SCIL/SEC/2019-20/08
14th February, 2020

To,
BSE Limited,
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

Dear Sirs,

Sub: Investor Presentation on Financial Results for the quarter and nine months ended 31st December, 2019

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith investor presentation on the Financial Results of the Company for the quarter and nine months ended 31st December, 2019.

Kindly do the needful to display the same on your website.

Thanking you,

Yours faithfully,

For Sumitomo Chemical India Limited

Sushil Marfatia
Executive Director
Safe Harbour

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Q3 & 9M Results Presentation
Given the seasonality in the business, it is best monitored on an annual basis since a significant portion of revenue & PAT is recorded in the first half of the year.

*PBT adjusted for Merger expenses of Rs. 25.3 Crs for Q3FY20 and Rs. 29.7 Crs for 9M FY20

Q3 FY20 revenue growth of 21% YoY driven by broad-based volume growth across products, geographies and business segments.

Good monsoon and availability of water have boosted farmer sentiment and resulted in good growth in current rabi season in the domestic market.

EBITDA margins improved by 450bps to 8.7% in Q3FY20 lead by Gross Margin expansion and operational efficiencies.

PBT adjusted for Merger expenses grew 183% Y-o-Y.
Given the seasonality in the business, it is best monitored on an annual basis since a significant portion of revenue & PAT is recorded in the first half of the year.

* Merger expenses of Rs. 25.3 Crs for Q3FY20 and Rs. 29.7 Crs for 9M FY20
Revenue Breakup – 9M FY20 Vs 9M FY19

Product Breakup

<table>
<thead>
<tr>
<th>Product</th>
<th>9MFY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insecticides</td>
<td>9%</td>
<td>6%</td>
</tr>
<tr>
<td>Herbicides</td>
<td>12%</td>
<td>11%</td>
</tr>
<tr>
<td>Fungicides</td>
<td>18%</td>
<td>11%</td>
</tr>
<tr>
<td>PGR</td>
<td>18%</td>
<td>7%</td>
</tr>
<tr>
<td>Metal Phosphides</td>
<td>49%</td>
<td>48%</td>
</tr>
<tr>
<td>AND &amp; EHD*</td>
<td>5%</td>
<td>8%</td>
</tr>
</tbody>
</table>

Geographic Breakup

<table>
<thead>
<tr>
<th>Geographic</th>
<th>9MFY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>83%</td>
<td>84%</td>
</tr>
<tr>
<td>Export</td>
<td>17%</td>
<td>16%</td>
</tr>
</tbody>
</table>

Segment Breakup

<table>
<thead>
<tr>
<th>Segment</th>
<th>9MFY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Generic</td>
<td>73%</td>
<td>71%</td>
</tr>
<tr>
<td>Speciality</td>
<td>27%</td>
<td>29%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Domestic</th>
<th>Bulk &amp; Branded</th>
<th>Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>15%</td>
<td>15%</td>
</tr>
<tr>
<td></td>
<td>85%</td>
<td>85%</td>
</tr>
<tr>
<td></td>
<td>68%</td>
<td>69%</td>
</tr>
</tbody>
</table>

*AND - Animal Nutrition Division; EHD - Environmental Health Division
Key Developments

Listing

✓ Equity shares of SCIL were listed and admitted to dealings on the BSE (542920) and NSE (SUMICHEM) effective from January 27, 2020

✓ The outstanding shares post listing stands at 49,91,45,736 of FV of Rs 10

✓ The listing follows the successful completion of the merger of Excel Crop Care with the Company effective from August 31, 2019
Company Overview

- Formidable Player in the Indian Agrochemicals Space
- Journey to 10x Growth in India
- Merger of Excel Crop Care Unlocking Value
- Autonomous Board with Vast Industry Experience
- To Benefit from Strong Parentage of SCC Japan
Leading Agrochemicals Player in India

Overview

- Incorporated in 2000 as a wholly owned subsidiary of SCC, Japan to drive expansion of its Health & Crop Sciences business in India
- Primarily engaged in manufacture and sale of speciality and generic products under Agrosolutions Division (ASD), Environmental Health Division (EHD) and Animal Nutrition Division (AND)  
- Strong R&D capabilities with dedicated pool of 75+ engineers and scientists capable of creating new combinations process developments and improvements
- Recently Excel Crop Care, a leading player engaged in the manufacturing and marketing of Crop Protection, Soil Nutrition, Seed Treatment and Post Harvest products merged with Sumitomo Chemical India Ltd.
- Strong track record of driving growth (11% CAGR over FY11-19 on pro-forma numbers) with strong return ratios (FY19 ROCE of 26%)

<table>
<thead>
<tr>
<th>Product Name</th>
<th>Product Category</th>
<th>Indicative Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glyphosate</td>
<td>Herbicide</td>
<td>Tea Gardens, non-cropped</td>
</tr>
<tr>
<td>Profenophos</td>
<td>Insecticide</td>
<td>Cotton, Soya bean</td>
</tr>
<tr>
<td>Dantotsu</td>
<td>Insecticides</td>
<td>Vegetables</td>
</tr>
<tr>
<td>Tebuconazole</td>
<td>Fungicides</td>
<td>Wheat, Soya bean, Chilli</td>
</tr>
<tr>
<td>Progibb</td>
<td>Plant Growth Regulator</td>
<td>Citrus Fruits</td>
</tr>
<tr>
<td>Aluminum Phosphide</td>
<td>Fumigant</td>
<td>Warehousing of Food Grains</td>
</tr>
<tr>
<td>Chlorpyrphos</td>
<td>Insecticide</td>
<td>Paddy, Beans, Gram</td>
</tr>
<tr>
<td>DL-Methionine</td>
<td>Animal Nutrition</td>
<td>Poultry</td>
</tr>
</tbody>
</table>

Diversified Product Portfolio & Segment Mix (FY19)

- Insecticides 52%
- Herbicides 12%
- Fungicides 9%
- PGR 8%
- Generics 19%
- Speciality 6%
- Metal Phosphides 12%
- ASD 94%
- AND & EHD 6%
Formidable Player in the Indian Agrochemicals Space

- 5 Manufacturing Facilities
- 190+ Brands
- 10+ Technical Actives
- 25+ / 200+ Patents / Registrations
- 13,000+ Distributors
- 1,500+ Employees

- Grown 10X* over FY11-19

*On an organic basis, grown 6X
Journey to 10x Growth in India

**Exploration Phase: 2000 – 2009**

- **2000**: SCIL incorporated in India as EHD (HHI) distribution company.
- **2001**: Manufacturing JV with New Chemi.
- **2002**: Started ASD business.
- **2003**: Started EHD (Public Health) business.
- **2005**: Acquired product - ‘Sulfosulfuron’ Leader rights from Monsanto.
- **2006**: Acquired EHD (HHI) unit from Bayer Vapi.
- **2010**: Started Animal Nutrition Sales ~ INR 2 Bn.

**Aggressive Growth Phase: 2010 – 2019**

- **2010**: Setting-up new organization, control system, PCO function and innovative sales team.
- **2011**: Acquisition of New Chemi and integration with SCIL.
- **2012**: Expanded the business to include animal nutrition chemicals.
- **2013**: Acquisition of Excel Crop Care.
- **2014**: Merger of Excel Crop Care with SCIL.

- **2015-2019**:
  - Robust growth driven by Organic & In-organic expansion
  - Acquisition of New Chemi and integration with SCIL

**Financials**

<table>
<thead>
<tr>
<th>FY</th>
<th>ECC (Rs. Bn)</th>
<th>SCIL (Rs. Bn)</th>
<th>Total (Rs. Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY10-11</td>
<td>7.2</td>
<td>2.3</td>
<td>9.5</td>
</tr>
<tr>
<td>FY11-12</td>
<td>6.9</td>
<td>4.5</td>
<td>11.4</td>
</tr>
<tr>
<td>FY12-13</td>
<td>7.8</td>
<td>4.9</td>
<td>12.7</td>
</tr>
<tr>
<td>FY13-14</td>
<td>9.8</td>
<td>6.5</td>
<td>16.3</td>
</tr>
<tr>
<td>FY14-15</td>
<td>10.3</td>
<td>7.1</td>
<td>17.4</td>
</tr>
<tr>
<td>FY15-16</td>
<td>9.0</td>
<td>7.9</td>
<td>16.9</td>
</tr>
<tr>
<td>FY16-17</td>
<td>9.7</td>
<td>8.5</td>
<td>18.2</td>
</tr>
<tr>
<td>FY17-18</td>
<td>11.9</td>
<td>9.0</td>
<td>20.9#</td>
</tr>
<tr>
<td>FY18-19</td>
<td>13.2</td>
<td>10.0</td>
<td>23.2#</td>
</tr>
</tbody>
</table>

# Inter-company transactions are eliminated. Other operating income is included.

HHI – Household Insecticides
Merger of Excel Crop Care to Unlock Value

**Pre-Merger Structure**

- **SCC and its affiliates (Japan)**
- **Sumitomo Chemical India Limited (SCIL)**

**Post-Merger Structure**

- **SCC and its affiliates (Japan)**
- **Public & Others**
- **Sumitomo Chemical India Limited (SCIL)**

**Public Shareholders**

- 44.98%
- 35.03%
- 19.98%

**Equity shares of SCIL listed on the Stock Exchanges from 27th Jan’20**

- Public shareholding to increase to 25% within a period of one year from the date of listing

**Long term Commitment from SCC, Japan**

- **01** De-risked Portfolio
  - Presence in both technical & formulation manufacturing and across complete range of products

- **02** Highly Complementary Offerings
  - Spread across generics & speciality and to leverage dual brands for offerings across the price spectrum

- **03** Distribution Scale
  - Well-entrenched pan-India network and synergies in product marketing

- **04** Operational Synergies
  - Continuous improvement in manufacturing efficiencies, location realignment and process efficiencies to lead to margin expansion

- **05** Undivided Parent Focus
  - Backing of a well-established parent company with single focused entity of scale to drive India expansion

- **SCIL issued shares to shareholders of ECC (other than itself) and to get listed (shares held by SCIL in ECC stand cancelled after merger)**

- **ECC’s other shareholders, received 51 fully paid-up equity shares of SCIL of face value of INR 10 each for every 2 (two) fully paid-up equity shares of face value of INR 5 held in ECC**
### Well-diversified Platform of Scale (1/2)

<table>
<thead>
<tr>
<th>Parameter</th>
<th>ECCL</th>
<th>SCIL (Pre-Merger)</th>
<th>SCIL (Post-Merger)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Manufacturing Facilities</strong></td>
<td>Plants in Gujarat (2) and Dadar &amp; Nagar Haveli (1)</td>
<td>Plant in Maharashtra (1) and Gujarat (1)</td>
<td>5 plants in West India</td>
</tr>
<tr>
<td><strong>Manufacturing Capability</strong></td>
<td>Predominantly a formulation company with facilities for both formulation &amp; technical</td>
<td>Manufacturing of formulations</td>
<td>Presence in both technical &amp; formulation manufacturing</td>
</tr>
<tr>
<td><strong>Distribution Capability</strong></td>
<td>4,700+ distributors located across India</td>
<td>9,000+ distributors concentrated in few regions</td>
<td>Improved depth and breadth of the distributors</td>
</tr>
<tr>
<td><strong>R&amp;D Capability</strong></td>
<td>3 fully equipped R&amp;D facilities for synthesis and formulation of chemicals</td>
<td>Outsources R&amp;D requirements</td>
<td>Creating new combinations using SCIL’s chemistries</td>
</tr>
<tr>
<td><strong>Industry Sub-segments</strong></td>
<td>Insecticides (44%), Herbicides (27%), Fungicides (11%), Metal Phosphides (13%), Others* (5%)</td>
<td>Insecticides (63%), Fungicide (8%), Herbicide (7%) &amp; Others* (22%)</td>
<td>Insecticides (52%), Herbicides (19%), Fungicides (9%), Metal Phosphides (8%), Others* (12%)</td>
</tr>
</tbody>
</table>

*Others - Soil Nutrition, Biological, PGR etc.
## Well-diversified Platform of Scale (2/2)

<table>
<thead>
<tr>
<th>Parameter</th>
<th>ECCL</th>
<th>SCIL (Pre-Merger)</th>
<th>SCIL (Post-Merger)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product Capability</strong></td>
<td>Major focus on Generics; nascent presence in Biopesticides</td>
<td>Major focus on Speciality Products</td>
<td>Presence across complete range of products</td>
</tr>
<tr>
<td><strong>Business Segments</strong></td>
<td>Presence only in agrochemical segment</td>
<td>Presence in ASD, AND and EHD segments^</td>
<td>ASD focused with presence in AND &amp; EHD^</td>
</tr>
<tr>
<td><strong>Range of Crops Served</strong></td>
<td>Staple crops with major presence in Kharif season</td>
<td>Fruits and vegetable crops covering both Kharif and Rabi season</td>
<td>Well diversified product range covering Kharif &amp; Rabi crops</td>
</tr>
<tr>
<td><strong>Customer Concentration</strong></td>
<td>Top 5 customers contributes to ~12% of sales</td>
<td>Top 5 customers contributes to ~15% of sales</td>
<td>Top 5 customers contribute ~12% of sales</td>
</tr>
<tr>
<td><strong>S&amp;M Capability</strong></td>
<td>Strong wide-spread presence with the distributors / retailers</td>
<td>High degree of engagement with the farmers</td>
<td>Strong presence with both the retailers and farmers</td>
</tr>
</tbody>
</table>

^ASD – Agro-solutions Division; AND – Animal Nutrition Division; EHD – Environmental health Division
Autonomous Board with Vast Industry Experience

Dr. Mukul Govindji Asher
Chairman and Independent Director
- Professorial Fellow at Lee Kuan Yew School of Public Policy at the National University of Singapore
- Advisor to Govts in Asia on tax policy & pension reforms; and to multi-lateral institutions including IMF, Asian Development Bank, PFRDA of India, Govt of Gujarat, & World Bank
- Member of the panel to review Crawford School of Public Policy at Australian National University

Chetan Shantilal Shah
Managing Director
- Commerce graduate from the University of Mumbai and holds a master’s degree in Business Administration from North Rope University in the USA
- Over 43 years of industry experience in various leadership and senior management roles

Sushil Champaklal Marfatia
Executive Director
- Chartered Accountant with over 42 years of industry experience
- Worked with New Chemi Industries Limited for 33 years which was later merged with the Company

Ninad Dwarkanath Gupte
Non-executive Director
- Experience of 43 years in management of companies operating in fine chemicals, performance chemicals, industrial chemicals & agrochemicals
- Held senior positions at Excel Industries, BASF India, Herdillia Chemicals and worked as MD of Cheminova India and Agrocel Industries and as Joint MD of Excel Crop Care
Autonomous Board with Vast Industry Experience

**Bhupendranath Bhargava**  
Independent Non-executive Director

- Experience of over 50 years in areas including banking, project financing and credit rating
- Held directorship in several leading corporates and was on the advisory board of an independent regulatory body set up by the Government of India to work on reforms in telecommunications sector

**Preeti Gautam Mehta**  
Independent Non-executive Director

- 30 years of experience in corporate laws, foreign investment and collaborations, mergers and acquisitions and private equity investments, banking, franchising and hospitality

**Tadashi Katayama**  
Non-executive Director

- MBA from Vanderbilt University, U.S.A. and a Master’s degree from Kyoto University in Japan
- Associated with Sumitomo Chemical, Japan since 1992 in the Health and Crop Science business unit in various positions

**Hiroyoshi Mukai**  
Non-executive Director

- Associated with Sumitomo Chemical Group for over 30 years
- Holds a bachelor’s degree from the University of Osaka, Japan
To Benefit from Strong Parentage of SCC Japan

About SCC, Japan

- SCC is a leading research driven diversified chemical company listed on the Tokyo Stock Exchange with consolidated sales revenue for FY19 of US$ 20.8 bn and Health & Crop Sciences Sector of US$ 3.4 bn
- Offers diverse range of products globally in the fields of petrochemicals, energy and functional materials, IT-related chemicals and materials, health and crop sciences products and pharmaceuticals

SCC’s Health and Crop Science Sector - Undivided Focus for Leadership in India

- SCC’s Health & Crop Sciences Sector manufactures specialized solutions as crop protection and enhancement products, agricultural materials, and methionine
- SCC holds 12,600+ Patents of which ~34% are in Health & Crop Science
- Strong pipeline of Agro-Solutions and Environmental Health products with business potential of ~US$1.4 - $1.8 bn
- Current ownership in SCIL: 80.3% (to reduce to 75% within a period of one year from listing date as prescribed under the applicable regulations)
- Benefits from Global presence of SCC Japan to boost exports due to global distribution channels and presence across 40 countries
- Technical expertise, financial strength and market reach to witness strong improvement
- Inculcate Japanese practices in long term strategic planning, manufacturing proficiencies, work culture, focusing on teamwork
- Development of active ingredients and broad range of formulation research
- Introduction of products manufactured globally and which are not currently present in Indian market
- Access to new active ingredients without additional capex, keeping existing SCIL facilities available for manufacture of other molecules

Focused on developing proprietary products and technologies

SCC’s Health & Crop Sciences Sector is one of the leading R&D Spenders Globally – Key Differentiator

<table>
<thead>
<tr>
<th>FY</th>
<th>Revenue</th>
<th>R&amp;D expense to Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>3.2</td>
<td>8.8%</td>
</tr>
<tr>
<td>FY18</td>
<td>3.4</td>
<td>8.6%</td>
</tr>
<tr>
<td>FY19</td>
<td>3.4</td>
<td>8.7%</td>
</tr>
</tbody>
</table>
Sustainable Drivers for Growth

- Diversified & De-risked Portfolio Across the Agro-Chem Value Chain
- Strategically Located Manufacturing Facilities
- Strong Focus on R&D and Process Innovation
- Strong Brand and Well-Entrenched Distribution Network
- Expanding Brand Visibility and Connect using Innovative Initiatives
- Well placed to benefit from Sector Tailwinds
- Thrust on Safety, Health and Environment (SHE)
- Diversified & De-risked Portfolio Across the Agro-Chem Value Chain
- Strategically Located Manufacturing Facilities
- Strong Focus on R&D and Process Innovation
- Strong Brand and Well-Entrenched Distribution Network
- Expanding Brand Visibility and Connect using Innovative Initiatives
- Well placed to benefit from Sector Tailwinds
- Thrust on Safety, Health and Environment (SHE)
Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

Balanced Presence Across Key Sub-Segments of the Agro-Chem Value Chain

- Insecticides: 6%
- Herbicides: 8%
- PGR: 11%
- Metal Phosphides: 18%
- Fungicides: 49%
- AND & EHD: 49%

Geographic Diversification with Exports to over 60 countries

- Domestic: 78%
- Exports: 22%

Well-Diversified across multiple dimensions

- Business Segments
- Products
- Geographies
- Customers
- Crops Served

Diversified Product Portfolio with low Dependence on Individual Products

- Top 10 products contribute less than 50% of Total Revenue
- No product/molecule contributes more than 15% of Total Revenue

Greater focus on high growth, stable and high profitable segments such as Herbicides, PGR, Bio-rational products

Concentrated efforts now on fruits & vegetables, paddy and other high growth segments

Increasing contribution from PGR segment and offerings for both Kharif and Rabi crops to reduce seasonality in the business

One of the highest proportion of environmentally-friendly products in the Industry
Strategically Located Manufacturing Facilities

Connectivity to Major Cities and Proximity to Main Highways, Ports Reduces Logistic Time and Costs

<table>
<thead>
<tr>
<th>Plant Location</th>
<th>Area (acres)</th>
<th>Segment Served</th>
<th>Product Manufactured</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bhavnagar</td>
<td>~76</td>
<td>Manufacturing of Technical Grade Pesticides and Formulation Development</td>
<td>Chlorpyriphos, Profenophos, Glyphosate, Tebuconazole Tech, Quinalphos, Imidacloprid, Thiacloprid, Acetamiprid, Byspyribac Sodium, Aluminium Phosphide, Zinc Phosphide, Sulphur WDG, Fenpropathin</td>
</tr>
<tr>
<td>Gajod</td>
<td>~120</td>
<td>Production and manufacturing of Metal Phosphides, Sulphur WDG and other WDG formulations</td>
<td></td>
</tr>
<tr>
<td>Tarapur</td>
<td>~5</td>
<td>Production and manufacturing of Active Ingredients</td>
<td></td>
</tr>
<tr>
<td>Vapi</td>
<td>~6</td>
<td>Formulation &amp; Packaging</td>
<td></td>
</tr>
<tr>
<td>Silvassa</td>
<td>~3</td>
<td>Formulation of Glyphosate and Other Speciality Products</td>
<td></td>
</tr>
</tbody>
</table>

Maps not to scale. All data, information, and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness.
Strong Focus on R&D and Process Innovation

End-to-End Product Development Capabilities

- 3 fully equipped, DSIR approved R&D labs located at Mumbai, Bhavnagar and Gajod capable of synthesis, technical product and formulation development

- R&D Team comprises of 75+ qualified and dedicated engineers & scientists of which 10+ are PhDs with more than 15 years of Experience

- 25+ patents granted across various geographies; 9 applications filed

- Pipeline of 9 new combination products /pre-mixtures currently under development (5 insecticides, 2 fungicides, 2 PGR) and 2 Technical products (1 Insecticide & 1 Herbicide) for manufacturing in India

- R&D facilities to gain capability for creating new processes and new combinations using SCC Japan’s chemistries which would help improve production processes and efficiency

- Feasibility of SCC Japan’s new molecule pipeline being studied and evaluated in an Indian context
Strong Brand and Well-Entrenched Distribution Network

✓ **Strong brand** with market leading position across various product categories

✓ **Dual brand portfolio** can offer products at all price points serving multiple customer sub-segments

✓ **In-depth knowledge of own research products, proven go-to-market strategy and deep farmer connect** facilitates launch of Speciality products

✓ **On-field demonstration of products, training of farmers** in using the products, building awareness among stakeholders in relation to the products

✓ **Pan-India distribution network** ensures strong presence with both retailers and farmers and on-time feedback mechanism

✓ **Scale and diversity of product offerings lead to superior bargaining power with distributors and provides one-stop solution for farmers**
Expanding Brand Visibility and Connect

✓ Wide range of generics and speciality products for Increased crop presence and providing crop protection solutions
✓ More than 1,400+ Relationship managers connecting to 1 million+ farmers throughout crop cycle
✓ Over 100 brands covering maximum of crops and pest segments
✓ 13,000+ distributors, 70,000+ dealers and 68 Depots help in expanding brand visibility and connect
✓ More than 500+ Qualified and skilled managers in Sales, Marketing and customer support
✓ Company with 20+ mega brands with high brand recall
✓ Healthy geographical Brand coverage throughout India including North East and J&K
✓ Optimum use of advertising media with increased Digital Platforms presence
Digital Marketing Initiatives

Develop “Digital Marketing” as a parallel support to Traditional marketing system leading to improved sales.

✓ Our Digital Assets: 17 websites, currently driving about 6,342 visitors everyday.

✓ Successful campaign to introduce the QR codes of http://www.sumitomoproducts.com/ to the retailers and farmers.

✓ The campaign drove 44.44% of the website visitors through QR codes.

✓ Videos in 9 major regional languages

✓ 10 channels on YouTube with informative and testimonial videos

Informative Video on Fall armyworm in Maize
48,251 views (since Jun 2019) and counting

Youtube Link

Informative and Testimonial Combined Video on Pink Bollworm in Cotton and Danitol as Remedy
55,360 views (since May 2019) and counting

Youtube Link
Well Placed to Benefit from Sector Tailwinds

Advantage India
- Technically Trained Manpower
- Supportive Government Policies
- Strong Safety, Health & Environment
- Legal & Regulatory Compliance
- Strong R&D
- Customer Relations Management
- Operating Efficiencies

Policy Initiatives
- Rising Population
- Increasing Food Demand
- Increasing demand of Horticulture & Floriculture

Highly Underpenetrated Market

<table>
<thead>
<tr>
<th>Country</th>
<th>Pesticide Consumption (Kg/ha)</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>&lt; 1</td>
</tr>
<tr>
<td>China</td>
<td>13</td>
</tr>
<tr>
<td>Japan</td>
<td>12</td>
</tr>
<tr>
<td>USA</td>
<td>7</td>
</tr>
<tr>
<td>France</td>
<td>5</td>
</tr>
<tr>
<td>UK</td>
<td>5</td>
</tr>
</tbody>
</table>

Source: Data from CLI 2018

Yield improvement is critical for increasing food production to feed growing population and hence crop protection products are critical to reduce crop losses.

China’s Competitiveness Eroding
- Increased Capital Costs
- Currency Appreciation
- Stricter Environment Regulations
- Reduction in government subsidies
- Global players diversifying supplier risk

Pesticides: Market Share by Segment

- Insecticides
- PGR
- Fungicides
- Seed Treatment
- Herbicides

Agrochemical Market Size (US$ bn)
- FY16: 4.1
- FY25E: 8.1

Pesticides Market Share by Segment

- Insecticides: 47%
- Fungicides: 22%
- Herbicides: 25%
- PGR: 1%
- Seed Treatment: 1%

Policy Initiatives
- Increasing MSP’s
- Water management and rain-water harvesting
- Enhancing exports of rice and wheat
- M-Kisan
- National e-Governance Plan
- Pradhan Mantri Fasal Bima Yojana
- Amending the Insecticides Act, 1968, to be replaced by Pesticides Management Act
- Government’s plan to double farmer’s Income

Well Place to Benefit from Sector Tailwinds

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Pesticides Market Share by Segment

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- PGR: 1%
- Seed Treatment: 1%
Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

- A8000 Certification for Social Accountability in Bhavnagar and Gajod
- Efforts focused on reducing effluent load and effluent treatment cost, for staying innovative and competitive in the market
- The quality of the products is maintained and upgraded to the applicable national and international standards through rigorous pursuit of Six Sigma initiative
- Focused on energy conservation and energy cost reduction: 50% of total power requirement through wind and solar power generation plants
- Expanding solar power plant capacity in line with towards green energy would also help in reducing dependence on outsourced power as well as in energy cost reduction
- 3R Principle: Recovery – Recycle – Reuse
- Safety audit, training programmes and other safety management processes and programmes are carried out/conducted at regular intervals
- All the manufacturing and warehousing sites of the Company are covered by safety audit

Abiding by SCC Japan’s EHS Policies

- Dr. Vikram Sarabhai award for developing green technology from department of Science and Technology, Government of Gujarat
- Certificates of appreciation received ten times from jointly by Gujarat Safety Council and Dish
- Government of Gujarat for achieving 10 lakh accident free man-hours
- Certificates of merits received from jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 20 lakh accident free man-hours
- Certificates of honour received two times jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 30 lakh accident free man-hours

Focus on purity, quality and timely delivery of products to the customer
Growth Strategies & Financial Performance

- Growth Strategies
- Performance Highlights
- Profit & Loss Account
- Balance Sheet
- Cash Flow
Growth Strategies

Continued Investment in R&D and Pipeline

- Aim to invest in seamless integration of R&D between SCIL and SCC units which would help improve our production processes, enhancing yields and efficiency
- Introduce new products as per market demand

Capacity Expansion

- Driving operational efficiencies maintaining highest safety standards and Responsible Care compliances
- Invest ~15% of consolidated EBITDA every year for upgradation of manufacturing facilities and capacity expansion to cater to strong domestic/global demand

Further Brand Development

- Investments for marketing of new and existing products and brands
- On-field demonstrations, training of farmers for building ground-level demand generation supported by digital marketing
- Focus on high margin brands
- 11 products registration in process to further improve capacity utilization including product level expansion

Development of Combination Products

- Pipeline of 9 new combination products / pre-mixtures currently under development (5 insecticides, 2 fungicides, 2 PGR) & 2 Technical products (1 Insecticide & 1 Herbicide) for manufacturing in India
- Introduction of new molecules in speciality segment leveraging SCC’s support

Expand Export Business

- Enhance exports in regions like Africa and Europe
- Leverage SCC’s Global supply chain and marketing network to drive exports

Achieving Market Leadership in India

- Balanced portfolio of generic and speciality products
- Consolidate position as best agro-chemical marketer in India
- Strive for manufacturing excellence
- Set-up a strong management & team
- Lay the foundation for next generation leadership

Leverage expertise in successful product launches and capacity expansions to fuel future growth
1. Given the seasonality in the business, it is best monitored on an annual basis since a significant portion of revenue & PAT is recorded in the first half of the year.

2. Appointed date for merger of ECC and SCIL is 1st Apr'18

*Revenue is Net of Excise Duty.

^ ROCE = \( \frac{\text{EBIT}}{\text{Net Worth} + \text{Borrowings} - \text{Cash}} \)

Performance Highlights

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Rs Crs)</td>
<td>1,913</td>
<td>2,212</td>
<td>+16%</td>
</tr>
<tr>
<td>PAT (Rs Crs)</td>
<td>145</td>
<td>166</td>
<td>+14%</td>
</tr>
<tr>
<td>EBITDA (Rs. Crs) &amp; EBITDA Margin (%)</td>
<td>217</td>
<td>264</td>
<td></td>
</tr>
<tr>
<td>Networth (Rs Crs)</td>
<td>954</td>
<td>1,048</td>
<td>+10%</td>
</tr>
<tr>
<td>RoCE (%)^</td>
<td>25.2%</td>
<td>25.9%</td>
<td></td>
</tr>
<tr>
<td>Net Working Capital Days</td>
<td>129</td>
<td>132</td>
<td></td>
</tr>
</tbody>
</table>

- Combined entity ~2x in size
- Net debt free balance sheet
- Strong margin profile maintained
- Additional upside to be realized on account of synergies
Given the seasonality in the business, it is best monitored on an annual basis since a significant portion of revenue & PAT is recorded in the first half of the year.

Appointed date for merger of ECC and SCIL is 1st Apr’18

* H1 FY19 consolidated figures are based on management accounts; **Revenue net of Excise Duty

### Consolidated Profit & Loss Account Statement

<table>
<thead>
<tr>
<th>Particulars (Rs. Crs)</th>
<th>FY19</th>
<th>FY18</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Revenue from Operations</strong></td>
<td>2,211.7</td>
<td>1,912.9**</td>
<td>15.6%</td>
</tr>
<tr>
<td>COGS</td>
<td>1,458.9</td>
<td>1,238.7</td>
<td></td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>752.8</td>
<td>674.2</td>
<td>11.7%</td>
</tr>
<tr>
<td><strong>Gross Profit %</strong></td>
<td>34.0%</td>
<td>35.2%</td>
<td></td>
</tr>
<tr>
<td>Employee Expenses</td>
<td>161.5</td>
<td>147.5</td>
<td></td>
</tr>
<tr>
<td>Other Operating Expenses</td>
<td>327.7</td>
<td>309.6</td>
<td></td>
</tr>
<tr>
<td><strong>Operating EBITDA</strong></td>
<td>263.5</td>
<td>217.1</td>
<td>21.4%</td>
</tr>
<tr>
<td><strong>EBITDA Margin</strong></td>
<td>11.9%</td>
<td>11.3%</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>27.8</td>
<td>23.7</td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>27.8</td>
<td>30.5</td>
<td></td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>263.5</td>
<td>223.8</td>
<td>17.7%</td>
</tr>
<tr>
<td><strong>EBIT Margin</strong></td>
<td>11.9%</td>
<td>11.7%</td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>3.7</td>
<td>2.8</td>
<td></td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>259.8</td>
<td>221.0</td>
<td></td>
</tr>
<tr>
<td><strong>PBT Margin</strong></td>
<td>11.7%</td>
<td>11.6%</td>
<td></td>
</tr>
<tr>
<td>Tax</td>
<td>94.0</td>
<td>75.8</td>
<td></td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>165.8</td>
<td>145.1</td>
<td>14.2%</td>
</tr>
<tr>
<td><strong>Net Profit Margin</strong></td>
<td>7.5%</td>
<td>7.6%</td>
<td></td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>0.0</td>
<td>5.1</td>
<td></td>
</tr>
<tr>
<td><strong>Total Comprehensive income for the period</strong></td>
<td>165.8</td>
<td>150.2</td>
<td></td>
</tr>
<tr>
<td>EPS</td>
<td>3.3</td>
<td>2.9</td>
<td></td>
</tr>
</tbody>
</table>
Consolidated Balance Sheet

<table>
<thead>
<tr>
<th>Assets (Rs. Crs)</th>
<th>Sep-19</th>
<th>Mar-19</th>
<th>Mar-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non-Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, Plant and Equipment</td>
<td>283.7</td>
<td>277.2</td>
<td>264.8</td>
</tr>
<tr>
<td>Capital work-in-progress</td>
<td>4.5</td>
<td>3.2</td>
<td>4.5</td>
</tr>
<tr>
<td>Right to use an Asset</td>
<td>30.9</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Intangible Assets</td>
<td>1.6</td>
<td>2.1</td>
<td>1.9</td>
</tr>
<tr>
<td>Intangible Assets under Development</td>
<td>4.9</td>
<td>4.9</td>
<td>4.3</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Investments</td>
<td>0.1</td>
<td>0.1</td>
<td>0.1</td>
</tr>
<tr>
<td>(ii) Loans</td>
<td>8.6</td>
<td>7.8</td>
<td>7.3</td>
</tr>
<tr>
<td>Non-Current tax Assets (net)</td>
<td>19.5</td>
<td>18.8</td>
<td>24.8</td>
</tr>
<tr>
<td>Other non-current Assets</td>
<td>5.3</td>
<td>4.4</td>
<td>5.1</td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td>1,805.8</td>
<td>1,541.4</td>
<td>1,345.7</td>
</tr>
<tr>
<td>Inventories</td>
<td>546.7</td>
<td>680.6</td>
<td>609.3</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Investments</td>
<td>68.8</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>(ii) Trade receivables</td>
<td>1,039.0</td>
<td>671.0</td>
<td>551.8</td>
</tr>
<tr>
<td>(iii) Cash and cash equivalents</td>
<td>92.6</td>
<td>50.5</td>
<td>73.5</td>
</tr>
<tr>
<td>(iv) Bank balances other than (iii) above</td>
<td>0.9</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>(v) Loans</td>
<td>4.8</td>
<td>3.3</td>
<td>3.7</td>
</tr>
<tr>
<td>(vi) Other financial assets</td>
<td>11.2</td>
<td>17.0</td>
<td>10.4</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>41.9</td>
<td>118.1</td>
<td>96.3</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>2,164.9</td>
<td>1,860.0</td>
<td>1,658.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Equity &amp; Liabilities (Rs. Crs)</th>
<th>Sep-19</th>
<th>Mar-19</th>
<th>Mar-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EQUITY</strong></td>
<td>1,214.8</td>
<td>1,048.4</td>
<td>954.0</td>
</tr>
<tr>
<td>Equity Share Capital</td>
<td>274.6</td>
<td>274.6</td>
<td>274.6</td>
</tr>
<tr>
<td>Other Equity</td>
<td>940.2</td>
<td>773.8</td>
<td>679.4</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td>41.8</td>
<td>35.4</td>
<td>32.5</td>
</tr>
<tr>
<td><strong>Financial liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Liability</td>
<td>17.8</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Provisions</td>
<td>16.7</td>
<td>15.6</td>
<td>12.7</td>
</tr>
<tr>
<td>Deferred tax liabilities (net)</td>
<td>1.5</td>
<td>14.6</td>
<td>18.1</td>
</tr>
<tr>
<td>Non-current Tax Liabilities</td>
<td>5.8</td>
<td>5.2</td>
<td>1.7</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td>908.2</td>
<td>776.1</td>
<td>671.9</td>
</tr>
<tr>
<td><strong>Financial liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Borrowings</td>
<td>-</td>
<td>19.7</td>
<td>10.1</td>
</tr>
<tr>
<td>(ii) Trade Payables</td>
<td>759.4</td>
<td>596.8</td>
<td>527.3</td>
</tr>
<tr>
<td>(iii) Other financial liabilities</td>
<td>78.6</td>
<td>63.2</td>
<td>55.6</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>38.6</td>
<td>87.1</td>
<td>70.1</td>
</tr>
<tr>
<td>Provisions</td>
<td>5.0</td>
<td>2.6</td>
<td>2.3</td>
</tr>
<tr>
<td>Current tax liabilities</td>
<td>26.6</td>
<td>6.8</td>
<td>6.6</td>
</tr>
<tr>
<td><strong>Total Equity &amp; Liabilities</strong></td>
<td>2,164.9</td>
<td>1,860.0</td>
<td>1,658.4</td>
</tr>
</tbody>
</table>

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2. Appointed date for merger of ECC and SCL is 1st Apr’18.
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Appointed date for merger of ECC and SCIL is 1st Apr'18.

### Consolidated Cash Flow Statement

<table>
<thead>
<tr>
<th>Cash Flow Statement (Rs. Cr)</th>
<th>Sep-19</th>
<th>Mar-19</th>
<th>Mar-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Profit Before Tax</strong></td>
<td>224.2</td>
<td>259.8</td>
<td>221.0</td>
</tr>
<tr>
<td>Adjustments for: Non-Cash Items / Other Investment or Financial Items</td>
<td>21.0</td>
<td>18.6</td>
<td>9.6</td>
</tr>
<tr>
<td><strong>Operating profit before working capital changes</strong></td>
<td>245.2</td>
<td>278.5</td>
<td>230.6</td>
</tr>
<tr>
<td>Changes in working capital</td>
<td>-42.0</td>
<td>-112.7</td>
<td>-100.0</td>
</tr>
<tr>
<td><strong>Cash generated from Operations</strong></td>
<td>203.3</td>
<td>165.8</td>
<td>130.6</td>
</tr>
<tr>
<td>Direct taxes paid (net of refund)</td>
<td>36.0</td>
<td>88.1</td>
<td>83.1</td>
</tr>
<tr>
<td><strong>Net Cash from Operating Activities</strong></td>
<td>167.3</td>
<td>77.7</td>
<td>47.4</td>
</tr>
<tr>
<td><strong>Net Cash from Investing Activities</strong></td>
<td>-87.8</td>
<td>-35.3</td>
<td>-39.6</td>
</tr>
<tr>
<td><strong>Net Cash from Financing Activities</strong></td>
<td>-36.9</td>
<td>-65.4</td>
<td>7.2</td>
</tr>
<tr>
<td><strong>Net Decrease in Cash and Cash equivalents</strong></td>
<td>42.6</td>
<td>23.1</td>
<td>15.0</td>
</tr>
<tr>
<td>Add: Cash &amp; Cash equivalents at the beginning of the period</td>
<td>50.5</td>
<td>73.5</td>
<td>58.6</td>
</tr>
<tr>
<td><strong>Cash &amp; Cash equivalents at the end of the period</strong></td>
<td>93.0</td>
<td>50.5</td>
<td>73.6</td>
</tr>
</tbody>
</table>
Awards & Accolades

- Jamnalal Bajaj Award for “Fair Business and Practices”
- First ever president’s gold shield for import substitution
- First award for export of organic and inorganic chemicals
- ICMA award for innovation and purposeful programs for social progress
- First Sir P.C. Ray award for development of products and process with indigenous technology
- Punjab Haryana Delhi Chamber of Commerce and Industries award for ethical business
- Winner active ingredient trophy and certificate from M/s. Bayer
- Trishul award for the excellent performance for exports in international markets
- Shramveer award for improvement of product efficiency received from national level Delhi
- Vishwakarma Rashtriya Puraskar received for process development
- National Safety Award by Labour Ministry, Government of India for safety performance
- Shramveer Award to employees from Labour Ministry, state level received six times
- Shram Bhushan Award to employees received five times
- Shram Ratna to employees, received seven times
- Shram Shri award to employees received three times
- Gujarat State Safety Certificate for safety commitment
# Key Takeaways

## Formidable Player in the Indian Agro-chem Space
- Strong / leadership position across products and processes
- Ability to develop new combination products (9 under registrations and additional under development)

## Experienced Management Team and Board of Directors
- Strong management and autonomous Board with vast experience and domain expertise
- Localized experience enables better understanding of market needs to drive growth

## Well-diversified Product Portfolio Across Agro-Chem Value Chain
- Multi-product, multi-geography, multi-customer de-risking
- Access to an impressive range of own actives along with significant exposure towards speciality products resulting in product offerings at all price points serving multiple customers sub-segment

## Strong Brand and Well-Entrenched Distribution Network
- 23 states, 68 depots, 13,000+ distributors, 40,000+ dealer network
- High credibility and brand recall amongst famers and the trade on account of transparent and ethical business dealings

## To Benefit from Strong Parentage of SCC Japan
- Benefits from international standing of SCC Japan; most well revered brand renowned for its quality
- Access to SCC’s global supply chain and global R&D activities (one of the largest spenders) resulting in development of actives and broad range of formulation research

## State-of-the-art Manufacturing and R&D Facilities
- Operates five manufacturing facilities with state-of-the-art plants at strategic location which helps reduce logistic time and costs
- Capacity not a constraint allowing for significant growth on existing investments
- Holds 27 patents and further 9 applications filed

## Strong Track Record of Driving Growth
- Grown 10X over FY11-19 driven by organic and inorganic expansion; 11% CAGR for merged entity (including Excel Crop Care) over the same period
- Debt free balance sheet with strong return ratios
For further information, please contact:

<table>
<thead>
<tr>
<th>Company:</th>
<th>Investor Relations Advisors:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sumitomo Chemical India Limited</td>
<td>Strategic Growth Advisors Pvt. Ltd.</td>
</tr>
<tr>
<td>CIN: U24110MH2000PLC124224</td>
<td>CIN: U74140MH2010PTC204285</td>
</tr>
<tr>
<td>Mr. Sushil Marfatia</td>
<td>Mr. Varun Divadkar / Mr. Jigar Kavaiya</td>
</tr>
<tr>
<td>Executive Director</td>
<td>97637 02204 / 99206 02034</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:varun.divadkar@sgapl.net">varun.divadkar@sgapl.net</a> / <a href="mailto:payal.dave@sgapl.net">payal.dave@sgapl.net</a></td>
</tr>
<tr>
<td></td>
<td><a href="http://www.sgapl.net">www.sgapl.net</a></td>
</tr>
</tbody>
</table>