

# **Dhanuka** Agritech Limited

*Audited Financial Results for the  
Quarter and Financial year ended 22<sup>nd</sup> May, 2018*





# Great Place to Work 2018-19

*The Company has successfully completed the assessment conducted by the Great Place to Work Institute, India and is certified as a great workplace.*

*This Certificate is Valid from May, 2018 to April, 2019.*





## 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.



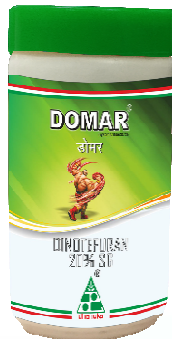


## Wide Range of Products



*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, Sempra, 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**

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

**Plant Regulator Nutrients**





## 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

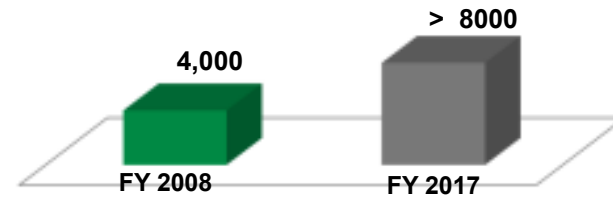
The Company enjoys long standing relationships with its global partners.  
Most of the relationships have been active for more than a decade.





# Marketing Network

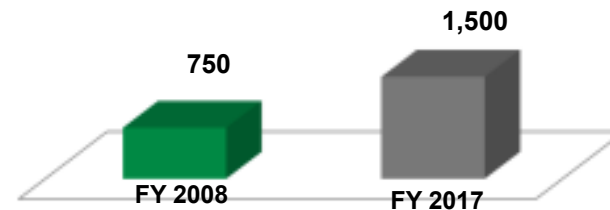
Total Distributors



Reach – Districts covered through distributors



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



## Key Growth Drivers (1/2)

### Manifold increase in rural income

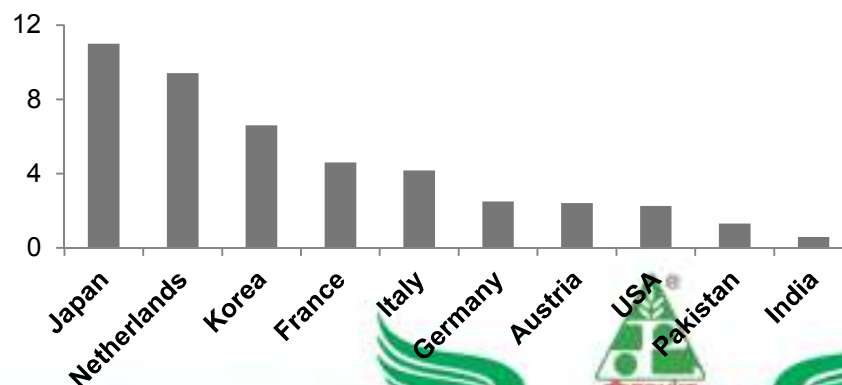
- Government guaranteed minimum prices for the majority of crops have increased by 30-110% in the past seven years giving thrust to rural incomes

### 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

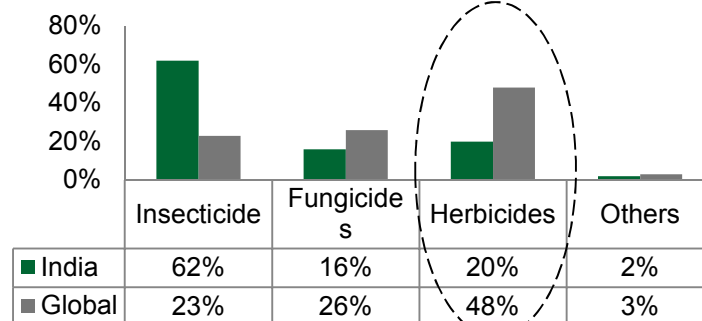
- Insects, fungus and weeds destroy crops worth billions of dollars annually
- Despite large area under cultivation of paddy and wheat, we lag behind in total production

### 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)

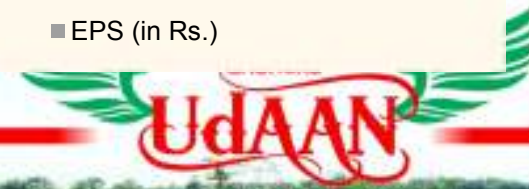
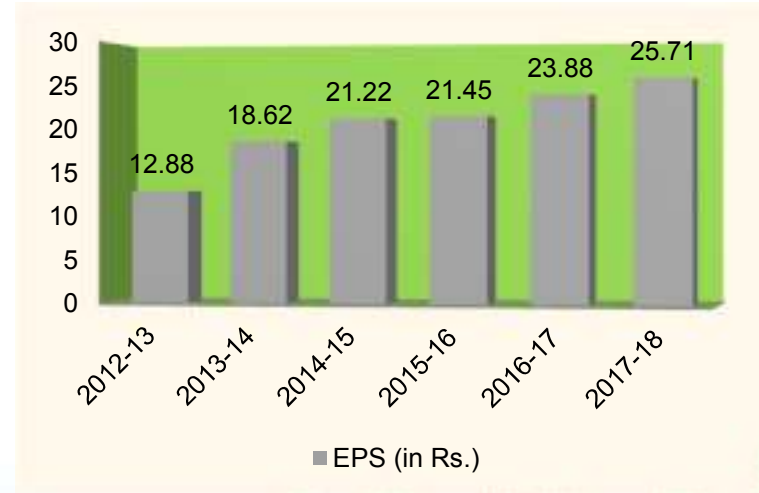
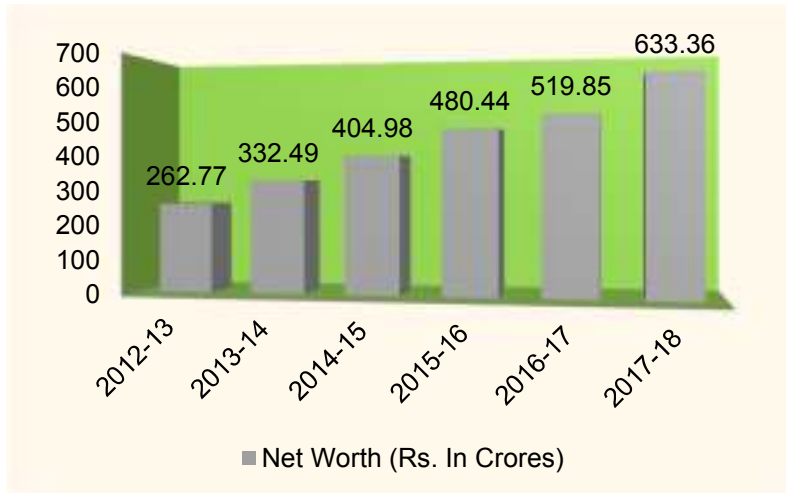
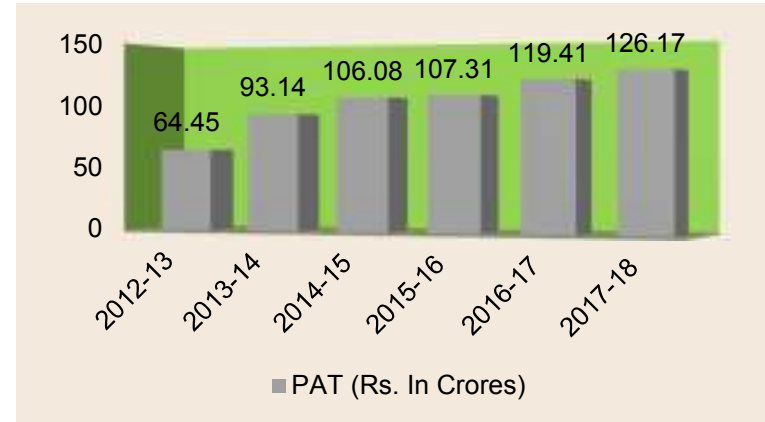
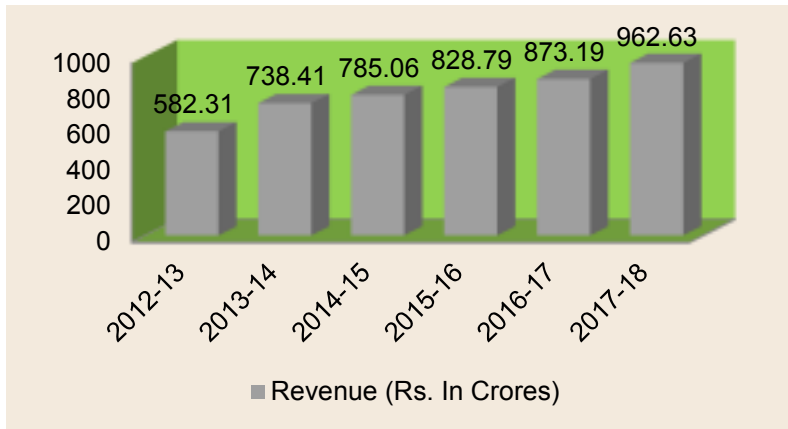
Particulars	FY 14	FY 15	FY16	FY17	*FY18
Revenue	738.41	785.08	828.79	873.19	962.63
EBIDTA	125.34	137.84	152.35	184.17	182.09
PAT	93.14	106.08	107.31	119.41	126.17
Revenue Growth (%)	26.1%	6.32%	5.57%	5.36%	10.24%
<b>As % to Sales</b>					
EBIDTA	16.97%	17.56%	18.38%	21.09%	18.92%
PAT	12.61%	13.51%	12.95%	13.68%	13.11%
Net Worth	332.49	404.99	480.44	519.85	633.36
Debt	39.41	15.80	7.69	7.89	4.72
<b>Financial Ratios</b>					
Long term Debt- Equity Ratio	0	0	0	0	0
RoNW	28.01%	25.8%	22.34%	22.97%	19.92

*\*Due to Ind AS applicability figures of Financial Year 2018 are not comparable. Company has adopted Ind AS from FY 2018*





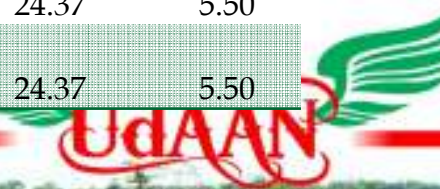
## Historical Financial Performance





## Operational Highlights – Financial Results Q4 and year ended 2017-18

Particulars	Audited Financial Results (In Rs. Crore)					
	Q4-18	Q4-17	Rise / (fall) %	Year ended 18	Year ended 17	Rise / (Fall) %
<b>Turnover</b>	185.09	182.2	1.59	976.24	1000.77	(2.45)
<b>Net Turnover (After Excise)</b>	185.09	158.84	16.53	962.63	883.35	8.97
<b>EBIDTA</b>	38.13	38.68	-1.42	182.09	187.38	(2.82)
<b>EBIDTA% to Net Sales</b>	20.60%	24.35%	-375bps	18.92%	21.21%	-229bps
<b>PAT</b>	28.63	24.96	14.70	126.17	121.86	3.54
<b>PAT% to Net Sales</b>	15.47%	15.71%	-26bps	13.11%	13.80%	-69bps
<b>EPS (Rs.) Diluted</b>	5.84	5	16.80	25.71	24.37	5.50
<b>EPS (Rs.) Basic</b>	5.84	5	16.80	25.71	24.37	5.50



# Products launched



FY 2016-17	FY 2017-18
MAXX-SOY(Herbicide)	GODIWA SUPER (Fungicide)
CONIKA (Fungicide)	GODIWA (Fungicide)
FUJITA (Fungicide)	D-ONE (Insecticide)
HI-DICE SUPER (Fungicide)	MARKAR SUPER (Insecticide)
BULLON (Insecticide)	DUMIL 10% SL (Herbicide)
AASHITO (Insecticide)	DOMAR (Insecticide)
DELIGHT (Fungicide)	FENOX 1000 (Herbicide)
	SUELO (Soil Conditioner)





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# 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



Farm 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!!*