



Super Crop Safe Limited

Investor Presentation
August 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 specializes in the manufacturing and trading of agro-chemicals. The Company operates through its Pesticides, Bio-products, and Nutraceutical businesses.



Mission & Vision



Healthy Crops & Economy of Farmers



To be the leader in the Agrochemical industry, by providing dependable and affordable agri-solutions to farmers.



Augmentation of sustainable solutions for agriculture and its early inclusion in the product basket



Holistic diversification for sustainable business development



High return for investors in the industry



Employee satisfaction

Values



Integrity in business



Understanding farmers need for cost effective agri-inputs

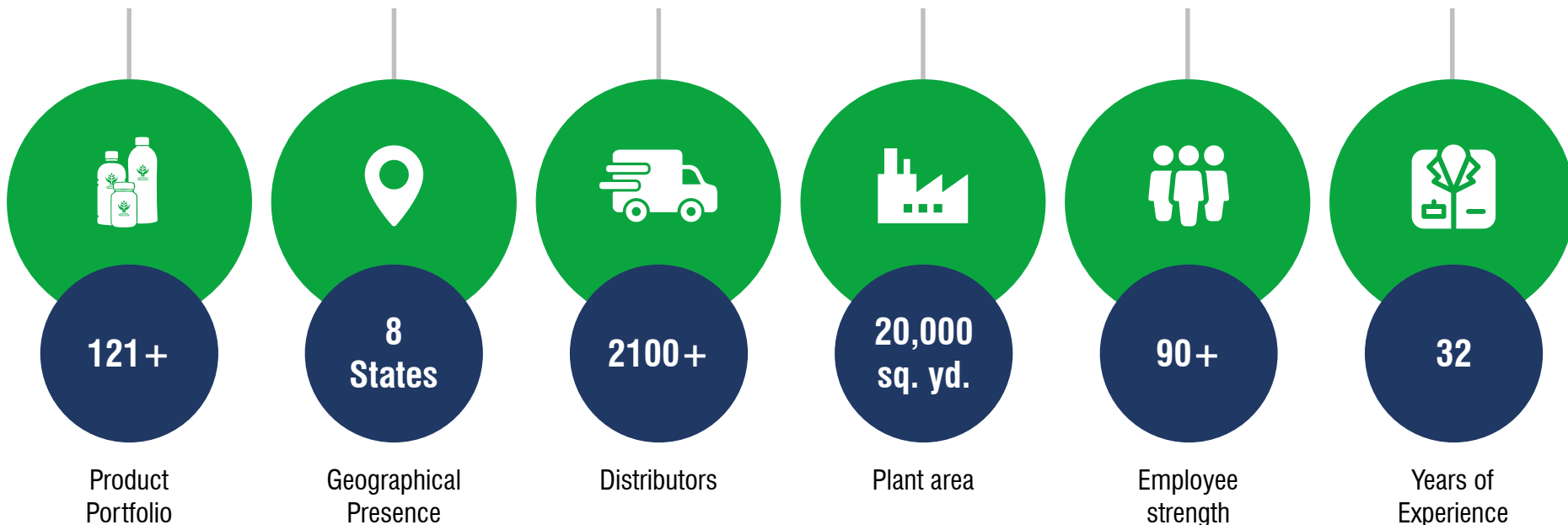


Creating a professional and enthusiastic work environment

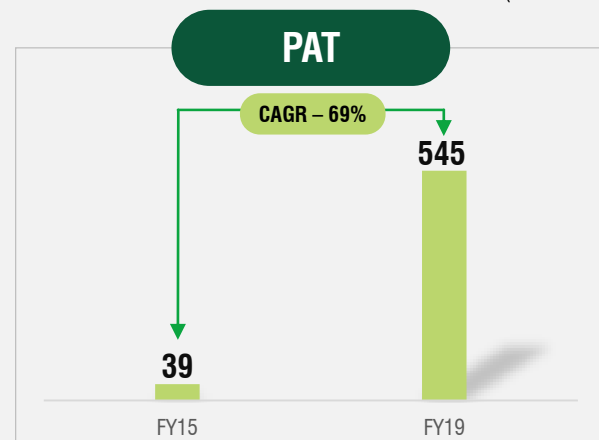
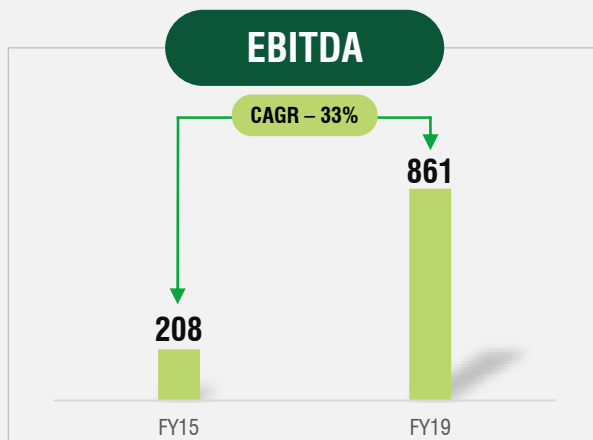
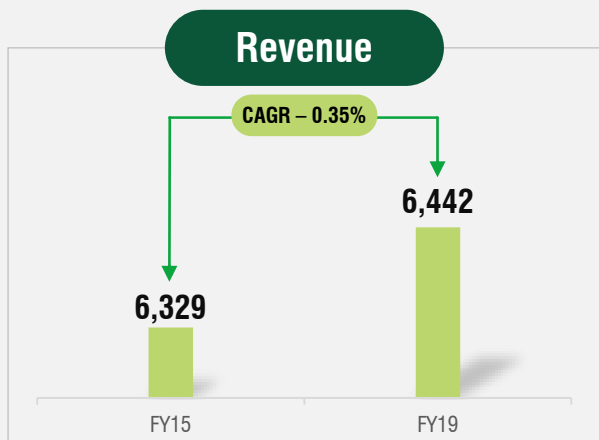


Catering to customers in need of value-for-money products

Facts and Figures



(In ₹ lakhs)



*Note: Revenue net of excise duty | FY19 numbers as per IndAS

History/ Milestone

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

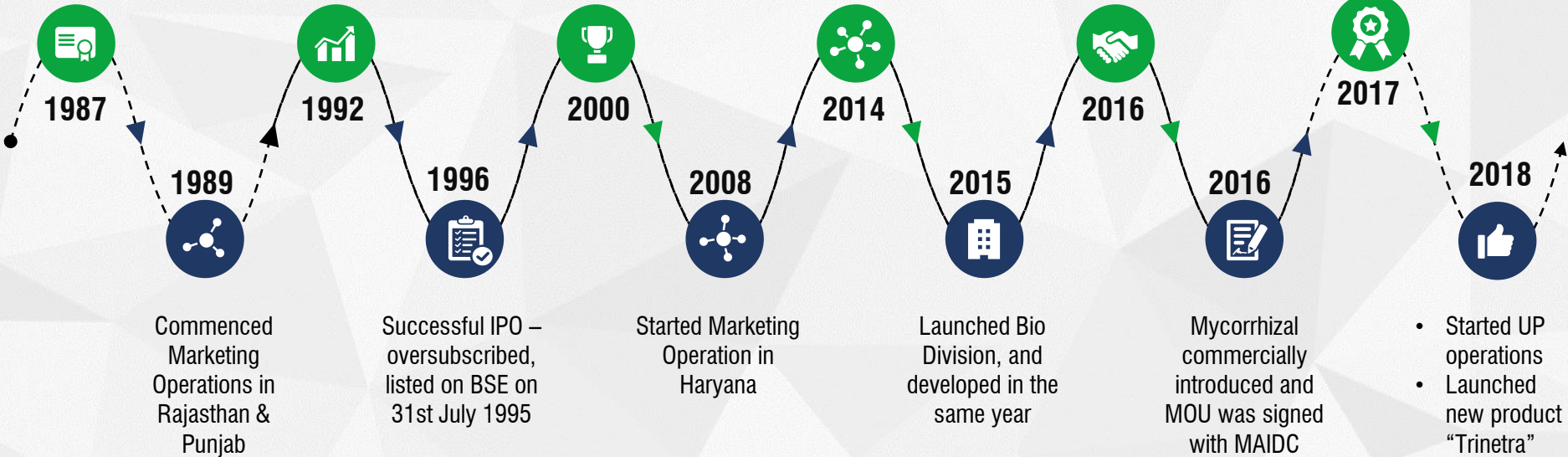
Converted into Public Limited Company

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



Awards and Accolades



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



Waste Minimization from National Productivity Council, New Delhi.

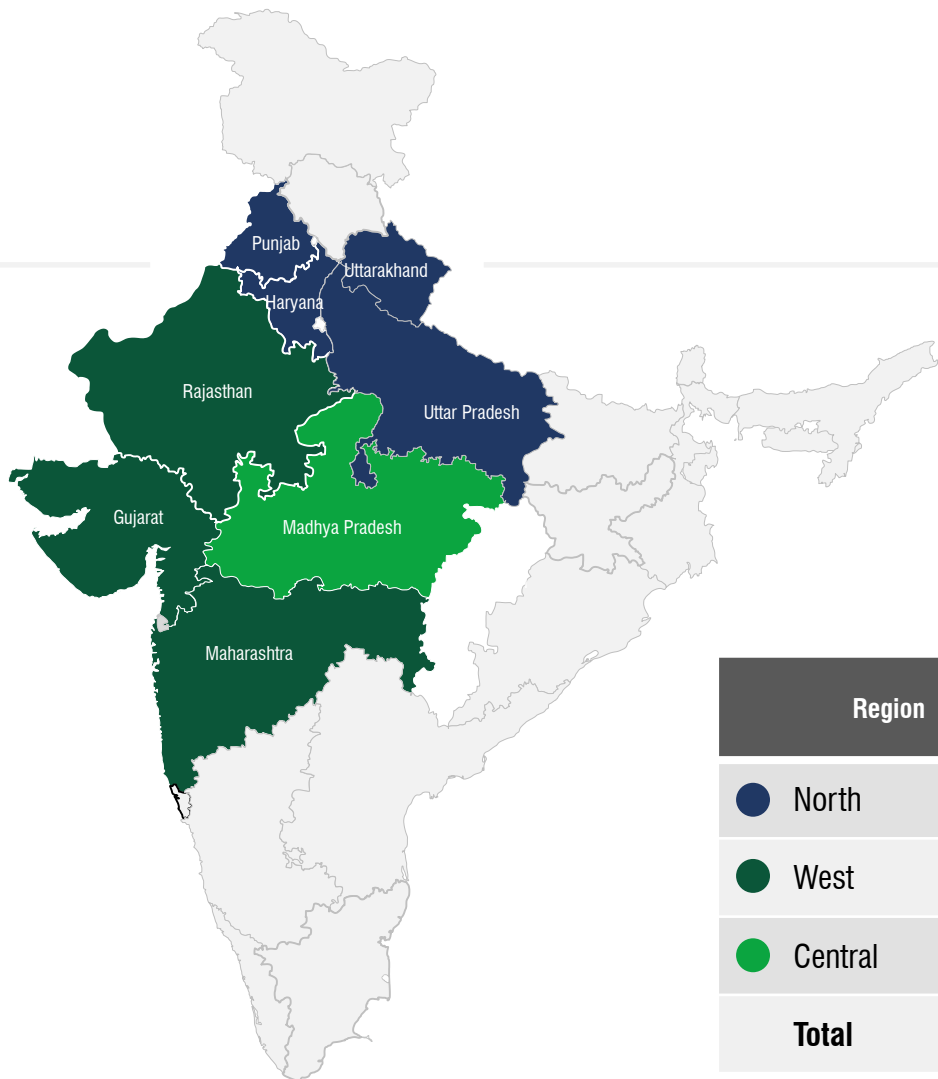


Gold Star Award from National Institute of Economic Development, New Delhi.



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 Lakhs)
● North	4	375	3	290
● West	3	1,468	4	5,863
● Central	2	266	1	289
Total	9	2,109	8	6,442



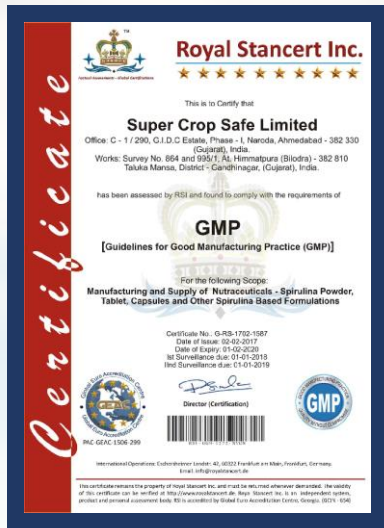
Liquid Formulation : 10,000 KL per Annum

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

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

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.



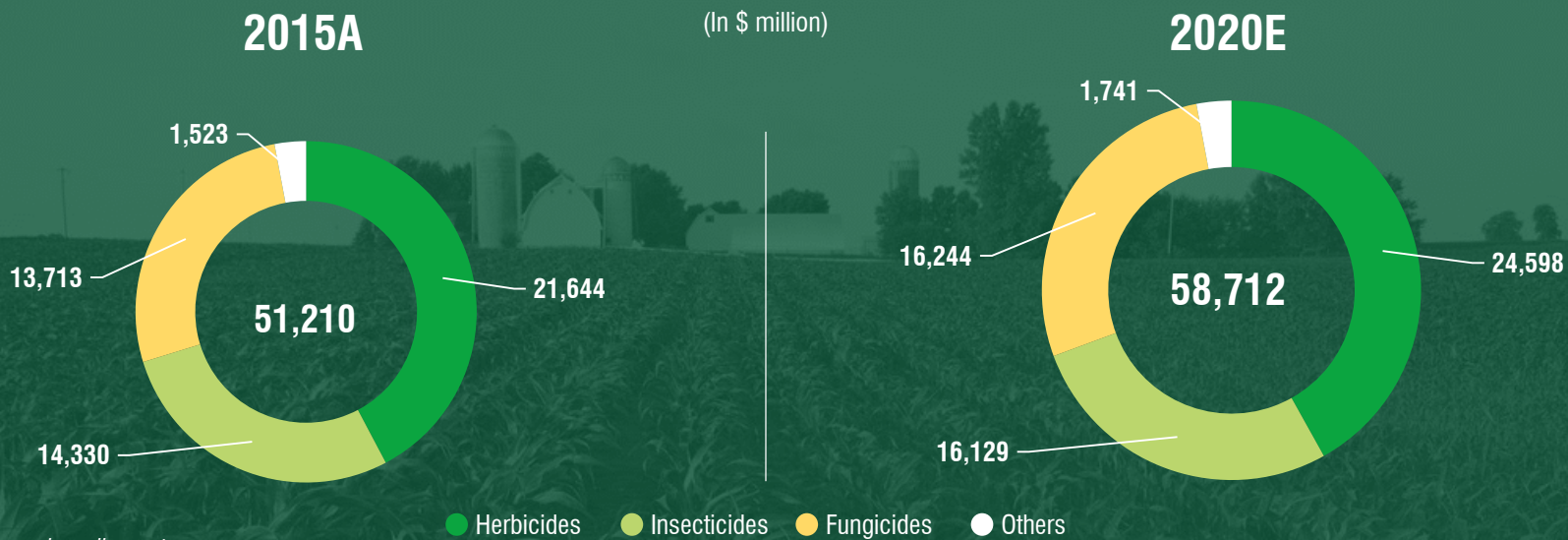
Mr. N. R. Krishna
Non Executive Independent Director

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.



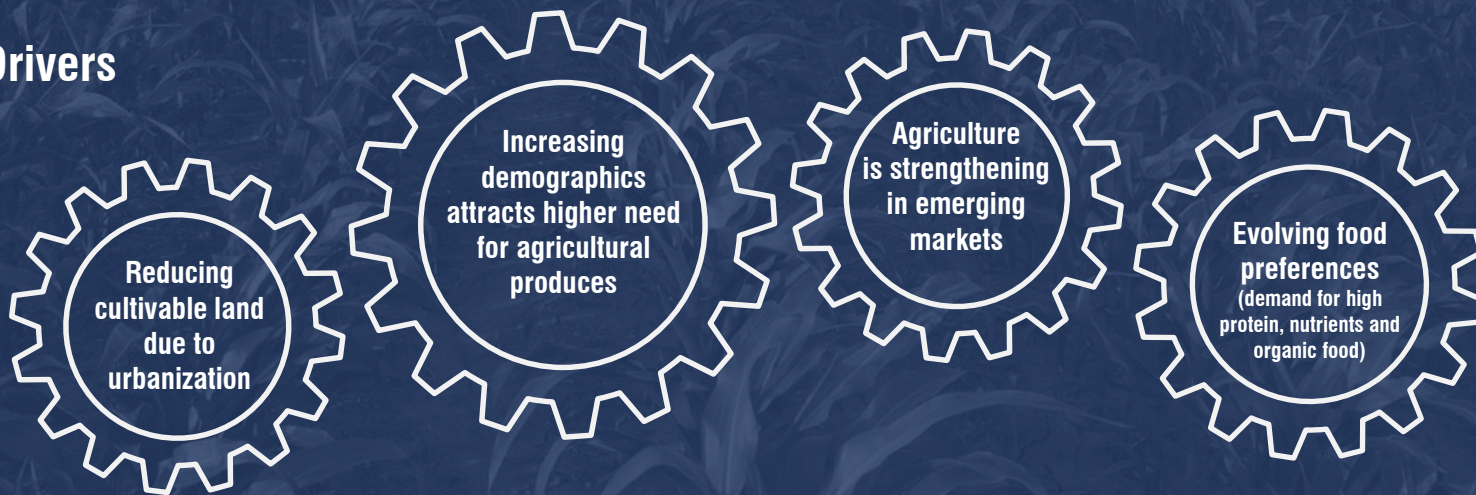
Investment Proposition & Growth Drivers

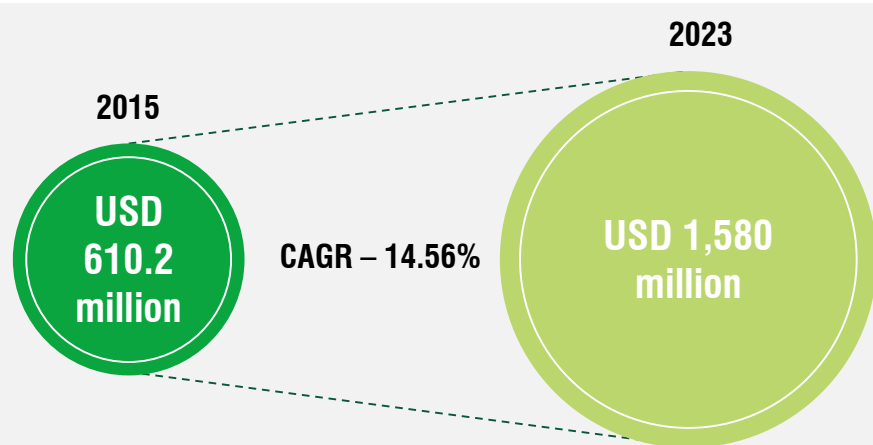
Robust Industry Growth



Source: phillips mcdougall report

Growth Drivers





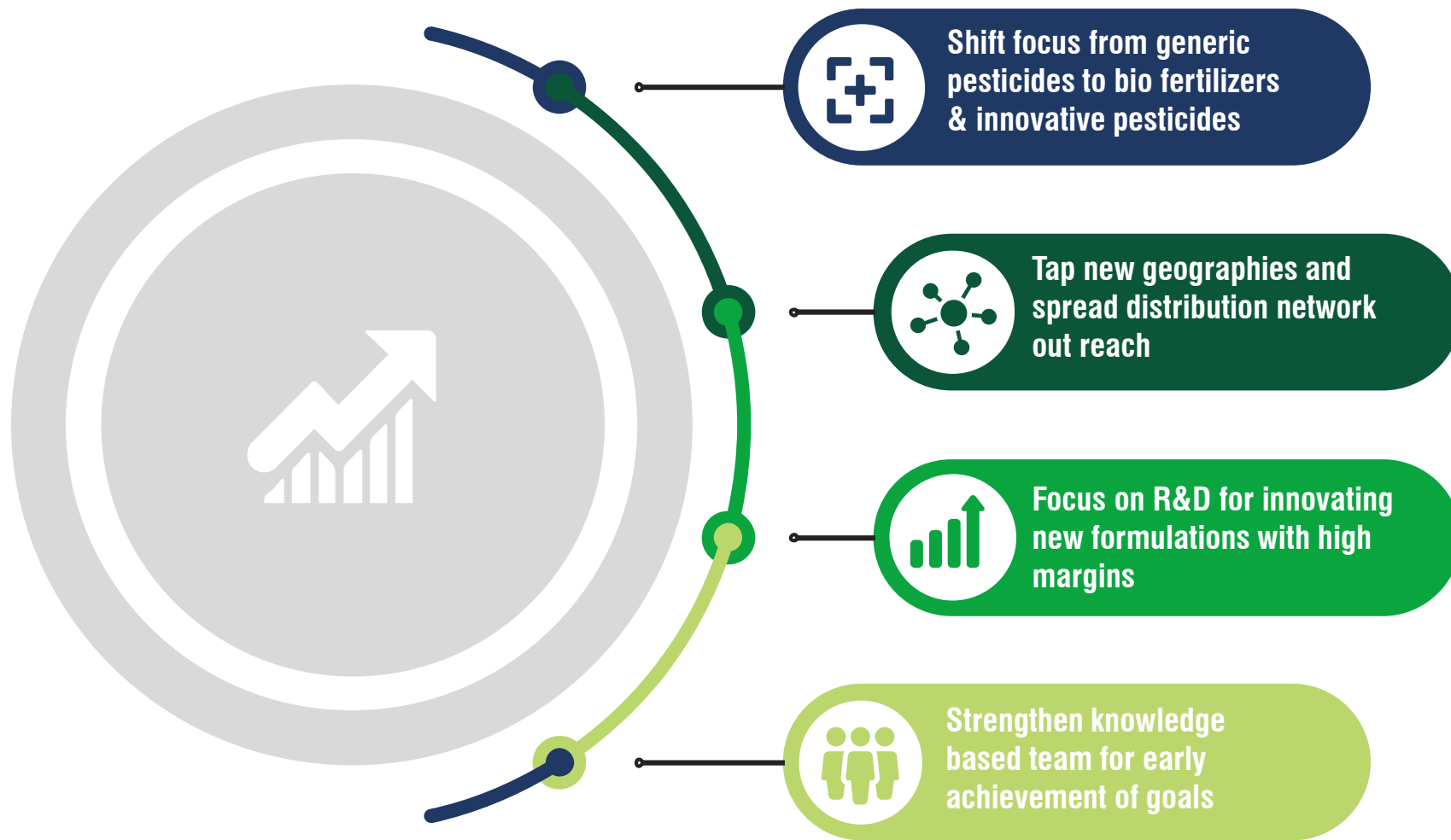
Asia-Pacific market of bio-fertilizers is the most resourceful and revenue generated market for biofertilizer manufacturing industries owing to availability of cheap labour force and low cost raw material in the region. Furthermore, the market is expected to register a CAGR of 11.2% over the forecast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

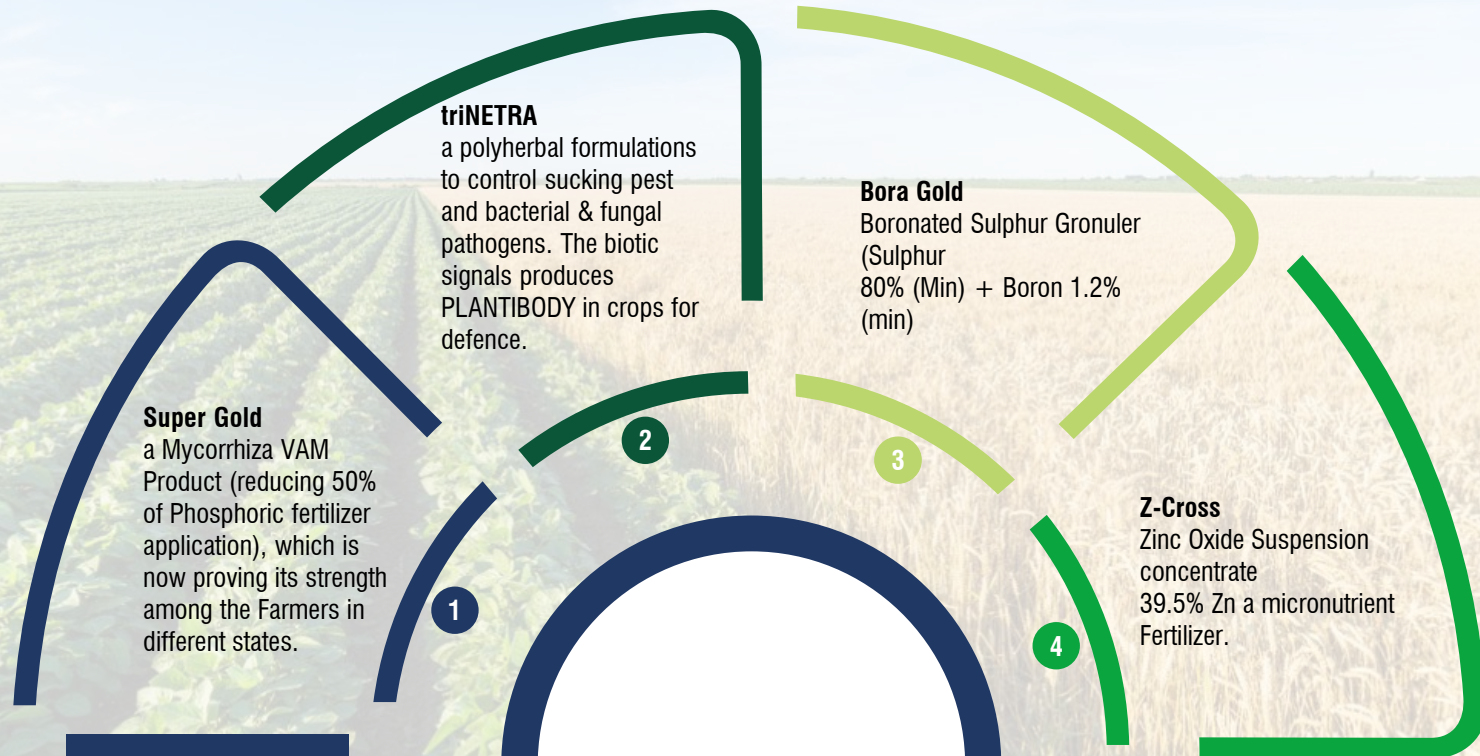






R&D and Product Portfolio

SUCROSA is slowly paving the ways of its unique USP-based strategy to categorise the best among the similar 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

Our Clientele



Excel Crop Care Ltd



Meghmani Organics
Ltd



Meghmani Industries
Ltd



Heranba Industries Ltd



GSP Crop Science
Pvt Ltd

Farmer campaign

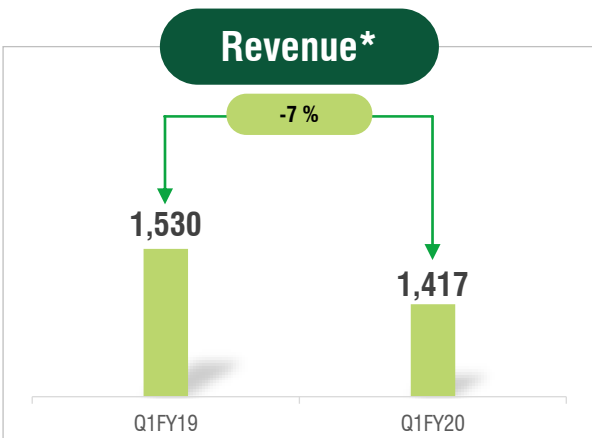




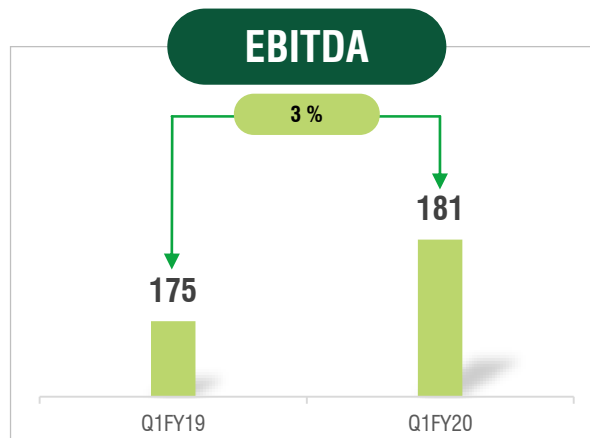
Result Summary

Results Summary – Q1FY20

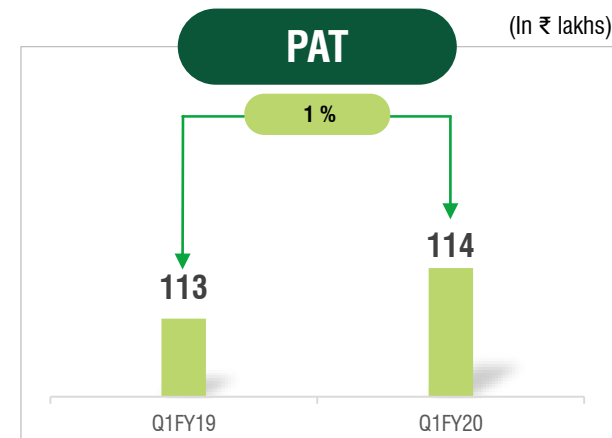
Revenue*



EBITDA



PAT



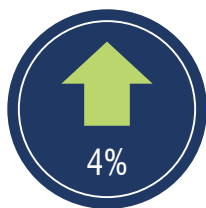
(In ₹ lakhs)

Revenue Breakup

(In ₹ lakhs)

*YoY Growth

Bio/Fertilizers



Insecticides



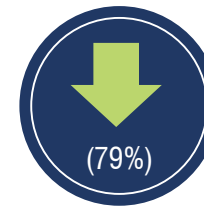
Weedicides



Fungicides



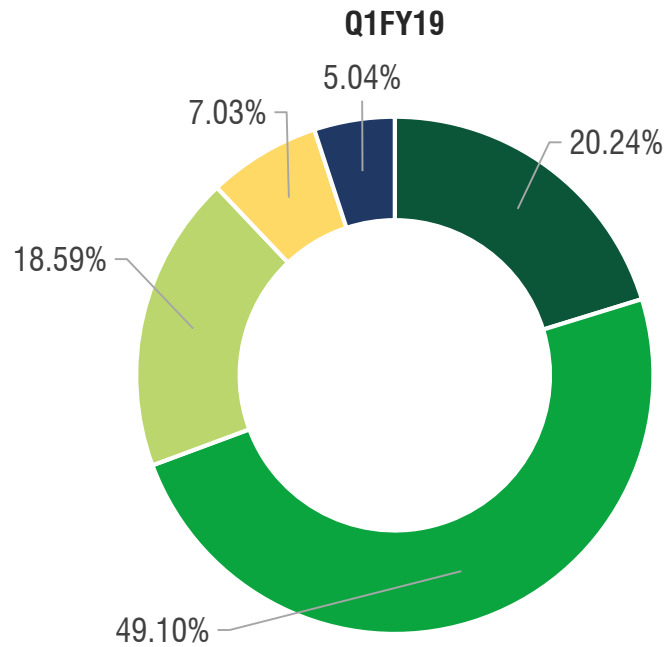
Other Traded Products



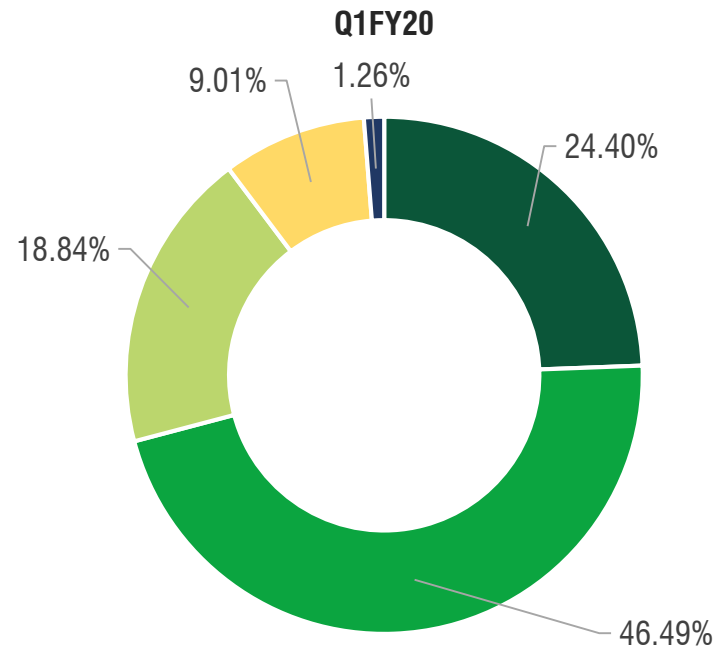
	Bio/Fertilizers	Insecticides	Weedicides	Fungicides	Other Traded Products
Q1FY20	351	669	271	130	18
Q1FY19	338	819	310	117	84

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

Segmental Revenue Split – Q1FY20

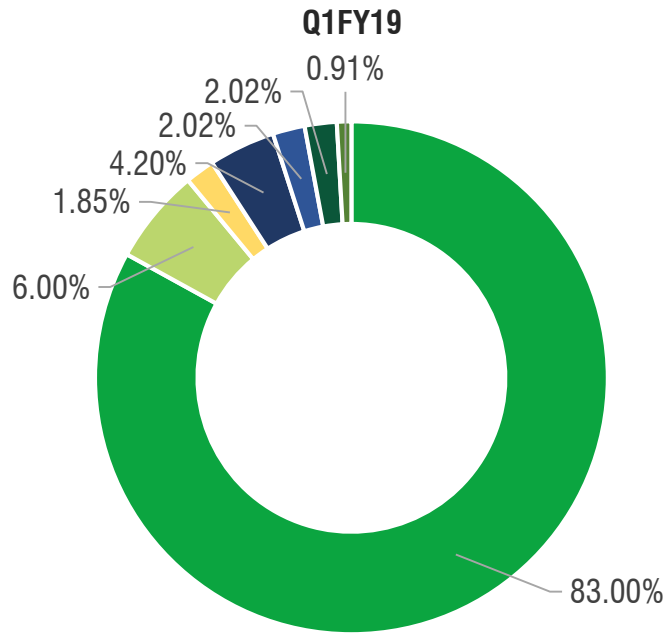


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

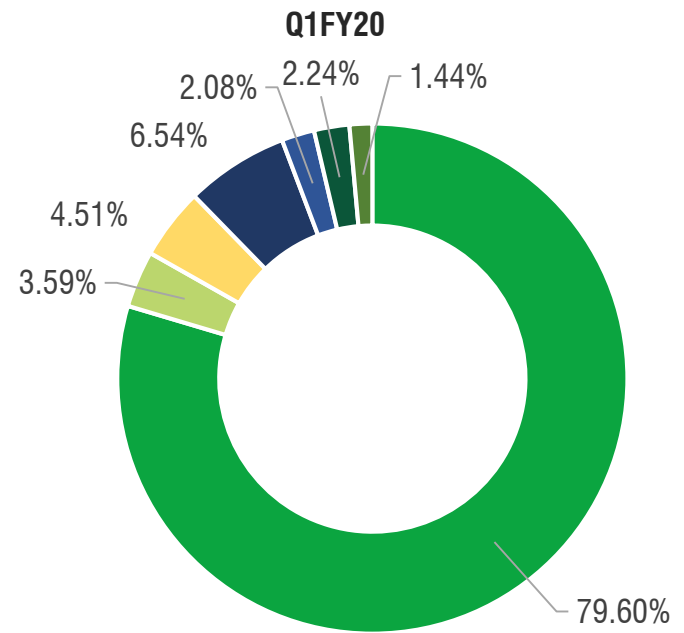


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

Geographical Revenue Split – Q1FY20

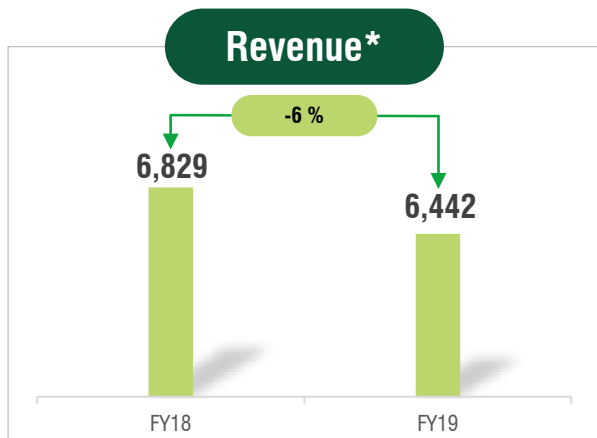


- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh

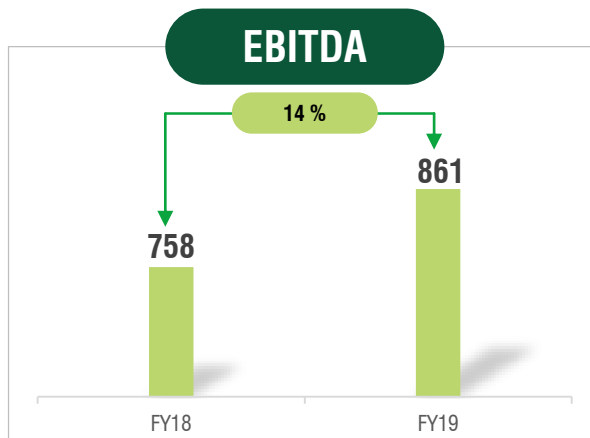


- Gujarat
- Mahashtra
- Haryana
- Madhya Pradesh
- Punjab
- Rajasthan
- Uttar Pradesh

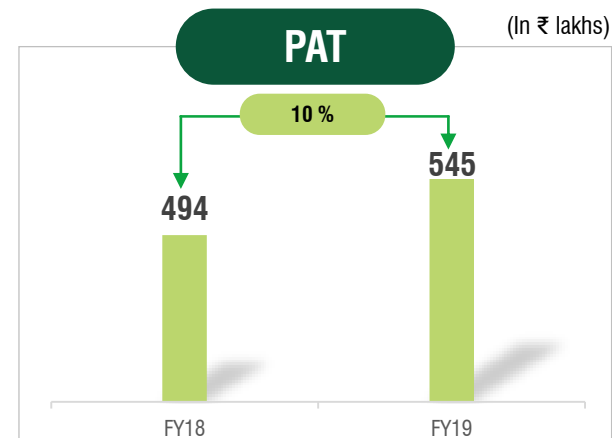
Revenue*



EBITDA



PAT



(In ₹ lakhs)

Revenue Breakup

(In ₹ lakhs)

*YoY Growth

Bio/Fertilizers



Insecticides



Weedicides



Fungicides



Other Traded Products



FY19

1,727

2,365

899

860

157

FY18

2,289

2,756

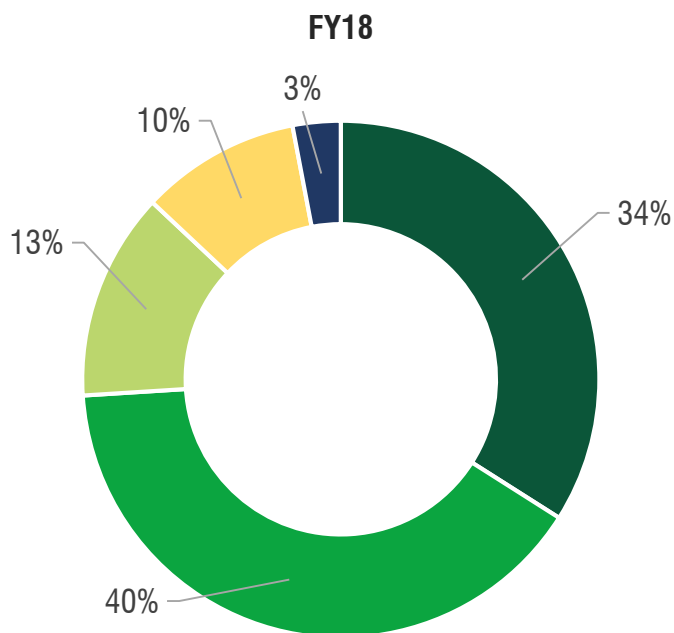
918

680

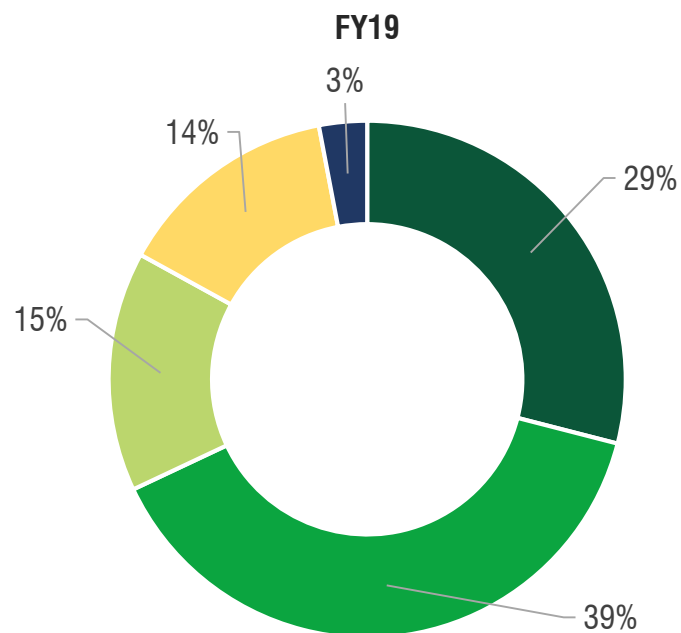
189

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

Segmental Revenue Split – FY19

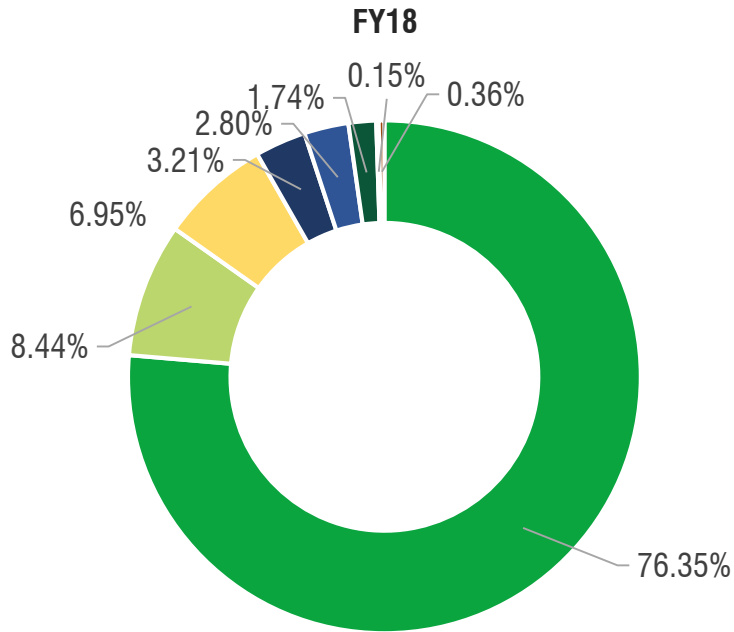


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

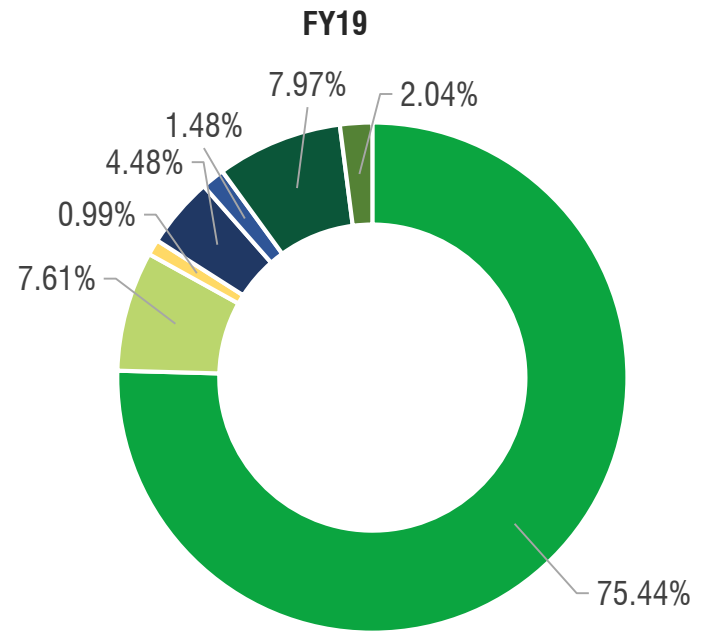


- Bio/Fertilizers
- Insecticides
- Weedicides
- Fungicides
- Other Traded Products

Geographical Revenue Split – FY19



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



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

Profit & Loss – Q1FY20

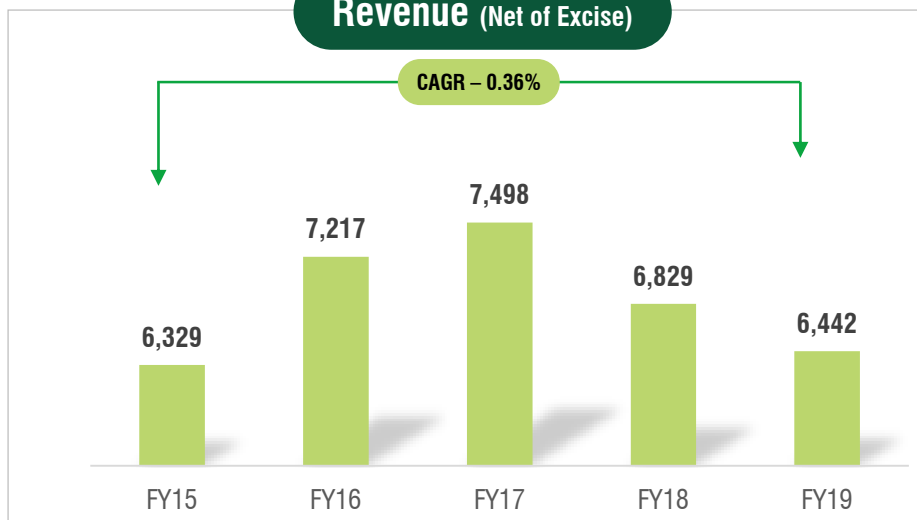
(In ₹ lakhs)

Particulars	Q1FY20 Unaudited	Q4FY19 Audited	Q1FY19 Unaudited	Y-o-Y (%)	FY19 Audited	FY18 Audited	Y-o-Y (%)
Revenue from Operations*	1,417.32	1,251.54	1,530.37	-7%	6,441.99	6,829.48	-8%
Expenses	1,298.12	1,085.66	1,404.52	-8%	5,835.97	6,454.59	-10%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	153.81	209.03	155.73	-1%	744.66	678.68	10%
Other Income	0.28	28.66	0.08	250%	32.83	3.67	795%
Profit from ordinary activities before Finance Costs and Exceptional Item	154.09	237.69	155.81	-1%	777.49	682.35	14%
Finance costs	34.61	43.15	29.88	16%	138.64	122.45	13%
Profit from ordinary activities before exceptional item and tax	119.48	194.54	125.93	-5%	638.85	559.90	14%
Profit from ordinary activities before tax	119.48	194.54	125.93	-5%	638.85	559.90	14%
Tax	6.37	55.29	12.94		94.26	66.22	
Net Profit for the period	114.19	142.53	113.11	1%	548.51	494.11	10%
Earnings Per Share (Basic)	0.29	0.35	0.29		1.38	1.28	
Earnings Per Share (Diluted)	0.29	0.35	0.29		1.38	1.28	

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

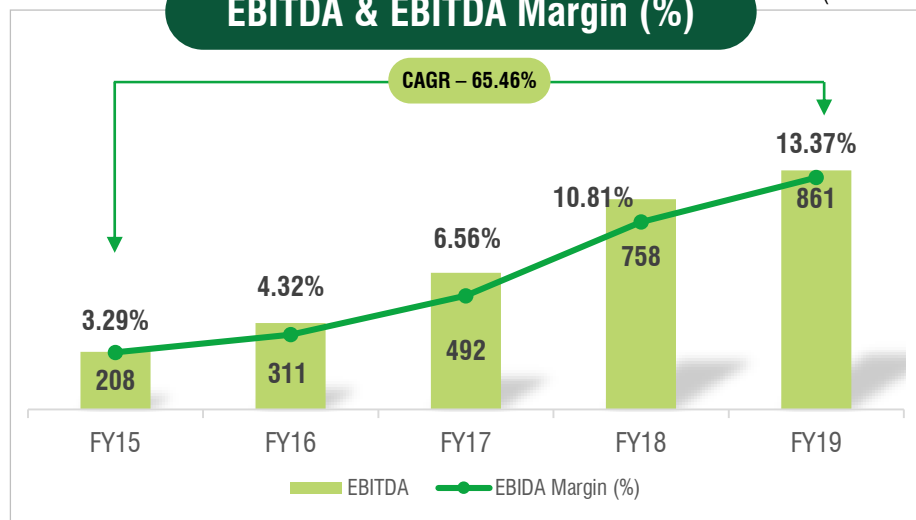
Strong Financial Performance

Revenue (Net of Excise)

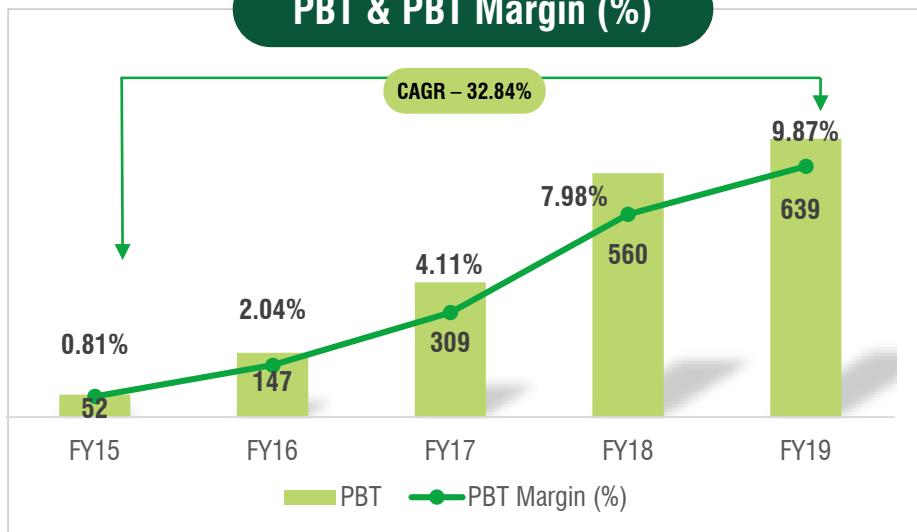


EBITDA & EBITDA Margin (%)

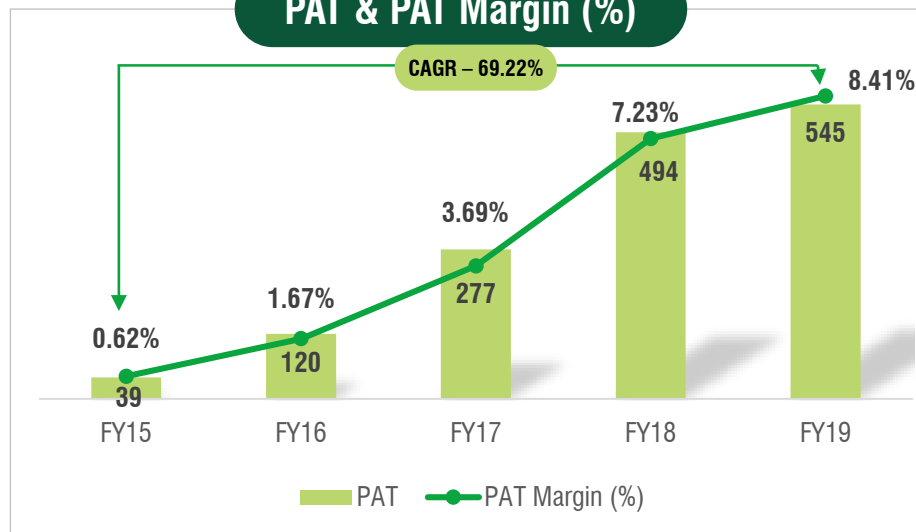
(In ₹ lakhs)



PBT & PBT Margin (%)



PAT & PAT Margin (%)

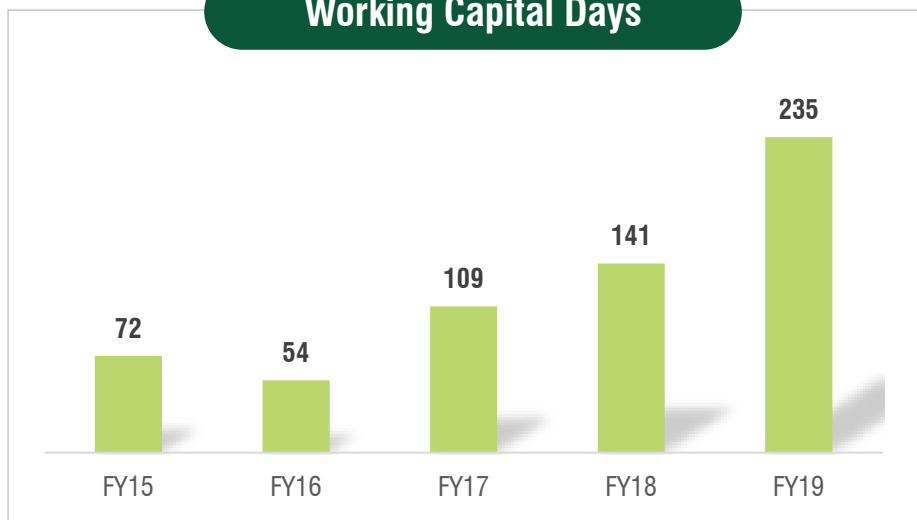


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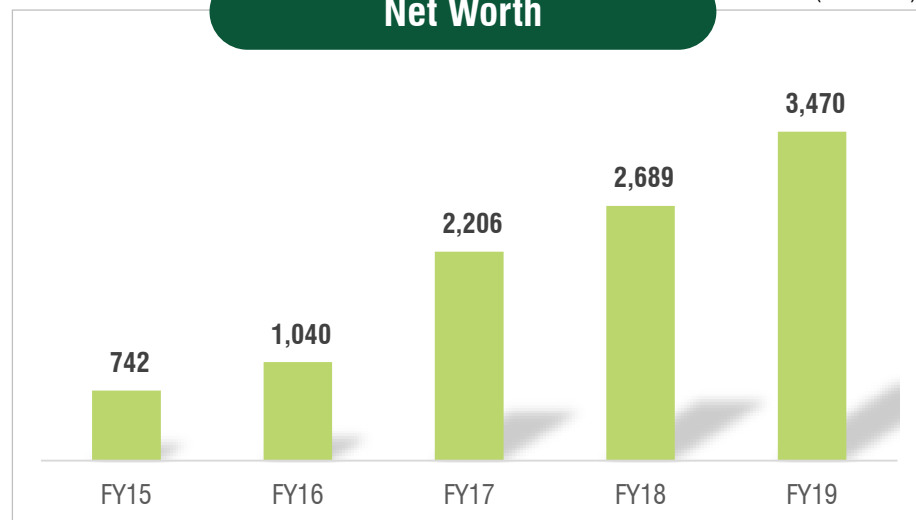
Strong Financial Performance

Working Capital Days

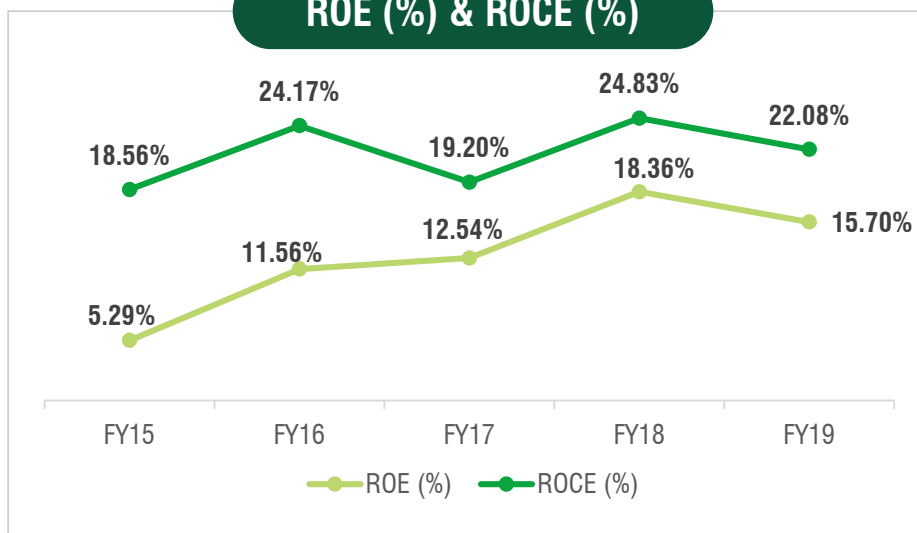


Net Worth

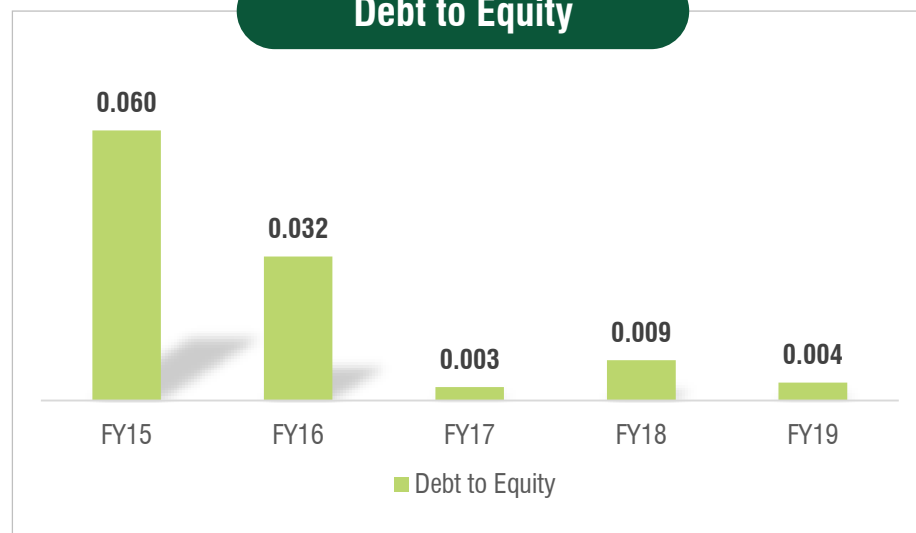
(In ₹ lakhs)



ROE (%) & ROCE (%)



Debt to Equity



Profit and Loss Statement

(In ₹ lakhs)

Particulars	FY15	FY16	FY17	FY18	FY19
INCOME					
Revenue From Operations (Net of excise)	6,328.60	7,217.23	7,498.21	6,829.48	6441.99
Other Income	23.04	0.54	28.31	3.67	32.83
Total Revenue	6,351.64	7,217.77	7,526.52	6,833.15	6,474.82
EXPENSES					
Cost of Materials Consumed	2,529.09	2,755.92	3,497.21	4,382.35	4621.81
Purchases of Stock-in-Trade	3,187.83	3,206.73	2,945.81	703.89	281.12
Changes in Inventories of Finished Goods	(241.21)	171.40	(302.86)	190.89	(135.25)
Employee Benefits Expense	147.58	151.59	172.00	258.39	262.25
Finance Costs	95.53	112.67	121.71	122.45	138.64
Depreciation and Amortization Expense	61.14	51.31	60.99	75.64	83.80
Other Expenses	520.16	620.70	722.41	539.64	583.60
Total Expenses	6,300.13	7,070.32	7,217.27	6,454.59	5835.97
Profit Before Tax	51.52	147.46	309.25	559.90	638.85
Tax Expense:					
(1) Current Tax	(15.92)	(29.86)	36.24	67.07	87.59
(2) Deferred Tax	3.66	2.64	(3.57)	(0.85)	6.67
Total Comprehensive Income	39.25	120.23	275.97	494.11	548.51
Profit/(Loss) For The Period	39.25	120.23	276.58	493.68	544.59
Earning Per Equity Share					
(1) Basic	0.14	0.42	0.79	1.28	1.38
(2) Diluted	0.14	0.42	0.78	1.28	1.38

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

(In ₹ lakhs)

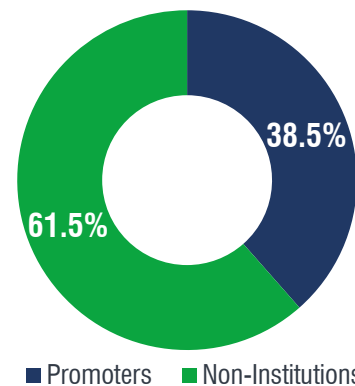
Particulars	FY15	FY16	FY17	FY18	FY19
EQUITY AND LIABILITIES					
Shareholder's Funds					
Share Capital	568.76	646.39	754.89	784.89	790.49
Reserves and Surplus	173.65	393.57	1,451.25	1,904.27	2,679.18
Non-Current Liabilities					
Long-Term Borrowings	44.53	33.52	7.62	23.73	12.34
Deferred Tax Liability (Net)	5.38	2.74	0.00	0.00	0.00
Provisions	0.00	0.00	30.83	34.99	39.85
Current Liabilities					
Short-Term Borrowings	553.26	568.87	874.09	1,197.35	1,320.62
Trade Payables	1,071.29	971.33	977.54	1,017.09	1,381.67
Other Current Liabilities	355.34	322.97	177.34	296.47	420.20
Short-Term Provisions	78.11	95.24	53.90	92.3	135.11
TOTAL LIABILITIES	2,850.31	3,034.64	4,327.45	5,351.09	6,779.46
ASSETS					
Non-current assets					
Fixed assets					
(i) Tangible assets	344.32	396.97	538.31	624.36	670.48
(ii) Intangible assets	0.00	0.00	0.00	0.00	0.00
Non-Current Investments	0.20	0.02	20.02	21.39	22.87
Long Term Loans and Advances- Security Deposits	3.51	3.57	2.95	3.05	3.05
Deferred Tax Assets	0.00	0.00	13.07	13.73	5.55
Current assets					
Inventories	1,122.84	848.58	1,531.12	1,579.87	2,678.80
Trade Receivables	1,275.60	1,643.61	2,072.12	2,941.55	3,196.95
Cash and Cash Equivalents	42.44	49.58	46.19	50.83	45.13
Short-Term Loans and Advances	61.41	89.58	99.70	111.03	141.66
Other Current Assets	0.00	2.73	3.97	5.28	14.97
TOTAL ASSETS	2,850.31	3,034.64	4,327.45	5,351.09	6,779.46

(As on 30th June 2019)

Stock Information (as on 22nd August 2019)

Market Capitalization (₹)	721.3 Mn.
Shares Outstanding	39.52 Mn.
Free Float (₹)	353.4 Mn.
Symbol (BSE)	530883

Shareholding Pattern (%)



Source: BSE

Stock Performance Chart (as on 22st August 2019)



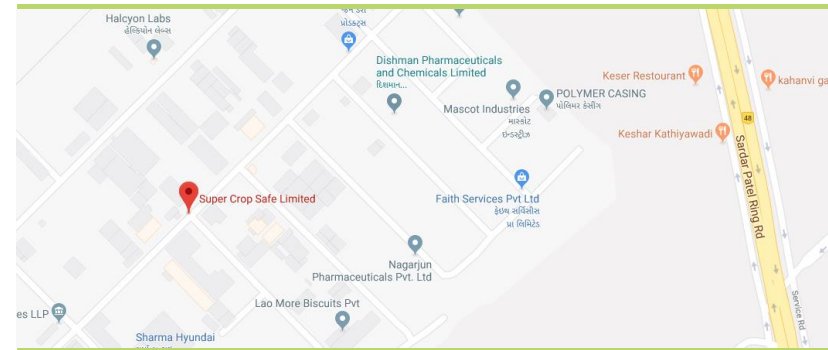


SUPER CROP SAFE LIMITED

C 1 / 290, GIDC Estate, Naroda,

Phase I, Ahmedabad, Gujarat, 382330

Tel.: 079-22823907 / 32915987 | Web: www.supercropsafe.in



Thank You

Investor Relations Advisors:

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