



Super Crop Safe Limited

Investor Presentation
February 2019

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This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following herein reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise



Company Overview

Super Crop Safe Limited was incorporated as a private limited company on 9th February, 1987. It is an India-based company, which is engaged in the business of manufacturing and trading of agro-chemicals. The Company operates through the Pesticides, Bio-products and Nutraceutical business.



Mission & Vision



Healthy Crops & Economy of Farmers



To be one of the popular leader in the Agrochemical industry by providing time tested agri-solutions to farmers



Augmentation of sustainable solution for agriculture and its early incorporation in product basket



Holistic diversification for sustainable business development



High return for investors of the industry



Employee satisfaction

Values



Integrity in business



Understanding farmers need for cost effective agri-inputs

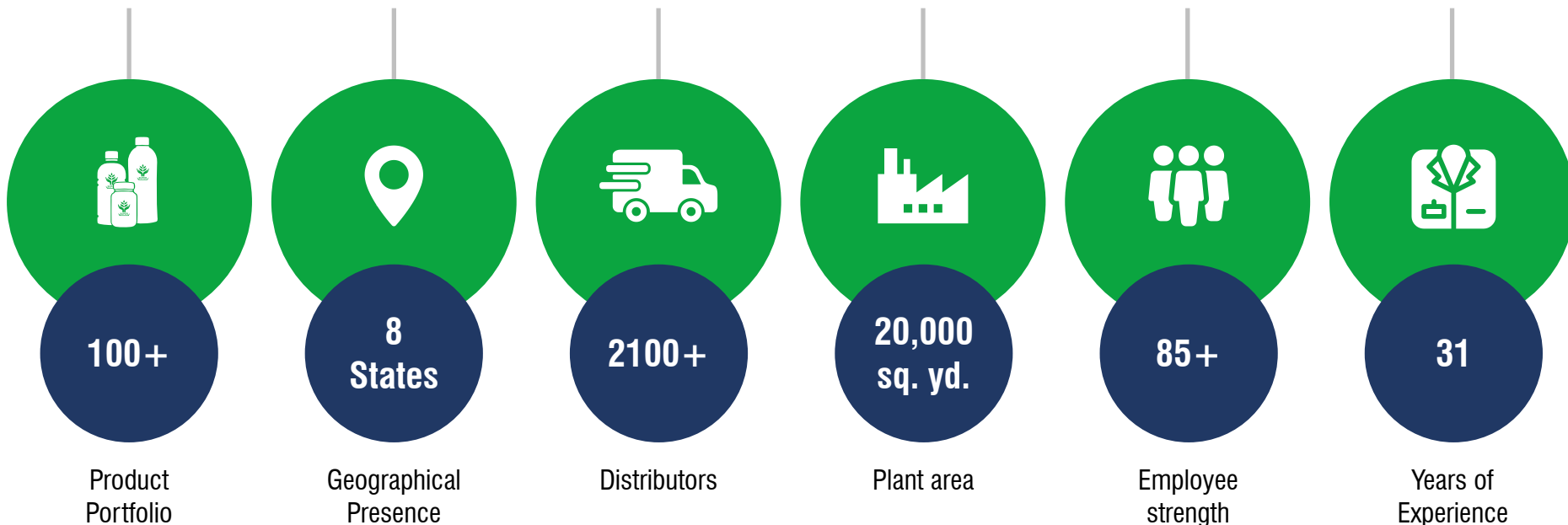


Creating friendly environment at work place

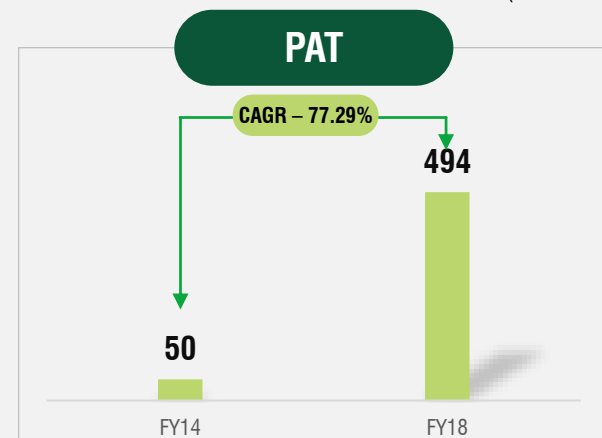
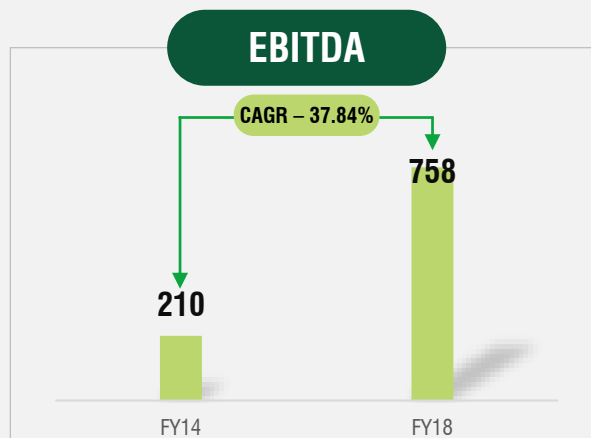
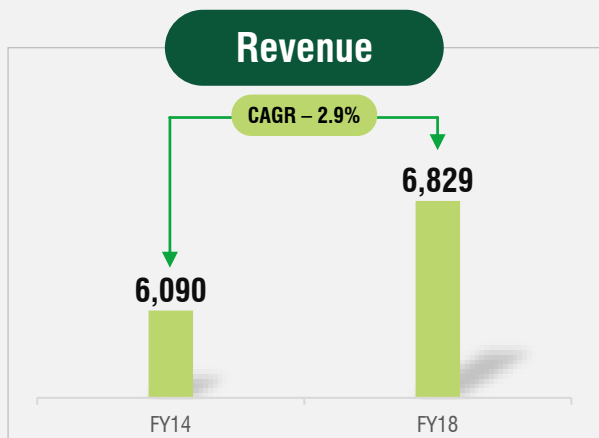


Catering customers with quality of supplies for value

Facts and Figures



(In ₹ lakhs)



*Note: Revenue net of excise duty | FY18 numbers as per IndAS

History/ Milestone

Super Crop Safe Pvt. Ltd. Incorporated on 9th February, 1987 and started operations in Gujarat

Converted into Public Limited Company

Won notable awards like Gold Star Award from National Institute of Economic Development, New Delhi and Rajiv Gandhi Excellence Award from Institute of Economic Studies, New Delhi

Started Marketing Operation in Madhya Pradesh & Maharashtra

The Company added Excel Crop Care Ltd. to its clientele

Started new branch at Akola in Maharashtra





Udyog Ratna Award from the Institute of Economic Studies, New Delhi.



Waste Minimization from National Productivity Council, New Delhi.

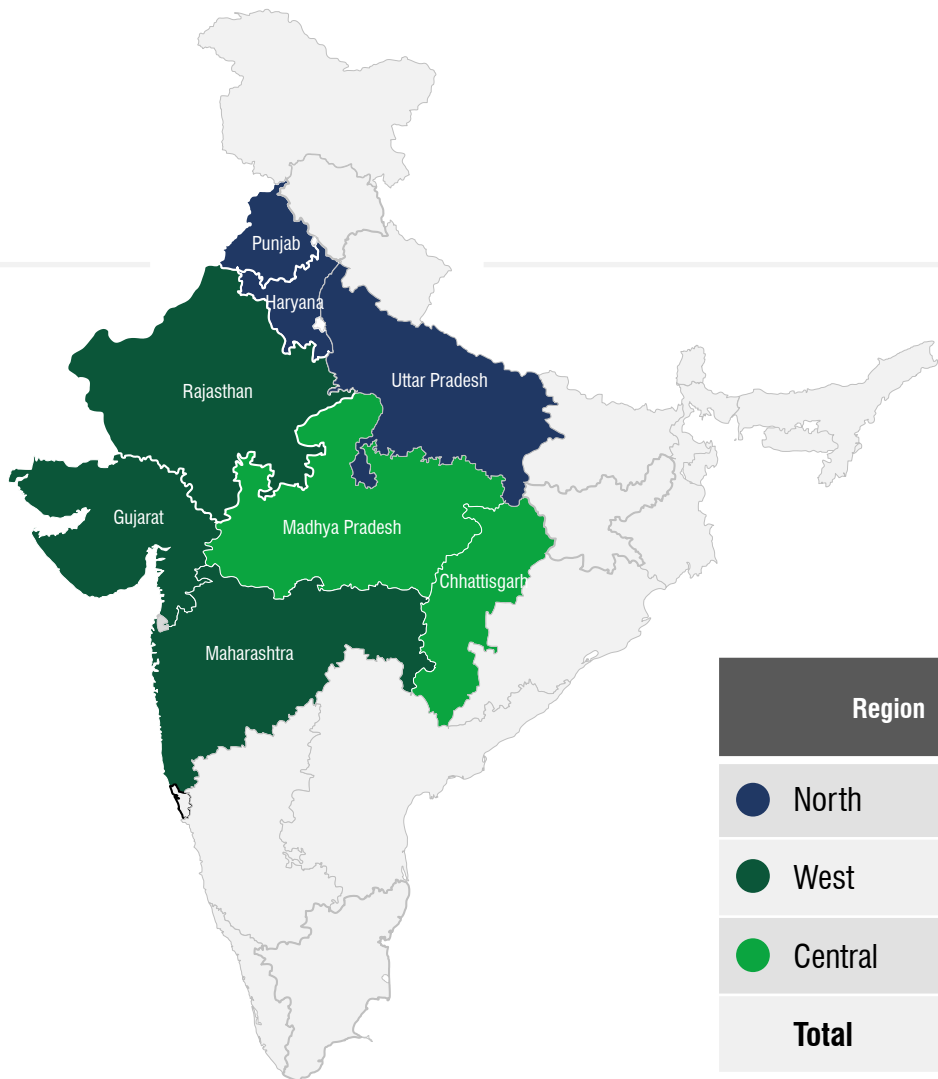


Gold Star Award from National Institute of Economic Development, New Delhi.



Rajiv Gandhi Excellence Award from Institute of Economic Studies, New Delhi.

Geographical Presence



8
States

2100+
Distributors

Region	No. of States / UT	No. of Dealers / Distributors	No. of Offices / Stock points	Revenue (₹ in Lacs)
North	3	375	3	308
West	3	1,468	4	6,256
Central	2	266	1	218
Total	8	2,109	8	6,782



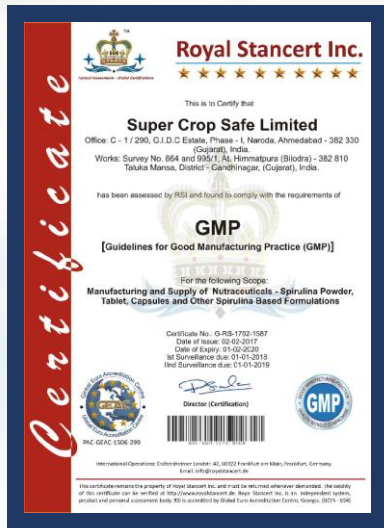
Liquid Formulation : 10,000 KL per Annum

Dust Formulation: 10,000 MT per Annum

Granule Formulation : 7,000 MT per Annum

Technical Grade : 3,000 MT per Annum

Himatpura (Bilodra), Gujarat





Mr. Ishwarbhai Patel

Chairman & CEO

Ishwarbhai B. Patel is the promoter-chairman of the company and looks after the major decision regarding policy matters and new development in the Company. He has experience of more than 40 years in the industry.



Mr. Nitin Patel

Managing Director & CFO

Nitinbhai I. Patel was appointed as MD from Sept 18 and CFO in 2014. and looks after Marketing and Purchase department. He is having more than 25 years of experience in the industry.



Mr. Ambalal Patel

Executive Director

Ambalal Patel is the Executive Director and looks after plant and production department in the Company. He has experience of more than 30 years in the Industry.



Mr. Piyushkumar Patel

Non Executive Independent Director

Piyushkumar Patel is the Non-Executive Independent Director is a member of committees of the board since 1991 and looks after regulatory guidelines of SEBI in the Company. He is an Industrialist with more than 45 years of experience in the Industry.



Ms. Kalpanaben Pandya

Non Executive Independent Director

Kalpanaben Jigneshbhai Pandya is the Non- Executive Independent Director since 2014. She owns expertise in the field of accounting and is having more than 30 years of experience in the Industry.



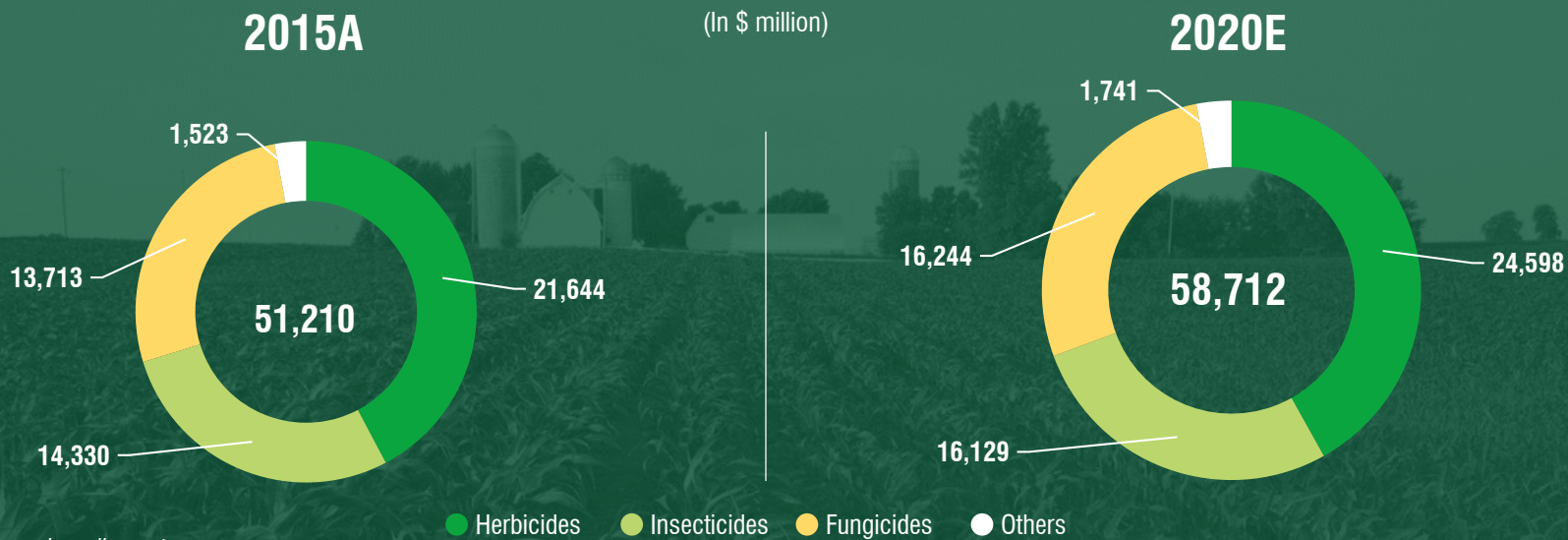
Mr. N. R. Krishna

Non Executive Independent Director

Radhakrishna Naraparaju is the Non-Executive Independent Director is a member of committees of the board and looks after regulatory requirements. He owns expertise in the field of marketing and is having more than 25 years of experience in the Industry. He is associated with the Company since 1991.



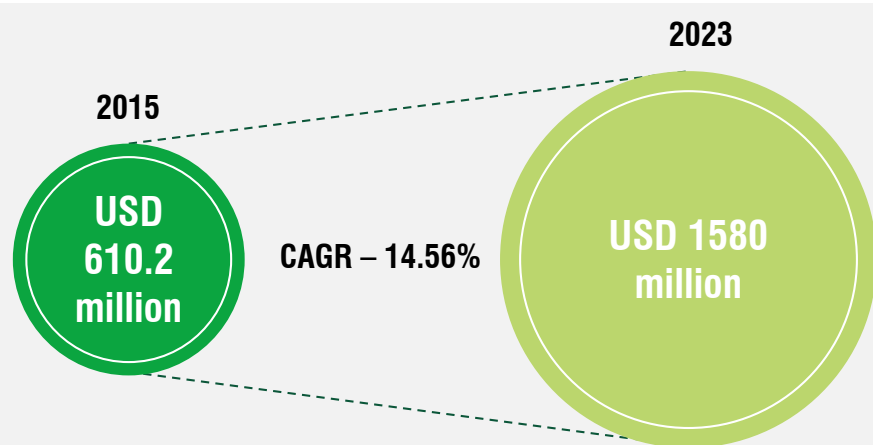
Investment Proposition & Growth Drivers



Source: phillips mcdougall report

Growth Drivers





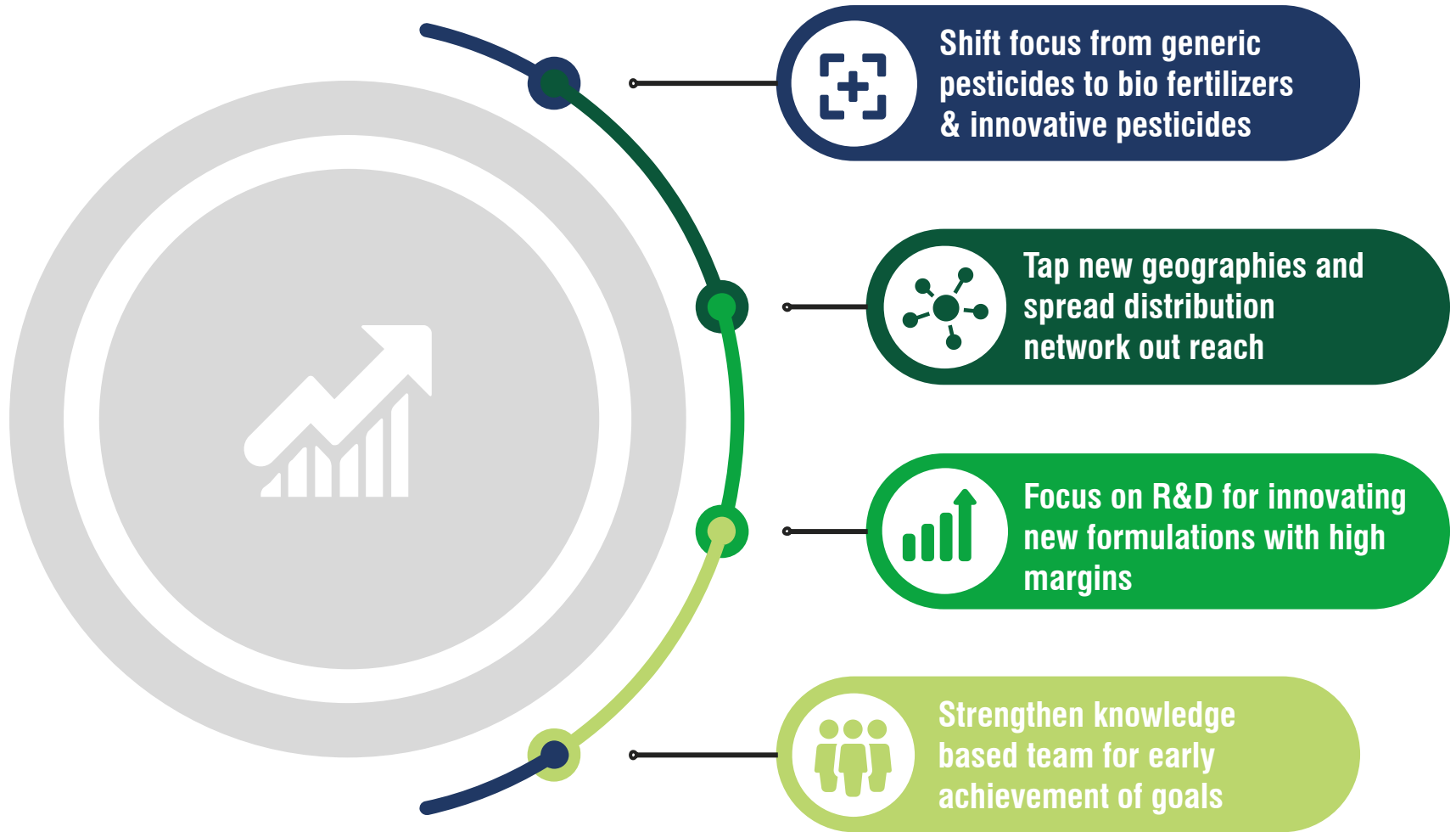
Asia-Pacific market of bio-fertilizers is the most resourceful and revenue generated market for biofertilizer manufacturing industries owing to availability of cheap labour force and low cost raw material in the region. Furthermore, the market is expected to register a CAGR of 11.2% over the forecast period i.e. 2016-2023.

The industry can be classified into five different segments. Biopharma, Agri-biotech, Bioinformatics, Bio-industrial and Bio services with each concentrating on a particular area.

Indian Bio-fertilizers Market

- Indian Biotechnology industry is considered as one of the sunrise sectors.
- India is one of the countries where agro-chemical conditions appear to be favourable where blue-green algae technology has been put forward.
- As per CARE Ratings, the Indian fertilizer sector has tremendous growth potential in the coming years.
- Government of India introduced number of schemes to promote the usage of the product in the country like National Mission of Sustainable Development (NMSA)/ Paramparagat Krishi Vikas Yojana, Rashtriya Krishi Vikas Yojana (RKVY) and National Mission on Oilseeds and Oil Palm (NMOOP) and Indian Council of Agricultural Sciences (ICAR).
- The growth in the segment is largely attributed to the developing country's organic food market. For instance, in India, the organic food market is expected to grow by nearly USD 1 billion from 2014 to 2020.

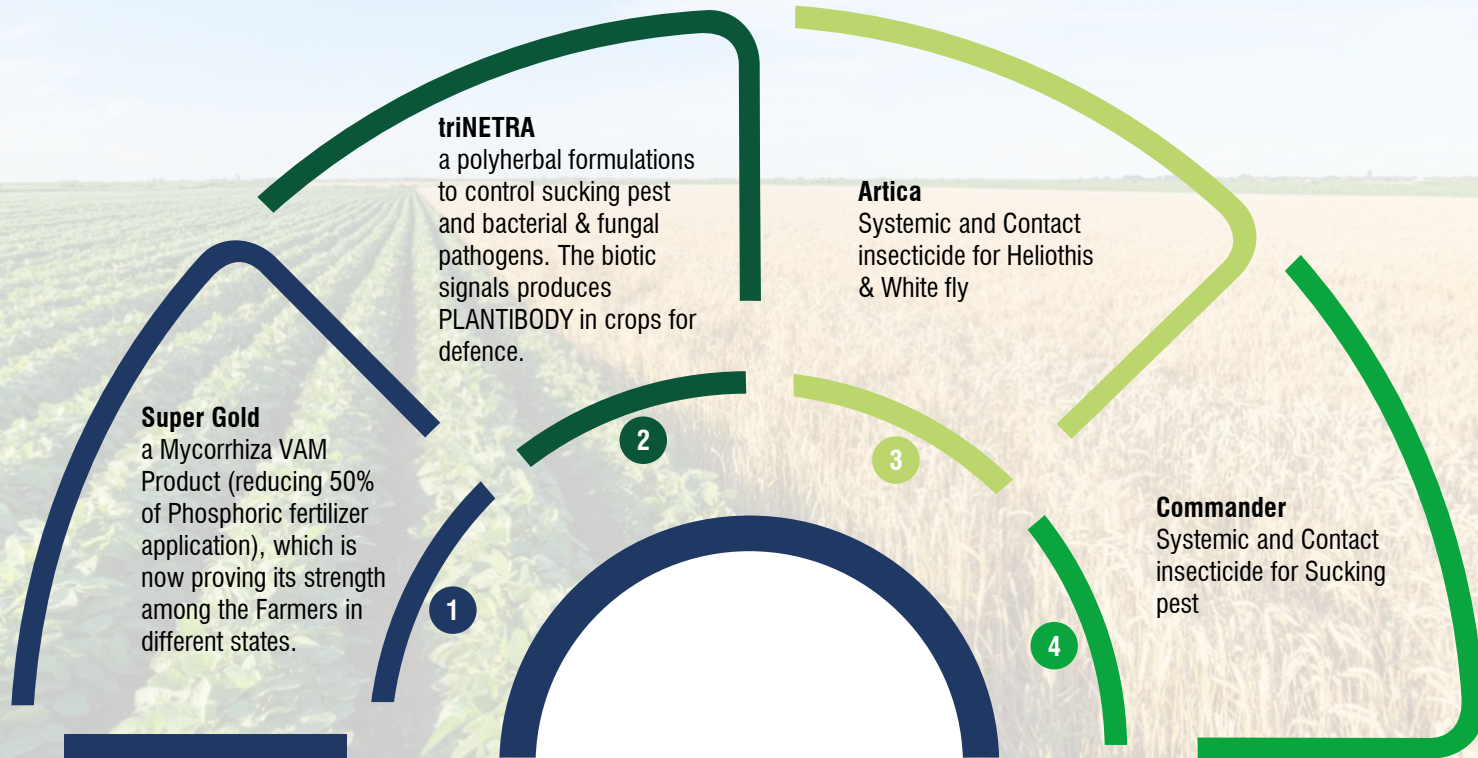






R&D and Product Portfolio

SUCROSA is slowly paving the ways of its unique USP based strategy to categorised the best among the similar nice by adding value through its in-house research and development. Soil health and Plant health is the guiding principle of good crop produce. We have focused our research on Plant Insect Interaction and by applying algorithms for research analysis and with further experimental R & D in this area. We are exploring to diversify and entered to produce Nutraceuticals too. We have launched



We have focused to launch Environment friendly & Sustainable new molecules; a combination of two or three molecules and natural poly molecular with inculcation of Nano-Biotechnology. A strategic R & D is in progress to release / launch as per market need.



Super Crop Safe Limited



Top Priority Products



Product Name

Mycorrhizal Bio-Fertilizer

Brand Name

Super Gold



Product Name

Herbal Pesticide cum Plant Immunity Enhancer

Brand Name

Tri-Netra



Product Name

Thiamethoxam 12.6% + Lambda-Cyhalothrin 9.5% ZC

Brand Name

Artica



Product Name

Azoxystrobin 11% + Tebuconazole 18.3% w/w SC

Brand Name

Escort



Product Name

Pendimethalin 30% + Imzethapyr 2% EC

Brand Name

Vitara



Product Name

Tebuconazole 25.9% EC

Brand Name

Super Tebu



Product Name

Enamectin Benzoate 5% SG

Brand Name

Sumectine



Product Name

Bifenthrin 8% SC

Brand Name

Baleno



Product Name

Thiamethoxam 30% FS

Brand Name

Super Coat FS

A large dark blue circle with a white outline, containing the text "Excel Crop Care Ltd,". A smaller green circle with a white outline is positioned at the top right of the blue circle.

Excel Crop Care Ltd,

A large dark blue circle with a white outline, containing the text "Meghmani Organics Ltd". A smaller green circle with a white outline is positioned at the top right of the blue circle.

Meghmani Organics
Ltd

A large dark blue circle with a white outline, containing the text "Meghmani Industries Ltd". A smaller green circle with a white outline is positioned at the top right of the blue circle.

Meghmani Industries
Ltd

A large dark blue circle with a white outline, containing the text "Heranba Industries Ltd". A smaller green circle with a white outline is positioned at the top right of the blue circle.

Heranba Industries Ltd

A large dark blue circle with a white outline, containing the text "GSP Crop Science Pvt Ltd". A smaller green circle with a white outline is positioned at the top right of the blue circle.

GSP Crop Science
Pvt Ltd

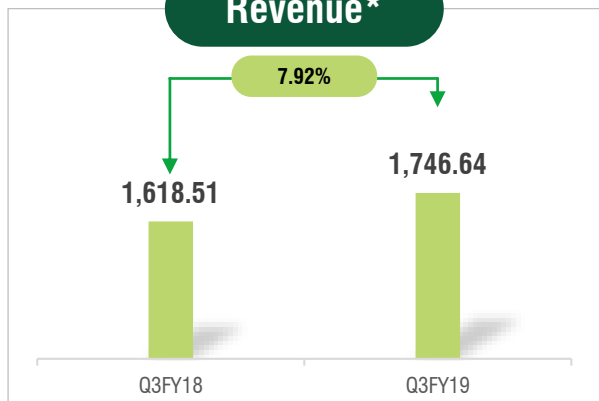
Farmer campaign



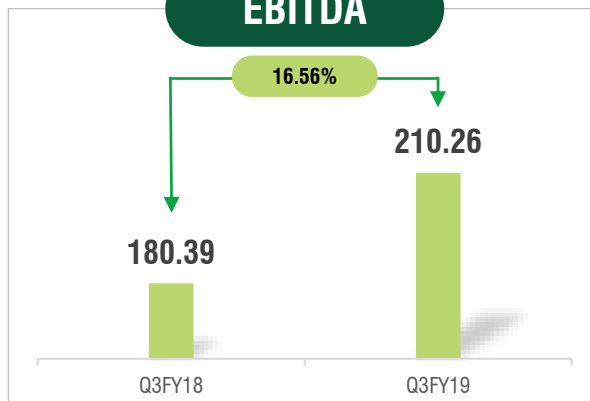


Result Summary

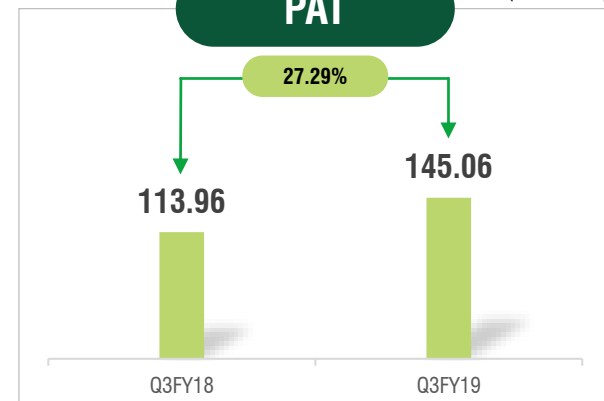
Revenue*



EBITDA



PAT



(In ₹ lakhs)

Revenue Breakup

(₹ in lakh)

*YoY Growth

Bio/Fertilizers#



Insecticides



Weedicides



Fungicides



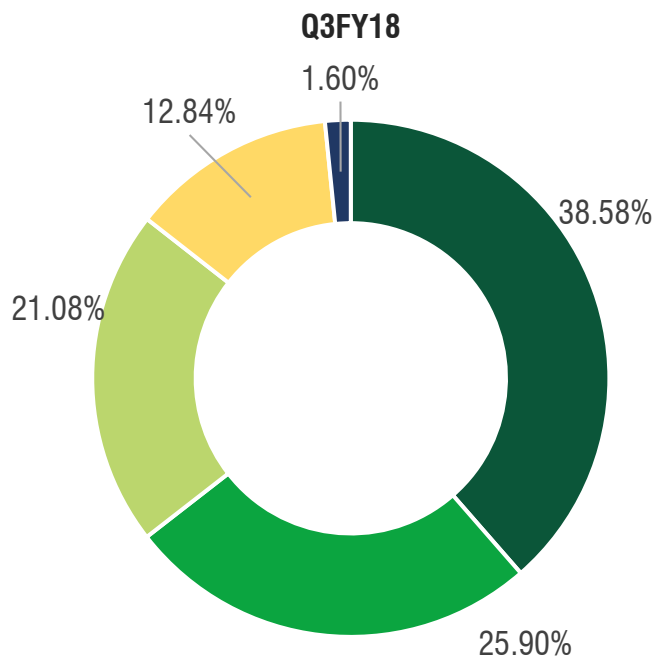
Other Traded Products



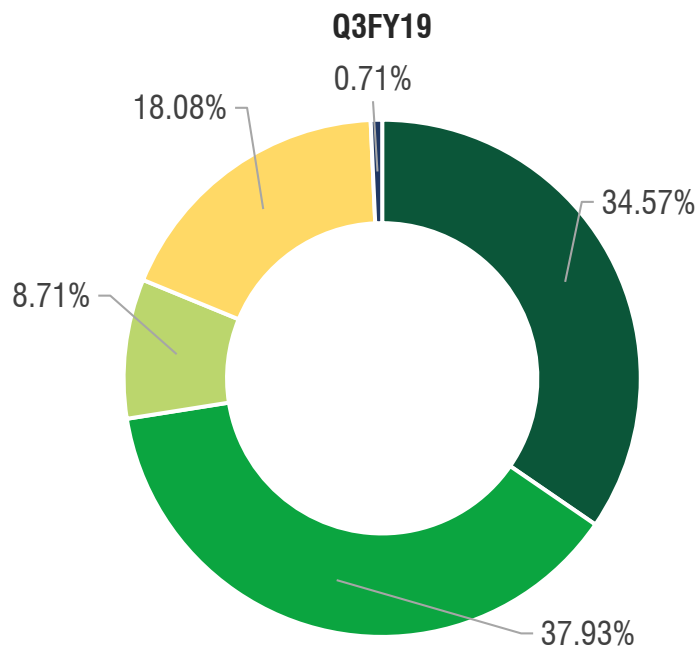
	Bio/Fertilizers#	Insecticides	Weedicides	Fungicides	Other Traded Products
Q3FY19	611	671	154	320	13
Q3FY18	594	399	325	198	25

*Note: Revenue net of excise duty | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAs

Segmental Revenue Split – Q3FY19

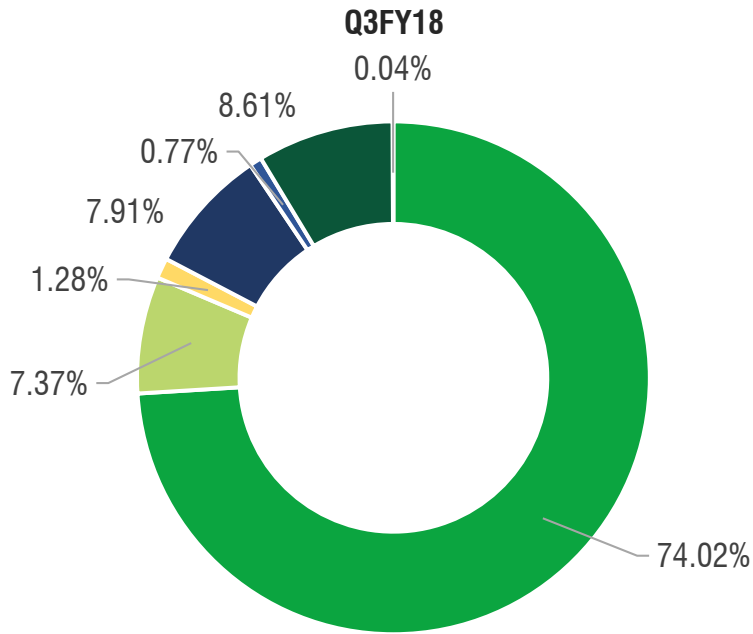


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

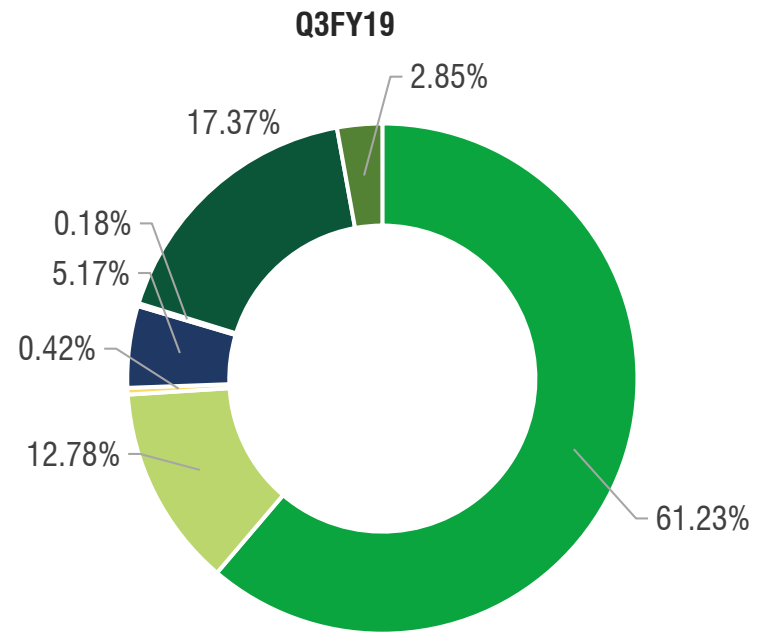


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

Geographical Revenue Split – Q3FY19

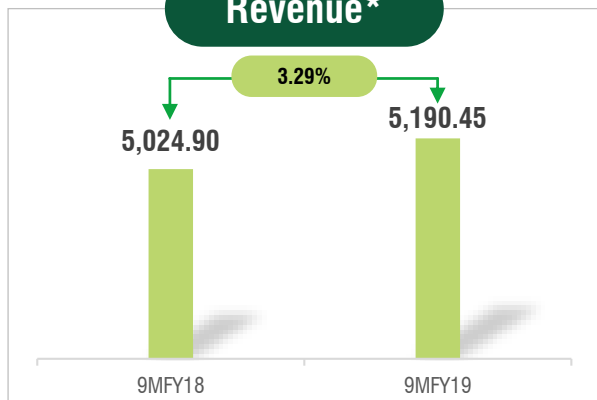


- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh

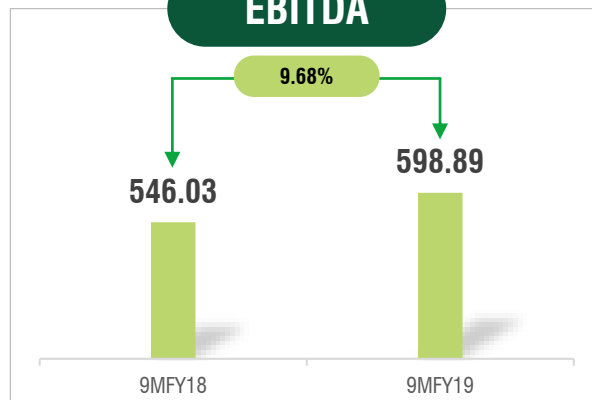


- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh

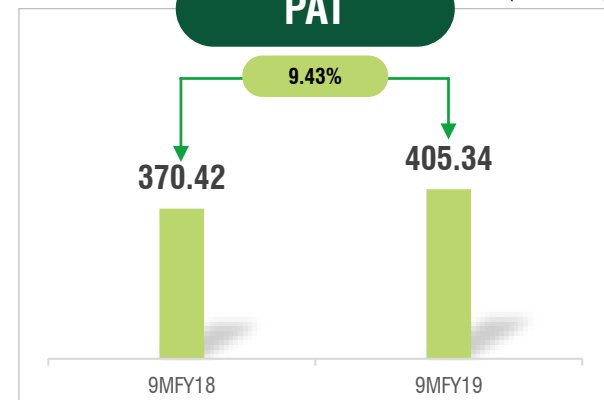
Revenue*



EBITDA



PAT



(In ₹ lakhs)

Revenue Breakup

(₹ in lakh)

*YoY Growth

Bio/Fertilizers



Insecticides



Weedicides



Fungicides



Other Traded Products

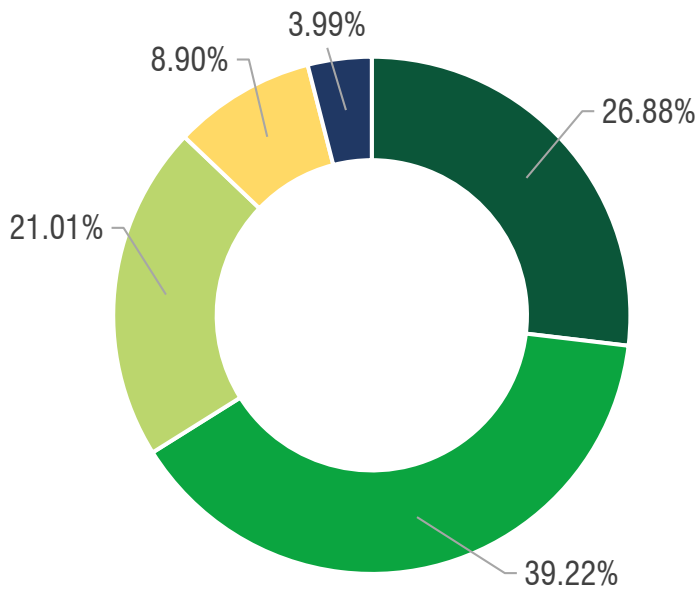


	Bio/Fertilizers	Insecticides	Weedicides	Fungicides	Other Traded Products
9MFY19	1,434	2,521	674	512	124
9MFY18	1,288	1,880	1,007	427	191

*Note: Revenue net of excise duty | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAs

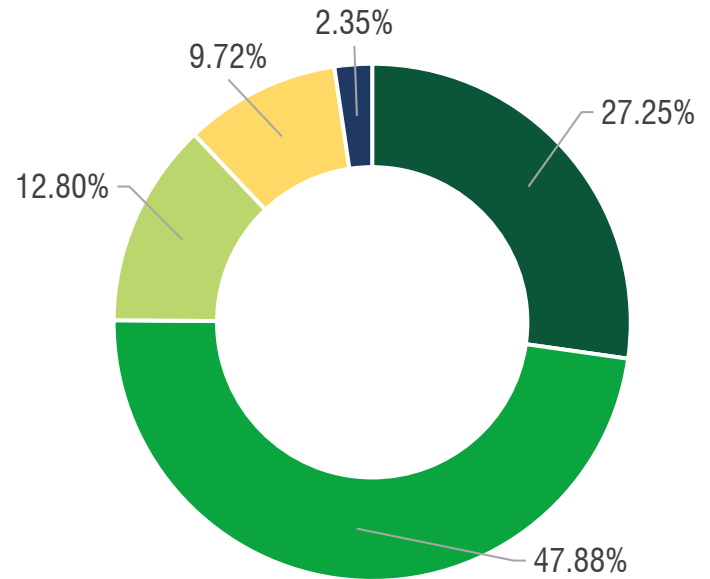
Segmental Revenue Split – 9MFY19

9MFY18



- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

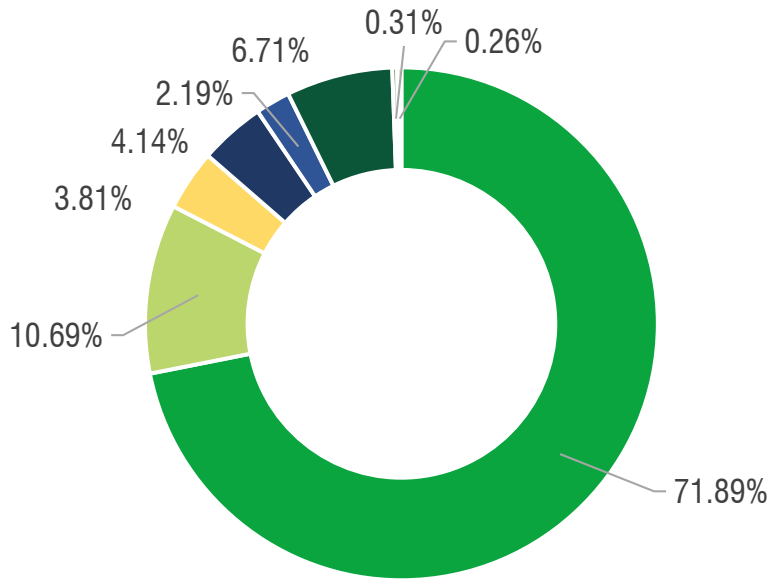
9MFY19



- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

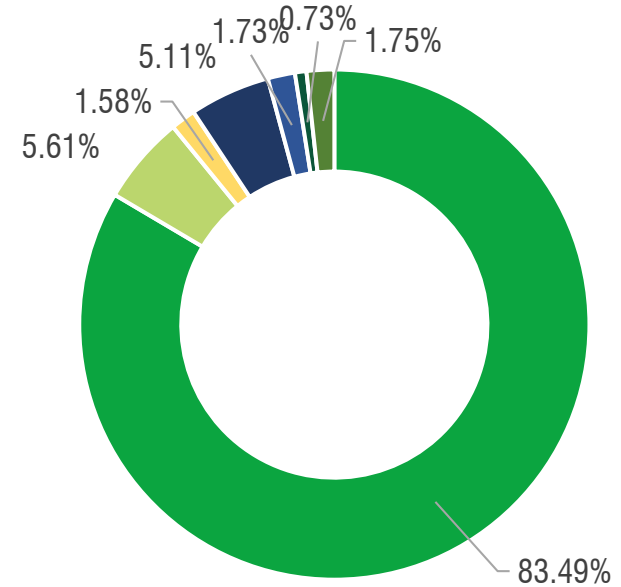
Geographical Revenue Split – 9MFY19

9MFY18



- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh
- Chattisgarh

9MFY19



- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh

Profit & Loss – Q3FY19

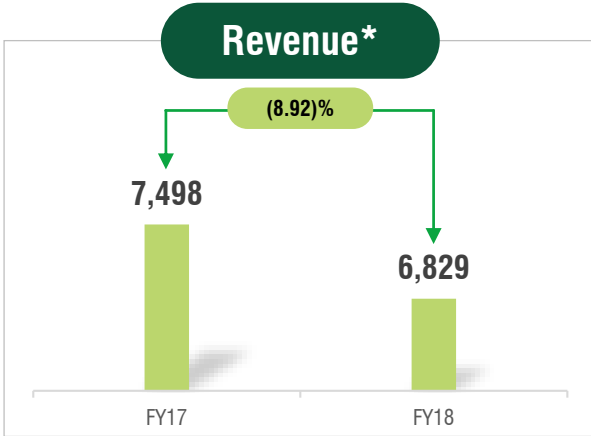
(In ₹ lakhs)

Particulars	Q3FY19 Unaudited	Q2FY19 Unaudited	Q3FY18 Unaudited	Y-o-Y (%)	9MFY19 Unaudited	9MFY18 Unaudited	Y-o-Y (%)
Revenue from Operations*	1,746.64	1,913.44	1,618.51	8%	5,190.45	5,024.90	3%
Expenses	1,558.81	1,721.37	1,457.37	7%	4,654.82	4,535.63	3%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	187.83	192.07	161.14	17%	535.63	489.27	9%
Other Income	3.77	0.32	3.30	14%	4.17	4.30	-3%
Profit from ordinary activities before Finance Costs and Exceptional Item	191.60	192.39	164.44	17%	539.80	493.57	9%
Finance costs	32.58	33.03	29.14	12%	95.49	92.59	3%
Profit from ordinary activities before exceptional item and tax	159.02	159.36	135.30	18%	444.31	400.98	11%
Profit from ordinary activities before tax	159.02	159.36	135.30	18%	444.31	400.98	11%
Tax	13.97	12.06	21.35		38.97	30.56	
Net Profit for the period	145.05	147.30	113.95	27%	405.34	370.42	9%
Earnings Per Share (Basic)	0.37	0.37	0.29		1.03	0.96	
Earnings Per Share (Diluted)	0.37	0.37	0.29		1.03	0.96	

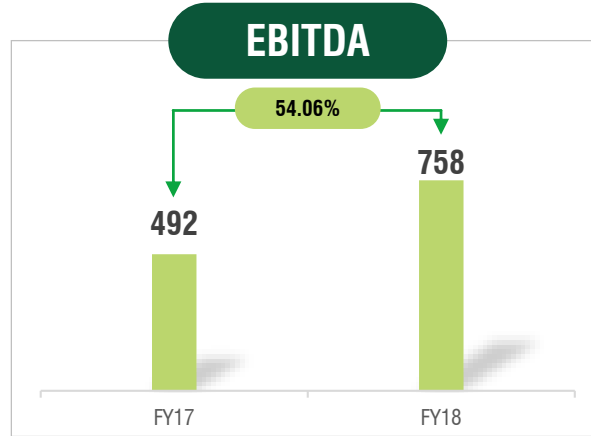
*Note: Revenue net of excise duty | Expenses is excluding Excise duty and Finance cost | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAS

Results Summary – FY18

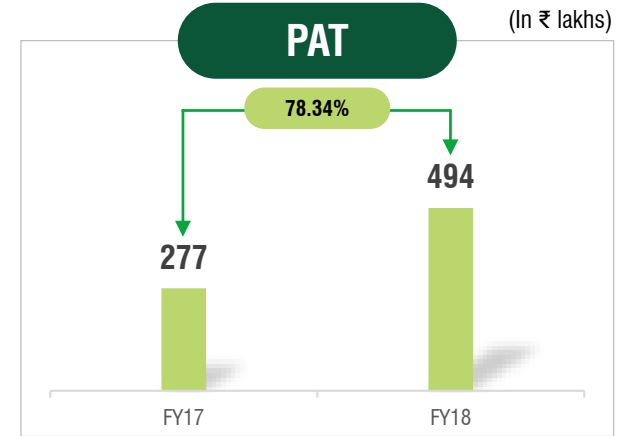
Revenue*



EBITDA



PAT



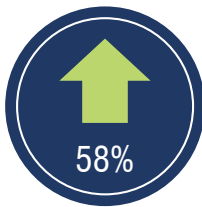
(In ₹ lakhs)

Revenue Breakup

(₹ in lakh)

*YoY Growth

Bio/Fertilizers



Insecticides



Weedicides



Fungicides



Other Traded Products



FY18

2,289

2,756

918

680

189

FY17

1,447

3,054

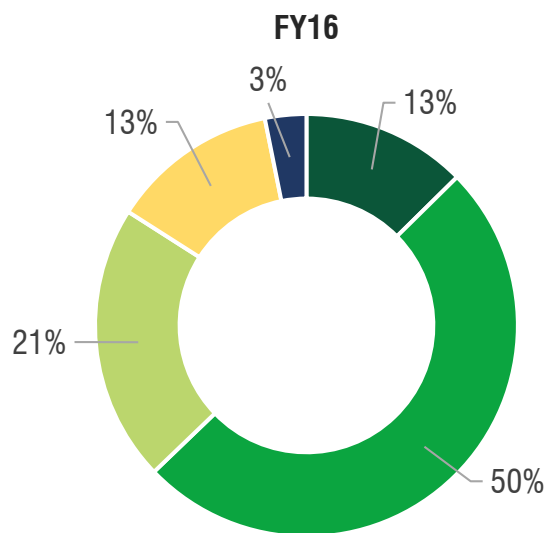
1,586

1,246

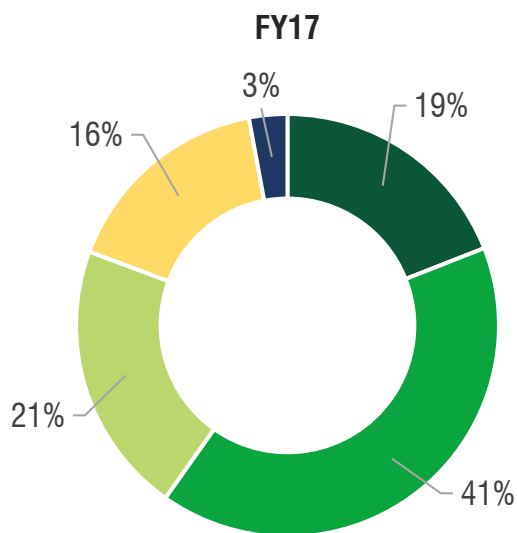
223

*Note: Revenue net of excise duty | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAs

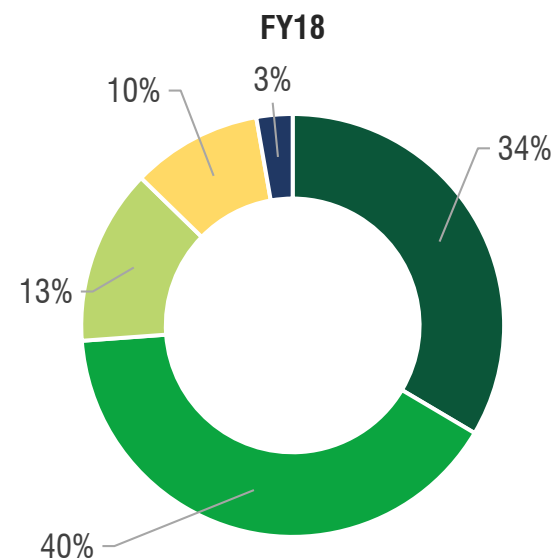
Segmental Revenue Split – FY18



- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

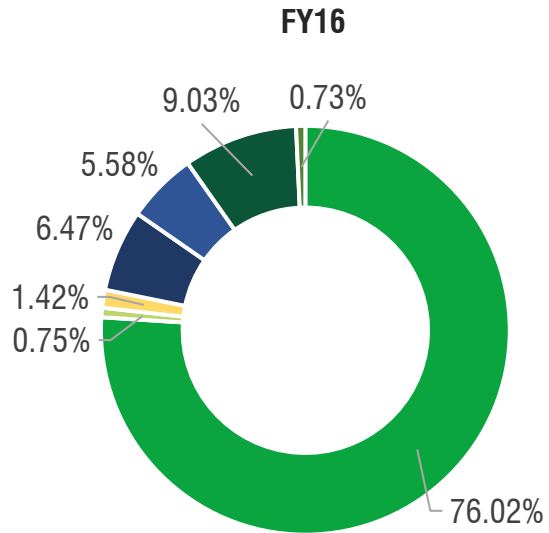


- Bio/Fertilizers
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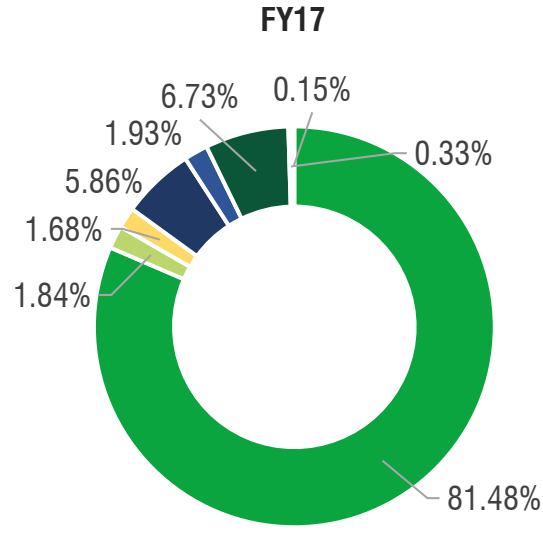


- Bio/Fertilizers
- Insecticides
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- Other Traded Products

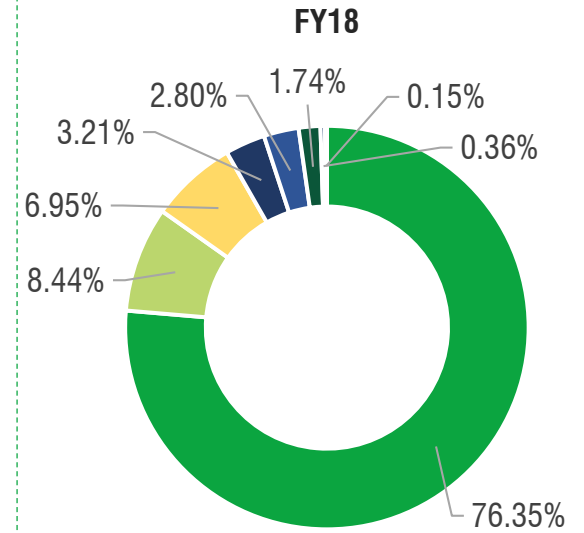
Geographical Revenue Split – FY18



- Gujarat
- Haryana
- Punjab
- Chhattisgarh
- Maharashtra
- Madhya Pradesh
- Rajasthan
- Uttar Pradesh*



- Gujarat
- Haryana
- Punjab
- Chhattisgarh
- Maharashtra
- Madhya Pradesh
- Rajasthan
- Uttar Pradesh*



- Gujarat
- Haryana
- Punjab
- Chhattisgarh
- Maharashtra
- Madhya Pradesh
- Rajasthan
- Uttar Pradesh*

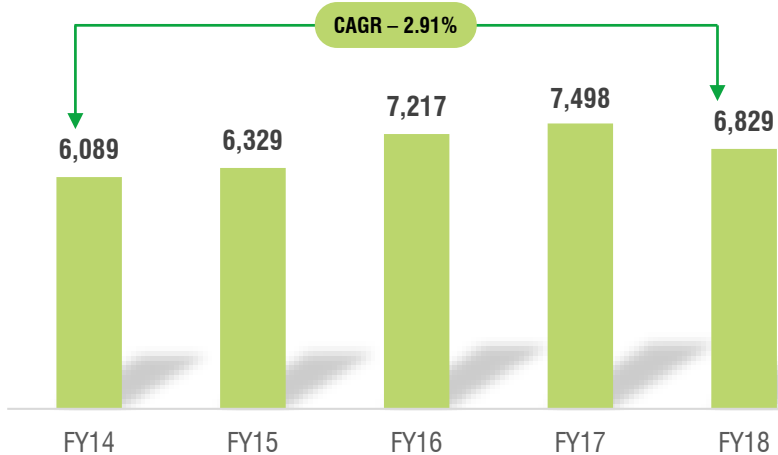
Note: Uttar Pradesh* - Just for sampling



Strong Financial Performance

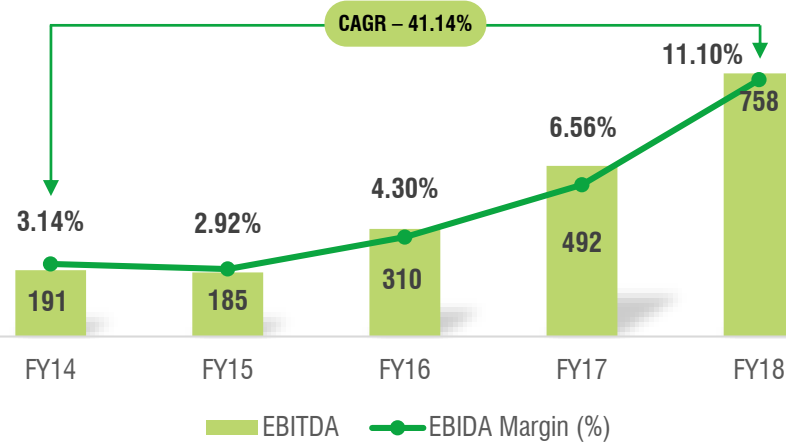
Strong Financial Performance

Revenue (Net of Excise)

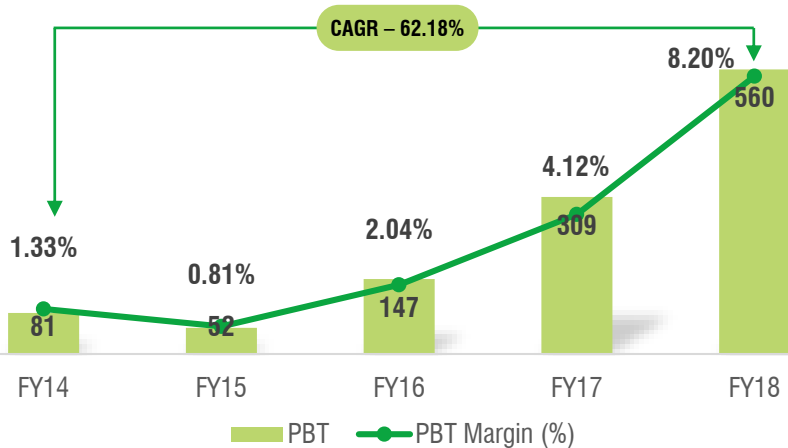


EBITDA & EBITDA Margin (%)

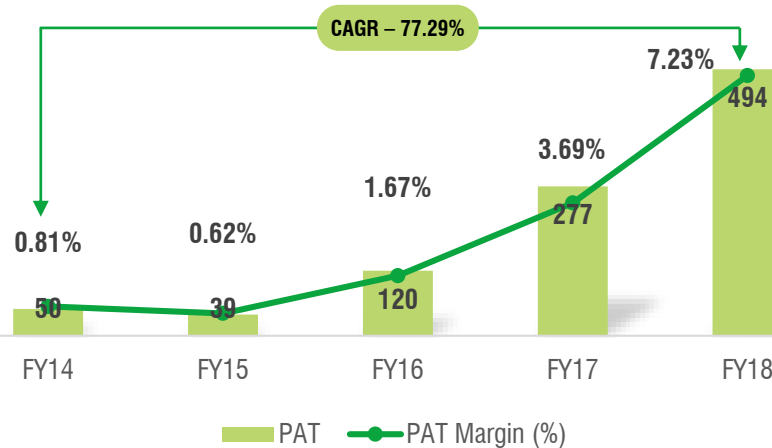
(In ₹ lakhs)



PBT & PBT Margin (%)



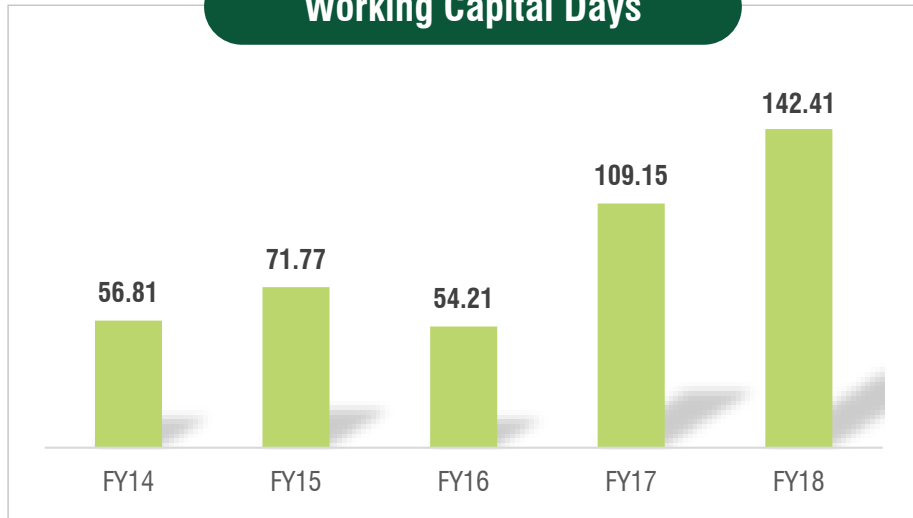
PAT & PAT Margin (%)



*Note: Revenue net of excise duty | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAs

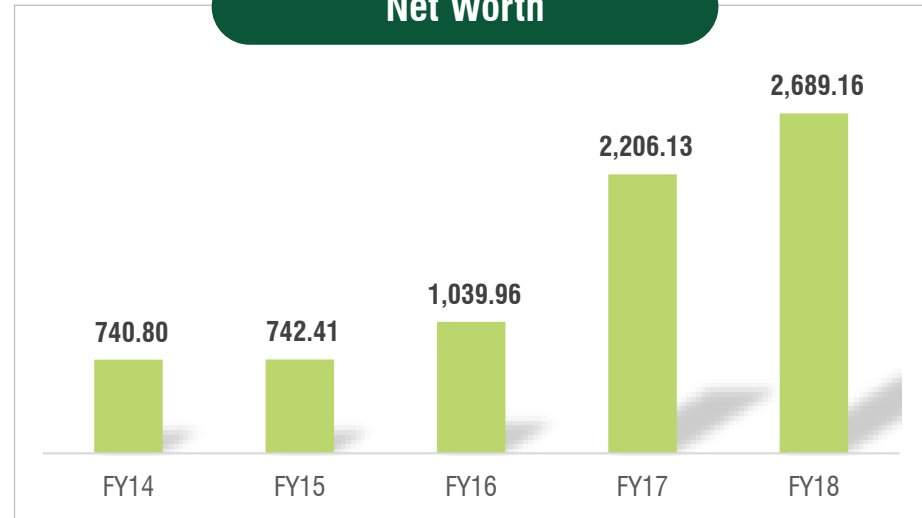
Strong Financial Performance

Working Capital Days

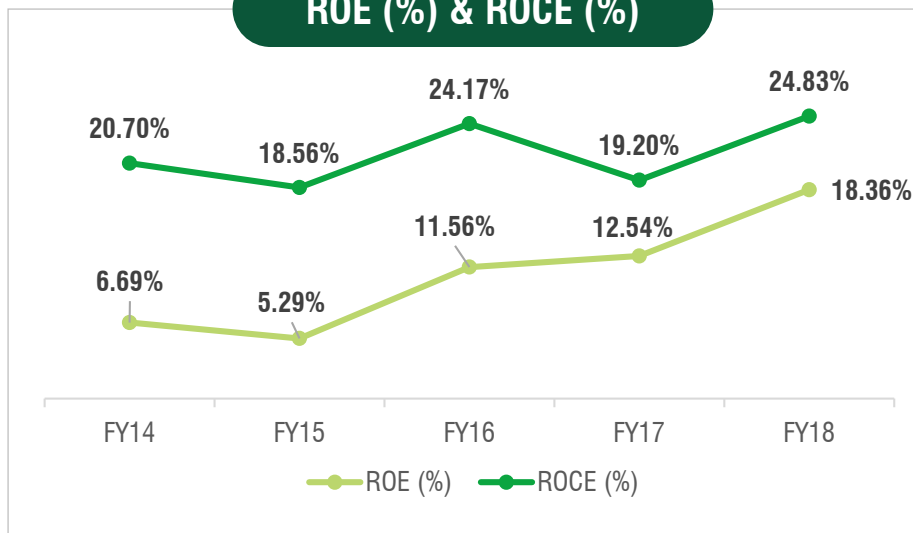


Net Worth

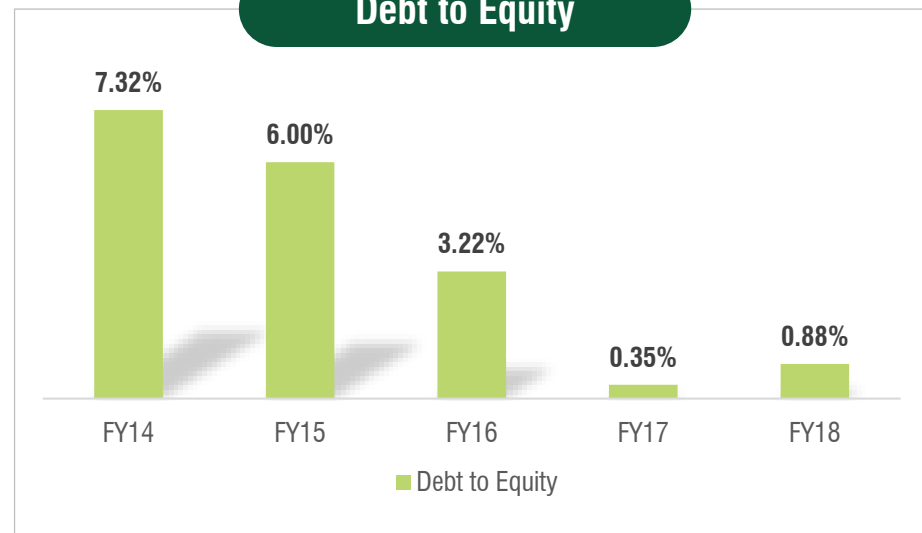
(In ₹ lakhs)



ROE (%) & ROCE (%)



Debt to Equity



Profit and Loss Statement



(In ₹ lakhs)

Particulars	FY14	FY15	FY16	FY17	FY18
INCOME					
Revenue From Operations (Net of excise)	6,089.03	6,328.60	7,217.23	7,498.21	6829.48
Other Income	19.28	23.04	0.54	28.31	3.67
Total Revenue	6,108.30	6,351.64	7,217.77	7,526.52	6,833.15
EXPENSES					
Cost of Materials Consumed	2,980.94	2,529.09	2,755.92	3,497.21	4,092.75
Purchases of Stock-in-Trade	2,410.15	3,187.83	3,206.73	2,945.81	703.89
Changes in Inventories of Finished Goods	(62.81)	(241.21)	171.40	(302.86)	190.89
Employee Benefits Expense	107.31	147.58	151.59	172.00	258.39
Finance Costs	85.48	95.53	112.67	121.71	122.45
Depreciation and Amortization Expense	44.03	61.14	51.31	60.99	75.64
Other Expenses	462.26	520.16	620.70	722.41	829.23
Total Expenses	6,027.36	6,300.13	7,070.32	7,217.27	6,273.24
Profit Before Tax	80.94	51.52	147.46	309.25	559.91
Tax Expense:					
(1) Current Tax	(30.53)	(15.92)	(29.86)	36.24	67.07
(2) Deferred Tax	(0.87)	3.66	2.64	(3.57)	(0.86)
Other Comprehensive Income	49.53	39.25	120.23	275.97	494.13
Profit/(Loss) For The Period	49.53	39.25	120.23	276.58	493.70
Earning Per Equity Share					
(1) Basic	0.17	0.14	0.42	0.79	1.28
(2) Diluted	0.17	0.14	0.42	0.78	1.28

*Note: Revenue net of excise duty | PAT is excluding Other Comprehensive Income | All the numbers are as per IndAs

Balance Sheet

(In ₹ lakhs)

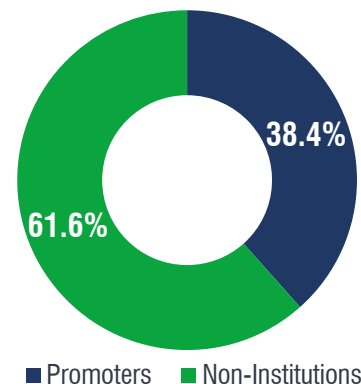
Particulars	FY14	FY15	FY16	FY17	FY18
EQUITY AND LIABILITIES					
Shareholder's Funds					
Share Capital	568.76	568.76	646.39	754.89	784.89
Reserves and Surplus	172.04	173.65	393.57	1,451.25	1,904.27
Non-Current Liabilities					
Long-Term Borrowings	54.23	44.53	33.52	7.62	23.73
Deferred Tax Liability (Net)	9.04	5.38	2.74	0.00	0.00
Provisions	0.00	0.00	0.00	30.83	34.99
Current Liabilities					
Short-Term Borrowings	475.48	553.26	568.87	874.09	1,197.35
Trade Payables	972.30	1,071.29	971.33	977.54	1,017.09
Other Current Liabilities	75.52	355.34	322.97	177.34	296.47
Short-Term Provisions	75.00	78.11	95.24	53.90	92.3
TOTAL LIABILITIES	2,402.38	2,850.31	3,034.64	4,327.45	5,351.09
ASSETS					
Non-current assets					
Fixed assets					
(i) Tangible assets	364.07	344.32	396.97	538.31	624.36
(ii) Intangible assets	0.05	0.00	0.00	0.00	0.00
Non-Current Investments	0.20	0.20	0.02	20.02	21.39
Long Term Loans and Advances- Security Deposits	2.87	3.51	3.57	2.95	3.05
Deferred Tax Assets	0.00	0.00	0.00	13.07	13.73
Current assets					
Inventories	720.42	1,122.84	848.58	1,531.12	1579.87
Trade Receivables	1,247.03	1,275.60	1,643.61	2,072.12	2,941.55
Cash and Cash Equivalents	13.19	42.44	49.58	46.19	50.83
Short-Term Loans and Advances	54.56	61.41	89.58	99.70	111.03
Other Current Assets	0.00	0.00	2.73	3.97	5.28
TOTAL ASSETS	2,402.38	2,850.31	3,034.64	4,327.45	5,351.09

(As on 30th September 2018)

Stock Information (as on 13th November 2018)

Market Capitalization (₹)	731.2 Mn.
Shares Outstanding	39.24 Mn.
Free Float	48.99%
Symbol (BSE)	530883

Shareholding Pattern (%)



Source: BSE, Thomson Reuters

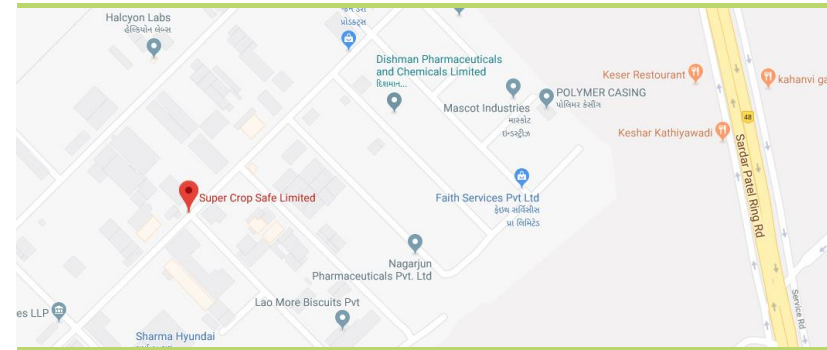
Stock Performance Chart (as on 13th November 2018)





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Thank You

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