

# Dhanuka Agritech Limited

***Un-audited Financial Results for the  
Quarter ended 30<sup>th</sup> June, 2017***

10<sup>th</sup> August, 2017





## Dhanuka Agritech: An Overview

Dhanuka is the second largest Indian agrochemicals formulation Company in domestic brand sales.

4 manufacturing facilities located in NCR, 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 8,800 direct dealers, selling to approx. 80,000 retailers.

Products are used by over 10 million farmers across India.

The legend of Indian cinema, Mr. Amitabh Bachchan is Brand Ambassador of Dhanuka.





## 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

**Insecticides**

- Barrier Craze, D-Era, Dhanutop, Fuzi Super, Maxx-soy, Nabood, Noweed, Oxykill, Ozone, Qurin, Sakura, Sempra, Targa Super, Weedmar

**Herbicides**

- Cursor, Dhanteam, Dhanuka M-45, Dhanustin, Hexadhan, Conika, Kasu-B, Godiwa, Vitavax Power, Lustre, Protocol, Sheathmar, Sixer, Zerox

**Fungicides**

**Plant Regulator Nutrients**

- Dhanvarsha, Dhanuvit, Dhanzyme Gold, Maxyld, Wetcit





## Strategic Partnerships



Nissan Chemical  
Japan



Mitsui Chemicals

Mitsui Chemicals  
Inc.  
Japan



SUMITOMO CHEMICAL

Sumitomo  
Chemical  
Japan



Hokko Chemical  
Japan



Oat Agri Japan



Arysta Life Science



FMC Corporation  
USA



DUPONT  
USA



ORO AGRI  
USA

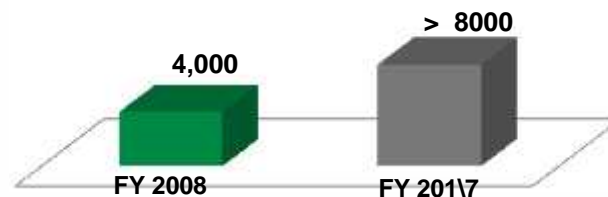
The Company enjoys long lasting relationships with its global partners.  
Most of the relationships have been active for more than a decade.



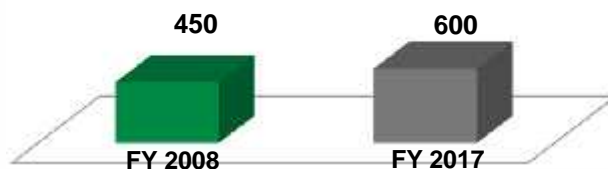


# Marketing Network

Total Distributors



Reach – Districts covered through distributors



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



Products are used by over 10 million farmers across India



## Key Growth Drivers (1/2)

### Manifold increase in rural income

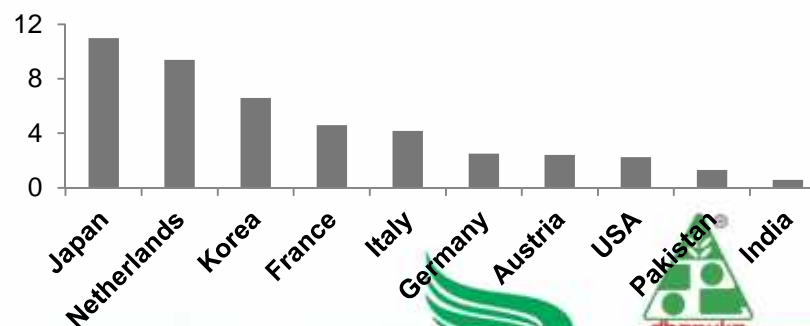
- Government guaranteed minimum prices for the majority of crops have increased by 30-110% in the past seven years giving thrust to rural incomes

### 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	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	% increase from FY11 to FY17
Paddy	1,000	1,080	1,250	1,310	1,360	1,410	1460	46.00%
Red Gram (Arhar/Tur)	3,000	3,200	3,850	4,300	4,350	4,625	4800	60.00%
Green Gram (Moong)	3,170	3,500	4,400	4,500	4,600	4,850	4900	54.57%
Black Gram (Urad)	2,900	3,300	4,300	4,300	4,350	4,625	4800	65.52%
Groundnut	2,300	2,700	3,700	4,000	4,000	4,030	4100	78.26%
Soyabean	1,440	1,690	1,690	2,560	2,560	2,600	2650	84.02%
Cotton	2,500	2,800	3,600	3,700	3,750	3,800	3850	54.00%
Wheat	1,120	1,285	1,350	1,400	1,450	1,450	1500	33.93%

Consumption of Agrochemicals (Kg / Hectare)



## Key Growth Drivers (2/2)

### Prevention of large crop wastages

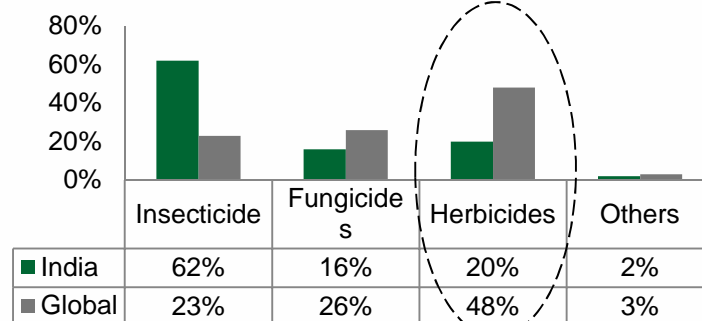
- Insects, fungus and weeds destroy crops worth billions of dollars annually
- Despite large area under cultivation of paddy and wheat, we lag behind in total production

### 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

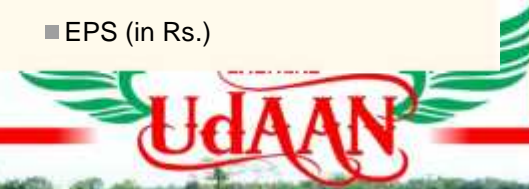
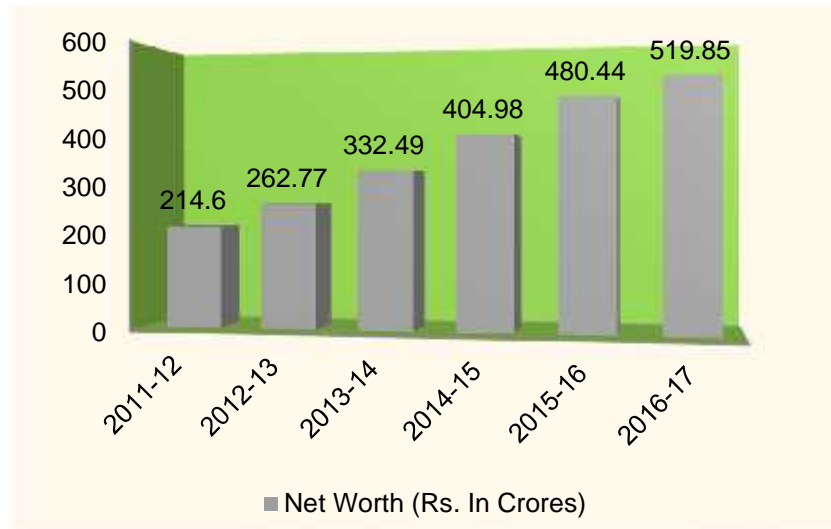
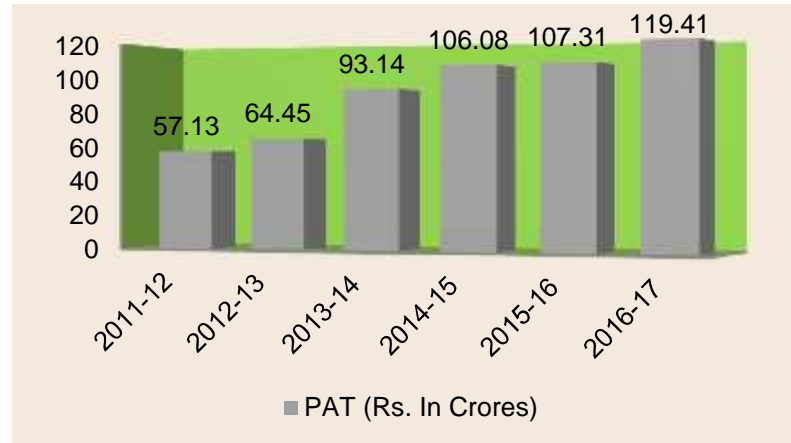
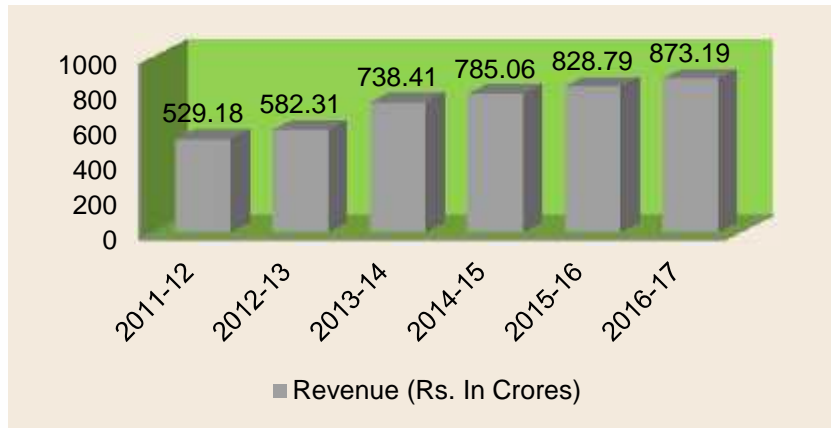
(Rs. in Crores)

Particulars	FY 13	FY 14	FY 15	FY16	FY17
Revenue	582.31	738.41	785.08	828.79	873.19
EBIDTA	88.84	125.34	137.84	152.35	184.16
PAT	64.45	93.14	106.08	107.31	119.41
Revenue Growth (%)	11.2%	26.1%	6.32%	5.57%	5.36%
<b>As % to Sales</b>					
EBIDTA	15.26%	16.97%	17.56%	18.38%	21.09%
PAT	11.07%	12.61%	13.51%	12.95%	13.68%
Net Worth	262.77	332.49	404.99	480.44	519.85
Debt	33.01	39.41	15.80	7.69	7.89
<b>Financial Ratios</b>					
Long term Debt- Equity Ratio	0	0	0	0	0
RoNW	24.5%	28.01%	25.8%	22.34%	22.97%





## Historical Financial Performance





## Operational Highlights - Result Period 30.06.2017

(Rs.in Crores)

Un-audited

Particulars	Q.E. June-17	Q.E. June-16	rise / fall % bps	FY 16-17
Turnover	218.38	223.32	-2.21	873.19
EBIDTA	26.58	32.02	-16.99	184.17
EBIDTA% to Net Sales	12.17	14.34	-217bps	21.09
PAT	16.14	19.91	-18.94	119.41
PAT% to Net Sales	7.39	8.92	- 153bps	13.68
EPS (Rs.) Diluted	3.29	3.98	-0.69	23.88
EPS (Rs.) Basic	3.29	3.98	-0.69	23.88





*THANK YOU!!*

