

February 09, 2024

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001,  <b>Scrip Code: 543266</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot no. C/I, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051.  <b>Symbol: HERANBA</b>
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Dear Sir/Madam,

**Sub: Investor Presentation-Financial Overview-Q3 of FY2024**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation of the Company for the quarter ended on December 31, 2023.

We request you to take the above information on record.

Thanking you,

Yours sincerely,

**For Heranba Industries Limited**

**Abdul Latif**  
**Company Secretary and Compliance Officer**  
**Membership No.: A17009**

**Encl: As above**



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# Investor Presentation

Q3FY24 || February 2024

BSE: 543266 | NSE: HERANBA | ISIN: INE694N01015  
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Section: 01

# Company Overview

**Heranba at glance**

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**Intermediaries**

SLIDE 08

**Technicals**

SLIDE 09

**Formulations**

SLIDE 10



# Heranba at a Glance



**4**  
Manufacturing  
Facilities



**65+**  
Countries  
Presence



**950+**  
Employees  
(as of FY23)



**60+**  
Revenue from  
Institutional  
customers\*\*  
(as of FY23)



**8500+**  
Dealers  
across India



**41%**  
Revenue from  
Exports as % of sales  
(as of FY23)



**~20%**  
Revenue from  
Top 10 customers  
(as of FY23)



**14.4%**  
ROE#  
(as of FY23)

# Our Journey



## CMAC

Started manufacturing the Intermediate CMAC

1996



## FORMULATIONS

Forward integrated into the manufacturing of Formulations developed from Company's synthetic pyrethroids product portfolio of cypermethrin, alphacypermethrin, deltamethrin, permitherin, lambda cyhalothrin

2002



## TECHNICALS

Forward integrated into the manufacturing of Technicals, primarily made from the raw material CMAC and other Intermediates

## BRANDED FORMULATIONS

Forward Integrated into Branded Formulations through its own distribution network

2005



## ISO CERTIFICATE

Receipt of ISO 9001:2015 certification in respect of production & dispatch of agro Formulations and packing & dispatch of agro based herbicides

2006



## TURNOVER

Achieved Turnover of ₹1000 Crores

## EXPORTS

Exported Technicals and Formulations to more than 65+ countries in the international markets

2014

2019



## INITIAL PUBLIC OFFERING

Listed on BSE & NSE



Commissioned Unit No. 4 in Vapi

2020

2021-22

# Value Chain

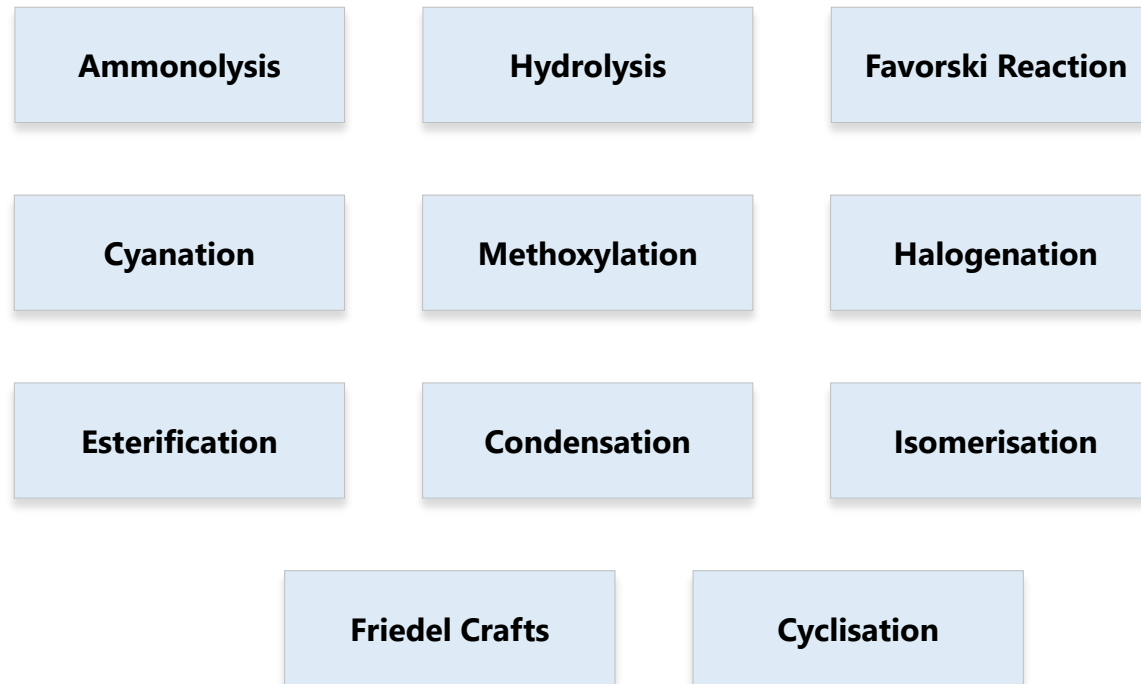


## Value Chain

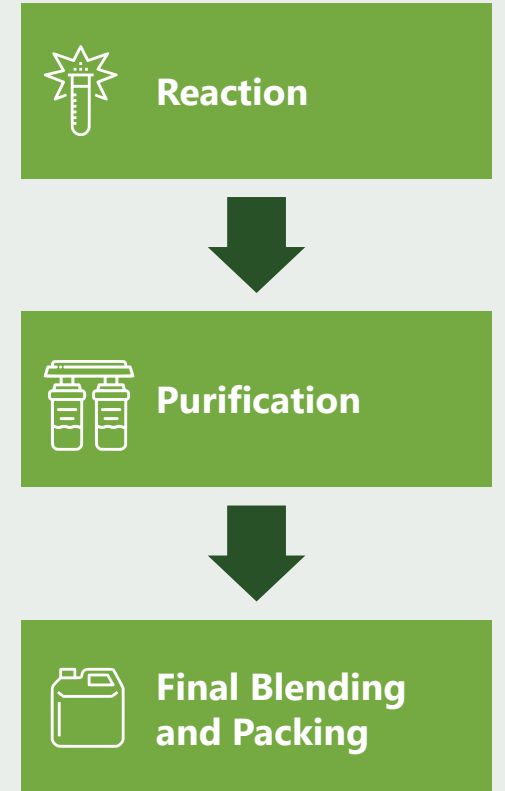
HIL over the years, has scaled up the manufacturing of Intermediates, Technicals and Formulations which form part of the entire value chain of the agrochemicals industry

## Manufacturing Process

- HIL manufactures a wide range of products, and each product has its own unique manufacturing process
- The Company specializes in the manufacturing processes that mainly include chemical reactions of:

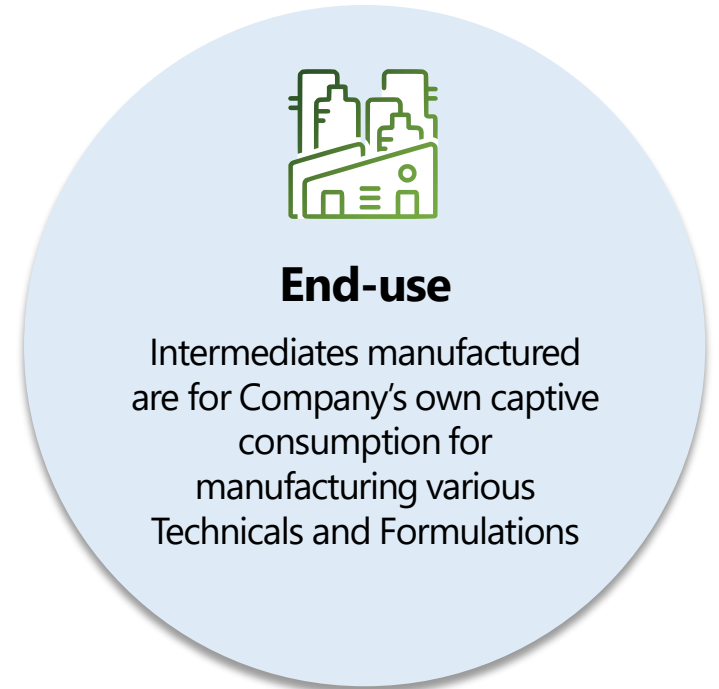
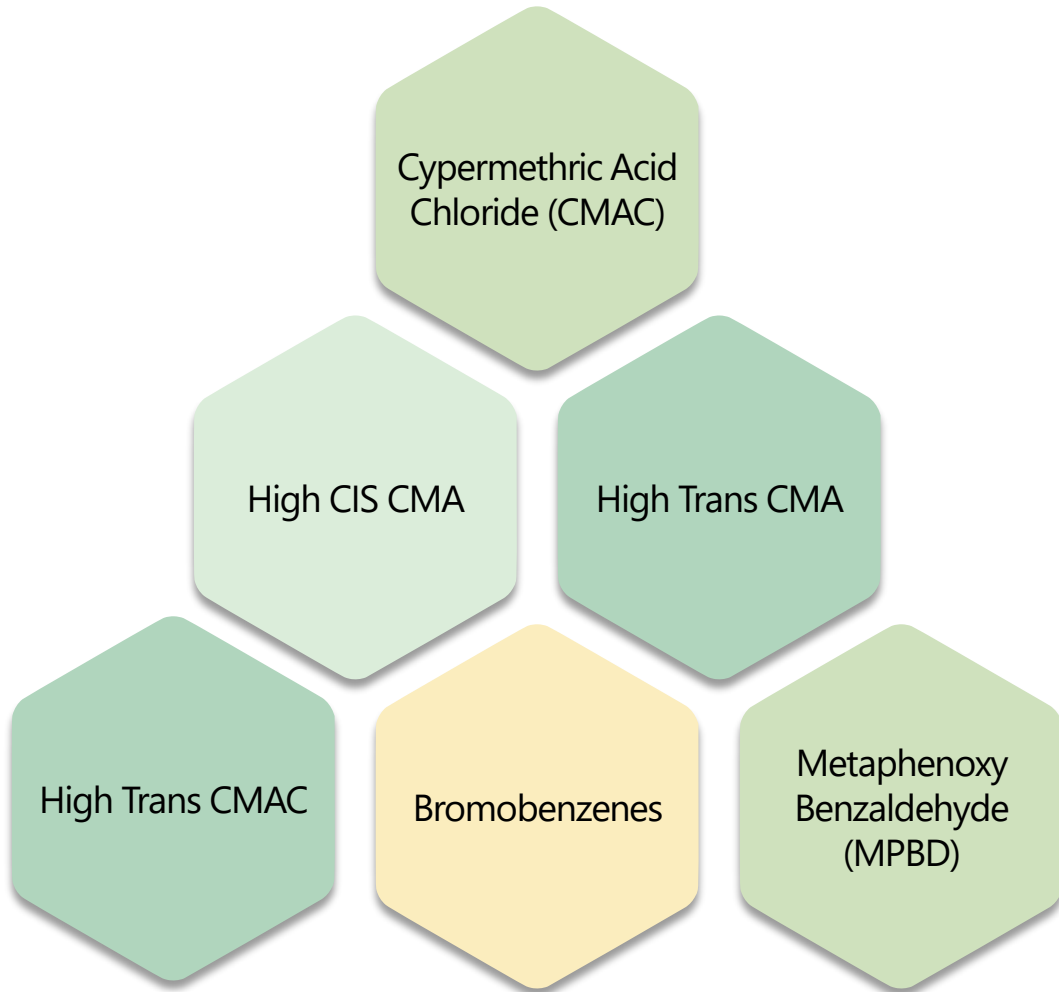


- The process of manufacturing can be classified broadly into three stages





# Intermediaries



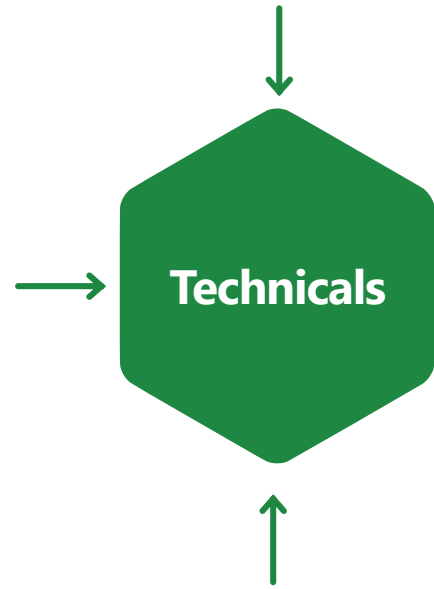
# Technicals

## Insecticides

- Cypermethrin
- Deltamethrin
- Alpha Cypermethrin
- Acephate
- Lambda Cyhalothrin
- Permethrin
- Profenophos
- Temephos
- Theta Cypermethrin
- Thiamethoxam
- Imidacloprid

## Herbicides

- Glyphosate
- Metribuzin
- Clodinofop



## Fungicides

- Tricyclazole
- Hexaconazole



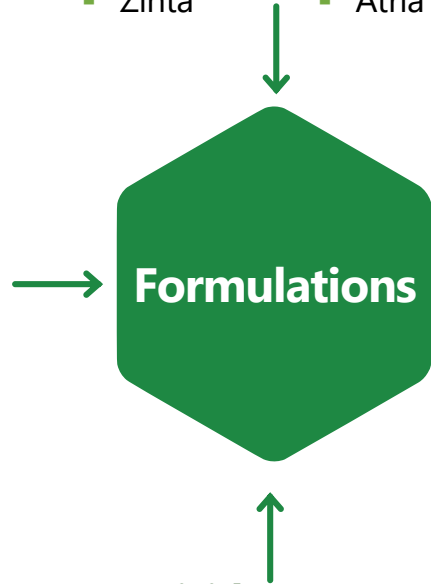
# Formulations

## Insecticides

- Jayam
- Progress Plus
- Param
- Cypraplus
- Dyken
- Mantra
- Astron
- Signor
- Prompt
- Cypra
- Heraban
- Alpha Shakti
- Henoxa

## Herbicides

- Glory
- Chakde
- Heraquat
- Zinta
- Glory 71
- Shera
- Pendant
- Atria

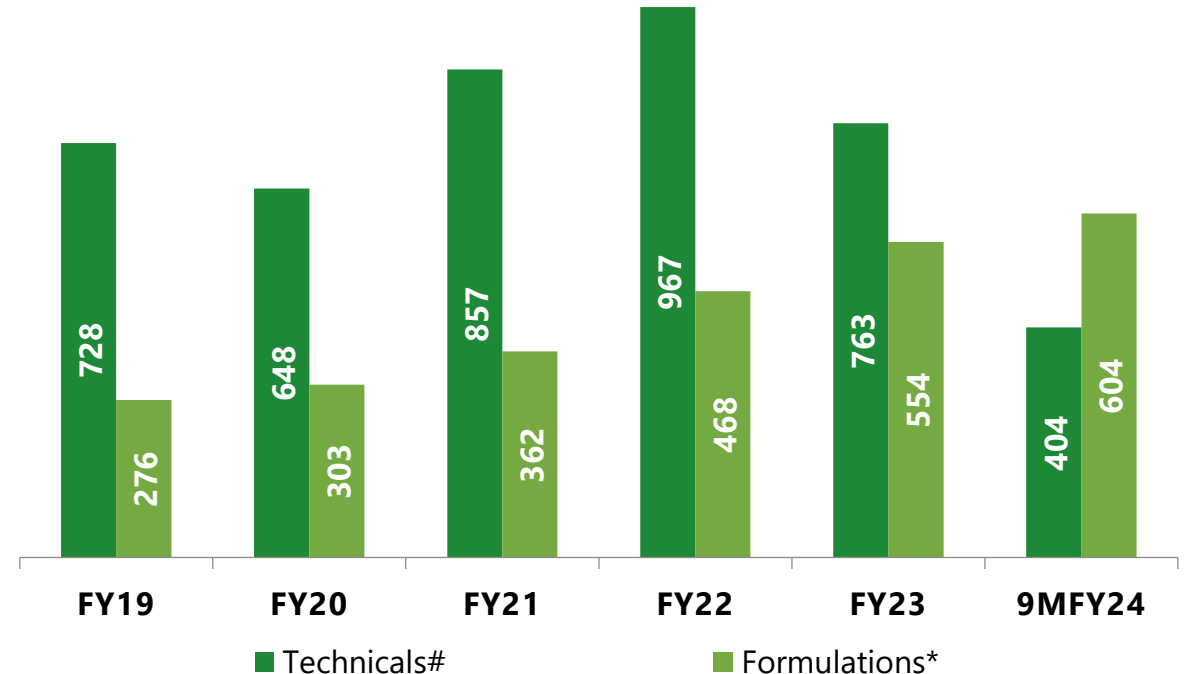


## Fungicides

- Macamba
- Sulphy
- Mask
- Mandy
- Propizole
- Vintage
- Exort
- Tulip
- Silicon Plus

## Revenue from Technical and Formulations

(₹ in Crore)



#Technicals includes Technical Domestic and Technical Exports | \*Formulations includes Branded Formulations, Formulation Exports and Public Health



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Section: 02

# Management





# Experienced Promoters with Domain Knowledge

Promoters having a cumulative experience of more than six decades



**Mr. Sadashiv K. Shetty**

Chairman and Executive Director

- Holds a bachelor's (physics and chemistry) and master's (chemistry) degree in science from University of Mysore
- Has an experience of more than three decades in agrochemicals industry
- Mr. Sadashiv K. Shetty is associated with the Company since 1994. He is a stalwart of the agrochemicals industry, with over thirty years of experience in the sector.
- Has galvanized the development of new products and is boosting the capacities & capabilities of the Company
- His skill, Experience & Expertise includes Business Leadership & Operations, Risk Management & Governance, Business Expertise, Strategic Planning, General Management, Functional & Managerial Experience Chemical Industry Expert, Manufacturing, Research & Development, etc.



**Mr. Raghuram K. Shetty**

Managing Director

- Holds a bachelor's degree in economics, Diploma in Export and Import Management and Commercial Diploma from Department of Education, Bureau of Government Examination
- Has an experience of more than three decades in agrochemicals industry
- Mr. Raghuram K. Shetty is associated with the Company since 1994
- In charge of the overall management and day-to-day affairs of the Company, while also giving shape to the future business strategies
- He is the driving force behind the Business Development, Business Operations, Risk Management & Governance, Finance & Accounting, Functional, Strategic Planning, Procurement, Sales & Marketing, Managerial Operations, International Trade, Export Business Management, Product Development, Plant Setup, Supply Chain, Intellectual Property Rights, etc.



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Section: 03

# Quarterly Performance

**Management  
Commentary**

SLIDE 14

**Quarterly  
Performance**

SLIDE 15

**P&L Summary**

SLIDE 16 & 17



# Q3FY24 Management Commentary

**Mr. Raghuram K. Shetty, Managing Director of Heranba Industries Limited, commented,** *“The Company revenues stood at ₹ 301.70 Cr. in Q3FY24 driven by strong performance in domestic markets navigating uneven monsoon distribution. Our export business was affected by the weak export demands & falling prices. We are dedicated to accelerating revenue growth and productivity efforts in order to achieve significant margin expansion and we continue to view FY24 as crucial acceleration point in Heranba’s trajectory.*

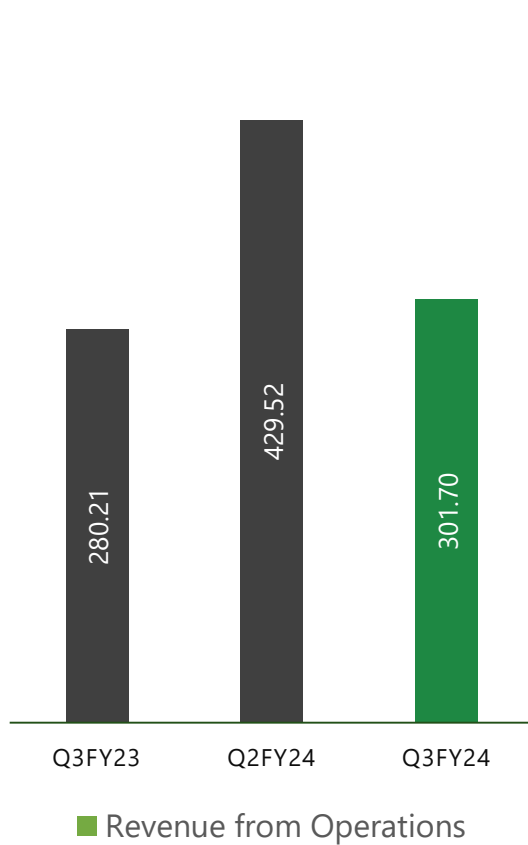
*The ongoing capex at our Sarigam and Saykha facility is shaping up well. Heranba will continue to leverage its integrated manufacturing facilities, wide distribution network, presence across the value chain and thrust on R&D to offer high-quality varied products, aiding farmers to enhance their crop yield and income. The Company looks forward to add new product registrations, thereby expanding its diverse customer base and driving Heranba’s next wave of growth.”*



# Quarterly Performance (Standalone)

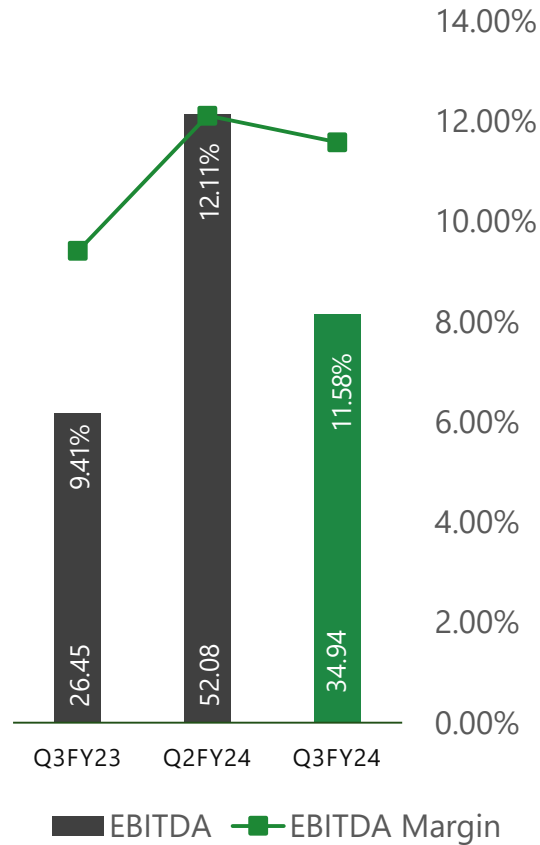
## Net Revenue from Operations

(₹ IN CRORE)



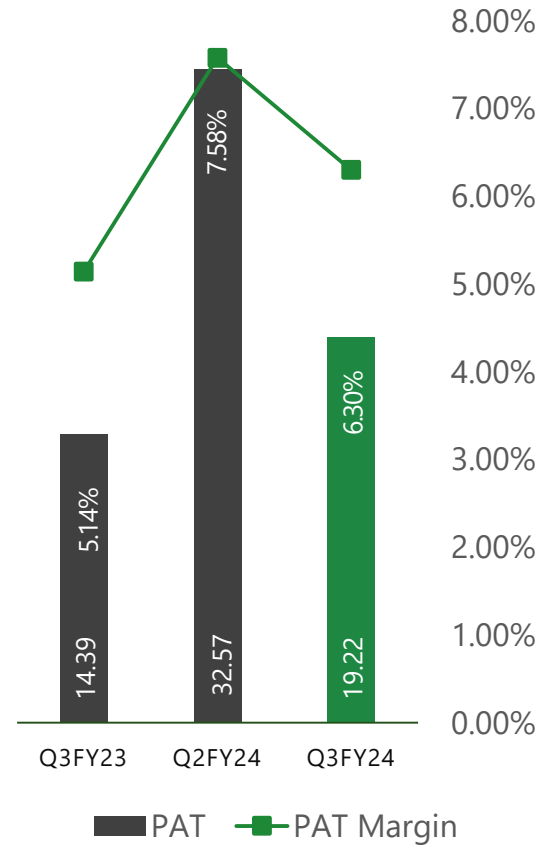
## EBITDA (incl. Other Rev) and EBITDA Margin

(IN ₹ CRORE & %)



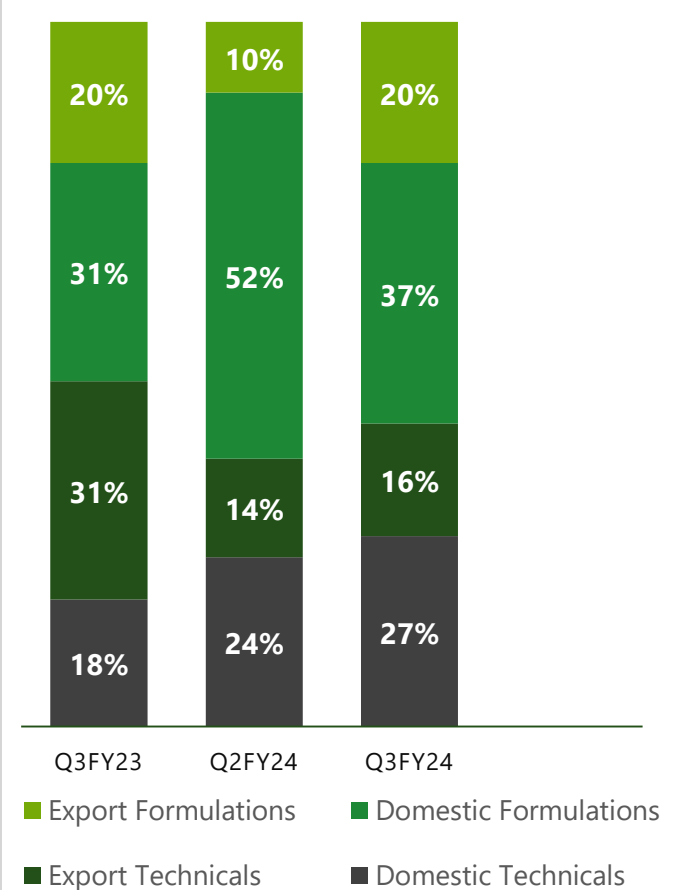
## PAT and PAT Margin

(₹ IN CRORE & %)



## Business Mix

(IN %)



NOTE: Domestic Formulations includes Branded Formulations and Public Health



# Profit & Loss Summary (Standalone)

(Quarterly)

Figures in Crores, except EPS and Margins

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
Revenue from Operations	280.20	429.51	301.70
Other Income	0.90	5.25	6.65
Total Revenue	281.10	434.76	308.35
Total Expenses	262.70	390.79	282.28
Profit Before Tax	18.40	43.98	26.07
Total Tax Expense	4.00	11.46	6.85
Profit After Tax	14.40	32.51	19.22
EPS Basic (₹)	3.60	8.12	4.80
EPS Diluted (₹)	3.60	8.12	4.80
EBITDA (incl. Other income)	26.45	52.08	34.94
EBITDA (incl. Other income) Margin	9.41%	12.11%	11.58%

# Profit & Loss Summary (Consolidated)

(Quarterly)

Figures in Crores, except EPS and Margins

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
Revenue from Operations	276.00	424.29	299.66
Other Income	0.60	1.84	1.69
Total Revenue	276.70	426.13	301.35
Total Expenses	260.30	388.32	284.43
Profit Before Tax	16.40	37.81	16.92
Total Tax Expense	3.70	10.90	3.00
Profit After Tax	12.60	26.91	13.92
EPS Basic (₹)	3.16	6.73	3.48
EPS Diluted (₹)	3.16	6.73	3.48
EBITDA (incl. Other income)	24.50	46.12	25.93
EBITDA (incl. Other income) Margin	8.84%	10.86%	8.65%



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Section: 04

# Financial Performance

**Key Ratios**

SLIDE 19

**Financial Summary**

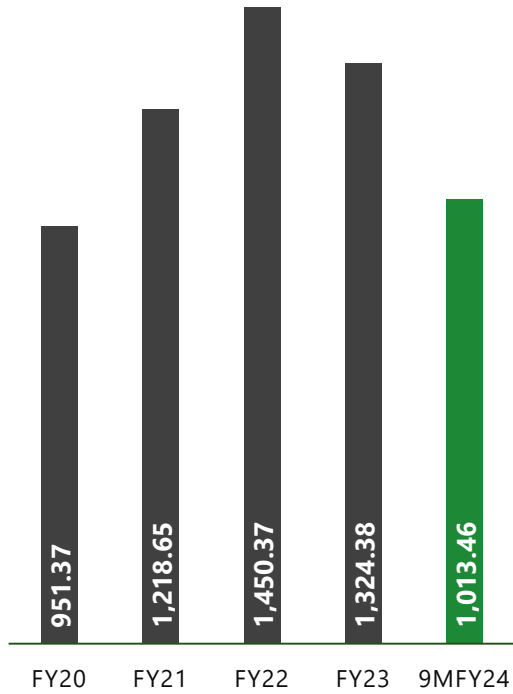
SLIDE 21



# Key Financial Metrics (Standalone)

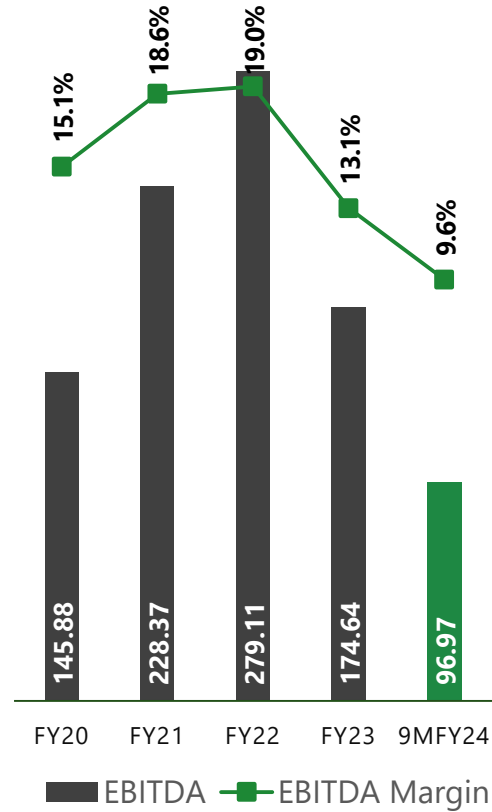
## Net Revenue from Operations

(₹ IN CRORE)



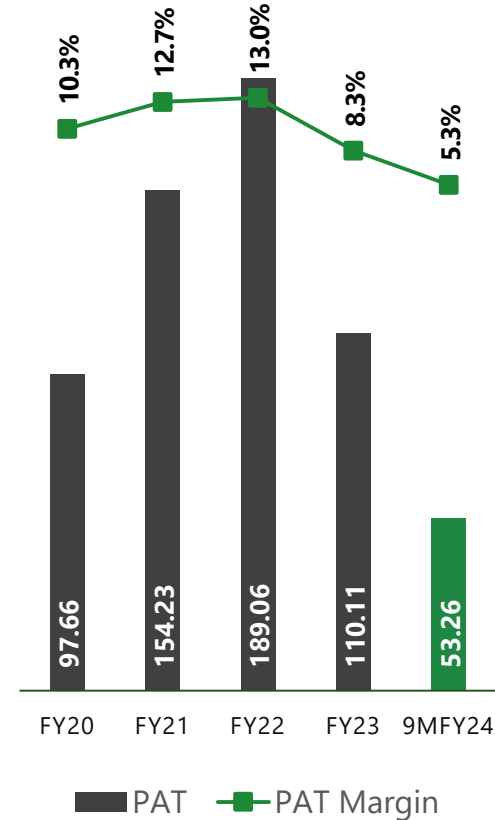
## EBITDA (incl. Other Rev) and EBITDA Margin

(IN ₹ CRORE & %)



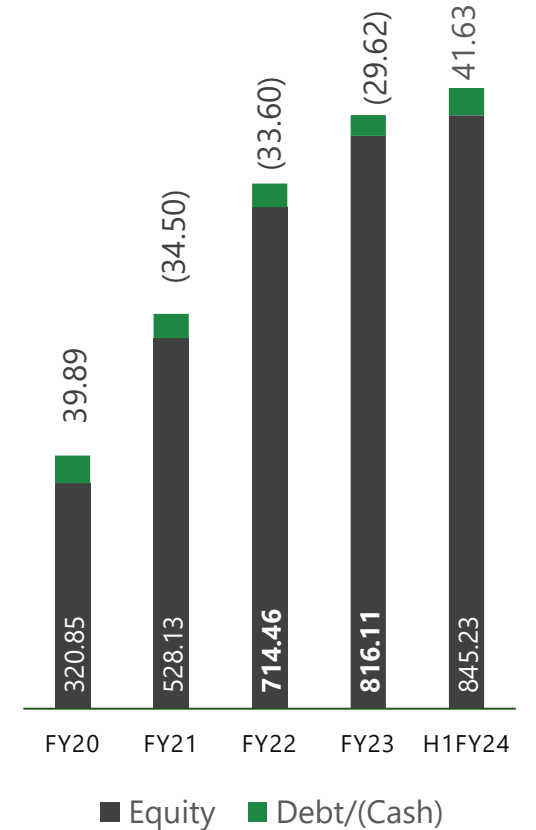
## PAT and PAT Margin

(₹ IN CRORE & %)



## Net Debt/(Cash) and Equity

(₹ IN CRORE)



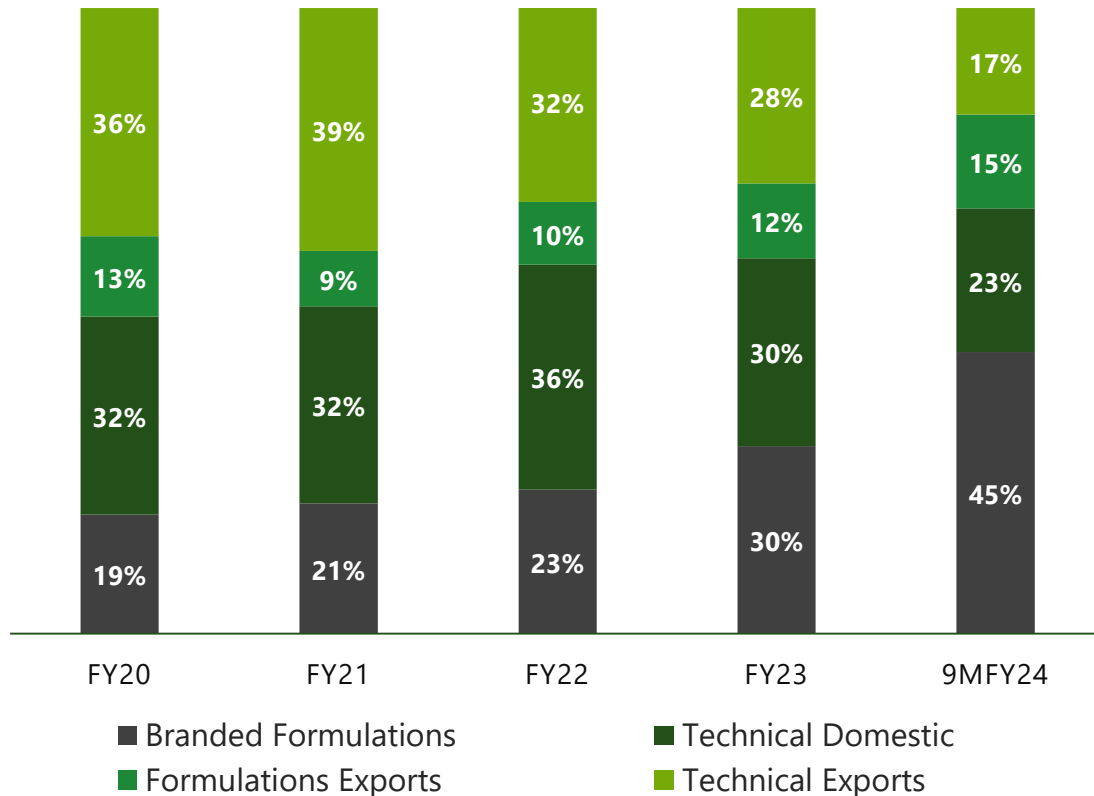


# Standalone Business Mix

Diversified customers base across geographies helps to mitigate risks and benefit from expected growth in agrochemical market

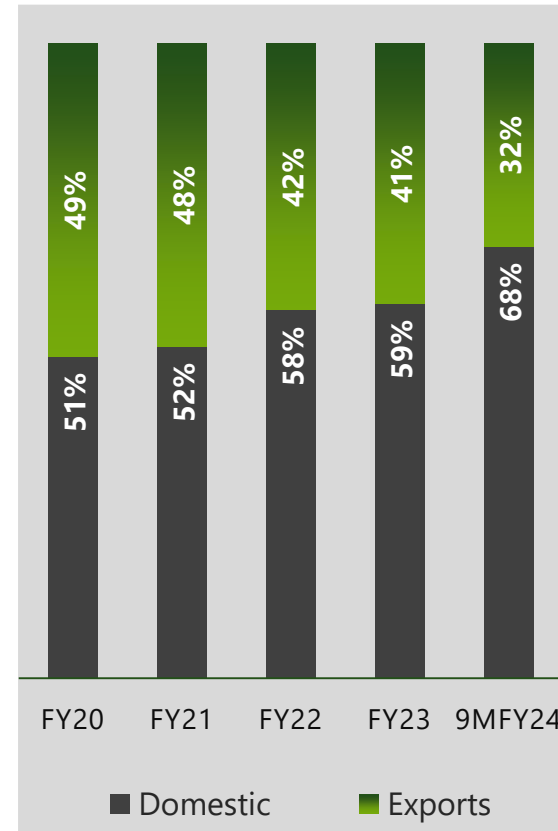
## Revenue from Operations

(IN%)

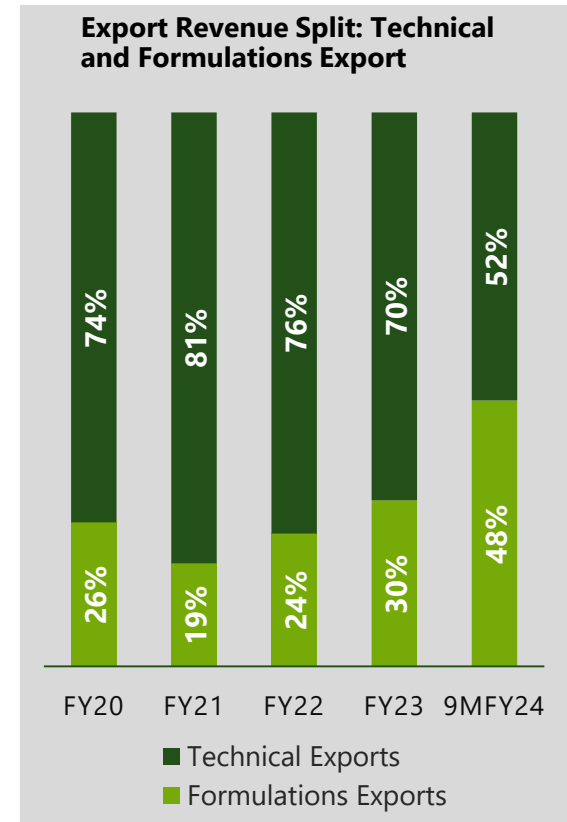


## Revenue from Domestic / Exports

(% OF SALES)



## Export Revenue Split: Technical and Formulations Export



# Profit & Loss Summary (Standalone)

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY22	FY23	9MFY24
Revenue from Operations	951.37	1218.65	1450.37	1324.38	1013.46
Other Income	16.53	7.03	19.35	13.58	19.96
Total Revenue	967.91	1225.68	1469.72	1337.96	1033.42
Total Expenses	839.06	1017.39	1214.47	1193.82	961.33
Profit Before Tax	128.84	208.29	255.25	144.14	72.09
Total Tax Expense	31.19	54.06	66.19	34.03	18.83
Profit After Tax	97.66	154.23	189.06	110.11	53.26
EPS Basic (₹)	25.00	39.41	47.25	27.52	13.31
EPS Diluted (₹)	25.00	39.41	47.25	27.52	13.31
EBITDA (incl. Other Income)	145.88	228.37	279.11	174.64	96.97
EBITDA (incl. Other Income) Margin	15.33%	18.74%	19.24%	13.01%	9.56

# Standalone Balance Sheet (1/2)

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY22	FY23	H1FY24
<b>Non-Current Assets</b>					
Property, plant and equipment	95.44	133.44	193.42	185.99	195.91
Capital work-in-progress	37.77	9.70	14.23	42.04	54.99
<b>Financial Assets:</b>					
(i) Investments	3.73	10.10	2.13	0.92	0.79
(ii) Loans				53.19	154.24
(iii) Other Financial Assets	8.43	24.17	8.07	5.81	6.59
Current tax assets (Net)		1.02	2.81	7.09	7.36
Other non-current assets	8.07	9.70	7.25	6.78	8.31
<b>Total Non-Current Assets (I)</b>	<b>153.44</b>	<b>188.12</b>	<b>227.91</b>	<b>301.82</b>	<b>428.19</b>
<b>Current Assets</b>					
Inventories	145.52	165.99	255.74	297.16	302.30
<b>Financial Assets:</b>					
(i) Trade Receivables	258.47	341.76	446.88	387.59	540.49
(ii) Cash and cash equivalents	3.19	84.78	123.16	118.63	42.21
(iii) Loans	0.90				
(iv) Other financial assets	1.72	2.00	2.55	2.86	2.71
Other current assets	61.54	60.67	51.68	29.34	38.46
<b>Total Current Assets (II)</b>	<b>471.33</b>	<b>655.19</b>	<b>880.01</b>	<b>835.58</b>	<b>926.17</b>
Non-Current Assets held for Sale				21.90	21.90
<b>Total Assets (I + II)</b>	<b>624.76</b>	<b>843.31</b>	<b>1107.91</b>	<b>1159.30</b>	<b>1376.26</b>

# Standalone Balance Sheet (2/2)

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY22	FY23	H1FY24
<b>Equity and liabilities</b>					
<b>Equity</b>					
Equity share capital	39.06	40.01	40.01	40.01	40.01
Other equity	281.79	488.12	674.44	776.10	805.22
<b>Total Equity</b>	<b>320.85</b>	<b>528.13</b>	<b>714.45</b>	<b>816.11</b>	<b>845.23</b>
<b>Liabilities</b>					
<b>Non-Current Liabilities</b>					
<b>Financial Liabilities</b>					
(i) Borrowings					
(ii) Other Financial Liabilities	6.15	6.64			
Provisions	0.65	2.24	7.86	8.94	10.03
Other Non-current liabilities	0.23	1.17	0.63	3.51	3.64
Deferred Tax balances (net)	1.61				
<b>Total Non-Current Liabilities (I)</b>	<b>8.63</b>	<b>10.06</b>	<b>8.49</b>	<b>12.45</b>	<b>13.67</b>
<b>Current Liabilities</b>					
<b>Financial Liabilities</b>					
(i) Borrowings	43.08	50.28	89.56	89.01	83.84
(ii) Trade payables	212.47	195.58	245.84	186.59	369.20
(iii) Other Financial Liabilities	13.93	28.33	29.50	38.02	47.46
Current tax Balances (net)	3.75	8.84	4.01	7.79	7.50
Other current liabilities	16.32	15.97	13.67	7.70	7.73
Provisions	5.74	6.13	2.39	1.63	1.63
<b>Total Current Liabilities (II)</b>	<b>295.28</b>	<b>305.12</b>	<b>384.97</b>	<b>330.74</b>	<b>517.36</b>
<b>Total Liabilities (I + II)</b>	<b>303.91</b>	<b>315.18</b>	<b>393.46</b>	<b>343.19</b>	<b>531.03</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>624.76</b>	<b>843.31</b>	<b>1107.91</b>	<b>1159.30</b>	<b>1376.26</b>

# Standalone Cashflow Statement

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY22	FY23	H1FY24
Cash Flow from Operations	54.21	60.4	98.11	122.50	72.94
Cash Flow from Investing Activities	-52.04	-40.71	-81.72	-100.06	-119.96
Cash Flow from financing Activities	-19.94	61.9	-6.27	-18.08	-20.03
<b>Net increase/ (decrease) in cash and cash equivalents</b>	<b>-17.8</b>	<b>81.59</b>	<b>10.11</b>	<b>4.36</b>	<b>-67.09</b>
Cash and cash equivalents at beginning of the year	20.97	3.194	84.78	94.9	99.26
<b>Cash and cash equivalents at end of the year</b>	<b>3.194</b>	<b>84.78</b>	94.9	<b>99.26</b>	<b>32.20</b>





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Section: 05

# Strategy for growth

**Competitive Strengths**

SLIDE 26

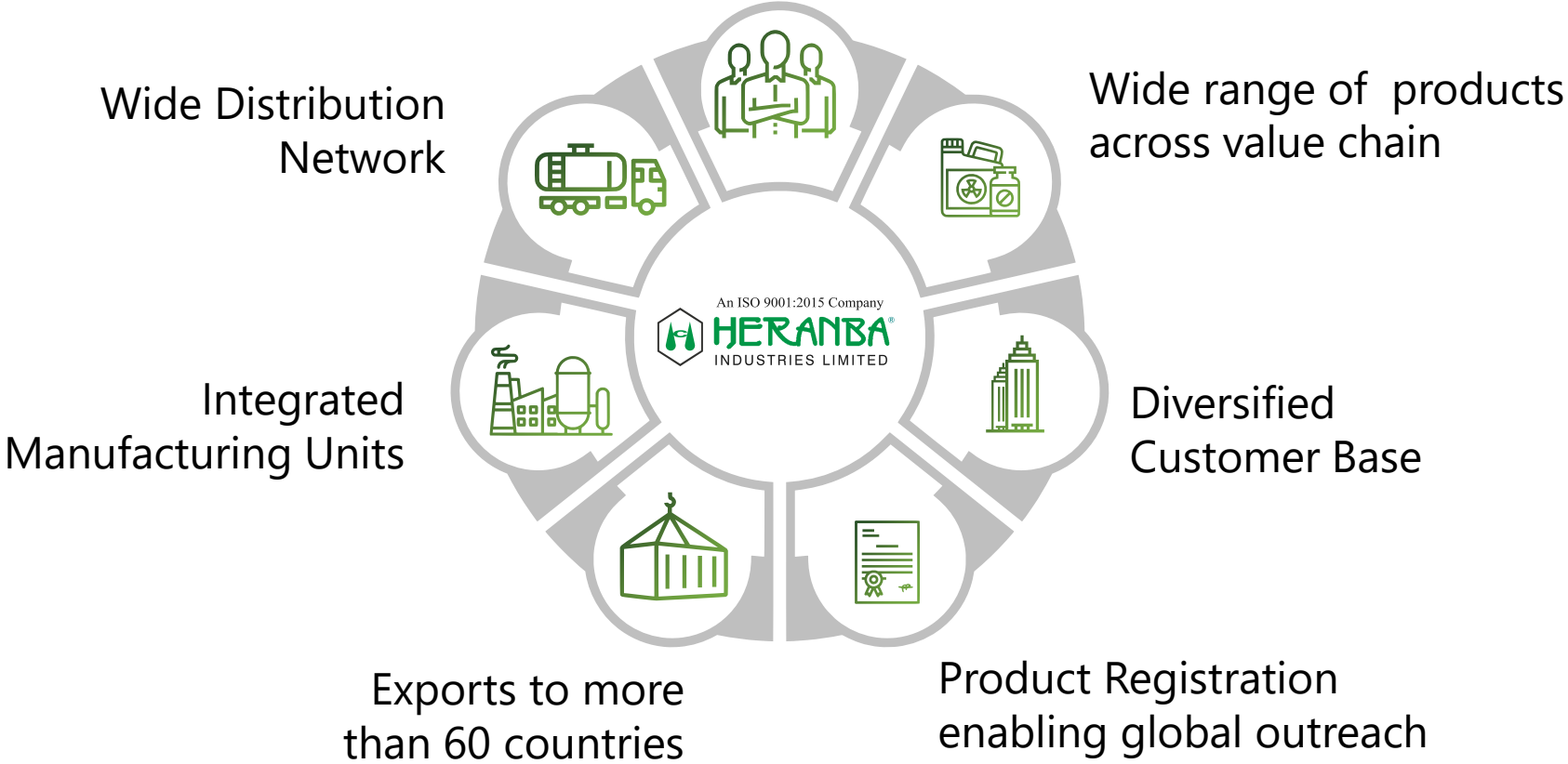
**Business Strategy**

SLIDE 27



# Competitive Strengths

Experienced Promoters and Management Team



# Business Strategy

Well positioned to exploit opportunities offered by growth in Agrochemicals



Entering Highly Regulated USA and Europe markets



Strengthening of R&D Facility



Enhancing Production Capabilities



Enhancing Formulation & Technicals in International Markets



Branded Formulations and Public Health



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### Corporate Office

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91-22-2898 2133/44,  
91-22-2898 4439,  
91-22-5070 5050

Email : [compliance@heranba.com](mailto:compliance@heranba.com)



# Thank You