Farmers on "Super 27"

"इतने बड़े सिट्टेवाला बाजारा मैंने कभी देखा नहीं था। सिट्टा बहुत मजबूत है और दाना भर भर के है"

"पिछले साल मुझे सुपर 27 के उत्पाद भेजते वक्त 100 रूपया प्रति क्विंटल ज्यादा मिले, इनके दानोंका साइज और रंग देसी टाइप है"

"डबल धमाके वाला बाजरा है - साफ चारा और ज़बरदस्त उपज है"

Akhand- Best Performing Hybrid Tomato Seeds

Market Need

- Very deep red colour fruits with better shelf life
- Virus resistant hybrid
- Higher Yield

Our R&D Efforts

- Shift from conventional breeding to Biotech-Integrated Crop Development (BICD) Platform
- Low wastage in long-distance transportation

How Akhand is Solving the problem

- Can be grown continuously in all seasons
- Yield is intact due to its unbroken resistance to Viruses; uniform fruit size of 80 -100g
- Bright Red Colour

Overview and Outlook

- ✓ Strong demand seen in the market - Zero inventory left
- ✓ Addressable market size - Rs 150cr
- ✓ NBIL is expected to have 20% market share in next two years



Testimonials: "Akhand"



Farmers on "Akhand"

"ठोस और मजबूत फल, दूर भेजने के लिए
जबरदस्त हैं! नुकसान भी कम हैं"

"लाल और टेस्टी फल, एक सामान साइज
हैं"

"एक जैसा फल और जबरदस्त नफा होता
है"

Focussed on R&D

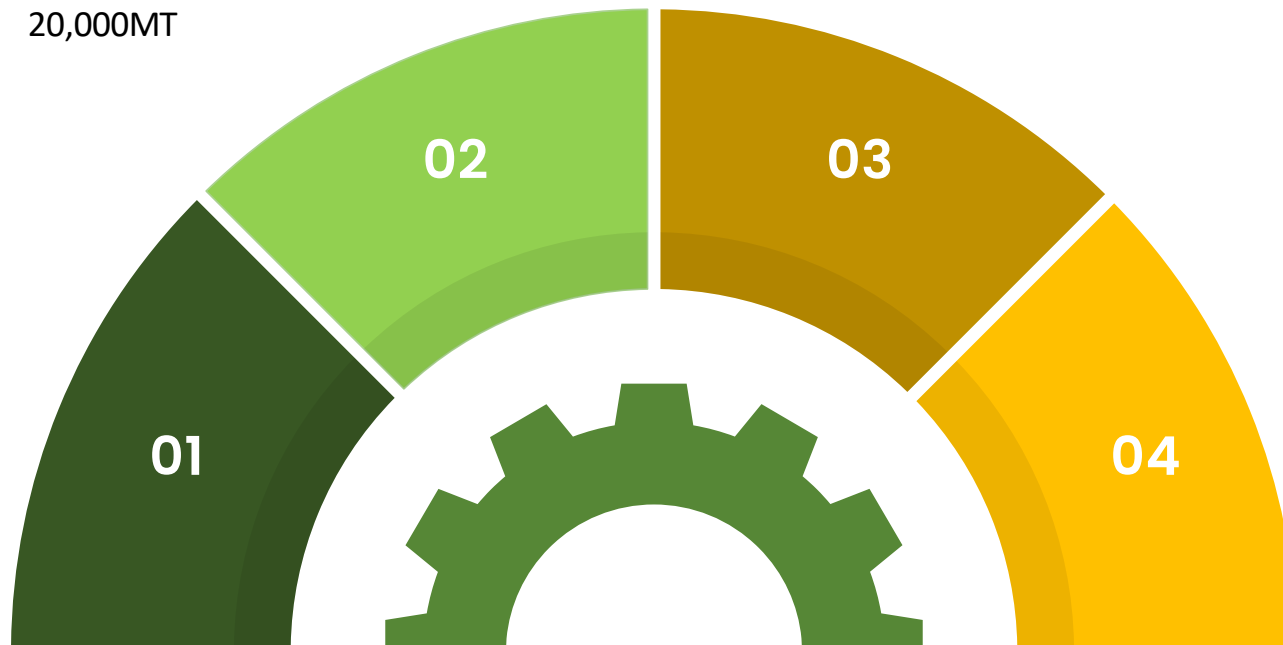


- Well Invested, DSIR recognized R&D Innovation Centers
- Cold storage facilities, warehouses, and conditioning godowns having a capacity of 20,000MT

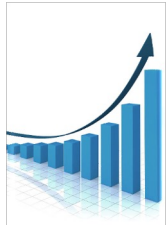
- Produce Genetically Pure and Premium Quality Seeds
- Prioritise Disease and Pest resistance breeding

- Large and Diverse Germplasm

- R&D Team of experienced scientists and experts



Focussed on Shareholder Value Creation



Growing Business

Strong Positions in important crops



Product Excellence

Innovation and solution that drive productivity and create value for farmers



Differentiated Customer Experience

Expanding market reach through new and innovative products such as Sanket



Margin Expansion

Growing EBITDA margins through efficient operations



Q4 & FY23 PERFORMANCE

Key Operating and Financial Highlights



Operating Performance

- Non-cotton, non-paddy portfolio contribution at 45%(up from 41% in FY22) to revenues; Revenue growth of 8.25% in FY23;
- Cotton volumes increased by 16% and volumes of Paddy is maintained
- Company is moving towards hybrid paddy sales which is driving value growth
- Cotton and Paddy portfolio contribution at 55% of revenues
- Vegetables and Bajra segments continues to deliver strong growth in value by 116% and 73% respectively
- PNS growth 18% in value

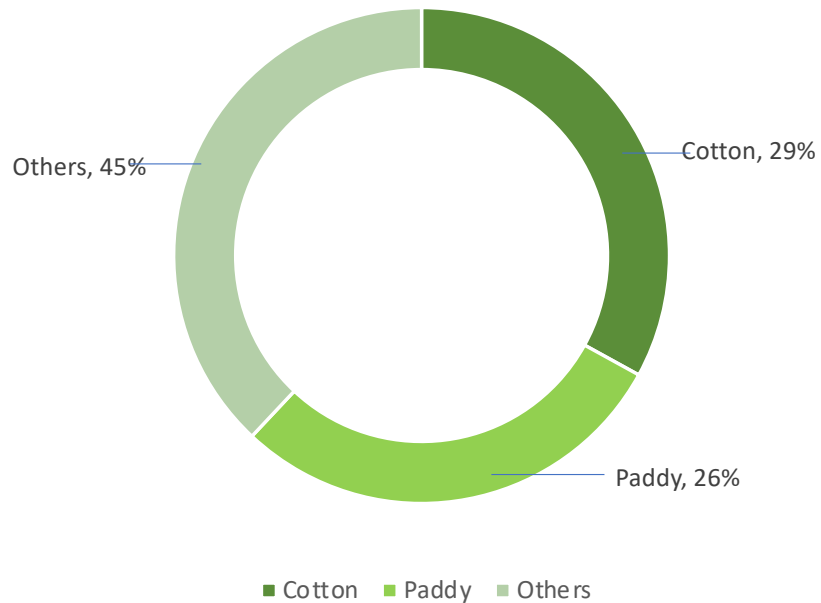
Financial Performance

- Revenue in FY23 maintained at Rs 301.29 cr
- Gross margin maintained at 55% in FY23
- EBITDA and PBT margins at 28% and 11.65% respectively

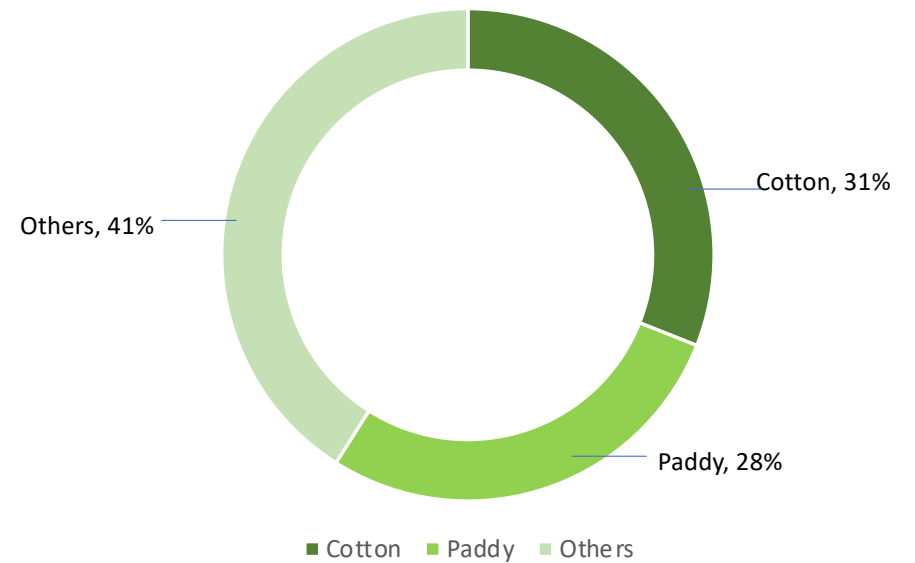
Segmental Revenue Contribution FY23



FY23 Revenue
INR 3,012 Mn



FY22 Revenue
INR 2,784 Mn



- Others include: Jowar, Bajra, Maize, Mustard, Wheat

Segment wise Operating Performance



Products	Metric	FY23	YOY Growth	FY22
Cotton	Packets in lakhs	13.8	16.6%	11.90
Paddy	Quintals	54,779	-7.4%	59,176
Other Crops (Bajra, Maize)	Quintals	36,144	20.6%	29,963
Vegetables	Quintals	2,555	-12.7%	2,929

Income Statement



Particulars (INR Mn)	Q4FY23	Q4FY22	FY23	FY22
Total Revenue	449	272	3,013	2,783
Gross Profit	283	197	1,668	1,544
<i>Gross Margin (%)</i>	62.9%	72.3%	55.3%	55.5%
EBITDA	41	-212	489	373
<i>EBITDA Margin (%)</i>	9.2%	-78.1%	16.2%	13.4%
Depreciation	9	11	30	31
Finance Cost	15	25	101	106
PBT	18	-1128	363	-634
<i>Tax Rate (%)</i>	11.1%	-	3%	-
PAT	16	-1163	352	-673
EPS	0.8	-61.19	18.5	-35.4

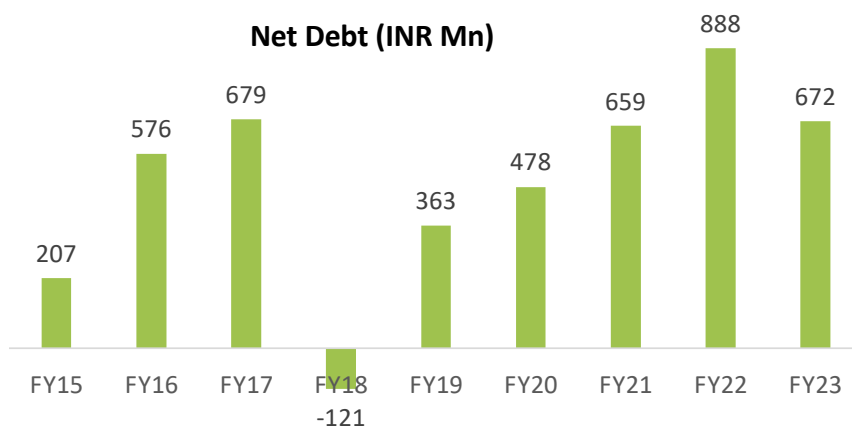
APPENDIX



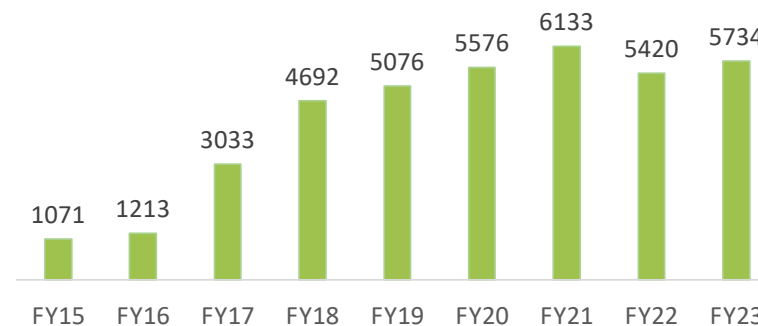
Maintaining Profitability; Strong Balance Sheet



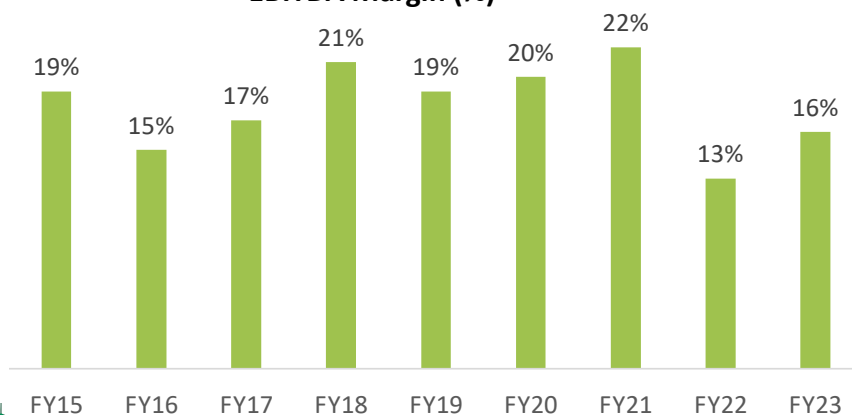
Net Debt (INR Mn)



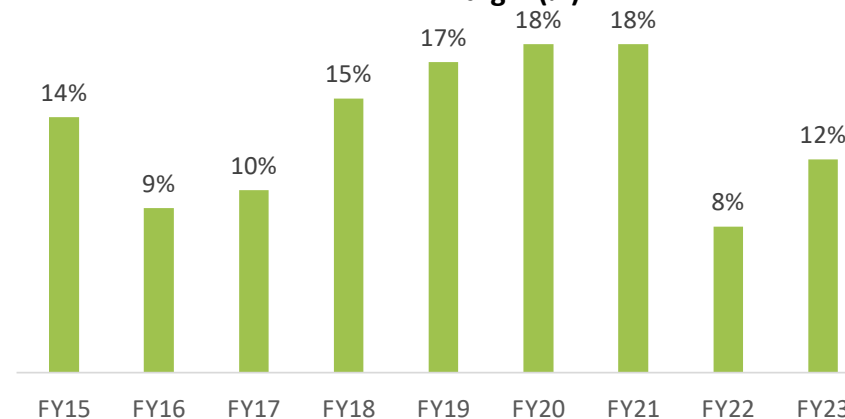
Net Worth (INR Mn)



EBITDA Margin (%)



PAT Margin (%)



* PAT margin calculated on adjusted PAT

Visionary Leadership; Attracting the Best Talent



**Mr. N
Kagliwal
Chairman**



**Mr. Satish
Kagliwal MD**

Nath Promoters are committed to sustainable growth and are working towards making Nath one of the best seeds companies globally.

Leadership Team



**Mr. Devinder Khurana
CFO**

Research & Product Development



**Dr S Raina
Head - Cotton**



**Dr VN
Kulkarni**

Marketing Heads



**Harish Pandey
FC**



**Ram Pandey
VEG**



**Mr K Reddy Head
- Supply Chain**

Nath leadership team shares the same passion as its promoters. The leadership team comprises of the best talent in Industry.

**Combined work experience of 250
Years**

**Combined R&D experience of 100
Years**

Historical Income Statement



Nath Bio-Genes' P&L Statement

Particulars (INR Mn)	FY23	FY22	FY21	FY20
Total Revenue	3,013	2,783	3,076	2,799
Gross Profit	1,668	1,544	1,715	1,536
<i>Gross Margin (%)</i>	55%	56%	56%	55%
EBITDA	489	373	667	547
<i>EBITDA Margin (%)</i>	16%	13%	22%	20%
Depreciation	30	31	28	14
Finance Cost	101	106	88	65
PBT (before exceptional)	363	254	568	485
Adjusted PAT	352	215	557	505
<i>PAT Margin (%)</i>	12%	9%	18%	18%
EPS	18.5	11.3	29.3	26.3

*FY22 : Adjusted PAT is calculated before exceptional item of Rs 888mn

Historical Balance Sheet



Assets (INR Mn)FY	FY23	FY22	FY21	FY20	Liabilities	FY23	FY22	FY21	FY20
Fixed Assets	2,444	2,449	2,469	2,460	Share Capital	190	190	190	190
Financial Assets	51	51	53	52	Reserves & Surplus	5,544	5,230	5,943	5,386
Other Non-current Assets	225	218	134	15	Long-Term Borrowings	4	7	7	3
Inventories	2,078	2,203	2,263	2,043	Long-term Provisions	28	26	26	24
Trade Receivables	973	879	1,094	1,070	Short Term Borrowings	1,048	923	944	695
Cash & Bank Balances	380	42	292	220	Trade Payables	277	551	452	682
Loans & Advances	1,711	1,502	1,554	1,346	Other Current Liabilities	830	482	328	310
Other Current Assets	68	76	36	93	Short Term Provisions	9	11	5	10
Total	7,930	7,419	7,895	7,299	Total	7,930	7,419	7,895	7,299

Thank You



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For further information, please get in touch with:

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