



NACL Industries Limited

Ref: NACL/SE/2023-24

February 29, 2024

1) BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400001

Stock Code: 524709

2) National Stock Exchange of India Ltd

Exchange Plaza, 5th Floor, Plot No.C/1
G Block, Bandra –Kurla Complex
Bandra (E), Mumbai-400051

Symbol: NACLIND

Dear Sir,

Sub: Investor Presentation - reg.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the investor presentation for the third quarter and nine months ended December 31, 2023.

Kindly take the same on records.

Thanking you,

for **NACL Industries Limited**

Satish Kumar Subudhi

Vice President-Legal & Company Secretary

Encl: As above





NACL

Industries Limited

Investor Presentation
Q3 & 9M FY 2023 -24

This presentation may include statements, which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward-looking statements are based on certain assumptions and expectations of future events.

The company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. The company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise. While every effort is made to ensure that this presentation conforms with all applicable legal requirements, the company does not warrant that it is complete, comprehensive or accurate, or commit to its being updated. No part of the information provided herein is to be construed as a solicitation to make any financial investment and is provided for information purposes only.

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Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations.

OPERATIONAL HIGHLIGHTS

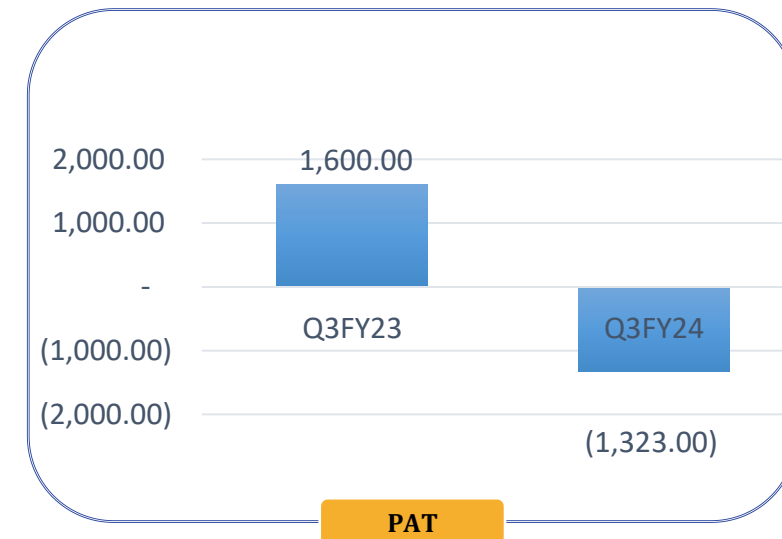
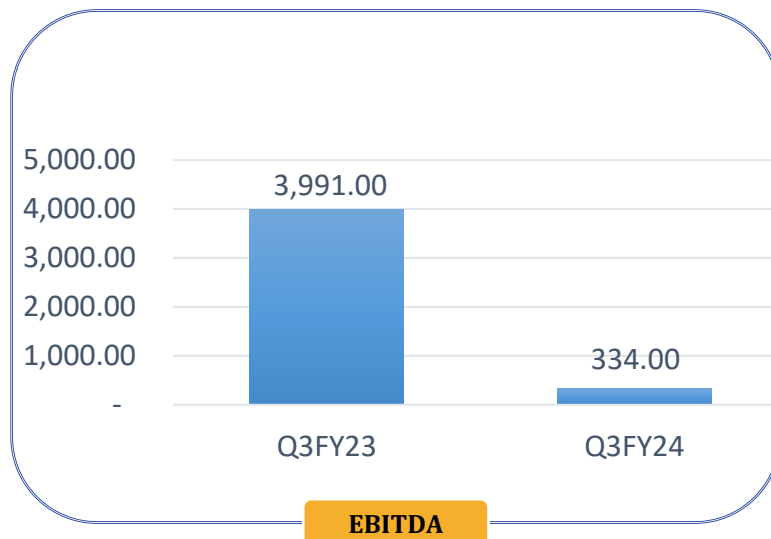
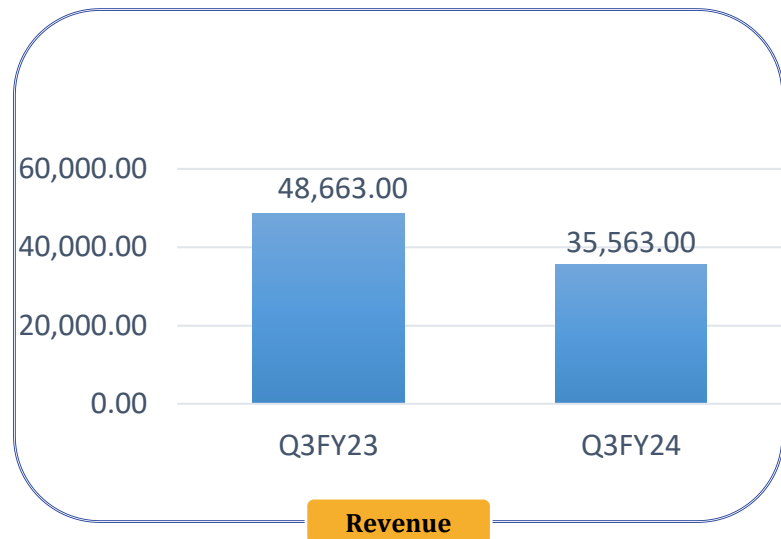




- The quarter and nine-month period witnessed a confluence of adverse factors that hampered performance. Weaker global demand, steep in input prices, supply chain disruptions, steep drop in product prices and others, that hampered sales and put pressure on margins. Erratic monsoon conditions added another layer of complexity, impacting the overall operations and performance. The Company is actively addressing these challenges by taking cost-reduction measures, optimizing operations and adapting changed market dynamics.
- Exports contributed to 22% of the total revenues during the third quarter of FY 2024. Exports business continued to be challenged due to steep price drop and weaker demand on account of continuing inventory overhang at industry level and El Nino conditions.
- The domestic Retail business performed well and achieved a growth of 18% in Q3 ended 2023 and 15% over the 9 months ended December 31, 2023, despite demand for agrochemicals being muted due to high Kharif inventory in the market, lower acreage in some crops and other conditions such as delay in Paddy transplanting.
- Domestic Institutional business clocked robust growth in Q2, driven by higher volumes and input product mix.
- During Q3 supplies of major raw materials in Domestic Market were largely stable. The phenomena of falling price from China seems to have closed by end of Q3. Rising freight costs and delays due to shipping disruptions in the Red Sea could impact this fragile stability. Despite higher raw material costs, manufacturers face pressure to keep prices down due to excess capacity and weak demand. Existing inventories of finished goods (especially technical products) held by MNCs might delay price recovery for the next few months.
- R&D team at NACL is continuously working on the process development and synthesis of New off-patent generic products and recipe development for various new patentable combinations.
- Dr. M.Lakshmi Kantam has been appointed as an Additional Director of the Company under the Independent category on the Board of the Company with effect from January 23,2024, subject to approval of shareholders.

RESULTS SUMMARY





Revenue Breakup

Insecticides



6%

Herbicides



-54%

Fungicides



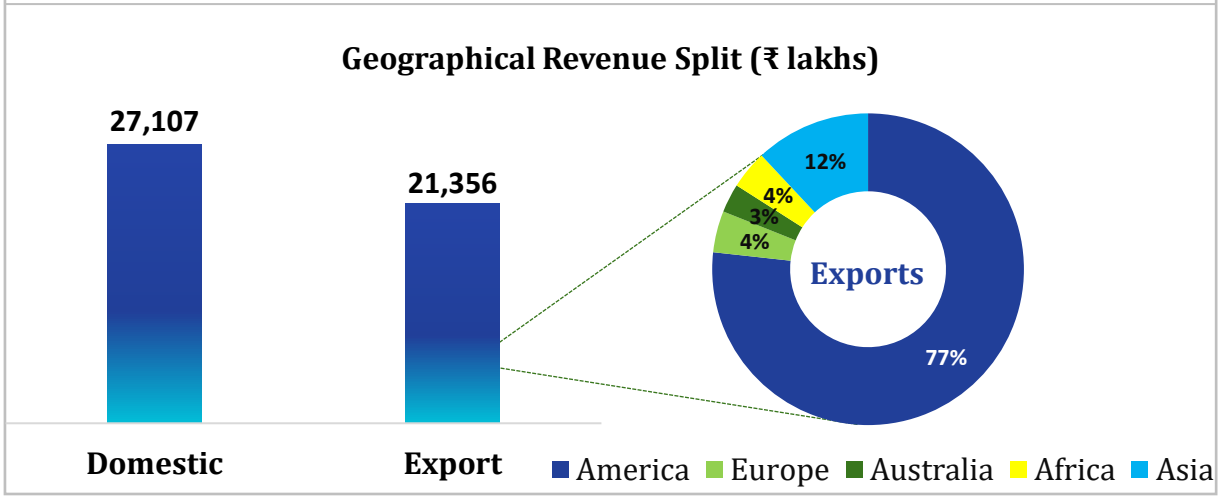
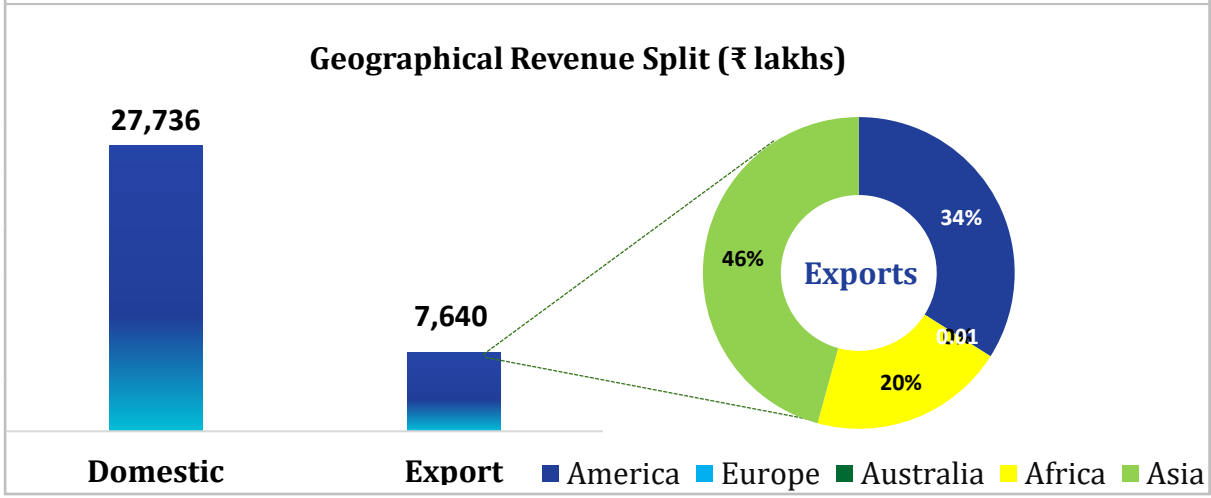
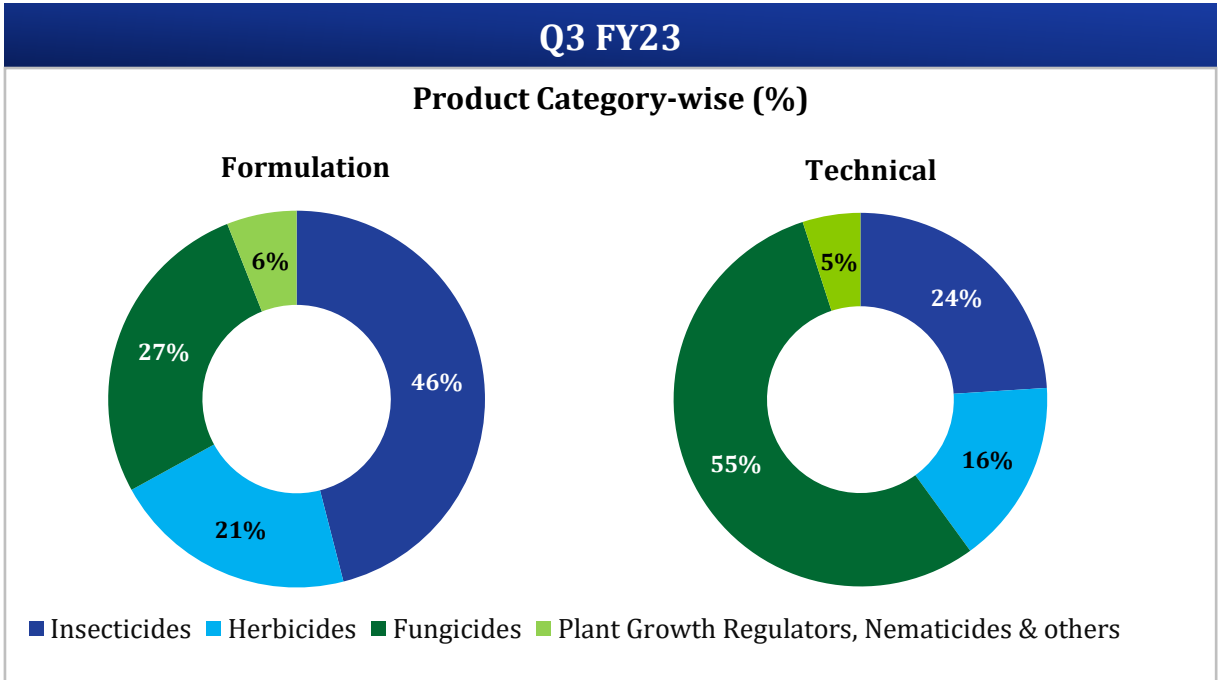
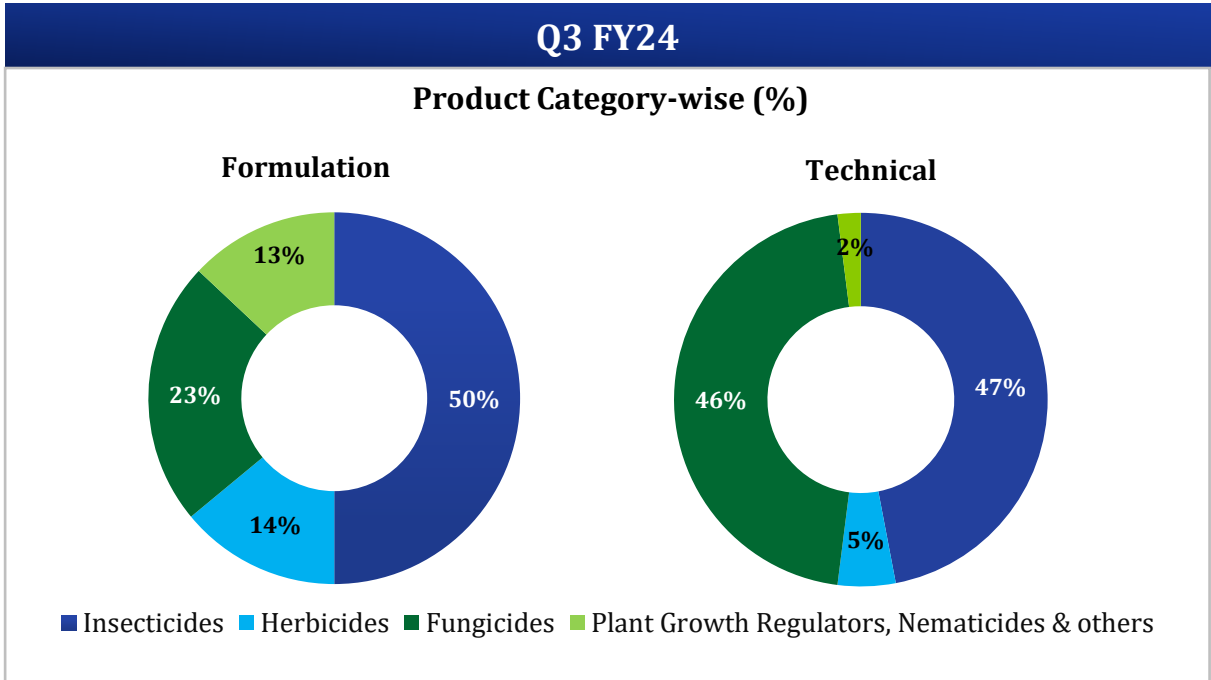
-51%

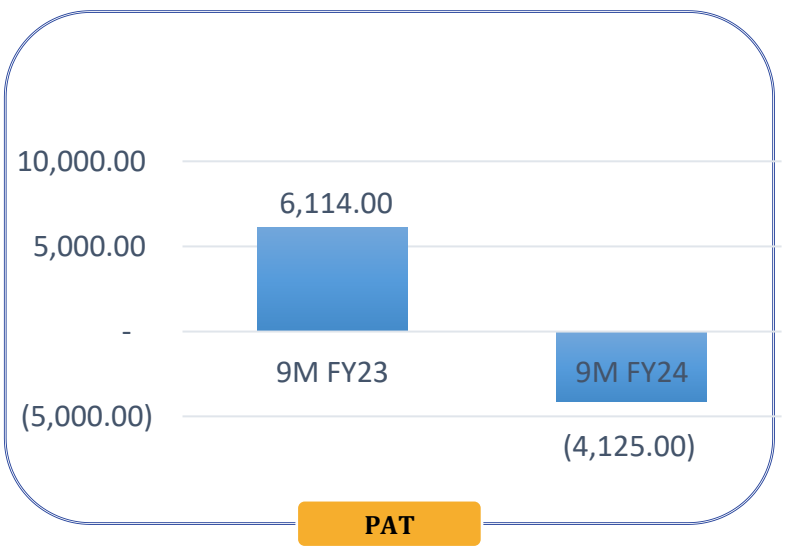
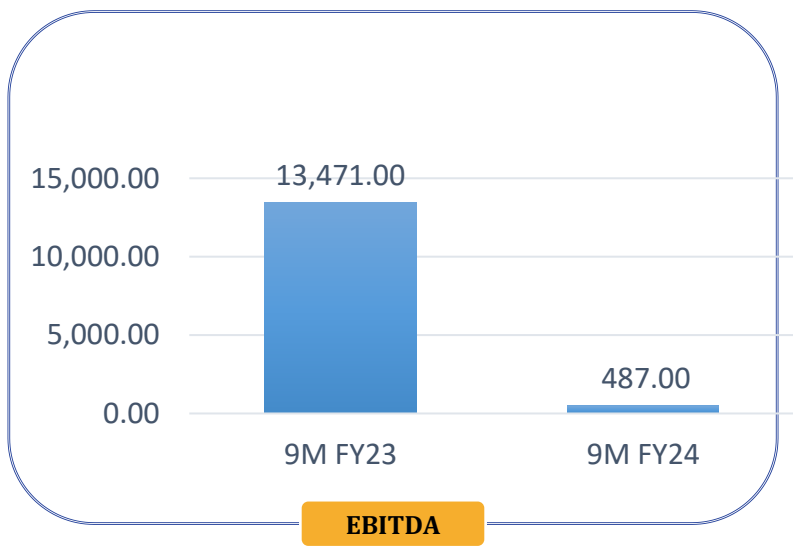
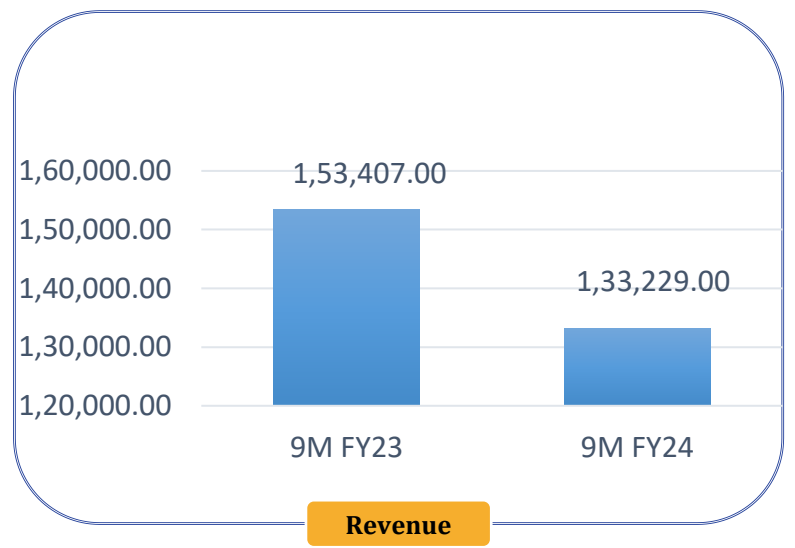
Plant Growth Regulators



34%

	Insecticides	Herbicides	Fungicides	Plant Growth Regulators
Q3FY24	16,859	3,908	10,152	3,606
Q3FY23	15,949	8,481	20,736	2,683





Revenue Breakup

Insecticides



-3%

Herbicides



5%

Fungicides



-37%

Plant Growth Regulators



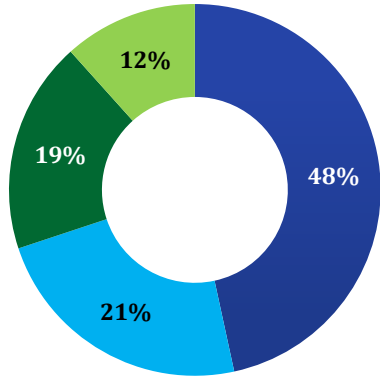
63%

	Insecticides	Herbicides	Fungicides	Plant Growth Regulators
9M FY24	52,785	27,174	40,143	10,950
9M FY23	54,498	25,970	63,266	6,716

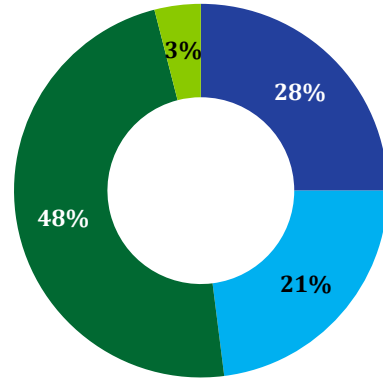
9M FY24

Product Category-wise (%)

Formulation



Technical



■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

Geographical Revenue Split (₹ lakhs)

1,03,882

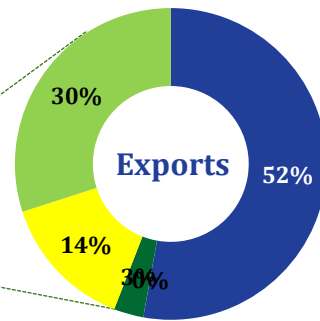


Domestic

28,772



Export

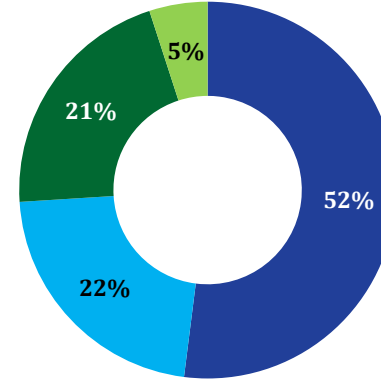


■ America ■ Europe ■ Australia ■ Africa ■ Asia

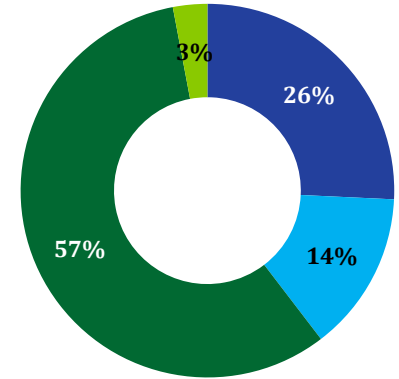
9M FY23

Product Category-wise (%)

Formulation



Technical



■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

Geographical Revenue Split (₹ lakhs)

89,533

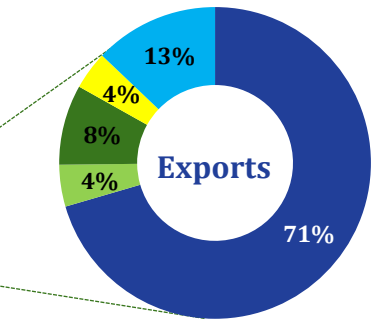


Domestic

62,955



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia



Profit and Loss – Q3 & 9M FY24 (Standalone)



Particulars (₹ in lakhs)	Q3FY24	Q3FY23	Y-o-Y (%)	Q2FY24	Q-o-Q (%)	9M FY24	9M FY23	Y-o-Y (%)
Revenue from operations	35,376	48,463	-27%	58,677	-40%	1,32,654	1,52,488	-13%
Other income	187	200	-7%	100	87%	575	919	-37%
Total Income	35,563	48,663	-27%	58,777	-39%	1,33,229	1,53,407	-13%
Expenses:								
(a) Cost of materials consumed	22,721	34,010	-33%	35,835	-37%	98,677	1,14,692	-14%
(b) Purchase of stock-in-trade	2,540	2,246	13%	2,979	-15%	8,331	6,327	32%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,494	643	132%	7,601	-80%	(354)	(5,236)	-93%
(d) Employee benefits expense	3,435	3,214	7%	3,105	11%	9,593	8,674	11%
(e) Finance costs	1,587	1,210	31%	1,527	4%	4,589	3,308	39%
(f) Depreciation and amortisation expense	461	625	-26%	464	-1%	1,363	1,954	-30%
(g) Other expenses	5,039	4,559	11%	6,154	-18%	16,495	15,479	7%
Total Expenses	37,277	46,507	-20%	57,665	-35%	1,38,694	1,45,198	-4%
(Loss)/Profit before tax	(1,714)	2,156	-179%	1,112	-254%	(5,465)	8,209	-167%
Tax expense:								
(a) Current tax		543					2,149	
(b) Deferred tax (net)	(391)	13		254		(1,340)	(54)	
Total Tax Expense	(391)	556	-170%	254	-254%	(1,340)	2,095	-164%
(Loss)/Profit for the period	(1,334)	1,600	-183%	858	-254%	(4,125)	6,114	-167%
Earnings Per Share:								
(a) Basic (in ₹)	(0.67)	0.81		0.43		(2.07)	3.08	
(b) Diluted (in ₹)	(0.66)	0.80		0.43		(2.07)	3.07	





Profit and Loss – Q3 & 9M FY24 (Consolidated)



Particulars (₹ in lakhs)	Q3 FY24	Q3 FY23	Y-o-Y (%)	Q2 FY24	Q-o-Q (%)	9M FY24	9M FY23	Y-o-Y (%)
Revenue from operations	36,540	48,215	-24%	58,026	-37%	1,32,157	1,52,240	-13%
Other income	152	176	-14%	63	141%	501	621	-19%
Total Income	36,692	48,391	-24%	58,089	-37%	1,32,658	1,52,861	-13%
Expenses:								
(a) Cost of materials consumed	22,982	33,782	-32%	34,187	-33%	95,549	1,14,464	-17%
(b) Purchase of stock-in-trade	2,540	2,246	13%	2,979	-15%	8,331	6,327	32%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,487	643	131%	7,939	-81%	(348)	(5,236)	-93%
(d) Employee benefits expense	3,667	3,214	14%	3,307	11%	10,227	8,674	18%
(e) Finance costs	1,898	1,210	57%	1,956	-3%	5,679	3,054	86%
(f) Depreciation and amortisation expense	693	629	10%	680	2%	2,024	1,960	3%
(g) Other expenses	5,448	4,575	19%	6,558	-17%	17,782	15,495	15%
Total Expenses	38,715	46,299	-16%	57,606	-33%	1,39,244	1,44,738	-4%
(Loss)/Profit before share of profit of associate	(2,023)	2,092	-197%	483	-519%	(6,586)	8,123	-181%
Share of profit / (loss) from Associate	(7)	119	-106%	85	-108%	73	108	-32%
(Loss)/Profit before tax	(2,030)	2,211	-192%	568	-457%	(6,513)	8,231	-179%
Tax expense:								
(a) Current tax		545					2,151	
(b) Deferred tax (net)	(440)	13		160		(1,525)	(54)	
Total Tax Expense	(440)	558	-179%	160	-357%	(1,525)	2,097	-173%
(Loss)/Profit for the period	(1,590)	1,653	-196%	408	-490%	(4,988)	6,134	-181%
Earnings Per Share:								
(a) Basic (in ₹)	(0.80)	0.83		0.21		(2.51)	3.09	
(b) Diluted (in ₹)	(0.80)	0.83		0.20		(2.50)	3.08	



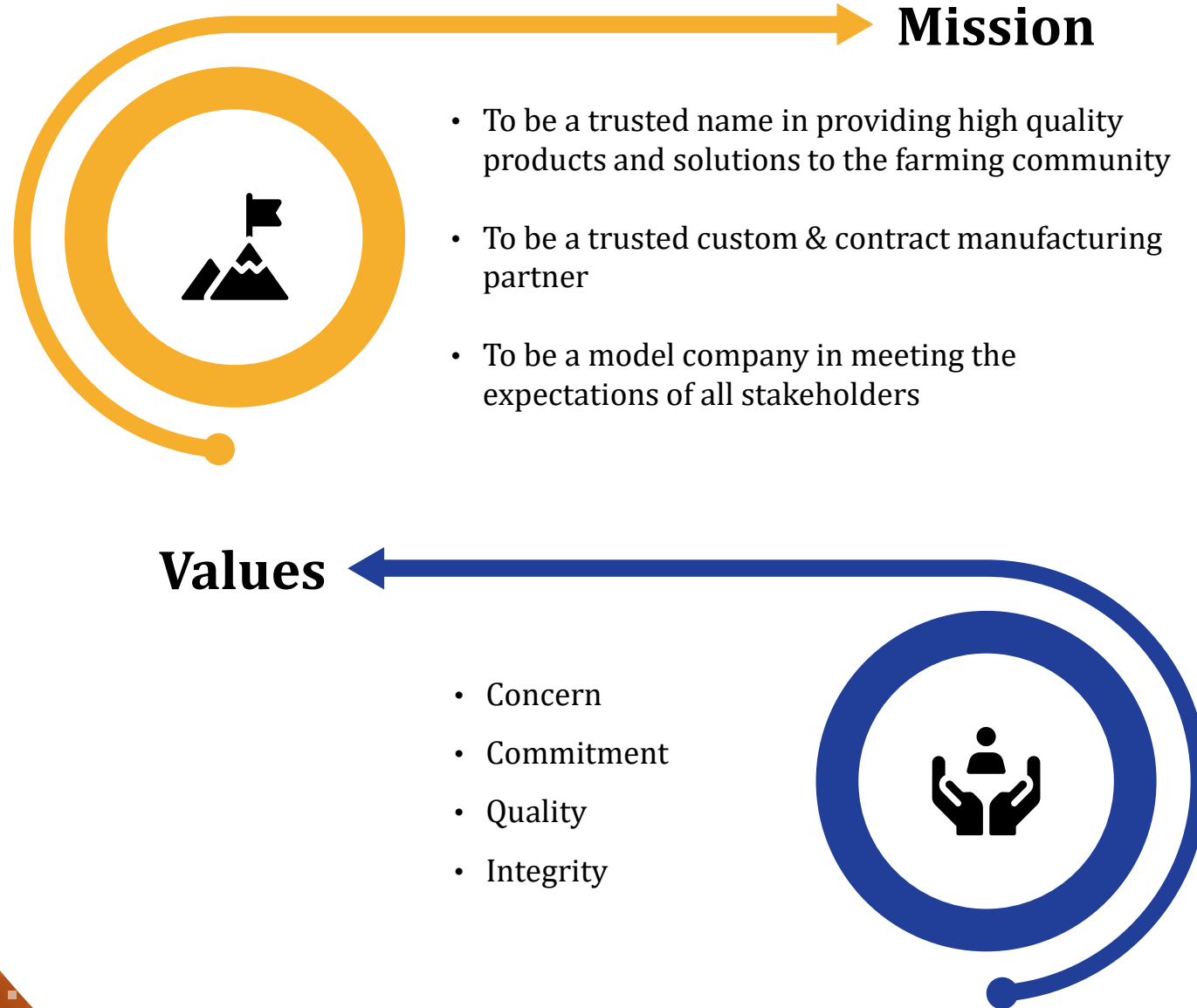
CORPORATE IDENTITY





NACL established itself as an Agrochemical player in 1993. The Company started as an Active Ingredient manufacturer and has built a sizable business in Domestic Retail, B2B and Exports, with many of the customers being large MNCs with long-standing relationships.

The Company has also emerged as a strong player in the formulations business with over 60 products covering all major crops. In formulations, the Company manufactures products in all major categories such as Insecticides, Herbicides, Fungicides and Plant Growth Regulators





1,400+
Employee Strength



31
Geographical
Presence



5
Million Farmers
(Customers)



4
Manufacturing
Units



30
Years of
Experience



66+
Branded Products



Geographical Reach



31 - Countries

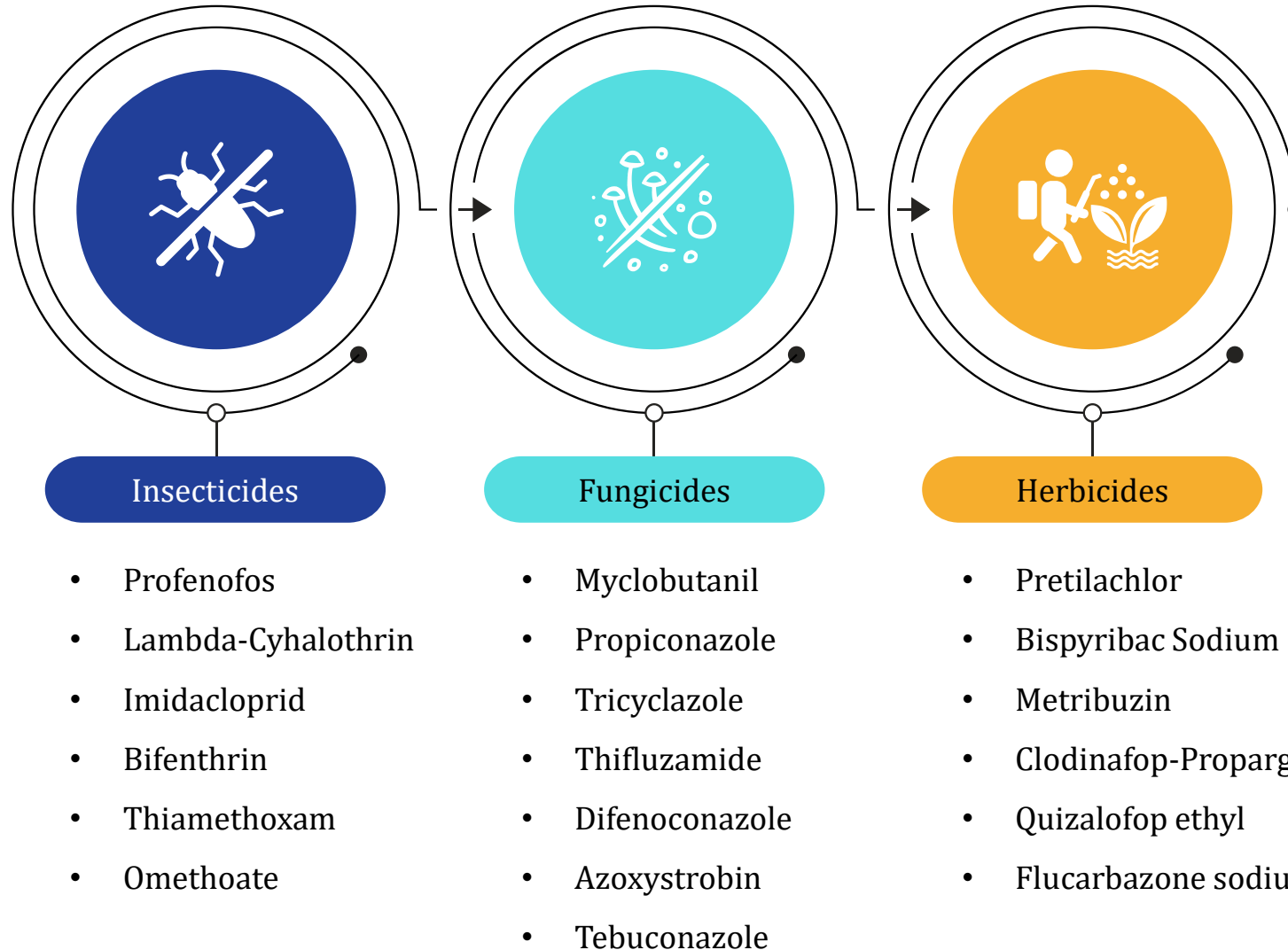
1,400+ - Employees

04 - Manufacturing Plants

29% - Revenue from International



Technicals



Insecticides



- Bushi
- Cairo
- Cannon
- Dxtar
- Dxtar FS

- Ennova
- Fenny
- Force
- Force Super
- Fury

- Hurricane Plus
- Monocrown
- Nagarjuna 4G
- Nagarjuna Mantle
- Nagarjuna Spice
- Quick SP

- Nagarjuna Mida
- Profex
- Profex Super
- Pymet
- Pest Lock
- Trust

- Status
- Syndicate
- Task Gr
- Task SC
- Warrior
- Warrior Plus

Fungicides



- Combi plus
- Font
- Index

- Kazan
- Teeka
- Mass Plus

- Result
- Sivic
- Slogan

- Subtle
- Trica
- Zeb

- Zen
- Oscar

Herbicides



- Erazе
- Erazе - N
- Erazе Pluse
- Globus

- Globus SG
- Goemon
- Imax
- Twofour

- Nagastra
- Nagastra Strong
- Narilon
- Point

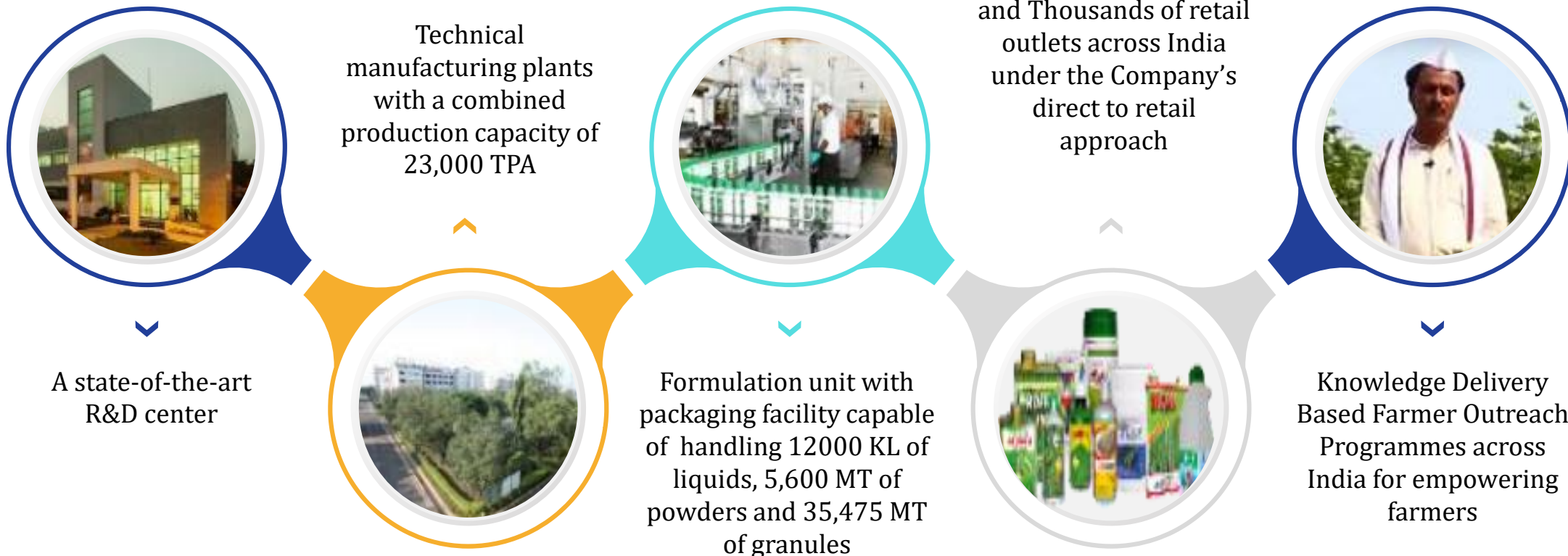
- Nagarjuna Cubit
- Nagarjuna Dicaught
- Nagarjuna Dicaught Plus
- Smash
- Surya
- Temboguard

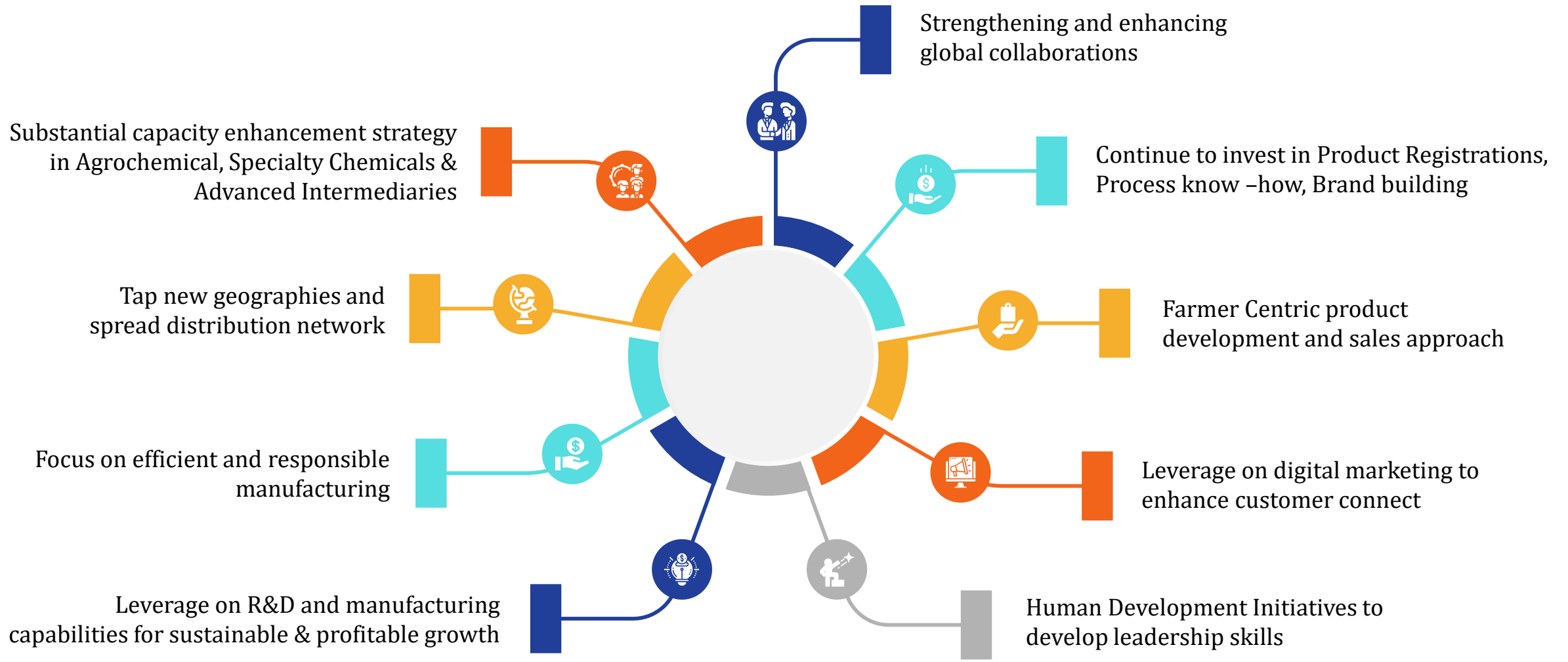
- Rihno
- Rozzer
- Senior
- Sirius

Plant Growth Regulators



- Atonik
- Gallant EG
- Gallant Gold







RESEARCH & DEVELOPMENT

Capable R&D team with state-of-the-art, GLP accredited facility, to develop differentiated products and cost efficient manufacturing processes.

GOVERNANCE & LEADERSHIP

Accomplished Board Members and seasoned professional leadership with decades of industry experience; long standing record of enlightened governance and mature business processes.

CONSISTENT GROWTH

Sustained improvement across all key performance parameters over many quarters.

DISTRIBUTION NETWORK

Extensive market reach through a large base of retailers and distributors.

PRODUCT PORTFOLIO

Robust, diversified and expanding product portfolio, spanning insecticides, herbicides, fungicides and plant growth regulators

ENDURING BUSINESS RELATIONS

Long standing and trusted relationships with multi-national and domestic Companies.

STRONG VALUE CHAIN

Well developed presence in R&D, intermediate, technical grade materials and formulations manufacturing, exports and brand marketing; intensive farmer and customer engagement.

BRAND EQUITY

Distinct consumer preference based on brand competitiveness with accent on quality and service.

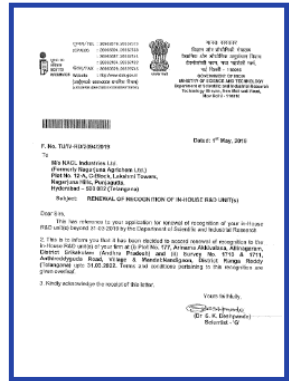
RC certificate



GLP certificate



DSIR



R&D Facility

ISO Accreditations



ISO 45001:2018



ISO 14001:2015



ISO 9001:2015

NABL Accreditations



R&D Facility



Ethakota Unit



Srikakulam Unit



Greentech Award

NACL has bagged the “Greentech Environment Silver Award” for the year 2018 from New Delhi-based Greentech Foundation, for its best efforts towards environment protection and conservation.



Suraksha Puraskar

NACL's Srikakulam Unit has bagged the prestigious “Suraksha Puraskar” Award for the year 2017 from the National Safety Council of India, for its best safety practices.



Certificate of Appreciation

NACL's Ethakota Unit has bagged the prestigious SAFETY AWARD for the year 2018,2019 & 2020 from the National Safety Council of India, for its best safety practices.



Best Management Award

NACL's manufacturing units situated at Srikakulam and Ethakota, Andhra Pradesh have been conferred with “Best Management Award” by the Government of Andhra Pradesh for the years 2015 & 2018.



Water Management Award

Srikakulam won CII National Award in Water management for the year 2019.



Industry Champion Award 2021

NACL's Srikakulam Unit bagged prestigious “Andhra Pradesh Industry Champion Award 2021” from the Government of Andhra Pradesh.



ABSA Company of the Year Award 2022

NACL's received Agri Business Summit Agri (ABSA) award 2022 under the category " Company of the year“ from the Honorable Agriculture Minister for Telangana Mr. S. Niranjana Reddy

Indian Agrochemical Market

India is the fourth-largest producer of agrochemicals in the world after USA, Japan and China. The Indian agrochemical market are expected to continue to grow between 5% and 6% through 2030. Government has identified the agrochemical industry as one of the 12 champion industries where India can play a significant role in the global supply chain, recognising its potential.

01



Food Security

According to an estimate, India would require more than 450 million tonnes of food grains to feed 1.65 billion people by 2050 which will be a very difficult task. Similar challenges the world would face in terms of stepping up food production to meet the growing needs of the world population.

02



Government Initiative

The government's support for agriculture has been remarkable in several respects. Government has invested in several projects to increase farmers' incomes, boost agricultural infrastructure, strengthen Farmer Producer Organisations (FPOs) through aggregation, and facilitate digital infrastructure for agriculture. All of these measures should help to plug gaps in the agricultural ecosystem.

03



Exports

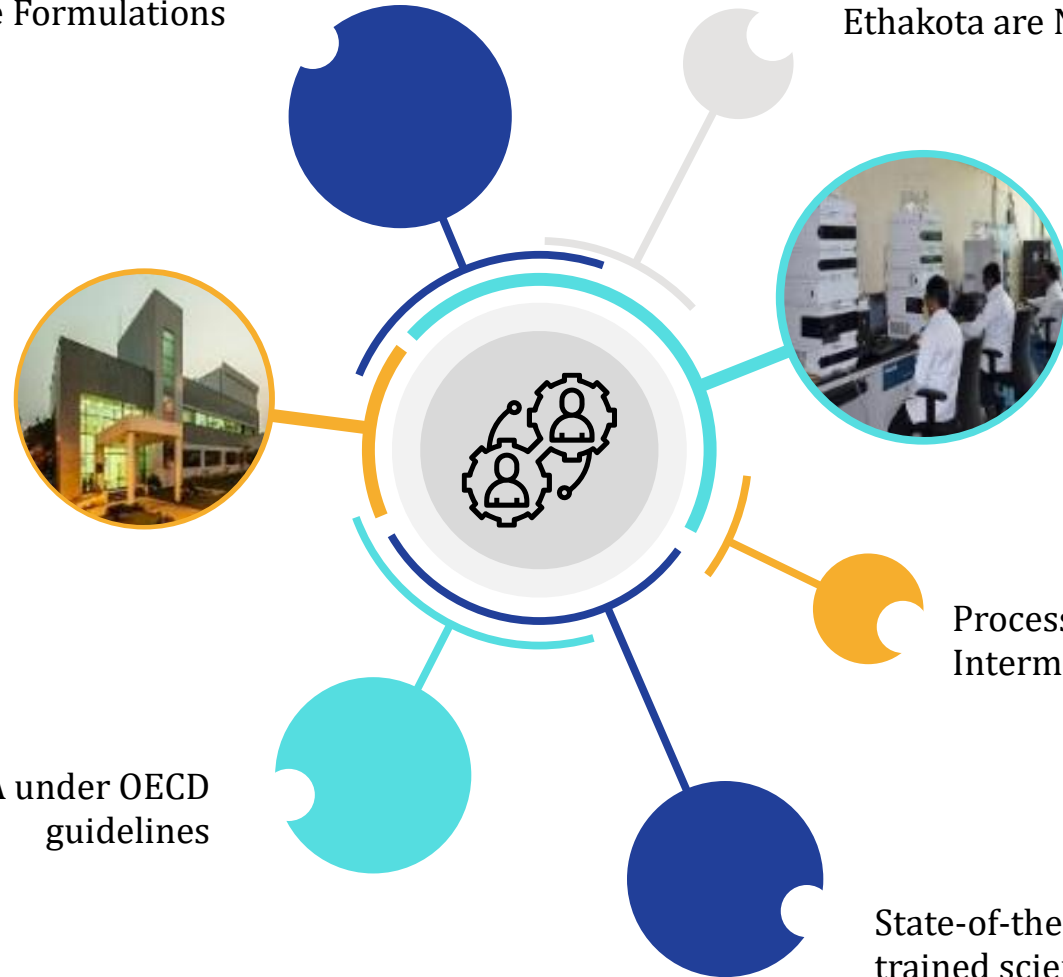
Due to the inherent strength of cost-effective production and qualified manpower, India is one of the leading exporters of crop protection chemicals. Unlike domestic demand growth which fluctuates depending on the rainfall pattern, agrochemicals exports have been increased steadily. Almost 50% of agrochemicals are exported from India to the world.

04



Development of new generation, environment friendly and safe Formulations

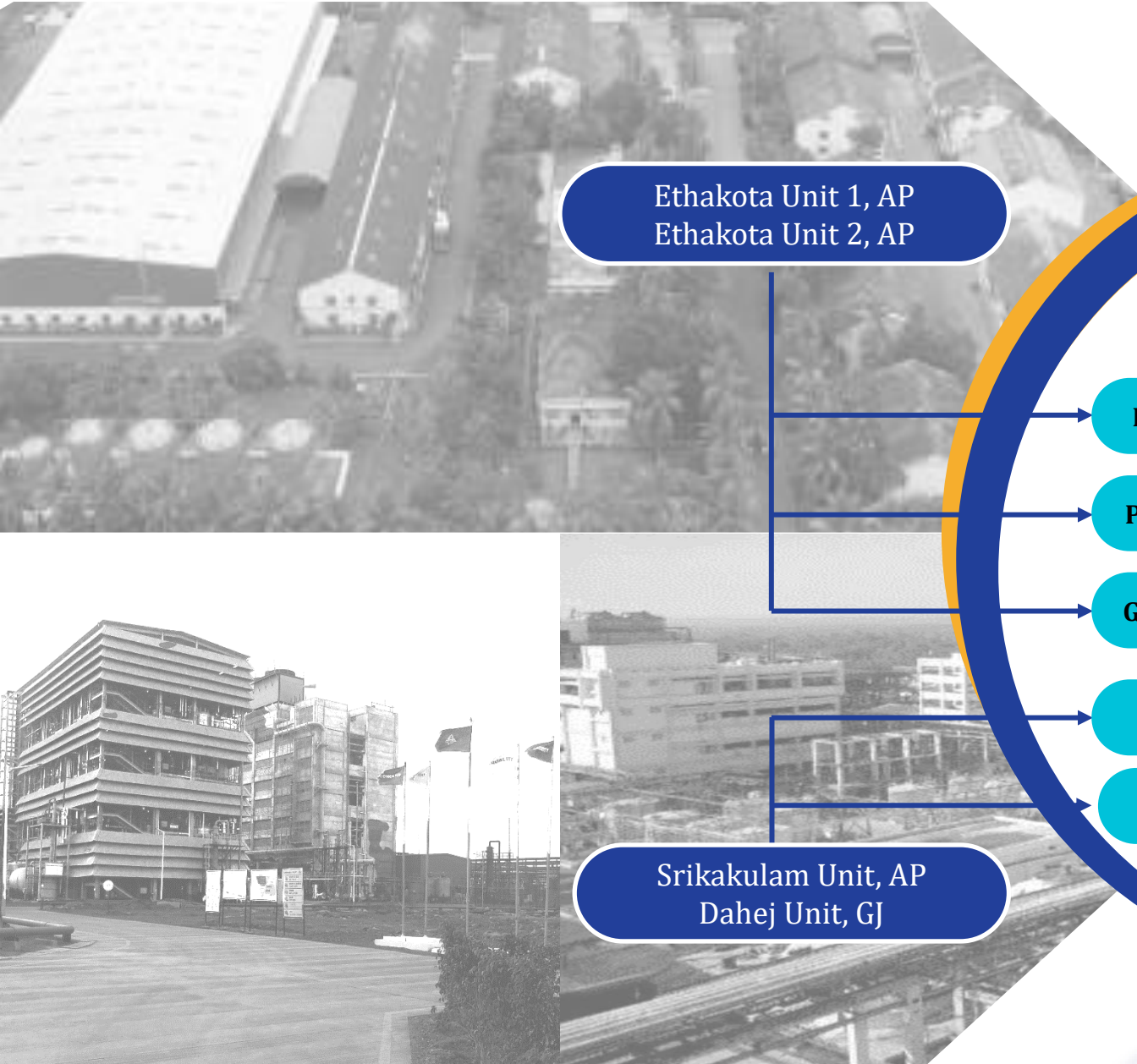
R&D labs at Shadnagar and Srikakulam are DSIR recognized. Quality Control labs in the above locations and Ethakota are NABL accredited.



Process development of Active Ingredients and Intermediates

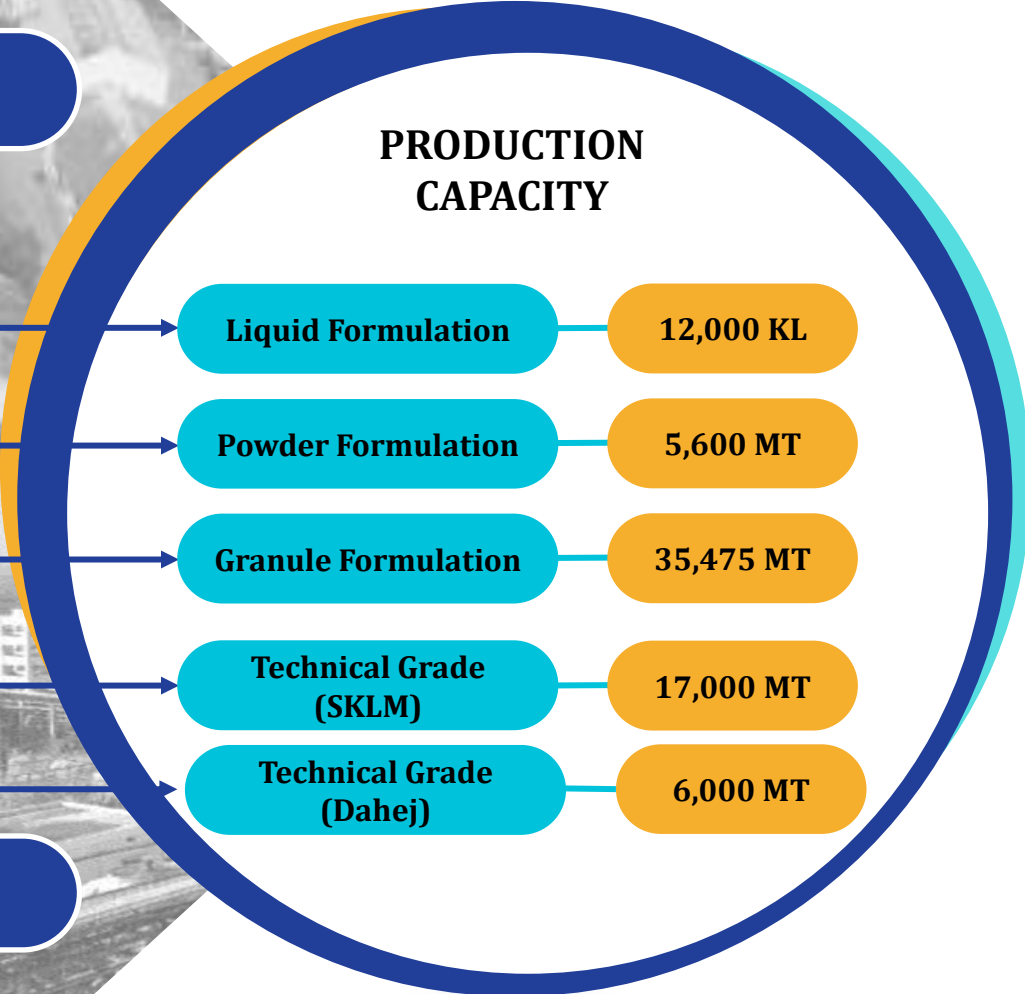
State-of-the-art R&D manned by highly qualified and trained scientists

R&D lab is GLP Certified by NGCMA under OECD guidelines



Ethakota Unit 1, AP
Ethakota Unit 2, AP

Srikakulam Unit, AP
Dahej Unit, GJ



BROWNFIELD PROJECT

**NACL Industries Limited, Srikakulam,
Andhra Pradesh**

Srikakulam Technical Plant is in process of increasing the capacity from **17,000** MT/Annum to **25,000** MT/Annum.

GREENFIELD PROJECTS

**NACL Multichem Private Limited,
Ranastharam Mandal, Srikakulam**

NACL Multichem, a Wholly Owned Subsidiary of NACL is in the advanced stage of acquiring additional land and obtaining necessary approvals/licenses. capacity **38,000 MT/ Annum** in phases



Strong EHS systems, processes, inspection and training who enhance awareness and ensure practices

Manufacturing Plants are certified Integrated Management Systems related to quality, environment, health and safety (ISO) with adequately green belt cover

State-of-the-art Zero Liquid Discharge (ZLD) plants at Srikakulam and Ethakota.

Plants equipped with occupational health facilities, professional trained staff and instituted practices

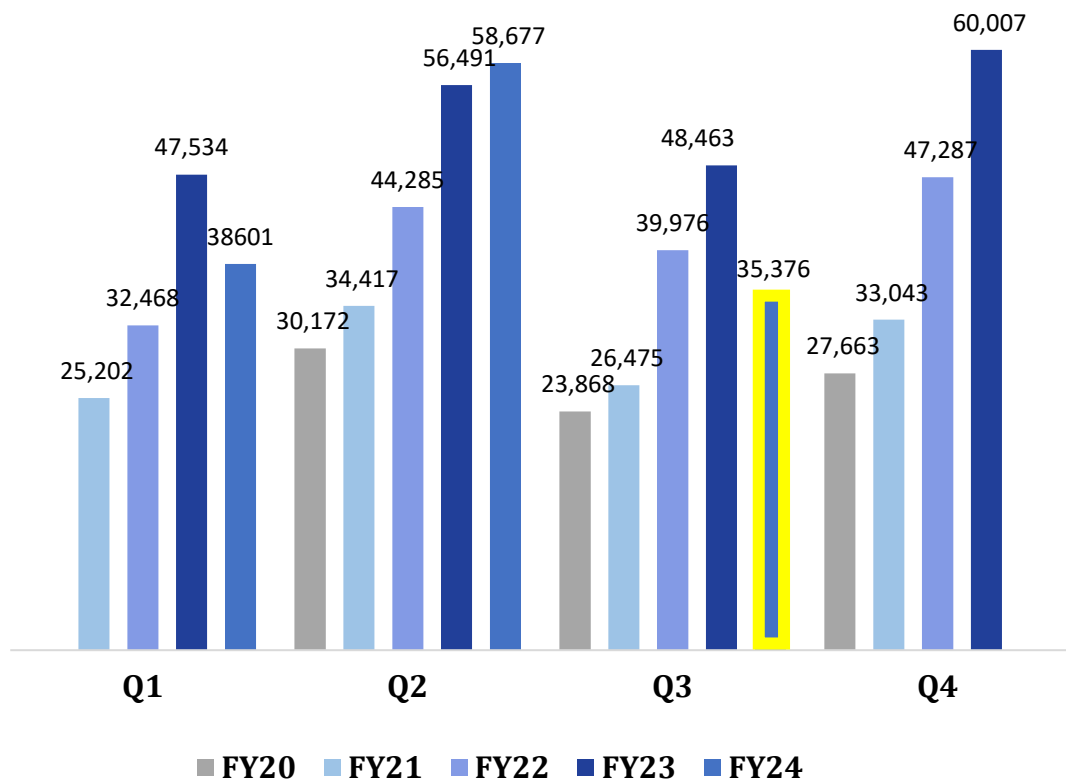
Efficient equipment for reduced energy consumption.



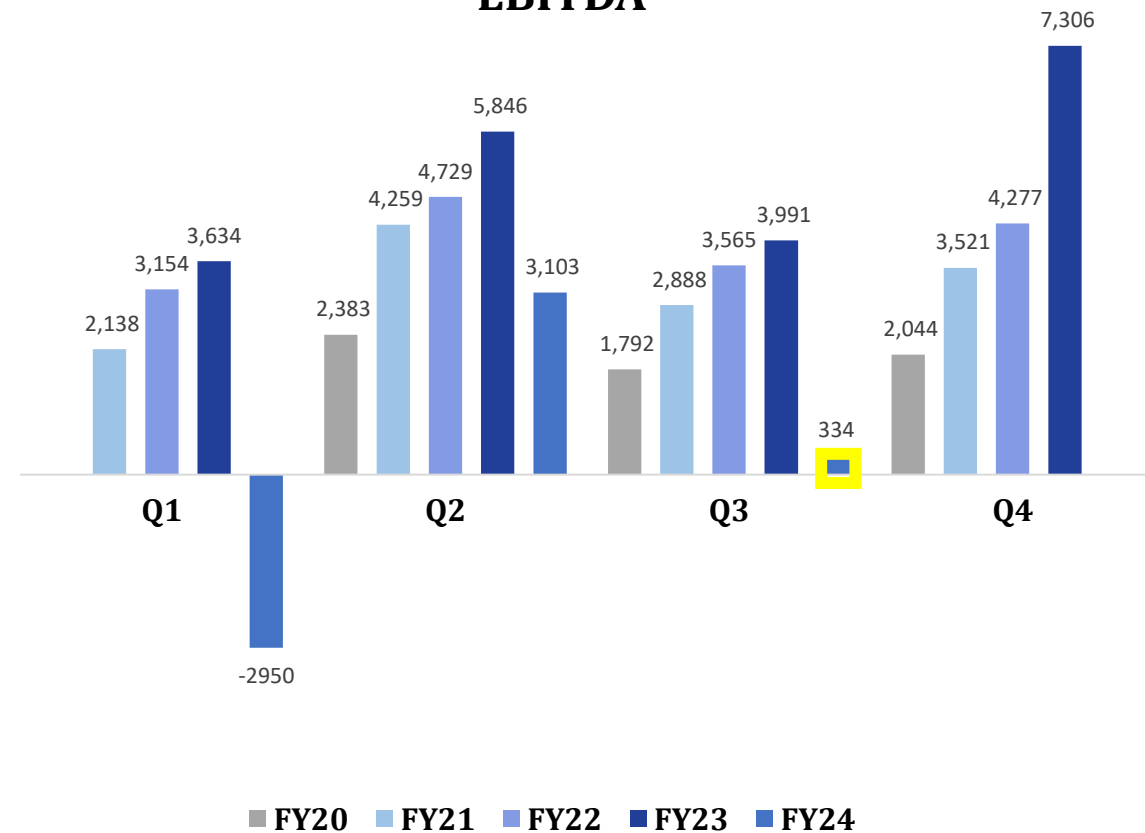
PERFORMANCE TRACK RECORD

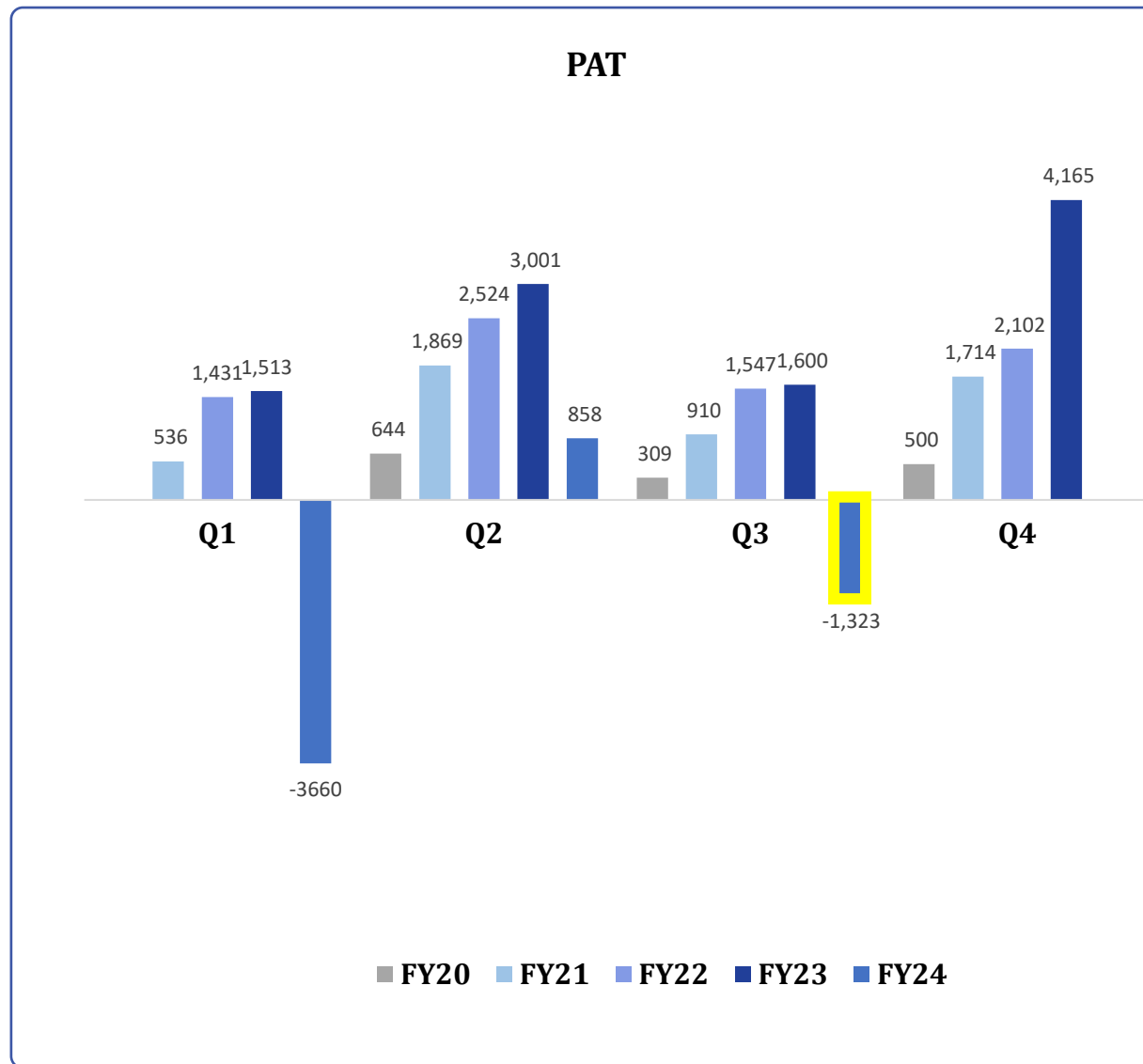
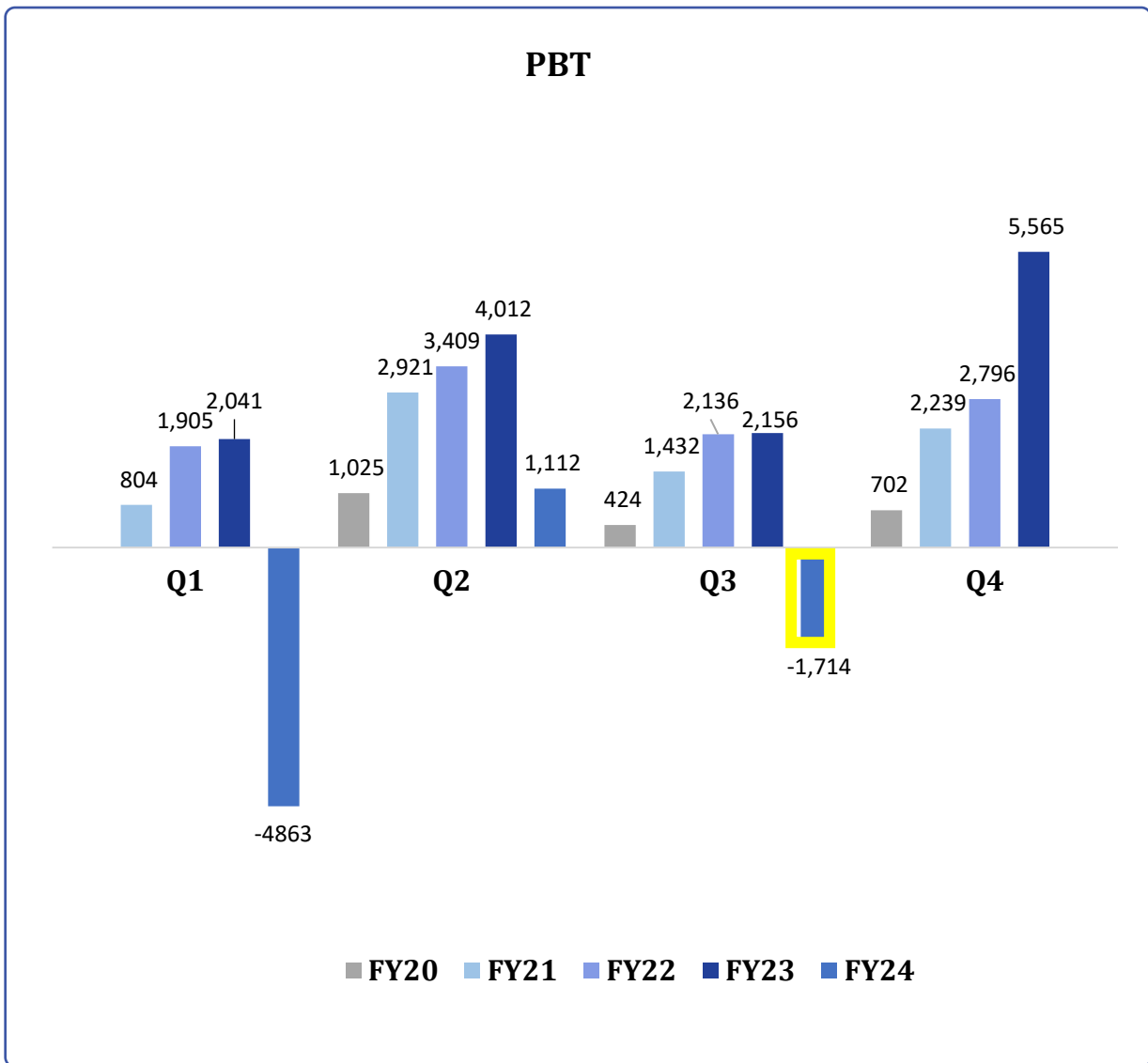


Revenue from operations

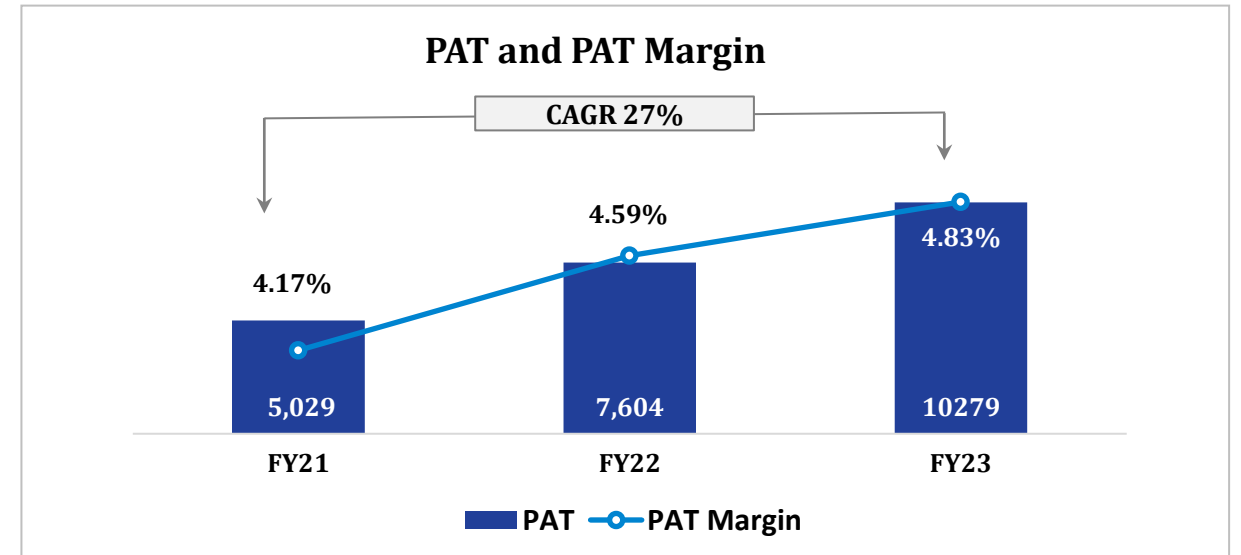
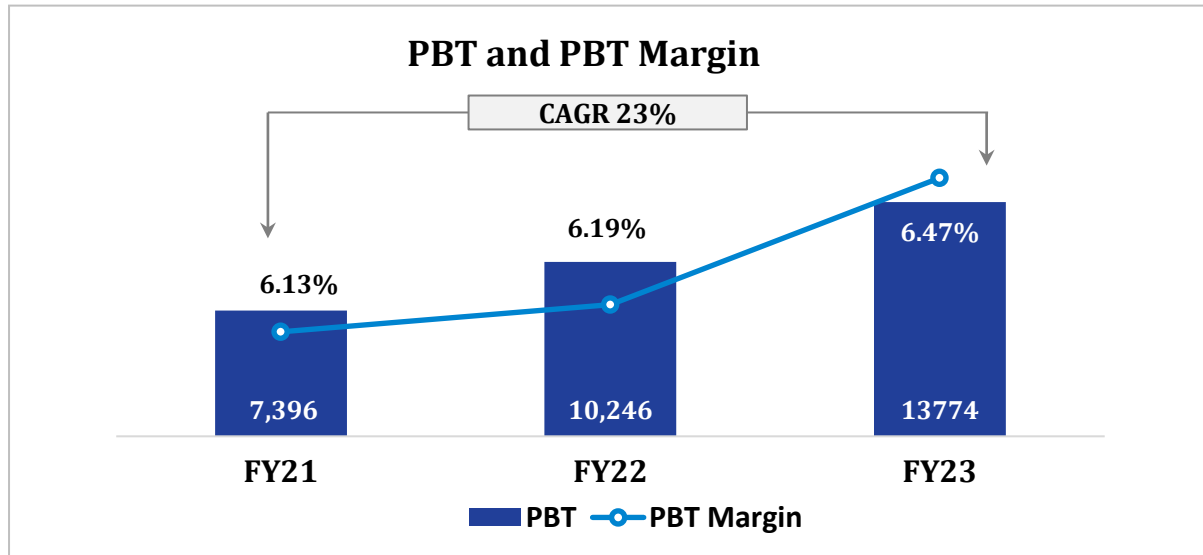
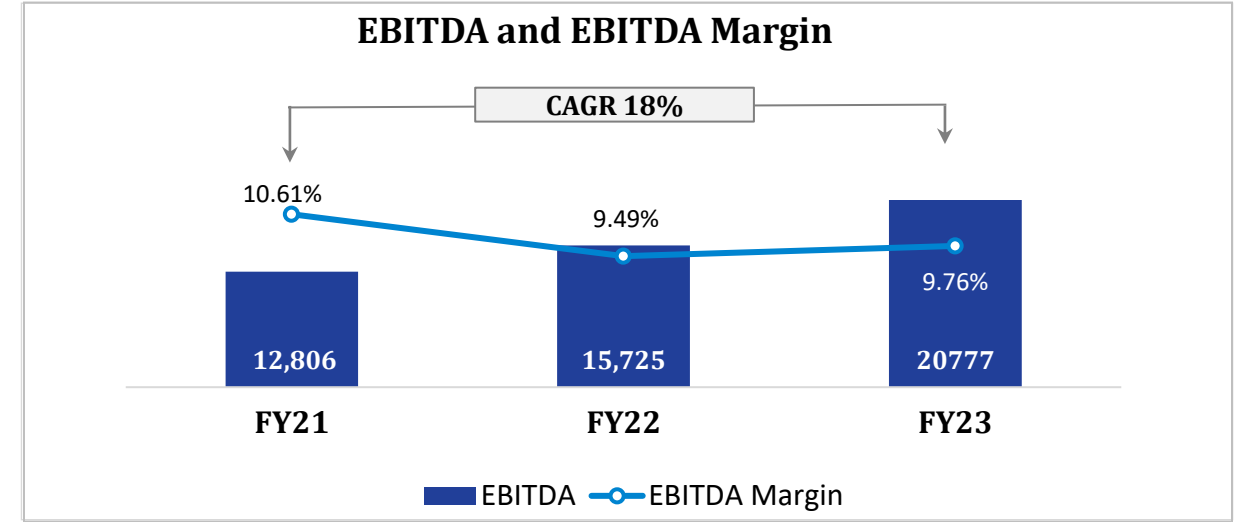
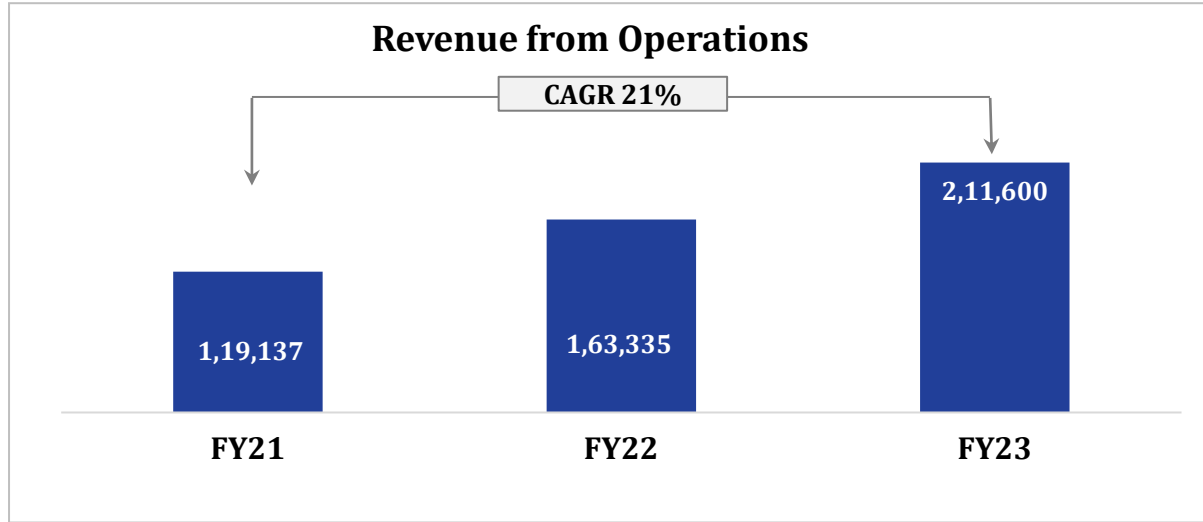


EBITDA

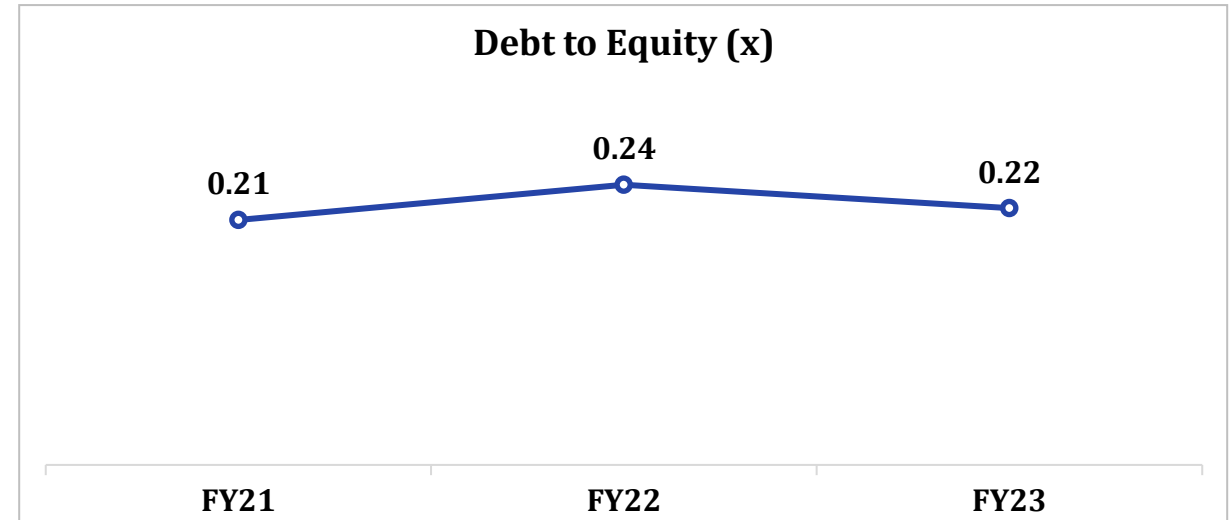
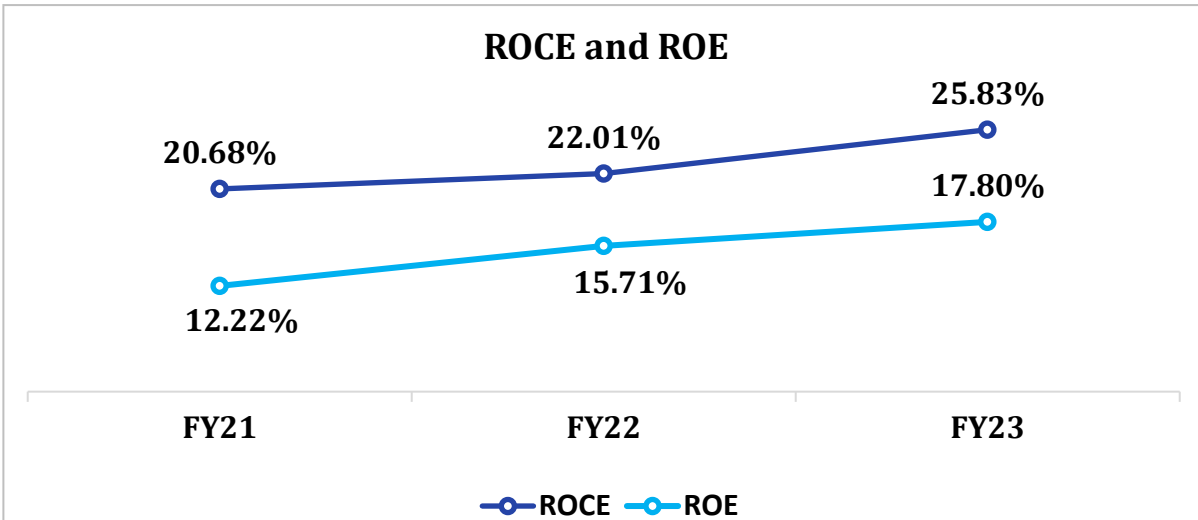
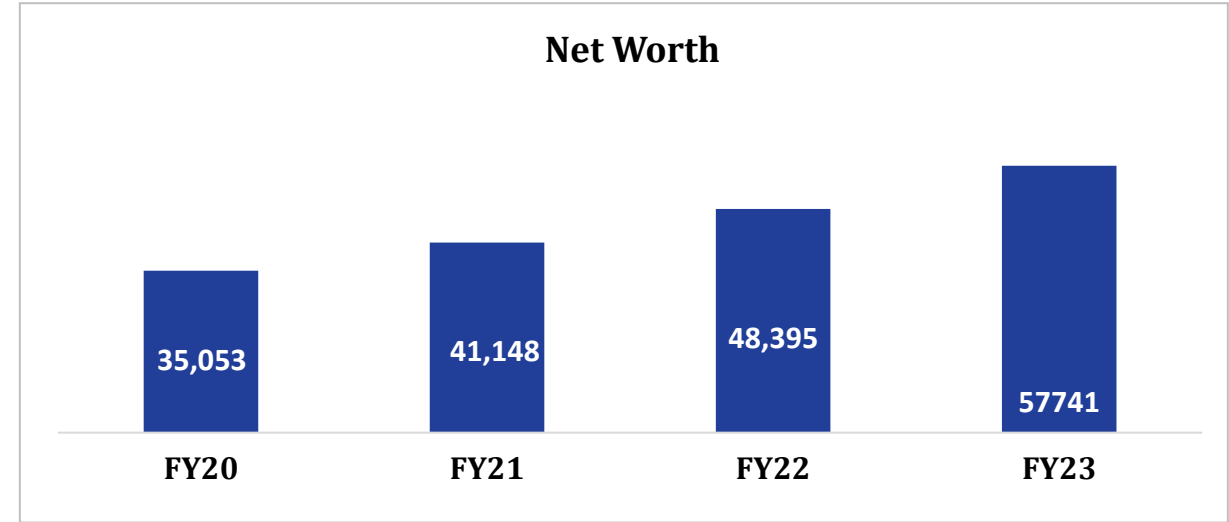
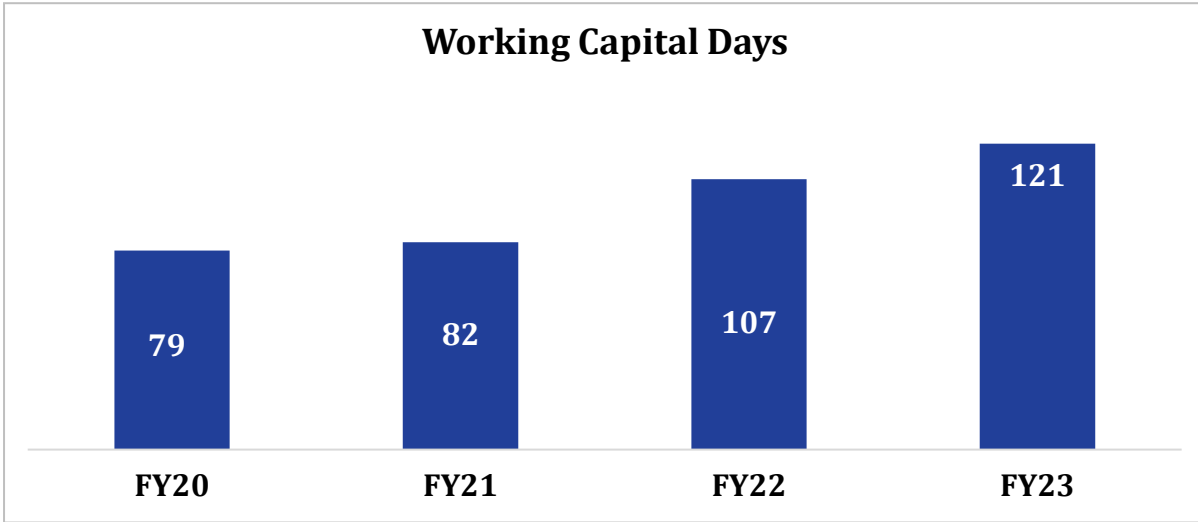




(₹ in lakhs)



(₹ in lakhs)



SHAREHOLDER'S INFORMATION



Stock Information (as on December 31, 2023)

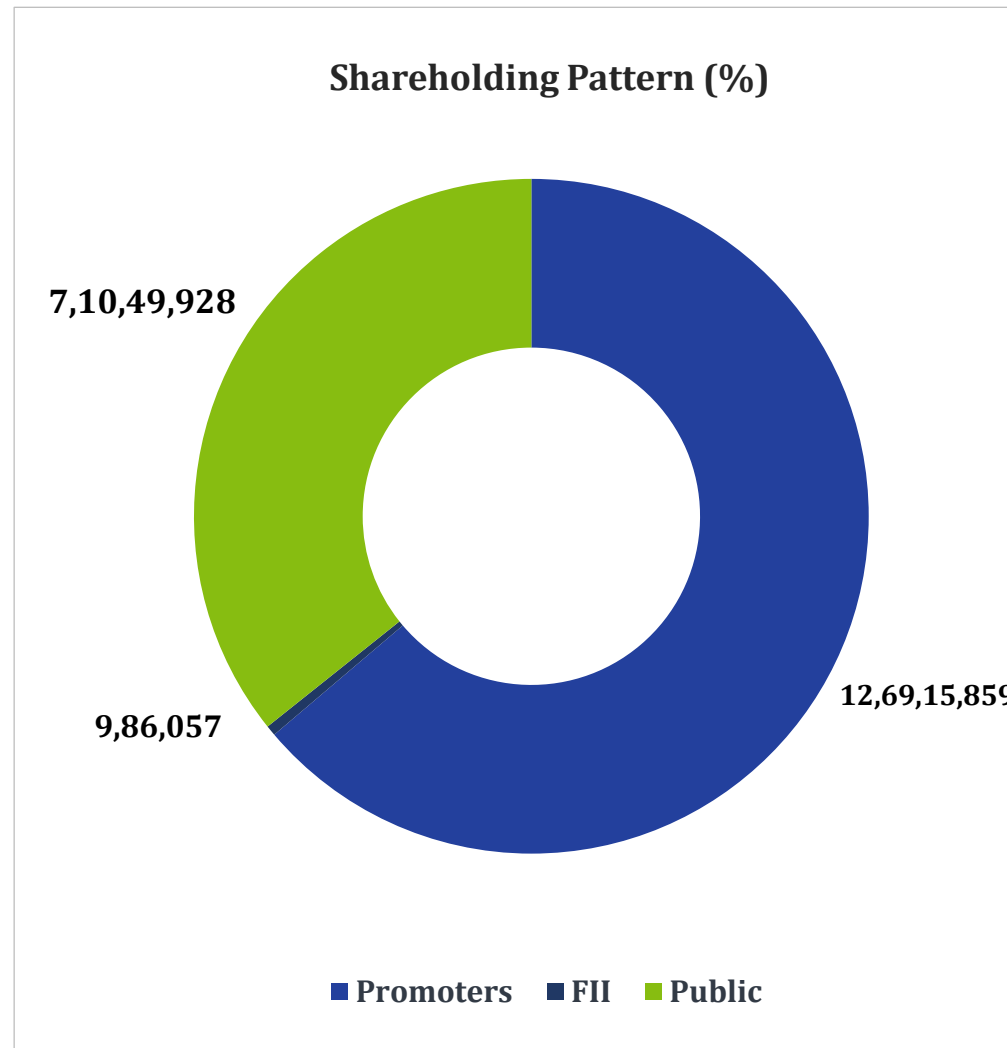
Market Capitalization	1,483 Cr
Shares Outstanding	19,89,51,844
Symbol (BSE) / (NSE)	524709 / NACLIND

(As on December 31, 2023)

Stock Performance Chart (as of December, 2023)



Shareholding Pattern (%)



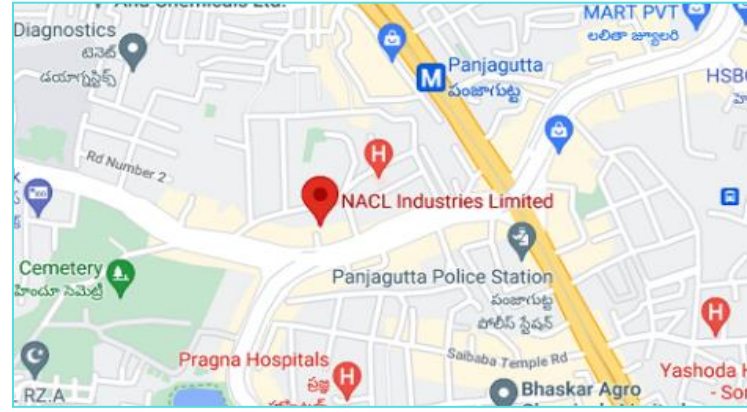
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THANK YOU

