



NATH SEEDS®

Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

18th January 2024

The Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

The Manager- Listing
National Stock Exchange of India Ltd.,
Exchange Plaza, Bandra-Kurla Complex
Bandra (E)
Mumbai-400051

BSE Code-537291

NSE Code-NATHBIOGEN

Dear Sir/Madam,

Subject- Presentation on Unaudited financial results.

Please find the attached herewith, presentation on Unaudited financial results for the period ended 31st December 2023.

You are requested to take the above information on record.

Thanking You.

Yours faithfully,
For Nath Bio-Genes (India) Limited,

Devinder Khurana
Chief Financial Officer

NATH SEEDS

हर बीज खरा, शक्ति भरा

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NATH
GROUP

Nath Bio-Genes (I) Limited

Q3FY24 Investor
Presentation



Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.

Nath Bio Genes (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



NATH SEEDS®

Nath Bio-Genes (I) Ltd.

Strategy for Sustainable Value Creation

1

TAILOR MADE PRODUCTS

Customized products to address key farmers' requirements

2

PRODUCT PERFORMANCE

High Yield and Strong Pest and Disease Resistance

3

STRONG R&D FOCUS

Bio-tech integrated innovation

4

INVESTMENT GRADE BALANCE SHEET

Zero Long Term Debt



Competitive Positioning in a Tough Sector

Focus Area

Product Selection

- Build a dream-product basket with superior and diversified products
- Build an Un-paralleled Supply Chain Network

Winning Strategies

- Focus on Cotton, Vegetables, Fodder Bajra
- Empower Stakeholders; Build long-term, loyal, symbiotic relationships with our production growers and organisers.

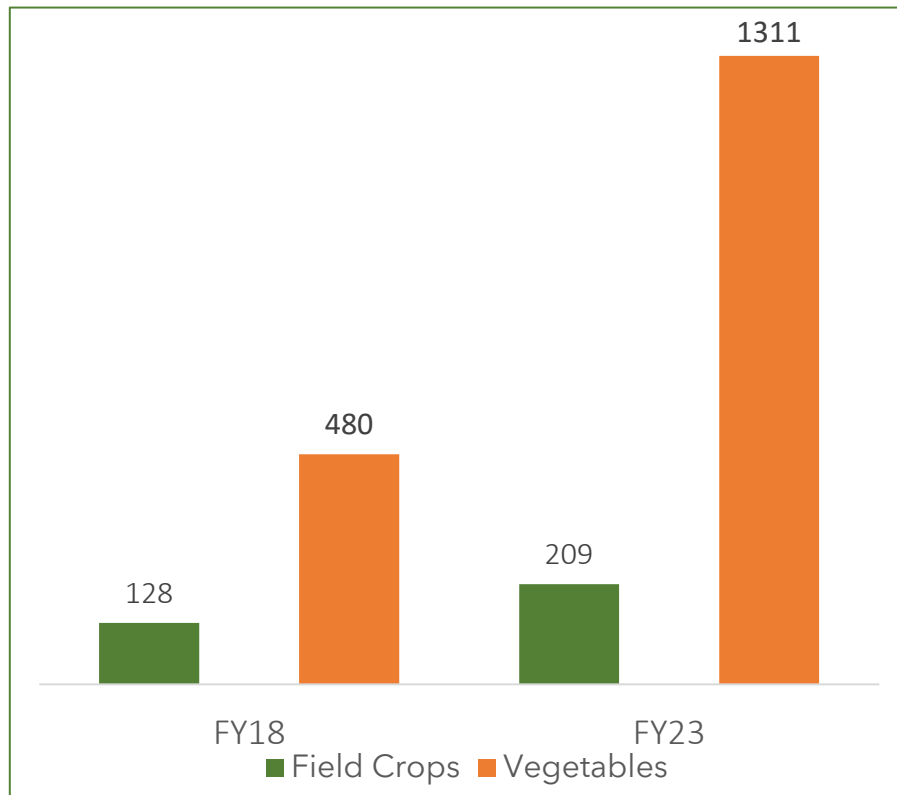


Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India

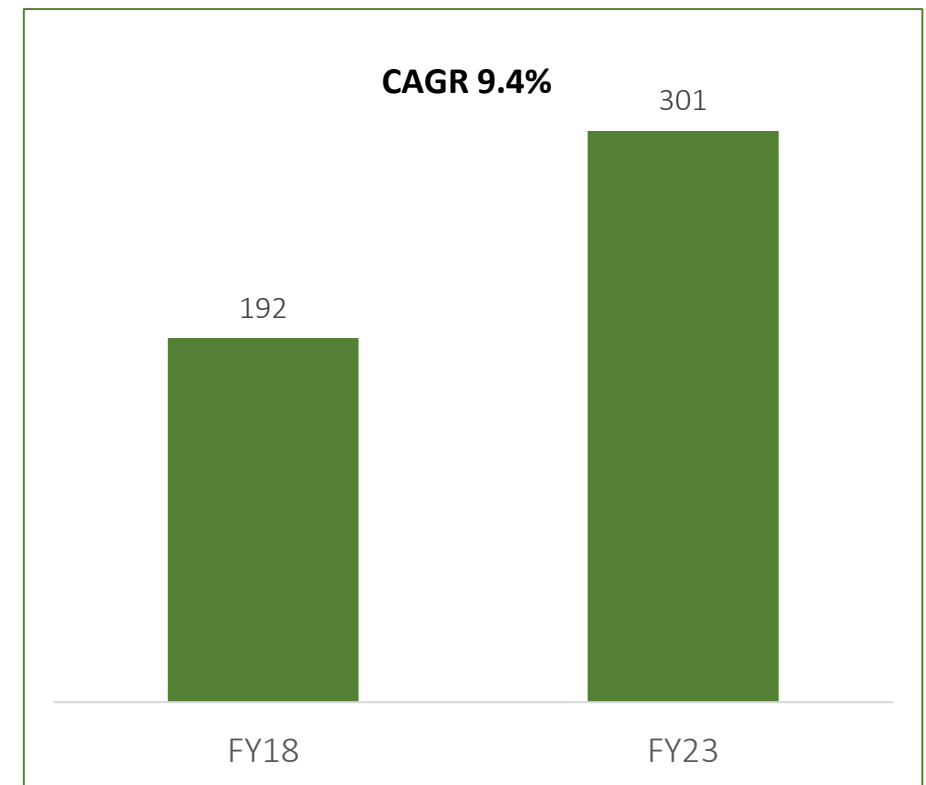


What our Business Delivered in Last 6 Years

Average Selling Price (Rs/kg) is Increasing



Revenue Growth (INR Cr)



Tailor Made Products



Understand key farmer requirements based on deep market research



Develop products to suit various agri climatic conditions



Focus on disease and pest resistance which automatically results in higher yield



Stringent multistage trials before commercial development

Focused on R&D



- Produce Genetically Pure and Premium Quality Seeds
- Prioritise Disease and Pest resistance breeding
- Well Invested, DSIR recognized R&D Innovation Centers
- Cold storage facilities, warehouses, and conditioning godowns having a capacity of 25,000MT
- R&D Team of experienced scientists and experts
- Large and Diverse collection of Germplasm

Focused on Shareholder Value Creation



Growing Business

Strong Positions in important crops



Product Excellence

Innovation and solution that drive productivity and create value for farmers



Differentiated Customer Experience

Expanding market reach through new and innovative products such as Sanket



Margin Expansion

Growing EBITDA margins through efficient operations



Our Success Stories



Akhand Tomato



Super-27 Bajra



Nath Sanket

Nath Sanket - #1 BT Cotton Hybrid

Overview and Outlook

- Leading BT-Cotton hybrid in the Market
- Most preferred hybrid resistant to pink bollworm.
- Less input cost with higher output.
- High customer satisfaction.
- Recognized by ICAR for its consistent performance through repeated All India Coordinated Trials
- Expected to have a dominated market share in its segment.

Market Need:

- High level of resistance to sucking pest
- Yield losses

What our R&D Produced:

- Worked with highly characterized germplasm
- Highest Yielder
- Rigorously tested in trials

How Nath Sanket is Solving the Problem

- Healthy in the field with very attractive appearance
- Very high level of resistance against Sucking Pests
- Minimal dependence on purchased inputs



Testimonials: Nath Sanket



Farmers on "Nath Sanket"

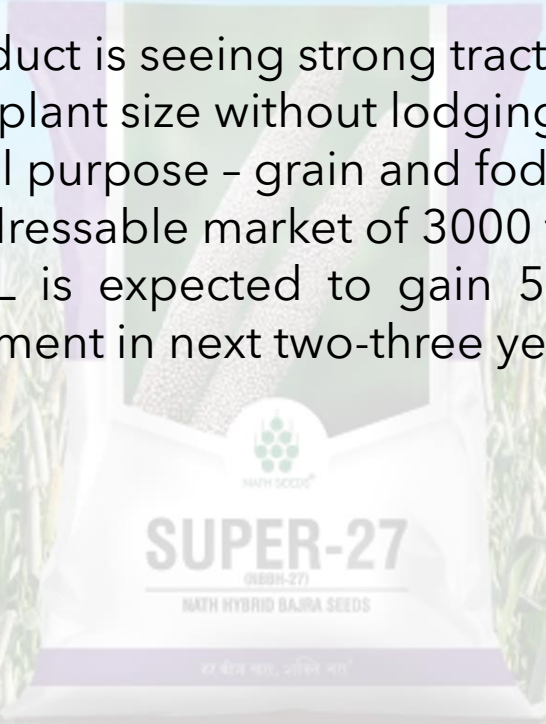
नाथ संकेत यह एक जबरदस्त कपास प्रजाति है। कम खर्च में यह ज्यादा उपज देती है। किट एवं रोगों के प्रति सहनशील होने के कारण दवाइयों का खर्चा बहुत कम..



Super 27- Deep-Rooting into Bajra

Overview and Outlook

- Product is seeing strong traction.
- Tall plant size without lodging problem
- Dual purpose - grain and fodder
- Addressable market of 3000 tons
- NBIL is expected to gain 50% market share in this segment in next two-three years



Market Need

- High Yielding dual Purpose Hybrids
- Crop window exploitation

Our R&D efforts

- High level of blast tolerance
- High biomass

How Super 27 is Solving the Problem

- Giant Bajra hybrid with largest panicle size and highest yields
- Dual Purpose bajra hybrids grown for both grain and fodder



Testimonials: Super-27



Farmers on "Super-27"

नाथ का बाजरा सुपर-27 एक जबरदस्त बाजरा है. इसके सिट्टे ठोस एवं मजबूत है और उपज भी जबरदस्त मिलती है. उपज के साथ चारे के लिए भी यह एक उपयुक्त प्रजाति है...



Akhand- Best Performing Hybrid Tomato Seeds

Overview and Outlook

- Strong demand seen in the market
- Addressable market size of Rs 150 cr.
- Firm fruit fit for long transportation.
- Non-cracking fruit result in hi yielding.

Market Need

- Very deep red colour fruits with better shelf life
- Virus resistant hybrid
- Higher Yield

Our R&D Efforts

- Shift from conventional breeding to Biotech-Integrated Crop Development (BICD) Platform
- Low wastage in long-distance transportation

How Akhand is Solving the problem

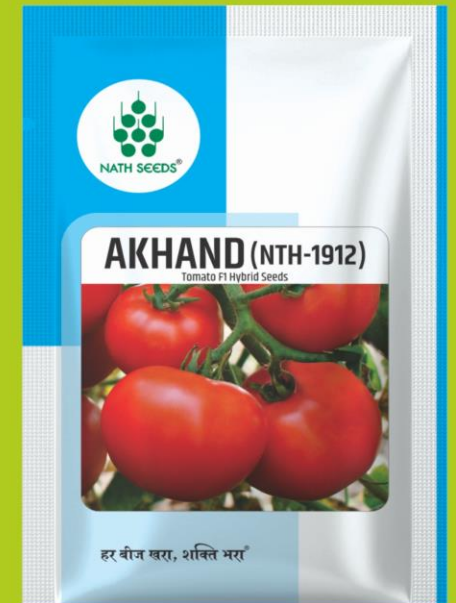
- Can be grown continuously in all seasons
- Yield is intact due to its unbroken resistance to Viruses; uniform fruit size of 80 -100g
- Bright Red Colour



Testimonials: Akhand

Farmers on "Akhand"

नाथ की अखंड एक बेहतरीन टमाटर प्रजाती है, जिसके फल आकर्षक गहरे लाल रंग के होते हैं। फल ठोस एवं मजबूत होने के कारण लम्बे परिवहन के लिए उपयुक्त है और उपज क्षमता भी जबरदस्त है।



Q3FY24 PERFORMANCE



Key Operating and Financial Highlights

Operating Performance

- Revenue growth of 12.9% in 9MFY24 (on YoY basis);
- Cotton volumes increased by 29%.
- Paddy volumes increased by 14.80% while, paddy sales value grew by 20.50%, highlighting increased Hybrid paddy's share in product mix.
- Bajra segments continues to deliver growth in value by 18% in 9MFY24 (on YoY basis)
- Non-Cotton Non-Paddy products value increased by 11%.
- Plant Nutrient(WCW) volume increase by 8%.

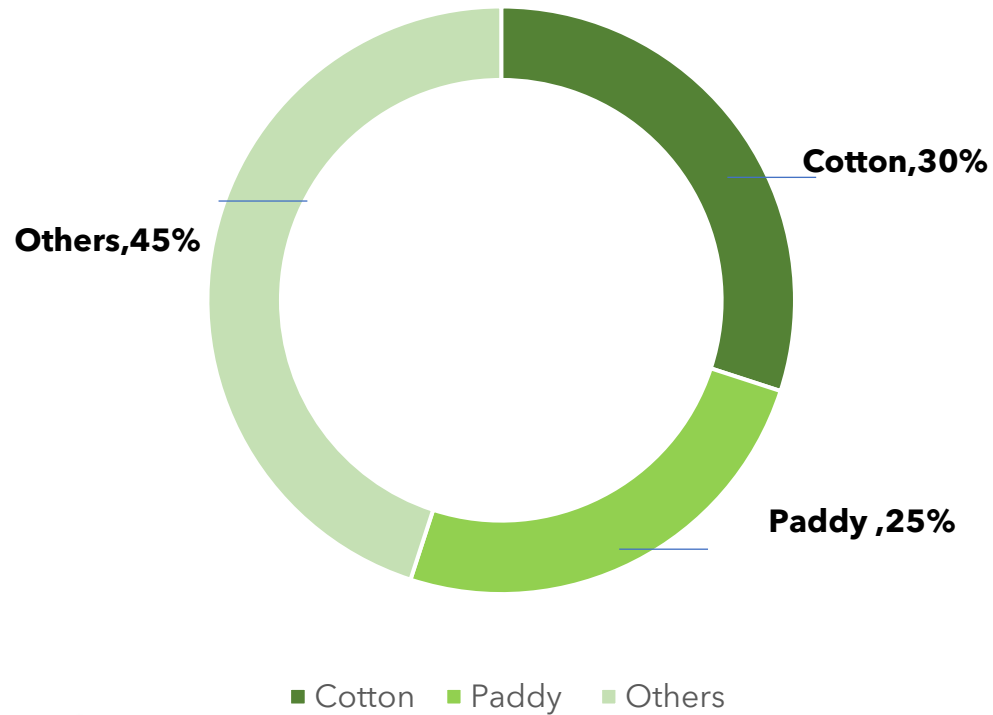
Financial Performance

- Cumulative Revenue in Q3 FY24 increased to Rs 289.58 cr.
- Gross margin maintained at 52%

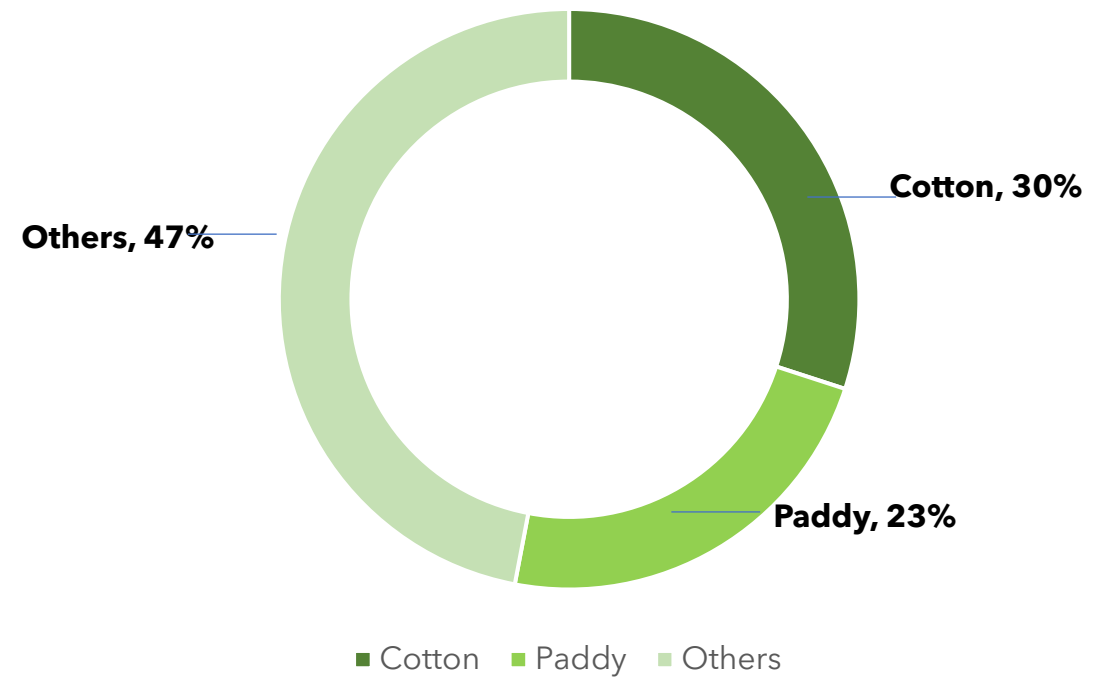


Segmental Revenue Contribution

9MFY24 Revenue
INR 2,896 Mn



9MFY23 Revenue
INR 2,563Mn



• Others include: Jowar, Bajra, Maize, Mustard, Wheat

Segment wise Operating Performance

Products	UoM	9MFY24	9MFY23	YOY Growth	FY23
Cotton	Packets in lakhs	13.28	10.29	29%	13.80
Paddy	Quintals	53,914	46,961	14.8%	54,779
Other Crops	Quintals	42,022	35,561	18.1%	43,483
Plant Nutrient (WCW)	Litres	33,154	27,114	22.2%	33,625

Income Statement

Particulars (INR Mn)	Q3FY24	Q3FY23	%Change (YoY)	9MFY24	9MFY23	%Change (YoY)
Total Revenue	317	253	25%	2,896	2,564	13%
Gross Profit	176	157	12%	1,485	1,384	7%
Gross Margin (%)	56%	62%		51%	54%	
EBITDA	58	56	3%	479	448	7%
EBITDA Margin (%)	18%	22%		17%	17%	
Depreciation	8	7	13%	23	20	13%
Finance Cost	28	30	-4%	80	86	-7%
PBT	22	20	9%	378	345	10%
Tax Rate (%)	34%	34%		3.5%	2.6%	
PAT from Ordinary Activities	15	13	8%	365	335	9%
Extra Ordinary Items	-25			-25		
PAT for the Period	40	13	193%	390	335	16%
EPS	2.09	0.71	194%	20.51	17.67	16%

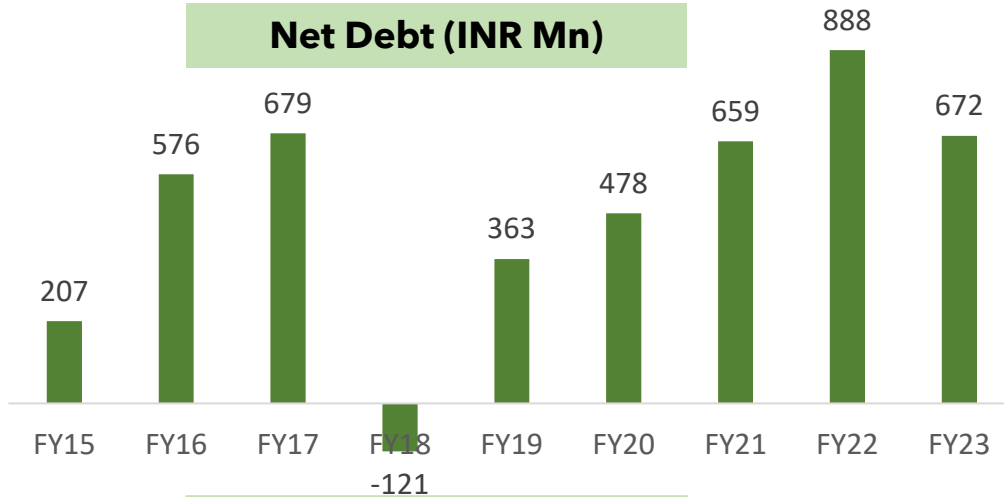


APPENDIX

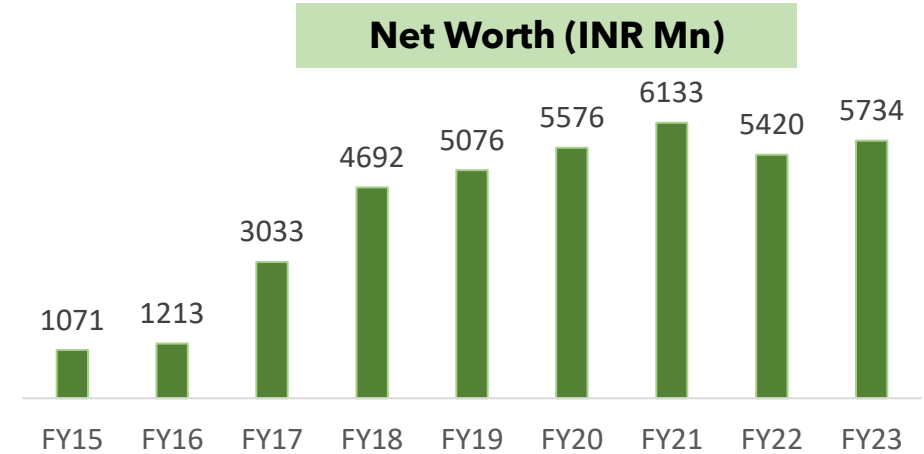


Maintaining Profitability; Strong Balance Sheet

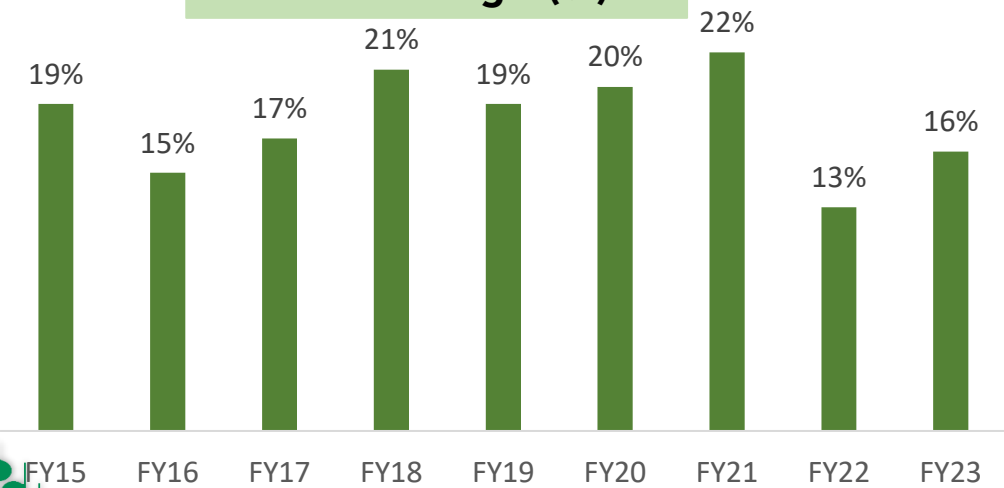
Net Debt (INR Mn)



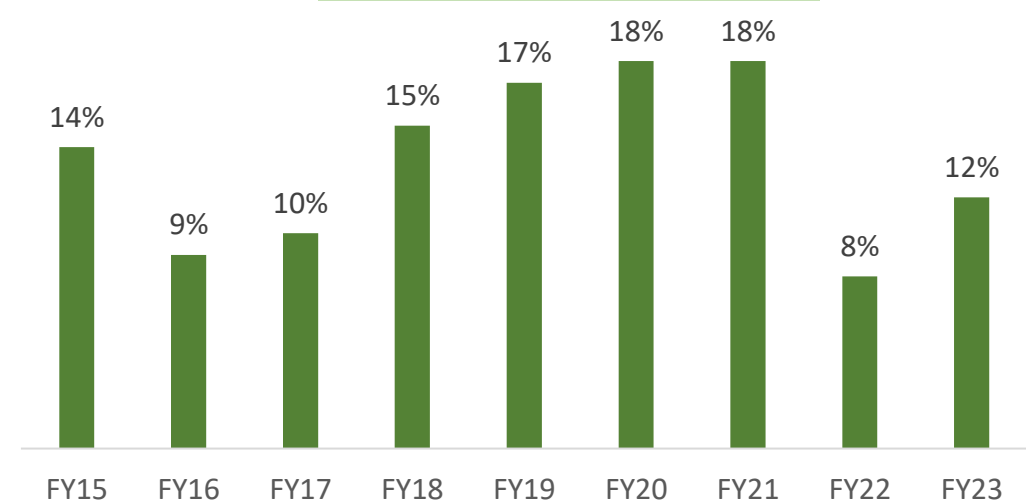
Net Worth (INR Mn)



EBITDA Margin (%)



PAT Margin (%)



Visionary Leadership; Attracting the Best Talent



Mr. N Kagliwal
Chairman



Mr. Satish Kagliwal MD

Leadership Team



Mr. Devinder Khurana
CFO



Dr S Raina
Head - Genetic Research



Dr VN Kulkarni
Head- R & D



Mr K Reddy
Head - Supply Chain



Harish Pandey
Business Lead

Nath Promoters are committed to sustainable growth and are working towards making Nath one of the best seeds companies globally.

Historical Income Statement

Nath Bio-Genes' P&L Statement

Particulars (INR Mn)	FY23	FY22	FY21	FY20
Total Revenue	3,013	2,783	3,076	2,799
Gross Profit	1,668	1,544	1,715	1,536
Gross Margin (%)	55%	56%	56%	55%
EBITDA	489	373	667	547
EBITDA Margin (%)	16%	13%	22%	20%
Depreciation	30	31	28	14
Finance Cost	101	106	88	65
PBT (before exceptional)	363	254	568	485
Adjusted PAT	352	215	557	505
PAT Margin (%)	12%	9%	18%	18%
EPS	18.5	11.3	29.3	26.3

Historical Balance Sheet

Assets (INR Mn)FY	FY23	FY22	FY21	FY20	Liabilities	FY23	FY22	FY21	FY20
Fixed Assets	2,444	2,449	2,469	2,460	Share Capital	190	190	190	190
Financial Assets	51	51	53	52	Reserves & Surplus	5,544	5,230	5,943	5,386
Other Non-current Assets	225	218	134	15	Long-Term Borrowings	4	7	7	3
Inventories	2,078	2,203	2,263	2,043	Long-term Provisions	28	26	26	24
Trade Receivables	973	879	1,094	1,070	Short Term Borrowings	1,048	923	944	695
Cash & Bank Balances	380	42	292	220	Trade Payables	277	551	452	682
Loans & Advances	1,711	1,502	1,554	1,346	Other Current Liabilities	830	482	328	310
Other Current Assets	68	76	36	93	Short Term Provisions	9	11	5	10
Total	7,930	7,419	7,895	7,299	Total	7,930	7,419	7,895	7,299

Thank You



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For further information, please get in touch with:

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