

Date: 23<sup>rd</sup> May, 2022

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza,  
Plot No. C/1, G. Block,  
Bandra- Kurla Complex,  
Bandra East, Mumbai-400 051

The Department of Corporate Services-  
Listing  
BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400 001

Symbol: DHANUKA

Scrip Code: 507717

**Sub: Investors Presentation on Audited Standalone & Consolidated Financial Results for the Quarter and Financial Year Ended on 31<sup>st</sup> March 2022**

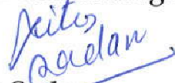
Dear Sir,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation on Audited Standalone & Consolidated Financial Results for the Quarter and Financial Year Ended on 31<sup>st</sup> March 2022.

We hope you will find the same in order.

Thanking You,  
Yours faithfully,

For Dhanuka Agritech Limited

  
Jitin Sadana  
Company Secretary and Compliance Officer  
FCS-7612



Encl: a/a



Dhanuka Agritech Limited (DAL)  
(BSE: 507717; NSE: DHANUKA)



Q4 FY2021-2022  
Earnings Presentation  
23<sup>rd</sup> May, 2022

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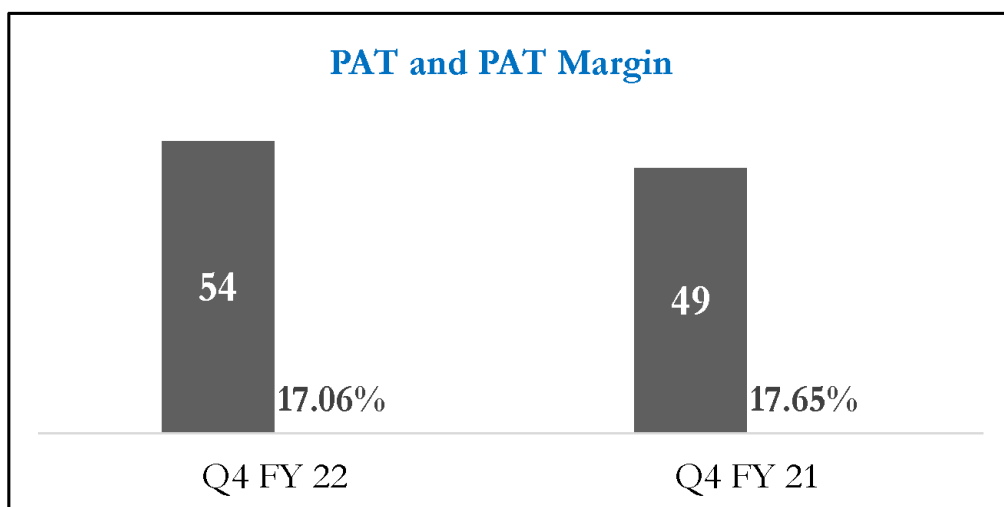
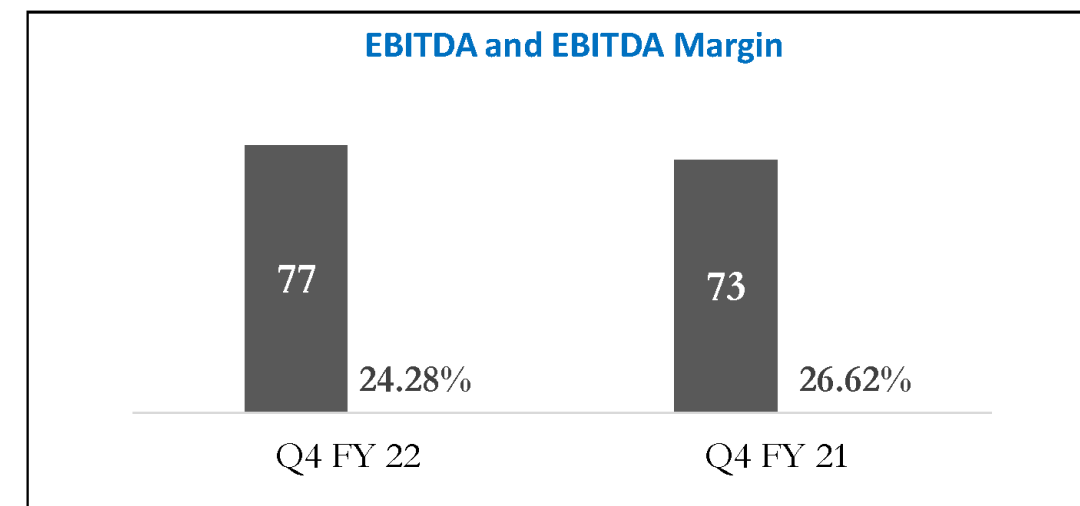
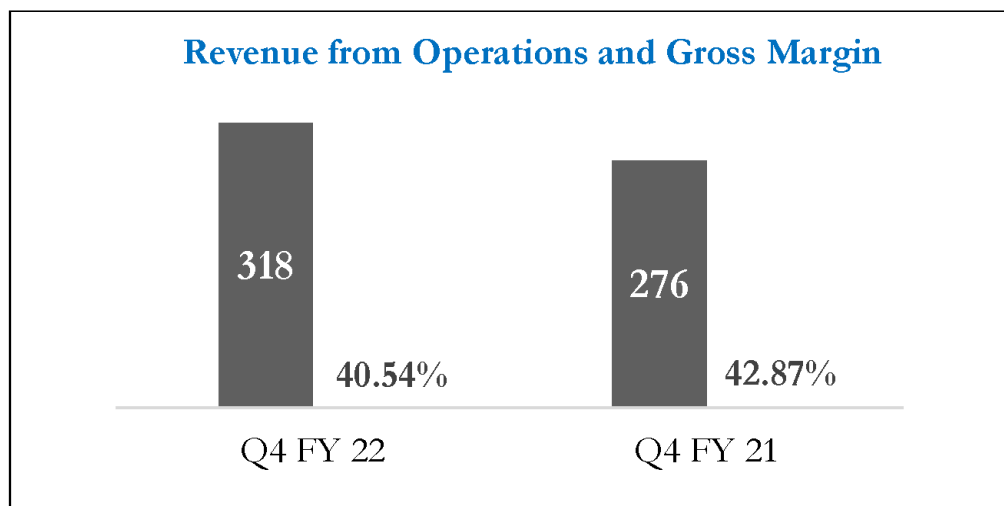


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# Q4 FY2021-22 Result Highlights



## Q4 FY2021-22 vs Q4 FY2020-21



## Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 318.30 Crores in Q4 FY2021-22 vs Rs. 275.56 Crores in Q4 FY2020-21.
- **EBITDA:** EBITDA stood at Rs. 77.27 Crores in Q4 FY2021-22 vs Rs. 73.36 Crores in Q4 FY2020-21 .
- **PAT:** Profit after tax was at Rs. 54.28 Crores in Q4 FY2021-22 vs Rs. 48.64 Crores in Q4 FY2020-21.

## FY 2022-23 Guidance

- **Revenue from Operations:** expected double digit growth
- **EBITDA:** expecting all most similar growth in line of previous year

# Managing Director's Message



Dhanuka Agritech is working for Transforming India through Agriculture by working with farmers closely to improve their productivity and quality, in turn enhancing their income. We work in all major crops in India and have implemented the best-in-class technology to ensure a smooth and efficient supply chain. To service the diversity of Indian crops and needs of the farmers the company has a wide range of products in its portfolio, with over 80 brands in pack sizes ranging from 2 grams to 20 liters. These products are in various forms like liquids, powders and granules.

Coming to the financial performance for the Q4 and FY 21-22, Revenue from Operations stood at Rs. 318.30 Crores in Q4 FY2021-22 vs Rs. 275.56 Crores in Q4 FY 2020-21, representing an increase of 15.51% over the corresponding period last year and for the FY 2021-22, it is Rs. 1477.78 Crores vs 1387.46 Crores, which is 6.51 % up over last year. EBITDA stood at Rs. 77.27 Crores in Q4 FY2021-22 vs Rs. 73.36 Crores in Q4 FY 2020-21, representing an increase of 5.33% over the corresponding period last year and for the FY2021-22 it is Rs. 296.97 Crores vs 302.81. Profit after tax stood at Rs. 54.29 Crores in Q4 FY2021-22 vs 48.64 Crores, representing an increase of 11.60 % over the corresponding period last year and for the FY2021-22 it is Rs. 208.78 Crores vs 210.56.

The Board of Directors has recommended 300% Final Dividend that is Rs.6/- per equity share having face value of Rs.2/-per share. The Board has already paid 400% interim dividend to the shareholders as declared in its Board Meeting dated 2nd February 2022. The total amount absorb in the payment of dividend for this year is Rs. 65.21 Crores. The final dividend will be subject to the approval of the Shareholders in 37th Annual General Meeting scheduled to be held on 2nd August, 2022.

The Company is working on its greenfield project at Dahej, Gujarat, as per scheduled plan. Some new initiatives for business expansion that we have taken in the last financial year are investment in a Drones Manufacturing Start-up, establishment of a Biological Products Division and a new Exports Division for creating new revenue streams for the company for mid to long term.

In Financial Year 2021-22, the Company has taken a hit of Rs. 20 crore approx. on its revenue due to discontinuation of sale of Red Triangle Products. Now, in the basket of the Company's product, there is no Red Triangle Product.

The farmers are getting remunerative prices for the crops and the commodity prices are at an all time high. It is expected that the farmers will spend more money to safeguard their crop from pest and diseases.

As a consequence Dhanuka is expected to register double digit growth in the revenues in the current Financial Year.



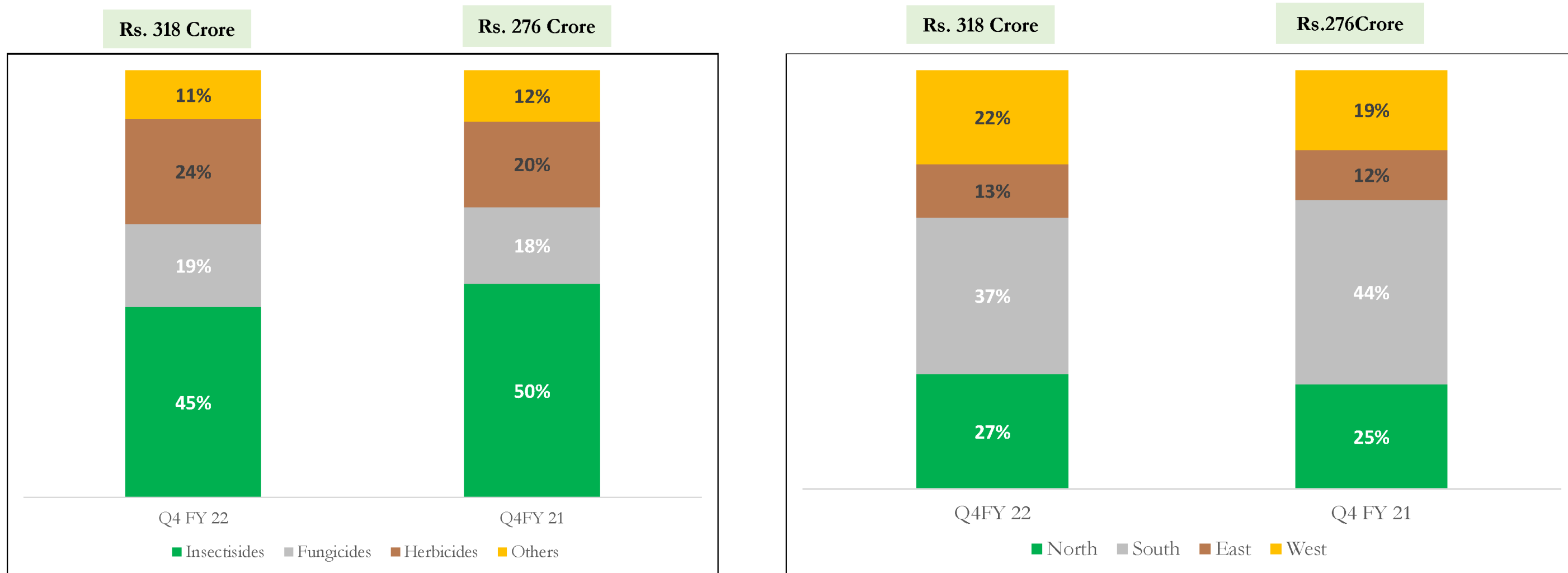
**Mr. Mahendra K  
Dhanuka  
Managing Director**

# Q4 FY2021-22 Income Statement



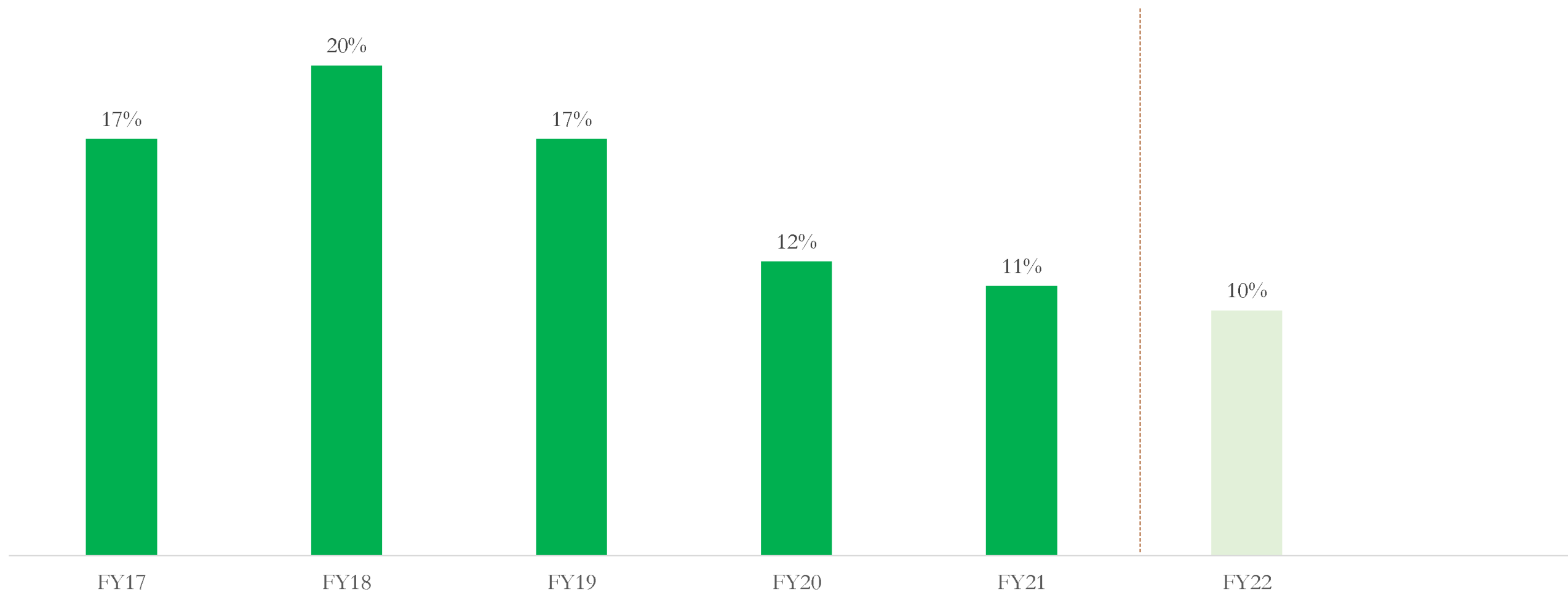
Particulars (Rs.in Lakhs)	Q4 FY 22	Q4 FY 21	YoY%	FY 22	FY 21	YoY%
Revenue from Operations	31829.53	27556.15	15.5%	147777.52	138746.87	6.5%
COGS	18925.43	15744.09	20.2%	93908.73	86331.12	8.8%
<b>Gross Profit</b>	<b>12904.10</b>	<b>11812.06</b>	<b>9.2%</b>	<b>53868.79</b>	<b>52415.75</b>	<b>2.8%</b>
<i>Gross Profit Margin(as a % of sales)</i>	40.54%	42.87%		36.45%	37.78%	
Employee Benefit Expenses	2753.12	2627.60	4.8%	12050.28	11826.69	1.9%
Other expenses	3643.23	2722.11	33.8%	15480.91	13678.28	13.2%
<b>EBITDA</b>	<b>6507.75</b>	<b>6462.35</b>	<b>0.7%</b>	<b>26337.60</b>	<b>26910.78</b>	<b>(2.1%)</b>
<i>EBITDA Margin(as a % of sales)</i>	20.45%	23.45%		17.82%	19.40%	
Depreciation and amortisation expenses	445.05	467.83	(4.9%)	1627.75	1518.00	7.2%
<b>EBIT</b>	<b>6062.70</b>	<b>5994.52</b>	<b>1.1%</b>	<b>24709.85</b>	<b>25392.78</b>	<b>(2.7%)</b>
<i>EBIT Margin(as a % of sales)</i>	19.05%	21.75%		16.72%	18.30%	
Finance Cost	75.92	112.65	(32.6%)	320.27	269.38	18.9%
Other Income	1219.22	873.90	39.5%	3358.70	3370.27	(0.3%)
<b>PBT</b>	<b>7206.00</b>	<b>6755.77</b>	<b>6.7%</b>	<b>27748.28</b>	<b>28493.67</b>	<b>(2.6%)</b>
Total tax	1777.19	1891.43	(6.0%)	6870.12	7437.66	(7.6%)
<b>PAT</b>	<b>5428.81</b>	<b>4864.34</b>	<b>11.6%</b>	<b>20878.22</b>	<b>21056.01</b>	<b>(0.8%)</b>
<i>PAT Margin(as a % of sales)</i>	17.06%	17.65%	(3.4%)	14.13%	15.18%	(6.9%)
<b>Basic EPS</b>	<b>11.65</b>	<b>10.45</b>	<b>11.5%</b>	<b>44.82</b>	<b>44.61</b>	<b>0.5%</b>

# Q4 FY2021-22 Revenue Mix (By Geography and Segment)



• Well diversified portfolio across business segment and key geographies

New Molecules as a % of Total Revenue





# Why Dhanuka Agritech?



## Unique Asset Light Model

Minimal investments required in fixed assets.  
Aim is to leverage strong formulation capabilities by partnering with global innovators



## Rural FMCG Play

40 warehouses, 7,000+ distributors and 80,000+ retailers to service the needs of over 10 million touchpoints across farmers



## Diverse Product Portfolio

300+ registrations across Herbicides, Insecticides, Fungicides and Plant Growth Regulators, ~90 Products across all segments



## Global Innovator Tie Ups

World's leading agrochemical companies from the US, Japan and Europe have partnered with Dhanuka Agritech to introduce latest technology to Indian farmlands



## Robust Pipeline

Focus on margin accretive 9(3) portfolio. Target to launch 8 new products across all segments over the next two years



## Profitable Growth

Higher contribution of margin accretive products, growth in volumes from existing products to drive return ratios

# Product Segments



	Herbicides	Fungicides	Insecticides	Others
% of Revenues(Q4 FY2021-22)	24%	19%	45%	11%
<b>Key Products</b>	Barrier 70% WP, Craze 50% EC Craze D 30.7% EC,D-era 71% SG Dhanutop 30% EC, Dhanutop Super 30% EC , Dhanuzine 50% WP, Dozo Maxx 10% MEC, Dynofop 15% WP Fenox-1000 5.1% EC, Nabood 40% DF Noweed 41% SL OneKil Oxykill 23.5% EC Ozone 24% SL Qurin 25% WP Weedmar 38% EC Weedmar 80% WP Weedmar Super 58% SL	Dhanucop 50% WP Dhanuka M-45 75% WP Dhanustin 50% WP Hexadhan Plus 5% SC Kirari 20% W/V SC Nissodium 5% EW Sheathmar 3% L Sixer 75% WP Spectrum 29.3% SC Zerox 25% EC	Aaatank 25% EC, Ad-fyre 70% WG Apply 50% WG, Areva 25% WG Areva Super 30% FS, Caldan 4G Cover Granules 0.4% Gr.,Cover Liquid 18.5% w/w SC,Deva Shakti 5% EC,Dhanpreet 20% SP,Dhanulux 25% EC,Dhanusan 50% EC, Dhanvan 20% EC,Domar 20% SG, D-One 21.8% w/w SC,Fax 5% SC, Jackal 4.9% CS Largo 11.7% SC,Markar 10% EC, Markar Super 8% SC,Media 17.8% SL Media Super 30.5% SC, Pager 50% WP, Prodhan 50% EC, Prorin 44% EC, Super D 55% EC Superkiller 10% EC Superkiller 25% EC Triumphcard 0.4% Dust	Dhanuvit Dhanvarsha Dhanzyme Gold Dhanzyme Granules Dhanzyme Gold Gr. Maxyld 0.001% Mycore Suelo Wetcit

# New Launch under 9(3)



Sl. No.	Product Name	Product Category	Inputs	Launch Date (Tentative)
1	Cornex (Halosulfuron Methyl 5% +Atrazine 48% WG)	Herbicide	Crop and Weed (for Maize for control of Cyperus, Narrow and Broad Leaf Weeds)	27-May-2022
2	Zanet (Thiophanate Methyl 44.8% +Kasugamicin 2.6% SC)	Fungicide	Crop and Disease (for control of Early Blight and Bacterial Disease in Tomato)	27-May-2022
3	DEC1DE	Insecticide	Crop and Insects (for control of Mites, Sucking pest and Lepidopteran pests in Chilli)	In the Month of June 2022

# New Launch under 9(4)

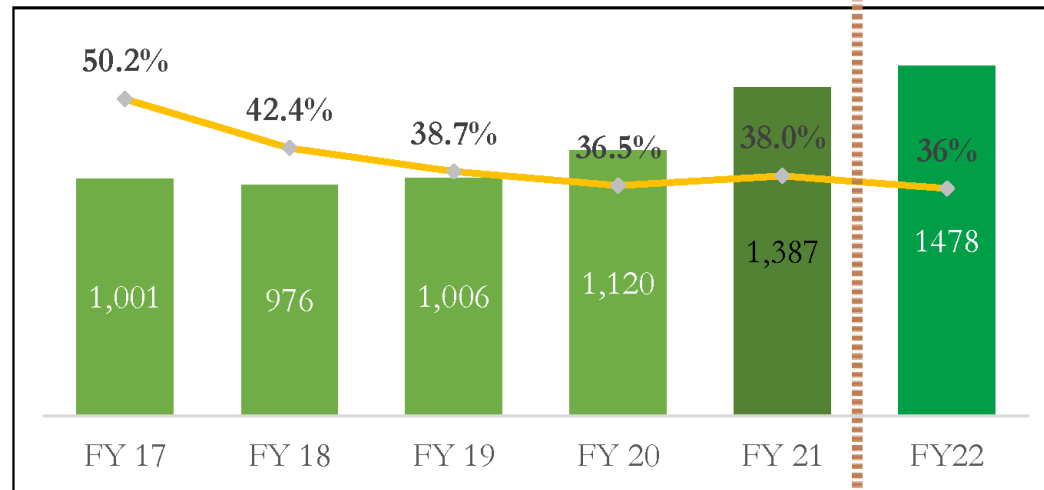


Sl. No.	Product Name	Product Category	Inputs	Launch Date (Tentative)
1	Craze-X (Pretilachlor 37% W/W EW)	Herbicide	Crop and Weed (for control of Narrow leaf weeds in Paddy)	In the Month of June 2022
2	Fuzi Super (Bispyribac Sodium 10% SC)	Herbicide	Crop and Weed (for control of Narrow and Broad leaf weeds in Paddy)	In the Month of June 2022
3	Terminal (Glufosinate Ammonium 13.5% W/W SL)	Herbicide	Crop and Weed (Non-selective Herbicide for control of all weeds in Tea and Cotton)	In the Month of June 2022

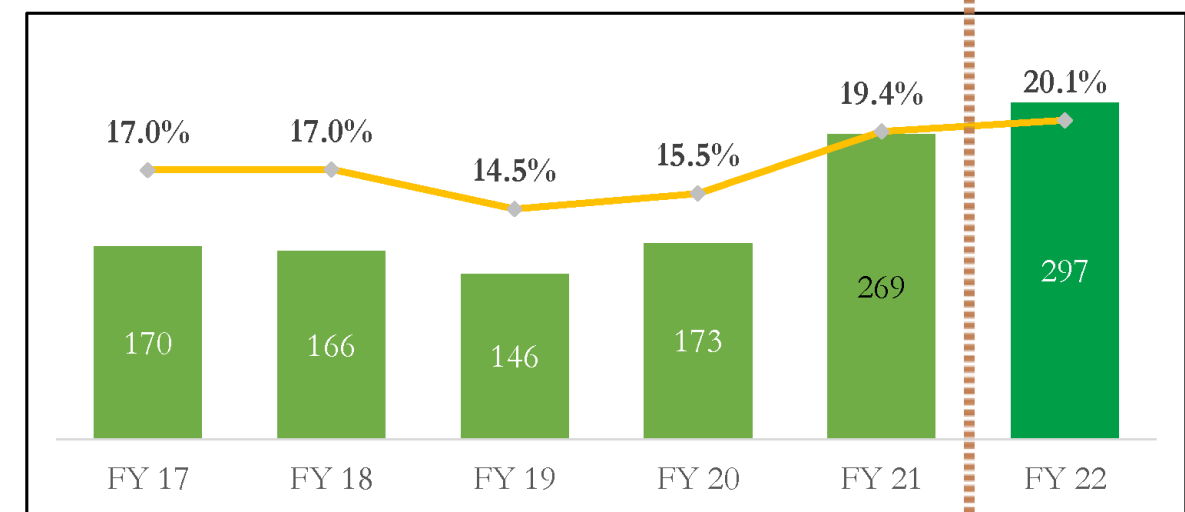
# Annual P&L Trend: Focus on Profitable Growth



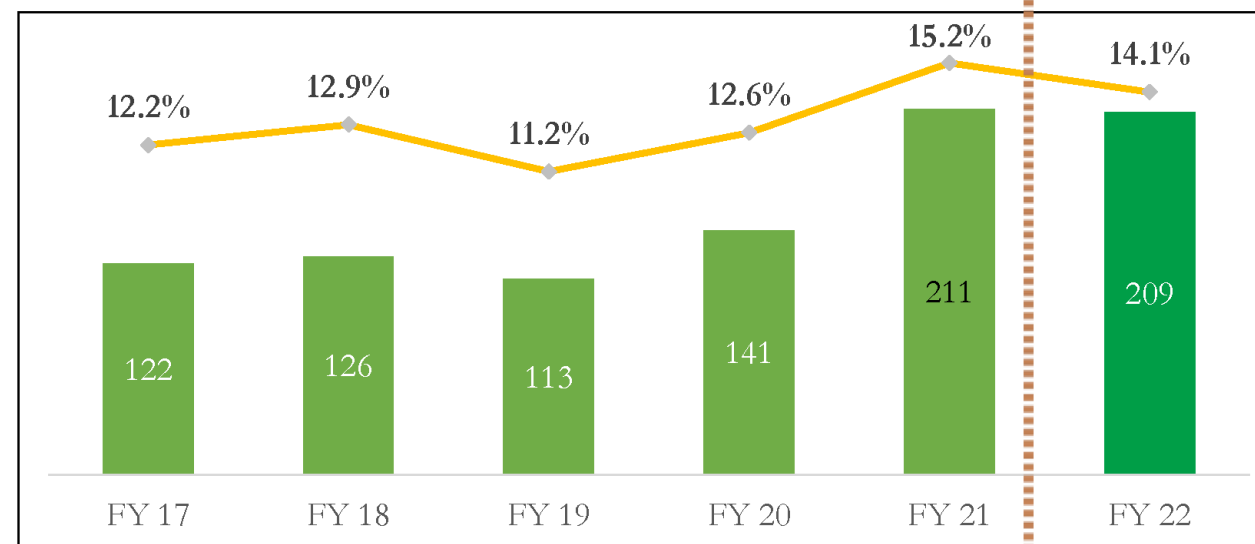
## Revenue from Operations and Gross Margin



## EBITDA and EBITDA Margin



## PAT and PAT Margin



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Dhanuka Agritech Limited (“Dhanuka Agritech” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Dhanuka Agritech undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



**Dhanuka Agritech Limited**  
(CIN: L24219DL1985PLC020126)

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