

Ref: NACL/SE/2021-22

09<sup>th</sup> June, 2021

**1) BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street,  
Fort, Mumbai,  
Mumbai – 400001  
Stock Code: 524709

**2) National Stock Exchange of India Ltd**

Exchange Plaza, 5thFloor  
Plot No.C/1 G Block,  
Bandra –Kurla Complex, Bandra (E)  
Mumbai-400051.  
Symbol: NACLIND

Dear Sir,

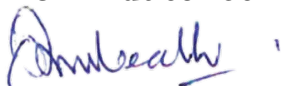
**Sub: Investor Presentation — reg.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the investor presentation for the fourth quarter and year ended 31<sup>st</sup> March, 2021.

Kindly take the same into records.

Thanking you,

for **NACL Industries Limited**



**Satish Kumar Subudhi**

Company Secretary & Head-Legal





# NACL Industries Limited

Investor Presentation | Q4 FY2021





# Forward Looking Statement



This presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of NACL Industries Limited, its direct and indirect subsidiaries and its associates. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. You are urged to view all statements contained herein with caution. NACL Industries Limited does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise

# CONTENT



## CORPORATE IDENTITY

Page No

**04**

## OPERATIONAL HIGHLIGHTS

Page No

**12**

## RESULTS SUMMARY

Page No

**14**

## PERFORMANCE TRACK RECORD

Page No

**26**

## ANNEXURE

Page No

**31**

## SHAREHOLDER'S INFORMATION

Page No

**46**



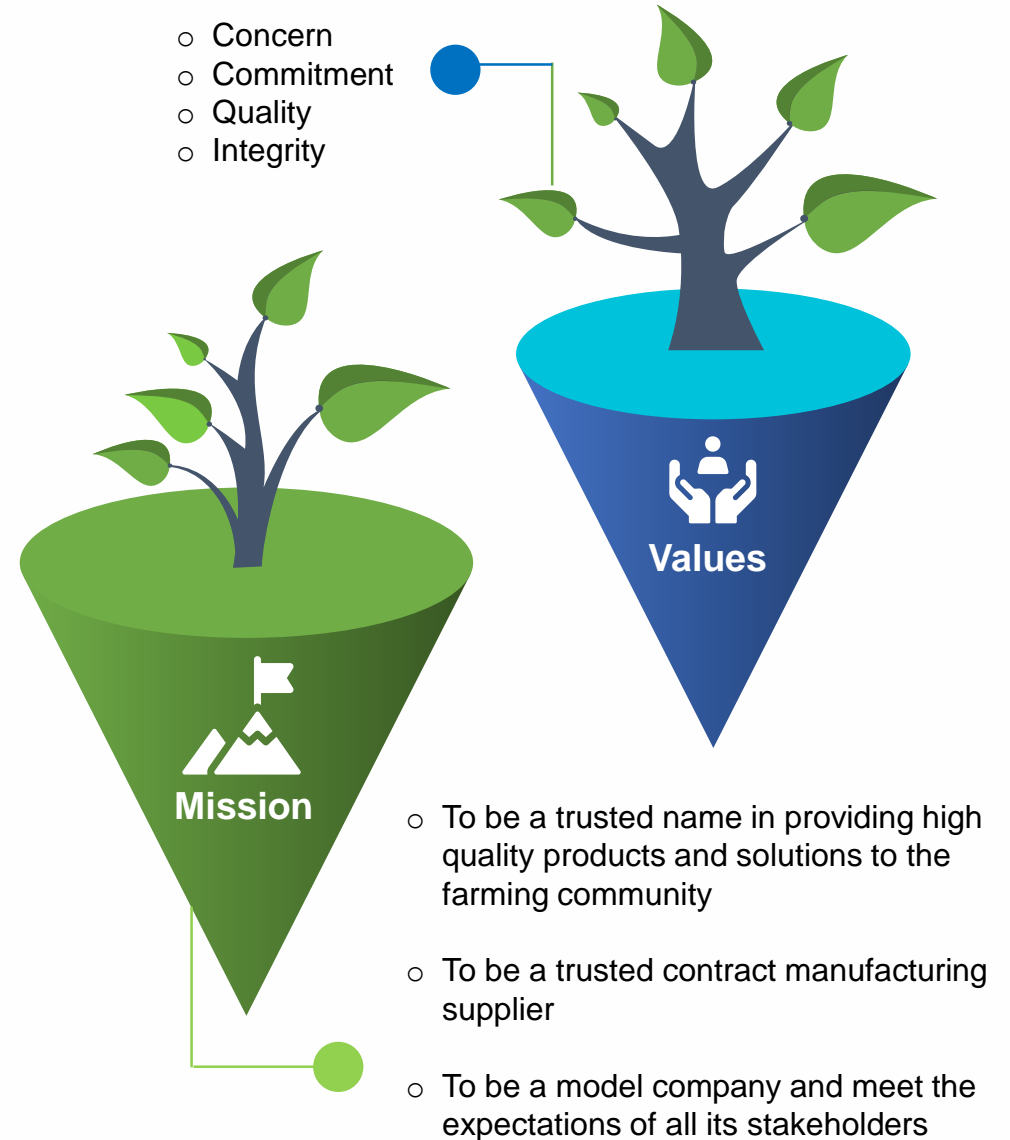


# CORPORATE IDENTITY

# ABOUT NACL



NACL is an established agrochemical Company in India, founded 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 50 products covering all major crops. In formulations, the Company manufactures products in all major categories such as Insecticides, Herbicides, Fungicides, Plant Growth Regulators and Nematicides.



# QUICK FACTS



5



Million Farmers  
( Customers )

12,500



Retailers

57



Branded  
Products

3



Manufacturing  
Units

30



Geographical  
Presence

1,200+



Employee  
Strength

25+



Years  
of Experience

# GEOGRAPHICAL REACH



- 30**  
Countries
- 12,500**  
Retailers
- ~32**  
Revenue from International (%)
- 03**  
Manufacturing Plants





# PRODUCT PORTFOLIO



Branded Products Portfolio of NACL includes Insecticides, Herbicides, Fungicides and Plant Growth Regulators.

## Technicals

### Insecticides

Profenofos  
Lambda-Cyhalothrin  
Imidachloprid

### Fungicides

Myclobutanil  
Propiconazole  
Tricyclazole  
Thifluzamide

### Herbicides

Pretilachlor  
BispyribacSodium  
Metribuzin  
Clodinafop-Propargyl  
Quizalofop ethyl

# PRODUCT PORTFOLIO



## Insecticides

Profex  
Super  
Profex  
Cannon  
Fury  
Dxtar  
Trust  
Nagarjuna  
4G  
Quick 50%  
SP  
Pymet  
Warrior  
Plus  
Warrior  
Ennova  
Monocrown  
Force  
Fenny  
Nagarjuna  
Mida  
Cairo  
Dxtar FS  
Status

## Fungicides

Nagarjuna Index  
Nagarjuna Result  
Combi Plus  
Sivic  
MassPlus  
Zen  
Zeb  
Font  
Mass  
Nagarjuna Rizostar  
Subtle  
Slogan  
Nagarjuna Signet

## Herbicides

Eraze  
Eraze Plus  
Eraze Strong  
Eraze-N  
Globus  
Globus SG  
Geomon  
Imax  
Nagarjuna Cubit  
Nagastra  
Narilon  
N- Double Mix  
Point  
Rhino  
Senior  
Sirius  
Smash  
Surya  
Twofour  
Nagarjuna Point  
Cambium

## Plant Growth Regulators & Nematicides

Atonik  
Gallant EG  
Gallant Gold  
Nagarjuna Nipit

Formulations

# RCMS CERTIFICATION



ICC (Indian Chemical Council) has granted permission for use of the Responsible Care Logo, for a period of Three Years.

Responsible Care has become increasingly significant to the Chemical Industries to continue doing business in Domestic and especially Export business. Most of the MNCs are demanding Indian Chemical Industries to adopt and achieve the RC Logo to stand out as their Priority Customer.





# GLP CERTIFICATION



The R&D facility of NACL Industries Limited, situated at Nandigaon village, outskirts of Hyderabad (Telangana), India has been accredited for "Good Laboratory Practice" issued by NGCMA, Department of Science and Technology, Government of India

The OECD Principles of Good Laboratory Practice (GLP) ensure the generation of high quality, reliable and reproducible test data related to non-clinical health and environmental safety studies. Registration authorities of all OECD countries (which includes USA, Canada, Australia, Japan, UK, Germany and many other countries) will now accept the test data generated out of the aforesaid R&D facility centre of NACL. These data are also required for registration of crop protection chemicals in various other Countries.



# Operational Highlights



# Operational Highlights for FY21



- The Company achieved its highest turnover of Rs.1191 crores for the FY-2021 registering a growth ~18 % and also recorded a profit after tax of Rs.50 crores registering a growth of ~ 219 % over the previous year
- Added one new product in Q1: Company launched a Rice herbicide by the brand name CUBIT and added two new products in Q2: Erazo Plus (Herbicide) and Fenny ( Insecticide) enabling company's expansion in rice and oil seed crop segments
- The Board on August 12, 2020, have approved raising of funds for an amount of ₹ 1,950 lakhs by way of issuing 50,00,000 Convertible Warrants at an issue price of ₹ 39/- on a preferential basis to Mrs. K. Lakshmi Raju, Promoter of the Company and also approved 'NACL Employee Stock Option Scheme-2020'
- Two new subsidiaries companies, NACL Spec-Chem Limited & NACL Multichem Private Limited were incorporated to setup a greenfield project for Agrochemical, Active Ingredients, Formulations and Synthetic Organic Chemicals
- Srikakulam and Ethakota units received an award of appreciation for third year in a row in FY20 from National Safety Council of India for safety initiatives
- In FY21 the pledge of Promoter's holding of 4,67,73,453 equity shares (representing 23.84% of Paid-up capital of the Company), have been released
- For the year ending March'21, Exports grew by more than 20% over the last year. With optimistic forecast for all the products and good order book. Domestic retail witnessed a growth of 11% over that of last year, despite limitations posed due to the COVID situation which prevailed throughout the year
- Srikakulam Unit, AP reported record production in FY21
- The Board recommended a final Dividend of 15% (i.e Re.0.15 per equity share). The total dividend (including the first interim and second interim dividend of 10% and 15% respectively) for FY21 is 40% (i.e Rs.0.40/- per equity share).





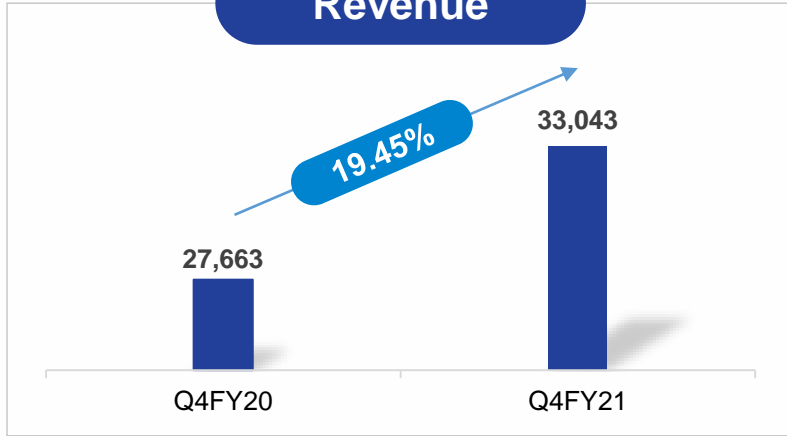
# RESULTS SUMMARY



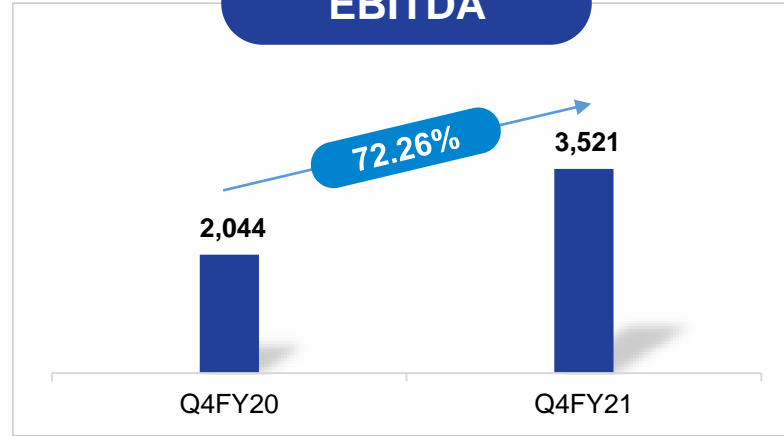
# RESULT SUMMARY – Q4FY21



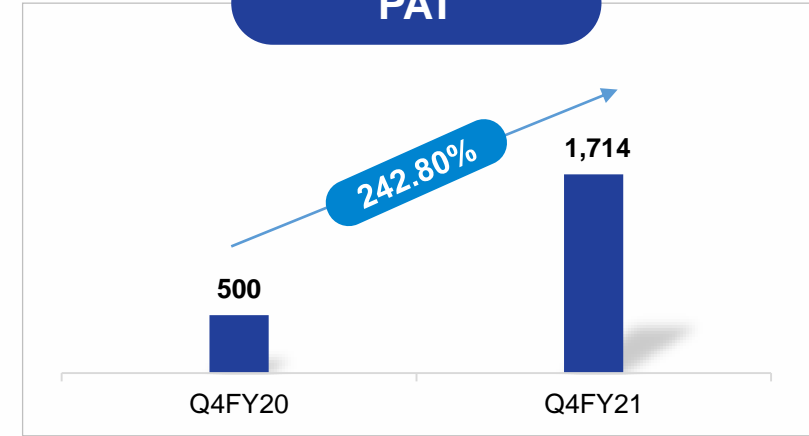
## Revenue



## EBITDA



## PAT



(In ₹ lakhs)

## Revenue Breakup

(₹ in lakhs)

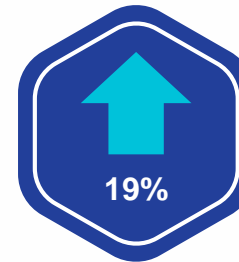
### Insecticides



### Herbicides



### Fungicides



### Plant Growth Regulators & Nematicides



	Insecticides	Herbicides	Fungicides	Plant Growth Regulators & Nematicides
Q4FY21	16,914	3,523	11,848	168
Q4FY20	12,662	2,694	9,950	1,330

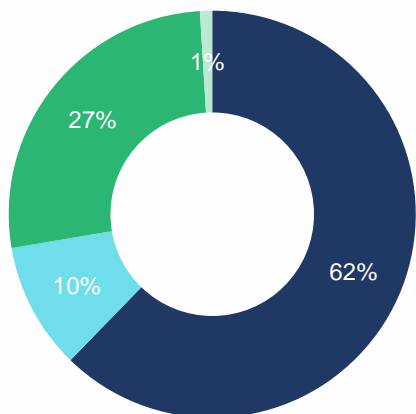
# REVENUE SPLIT – Q4FY21



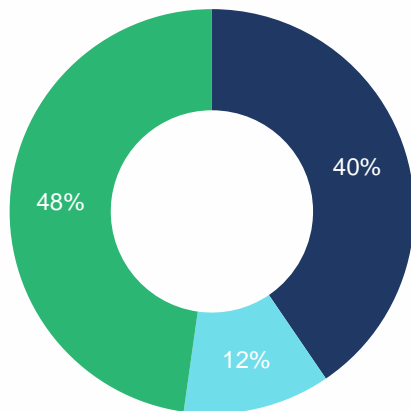
## Q4FY21

Product Category-wise (%)

Formulation



Technical

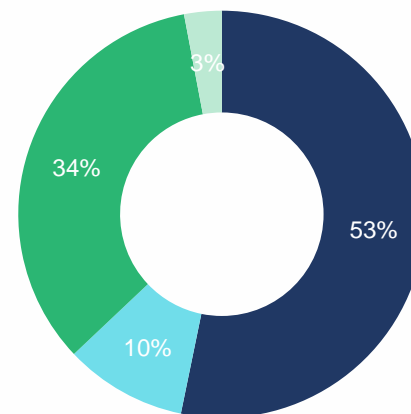


■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators & Nematicides

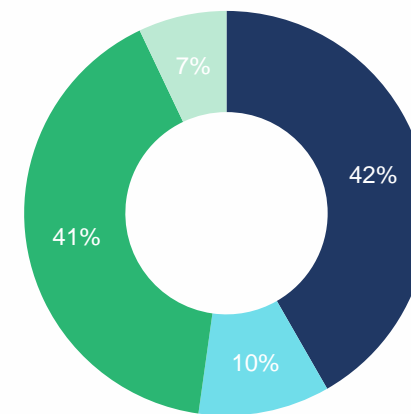
## Q4FY20

Product Category-wise (%)

Formulation

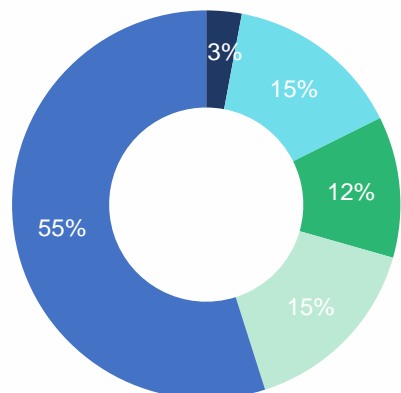


Technical



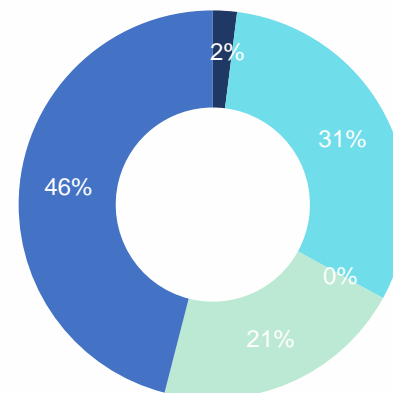
■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators & Nematicides

Geographical Revenue Split (%)



■ Africa  
■ Asia  
■ Australia  
■ Europe  
■ America's

Geographical Revenue Split (%)



■ Africa  
■ Asia  
■ Australia  
■ Europe  
■ America's



# PROFIT AND LOSS – Q4FY21 (Standalone)



(₹ in lakhs)

Particulars	Q4FY21	Q3FY21	Q4FY20	Y-o-Y (%)
Revenue from operations	33,043	26,475	27,663	19%
Other income	649	307	126	
<b>Total Income</b>	<b>33,692</b>	<b>26,782</b>	<b>27,789</b>	<b>21%</b>
<b>Expenses:</b>				
(a) Cost of materials consumed	20,479	18,525	15,919	29%
(b) Purchase of stock-in-trade	1,254	1,099	1,903	(34%)
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,668	(1,550)	1,524	9%
(d) Employee benefits expense	2,722	2,266	2,404	13%
(e) Finance costs	686	829	756	-9%
(f) Depreciation and amortisation expense	596	627	586	2%
(g) Other expenses	4,048	3,554	3,995	1%
<b>Total Expenses</b>	<b>31,453</b>	<b>25,350</b>	<b>27,087</b>	<b>16%</b>
<b>Profit before tax</b>	<b>2,239</b>	<b>1,432</b>	<b>702</b>	<b>219%</b>
Tax expense:				
(a) Current tax	727	504	151	
(b) Deferred tax (net)	(202)	18	51	(496%)
Total Tax Expense	525	522	202	160%
<b>Profit for the period</b>	<b>1,714</b>	<b>910</b>	<b>500</b>	<b>243%</b>
<b>Earnings Per Share:</b>				
(a) Basic (in ₹)	0.89	0.47	0.30	
(b) Diluted (in ₹)	0.88	0.47	0.30	

# PROFIT AND LOSS – Q4FY21 (Consolidated)



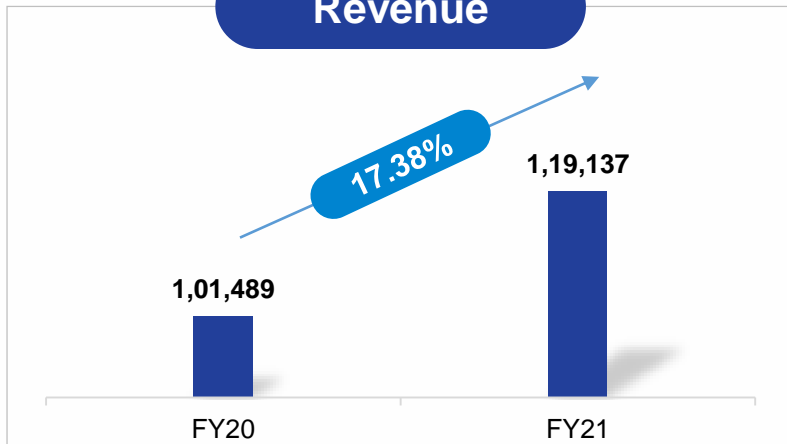
(₹ in lakhs)

Particulars	Q4FY21	Q3FY21	Q4FY20	Y-o-Y (%)
Revenue from operations	33,043	26,475	27,663	19%
Other income	584	301	127	
<b>Total Income</b>	<b>33,627</b>	<b>26,776</b>	<b>27,790</b>	<b>21%</b>
<b>Expenses:</b>				
(a) Cost of materials consumed	20,479	18,525	15,919	29%
(b) Purchase of stock-in-trade	1,254	1,099	1,903	-34%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,668	-1,550	1,524	9%
(d) Employee benefits expense	2,732	2,274	2,415	13%
(e) Finance costs	598	829	756	-21%
(f) Depreciation and amortisation expense	596	627	586	2%
(g) Other expenses	4,042	3,545	3,986	1%
<b>Total Expenses</b>	<b>31,369</b>	<b>25,349</b>	<b>27,089</b>	<b>16%</b>
<b>Profit before share of profit of associate</b>	<b>2,258</b>	<b>1,427</b>	<b>701</b>	<b>222%</b>
Share of profit / (loss) from Associate	16	15	-11	
<b>Profit before tax</b>	<b>2,274</b>	<b>1,442</b>	<b>690</b>	<b>230%</b>
Tax expense:				
(a) Current tax	727	504	151	
(b) Deferred tax (net)	-202	18	51	-496%
Total Tax Expense	525	522	202	160%
<b>Profit for the period</b>	<b>1,749</b>	<b>920</b>	<b>488</b>	<b>258%</b>
<b>Earnings Per Share:</b>				
(a) Basic (in ₹)	0.90	0.48	0.29	
(b) Diluted (in ₹)	0.90	0.48	0.29	

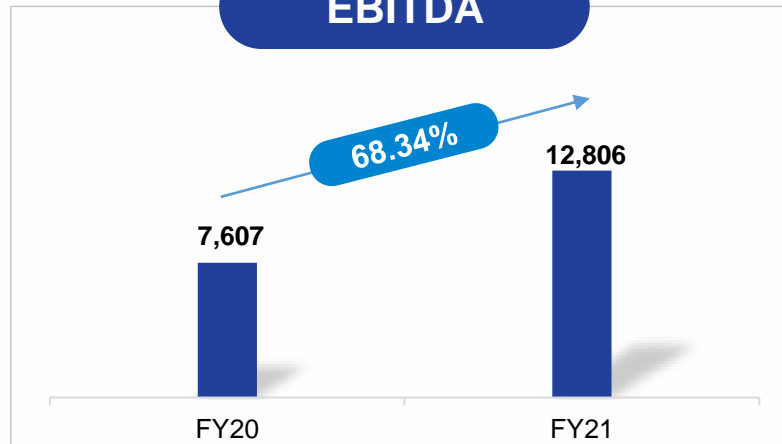
# RESULT SUMMARY – FY21



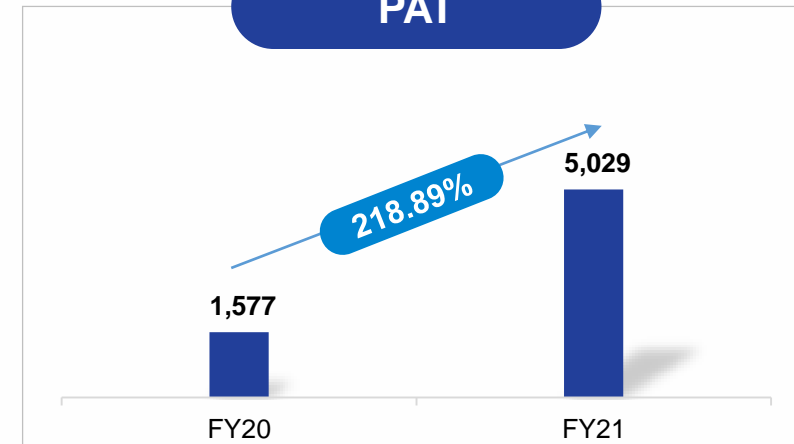
## Revenue



## EBITDA



## PAT



(₹ in lakhs)

## Revenue Breakup

(₹ in lakhs)

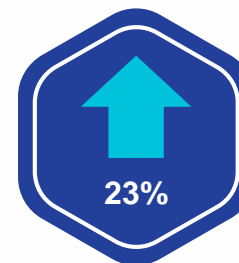
### Insecticides



### Herbicides



### Fungicides



### Plant Growth Regulators & Nematicides



FY21

53,578

20,253

40,143

2,569

FY20

44,884

16,216

32,520

5,158



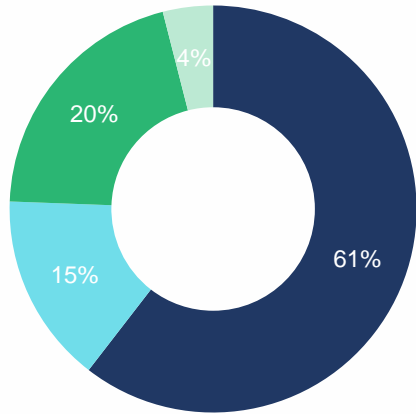
# REVENUE SPLIT – FY21



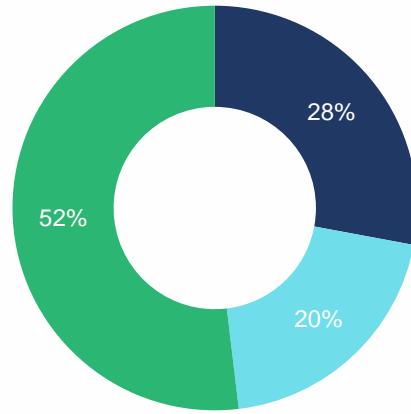
FY21

Product Category-wise (%)

Formulation

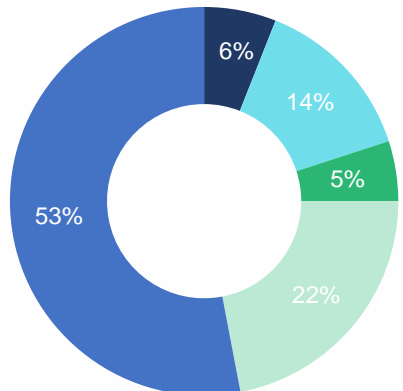


Technical



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

Geographical Revenue Split (%)

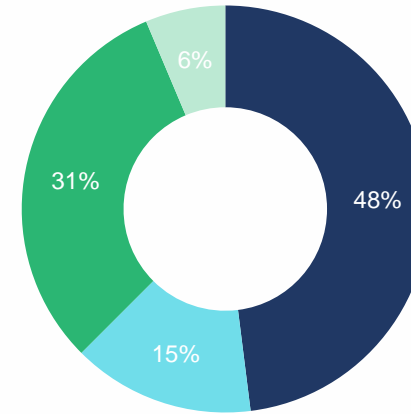


■ Africa  
■ Asia  
■ Australia  
■ Europe  
■ America's

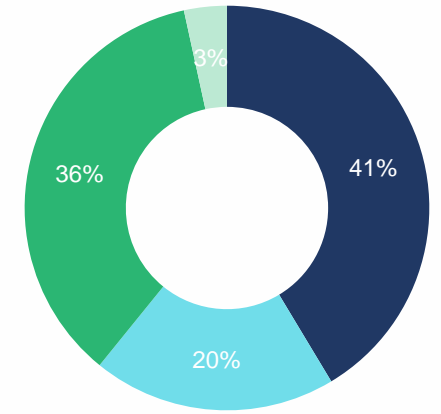
FY20

Product Category-wise (%)

Formulation

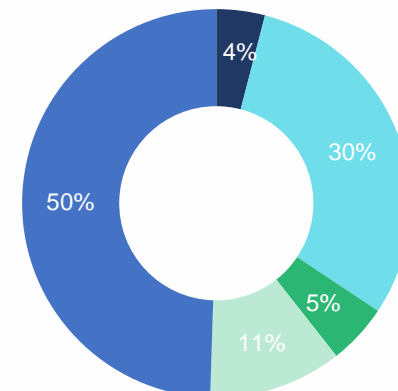


Technical



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

Geographical Revenue Split (%)



■ Africa  
■ Asia  
■ Australia  
■ Europe  
■ America's

# PROFIT AND LOSS



(₹ in lakhs)

Particulars	Standalone			Consolidated		
	FY21	FY20	Y-o-Y (%)	FY21	FY20	Y-o-Y (%)
Revenue from operations	1,19,137	101,489	17%	1,19,137	101,489	17%
Other income	1,536	749		1,466	750	
<b>Total Income</b>	<b>1,20,673</b>	<b>102,238</b>	<b>18%</b>	<b>1,20,603</b>	<b>102,239</b>	<b>18%</b>
Expenses						
(a) Cost of materials consumed	81,479	60,450	35%	81,479	60,450	35%
(b) Purchase of stock-in-trade	4,719	4,564	3%	4,719	4,564	3%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(2,708)	6,319	-143%	(2,708)	6,319	-143%
(d) Employee benefits expense	9,394	8,627	9%	9,428	8,664	9%
(e) Finance costs	2,880	2,916	-1%	2,792	2,916	-4%
(f) Depreciation and amortisation expense	2,530	2,397	6%	2,530	2,397	6%
(g) Other expenses	14,983	14,671	2%	14,954	14,633	2%
<b>Total Expenses</b>	<b>1,13,277</b>	<b>99,944</b>	<b>13%</b>	<b>1,13,194</b>	<b>99,943</b>	<b>13%</b>
Profit before share of profit of associate	<b>7,396</b>	2,294	222%	<b>7,409</b>	2,296	223%
Share of profit from Associate				57	95	
Profit before tax	<b>7,396</b>	2,294	222%	<b>7,466</b>	2,391	212%
Tax expense:						
(a) Current tax	2,606	423		2,606	423	
(b) Deferred tax (net)	(239)	294	-181%	(239)	294	-181%
Total Tax Expense	<b>2,367</b>	717	230%	<b>2,367</b>	717	230%
<b>Profit for the period</b>	<b>5,029</b>	<b>1,577</b>	<b>219%</b>	<b>5,099</b>	<b>1,674</b>	<b>205%</b>
Earnings Per Share						
(a) Basic (in ₹)	2.60	0.94		2.63	1.0	
(b) Diluted (in ₹)	2.60	0.94		2.63	1.0	

# BALANCE SHEET (1/2)



(₹ in lakhs)

Particulars	Standalone		Consolidated	
	FY21	FY20	FY21	FY20
<b>ASSETS</b>				
<b><u>Non-current assets :</u></b>				
(a) Property, plant and equipment	18,572	18,291	18,572	18,291
(b) Right-to-use assets	349	597	3,249	597
(c) Capital work-in-progress	2,748	3,482	2,846	3,482
(d) Other Intangible assets	149	174	149	174
(e) Intangible assets under development	799	751	799	751
(f) Financial assets				
(i) Investments	3,022	858	1,559	1,503
(ii) Other financial assets	401	482	401	482
(g) Income tax assets (net)	461	407	467	407
(h) Other non-current assets	1,056	663	257	663
<b>Total non-current assets</b>	<b>27,557</b>	<b>25,705</b>	<b>28,299</b>	<b>26,350</b>
<b><u>Current assets :</u></b>				
(a) Inventories	22,830	16,450	22,830	16,450
(b) Financial assets				
(i) Trade receivables	33,582	35,939	33,582	35,939
(ii) Cash and cash equivalents	6,663	8,353	6,805	8,358
(iii) Other bank balances	821	3,415	821	3,415
(iv) Other financial assets	392	394	392	394
(c) Income tax assets (net)	-	267	-	267
(d) Other current assets	4,950	4,278	4,830	4,278
<b>Total current assets</b>	<b>69,238</b>	<b>69,096</b>	<b>69,260</b>	<b>69,101</b>
<b>Total Assets</b>	<b>96,795</b>	<b>94,801</b>	<b>97,559</b>	<b>95,451</b>

# BALANCE SHEET (2/2)



(₹ in lakhs)

Particulars	Standalone		Consolidated	
	FY21	FY20	FY21	FY20
<b>EQUITY AND LIABILITIES</b>				
<b>Equity :</b>				
(a) Equity share capital	1,962	1,926	1,962	1,926
(b) Other equity	39,186	33,127	39,898	33,770
<b>Total equity</b>	<b>41,148</b>	<b>35,053</b>	<b>41,860</b>	<b>35,696</b>
<b>Non-current liabilities :</b>				
(a) Financial liabilities				
(i) Borrowings	7,149	2,175	7,149	2,175
(ii) Lease liabilities	226	316	226	316
(iii) Other financial liabilities	1,176	1,264	1,176	1,264
(b) Provisions	749	563	749	563
(c) Deferred tax liabilities (net)	1,076	101	1,076	101
<b>Total non-current liabilities</b>	<b>10,376</b>	<b>4,419</b>	<b>10,376</b>	<b>4,419</b>
<b>Current Liabilities :</b>				
(a) Financial liabilities				
(i) Borrowings	11,263	22,724	11,263	22,724
(ii) Lease liabilities	164	379	164	379
(iii) Trade payables				
(a) total outstanding dues of micro enterprises and small enterprises	1,108	533	1,108	533
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	26,298	26,284	26,343	26,293
(iii) Other financial liabilities	4,405	3,767	4,405	3,767
(b) Provisions	243	154	243	154
(c) Income tax liabilities (net)	452	248	452	245
(d) Other current liabilities	1,338	1,240	1,345	1,241
<b>Total current liabilities</b>	<b>45,271</b>	<b>55,329</b>	<b>45,323</b>	<b>55,336</b>
<b>Total equity and liabilities</b>	<b>96,795</b>	<b>94,801</b>	<b>97,559</b>	<b>95,451</b>



# CASH FLOW (1/2)



(₹ in lakhs)

Particulars	Standalone		Consolidated	
	For the year ended March 31, 2021	For the year ended March 31, 2020	For the year ended March 31, 2021	For the year ended March 31, 2020
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>				
Profit before tax	7,396	2,294	7,466	2,391
<b>Adjustments for:</b>				
Depreciation and amortisation expense	2,530	2,397	2,530	2,397
Finance costs	2,880	2,916	2,792	2,916
Interest income	(352)	(52)	(282)	(53)
Unrealised forex gain	(182)	(43)	(182)	(43)
Share of profit from associate			(57)	(95)
Excess provisions, no longer required, written back	(99)	(68)	(99)	(68)
Provision for credit impaired trade receivables and advances	758	811	758	811
Loss on sale of property, plant and equipment (net)	54	28	54	28
Intangible assets and intangible assets under development written off	343	138	343	138
Share-based payments	71	44	71	44
Credit impaired trade receivables and advances written off (net)	933	583	933	583
<b>Operating profit before working capital changes</b>	<b>14,332</b>	<b>9,048</b>	<b>14,327</b>	<b>9,049</b>
Changes in working capital:				
Adjustment for (increase)/decrease in operating assets:				
Inventories	(6,380)	5,951	(6,380)	5,951
Trade receivables	1,097	(10,064)	1,097	(10,065)
Other financial assets	(165)	35	(165)	35
Other Current assets	(536)	86	(639)	79

# CASH FLOW (2/2)



Adjustment for increase/(decrease) in operating liabilities:				
Trade payables	676	5,697	712	5,696
Provisions	275	162	275	162
Other financial liabilities	(24)	137	(24)	137
Other current liabilities	98	(548)	104	(549)
<b>Cash generated from operations</b>	<b>9,373</b>	<b>10,504</b>	<b>9,307</b>	<b>10,495</b>
Income taxes paid (net)	(969)	(200)	(971)	(191)
<b>Net cash flow from operating activities</b>	<b>8,404</b>	<b>10,304</b>	<b>8,336</b>	<b>10,304</b>
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>				
Capital expenditure on property, plant and equipment including capital advances	(1,498)	(6,993)	(1,596)	(6,993)
Proceeds from sale of property, plant and equipment	9	4	9	4
Investments made in subsidiary, associate & others	(3,201)	(3)	-	(3)
Movement in other deposits and margin money (net)	2,704	(2,707)	2,704	(2,707)
Interest income received	286	45	288	46
<b>Net cash (used in)/flow from investing activities</b>	<b>(1,700)</b>	<b>(9,654)</b>	<b>1,405</b>	<b>(9,653)</b>
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>				
Proceeds from allotment of share warrants	154	-	154	-
Proceeds from allotment of shares under ESOP	15	15	15	15
Proceeds on conversion of share warrants to equity shares	1,334	6,000	1,334	6,000
Proceeds from non-current borrowings	6,439	2,971	6,439	2,971
Repayment of non-current borrowings	(1,159)	(2,353)	(1,159)	(2,353)
Movement in current borrowings (net)	(11,472)	3,985	(11,472)	3,985
Payment of lease liabilities	(450)	(543)	(3,350)	(543)
Dividend paid including tax thereon	(487)	(232)	(487)	(232)
Finance costs paid	(2,768)	(2,820)	(2,768)	(2,820)
<b>Net cash (used in)/flow from financing activities</b>	<b>(8,394)</b>	<b>7,023</b>	<b>(11,294)</b>	<b>7,023</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(1,690)</b>	<b>7,673</b>	<b>(1,553)</b>	<b>7,674</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>8,353</b>	<b>680</b>	<b>8,358</b>	<b>684</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>6,663</b>	<b>8,353</b>	<b>6,805</b>	<b>8,358</b>



# PERFORMANCE TRACK RECORD

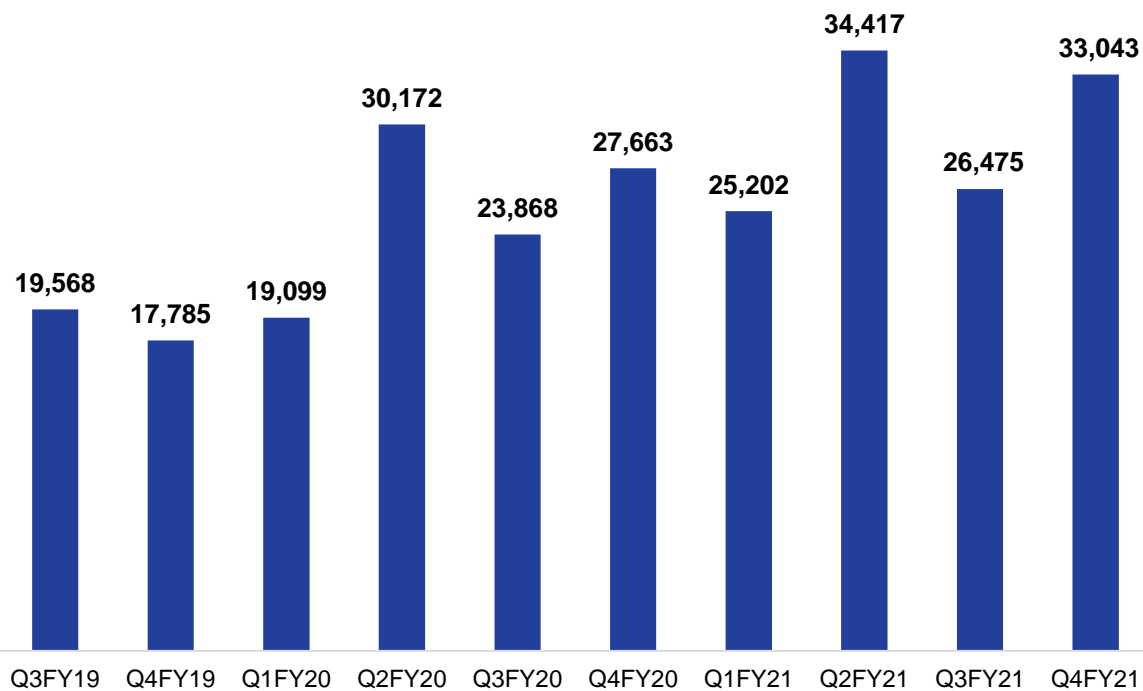


# HISTORIC QUARTERLY TREND (1/2)

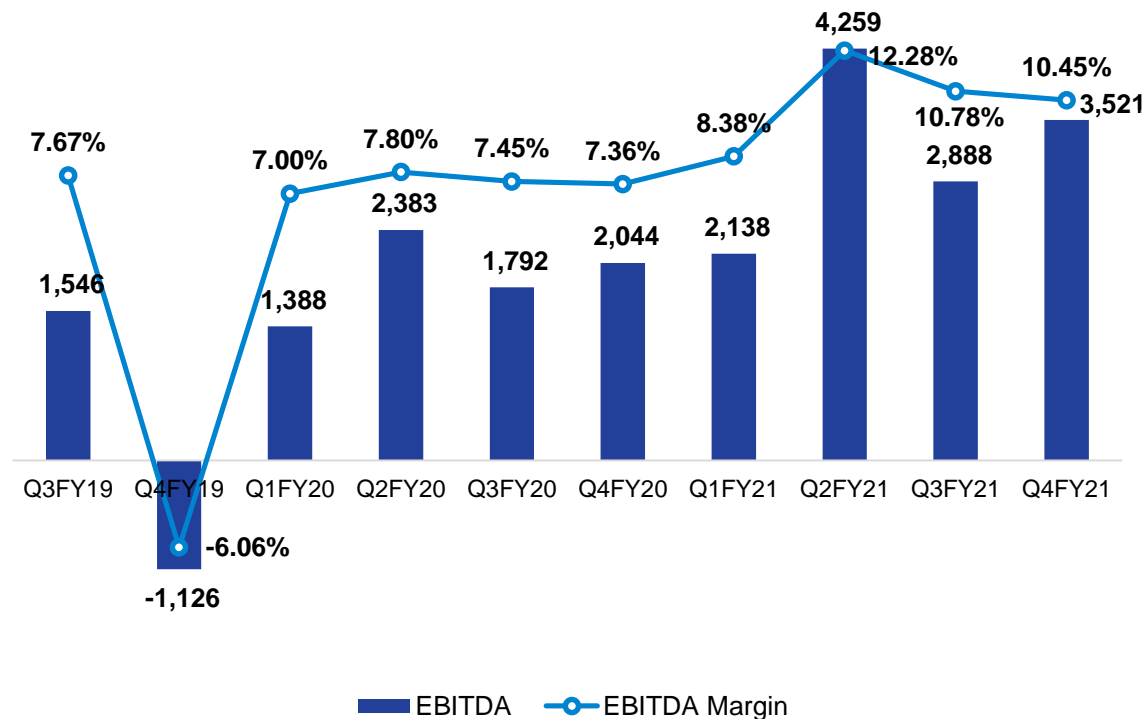


(₹ in lakhs)

### Revenue from Operations



### EBITDA and EBITDA Margin



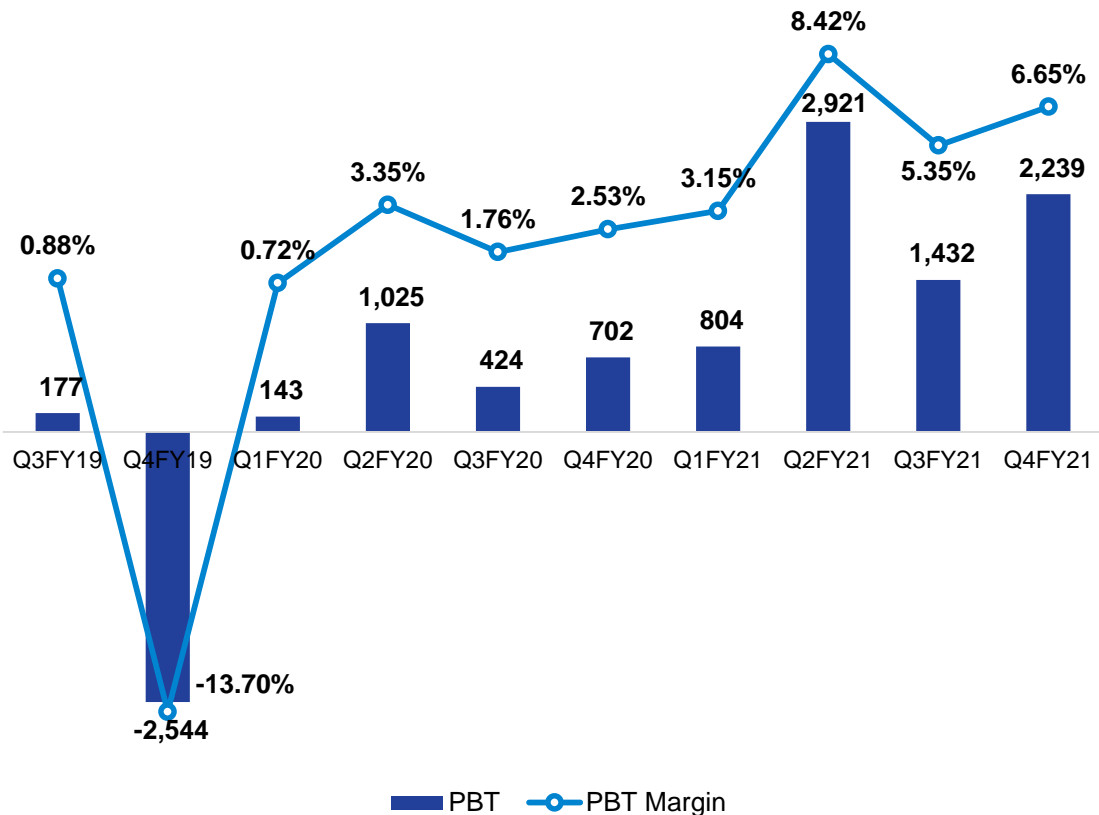


# HISTORIC QUARTERLY TREND (2/2)

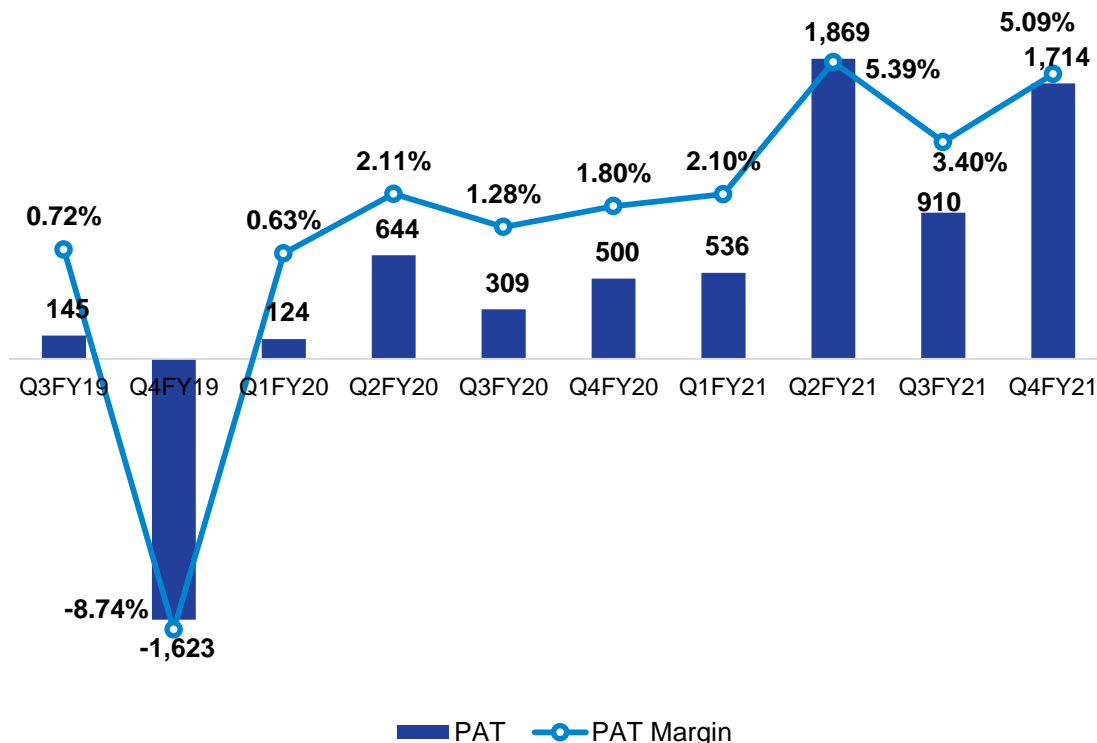


(₹ in lakhs)

### PBT and PBT Margin



### PAT and PAT Margin

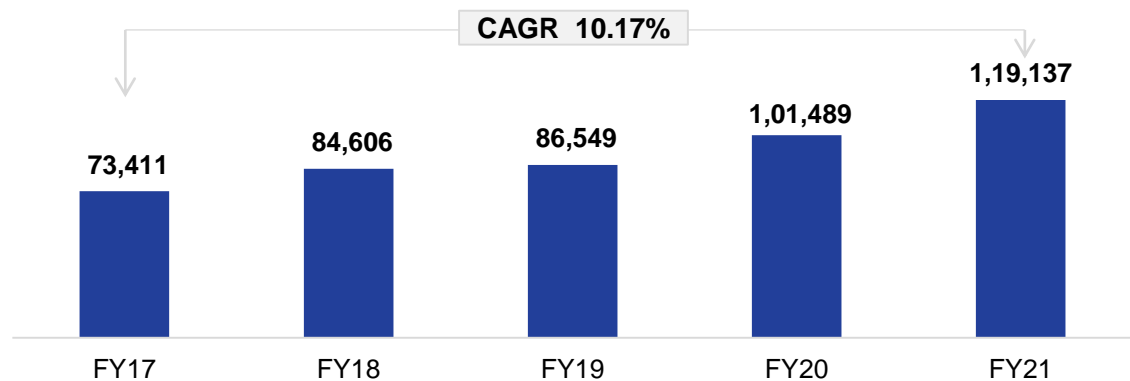


# FINANCIAL PERFORMANCE (1/2)

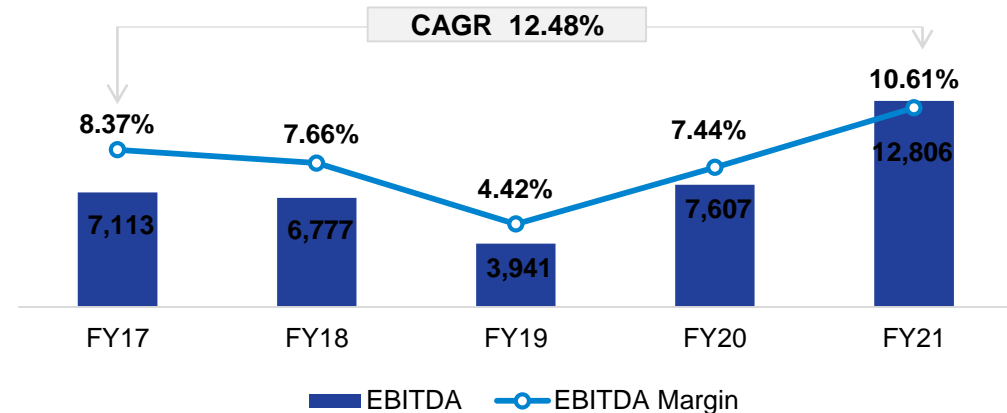


(₹ in lakhs)

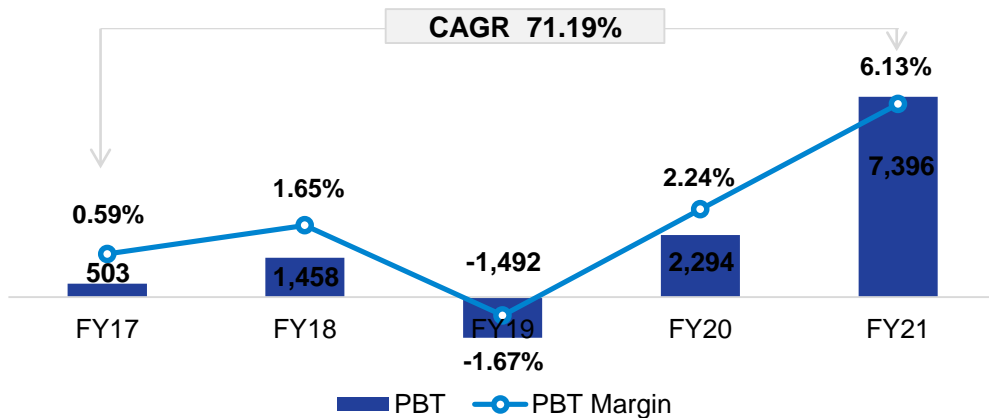
## Revenue from Operations



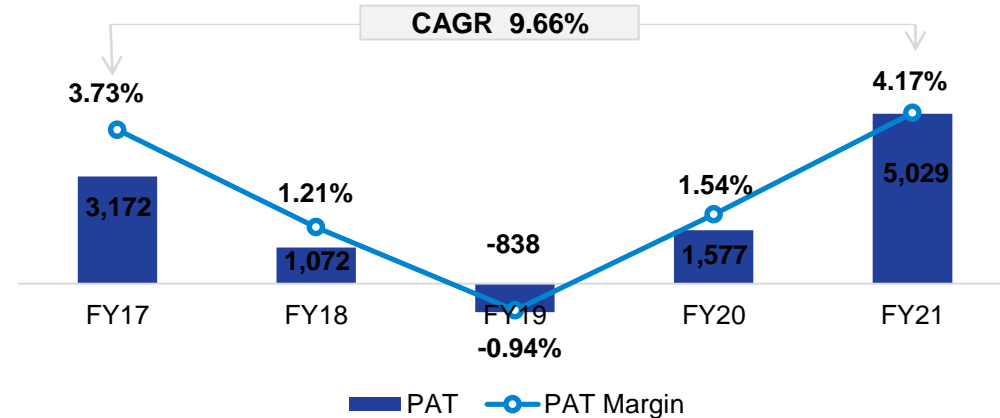
## EBITDA and EBITDA Margin



## PBT and PBT Margin



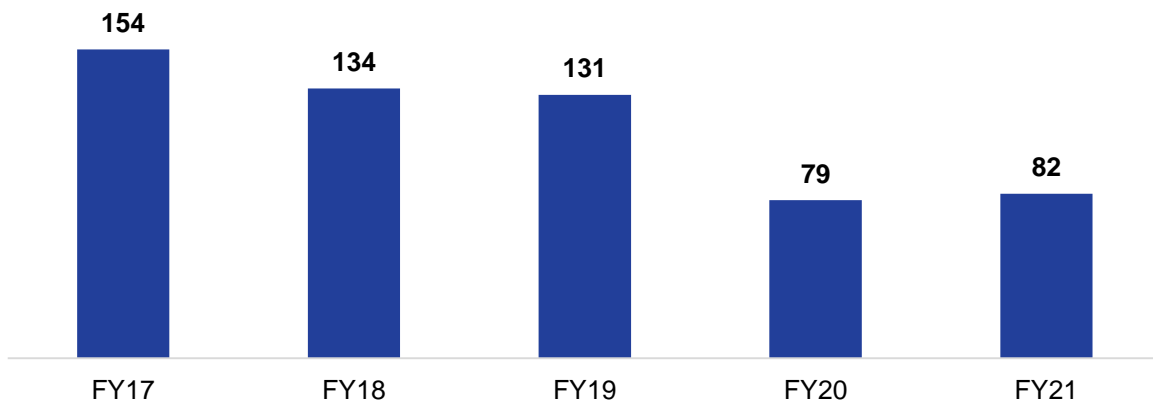
## PAT and PAT Margin



# FINANCIAL PERFORMANCE (2/2)

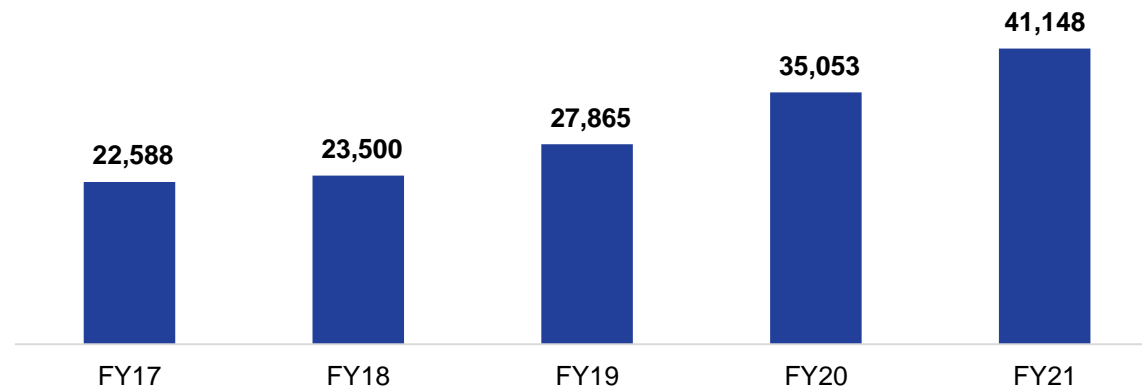


### Working Capital Days

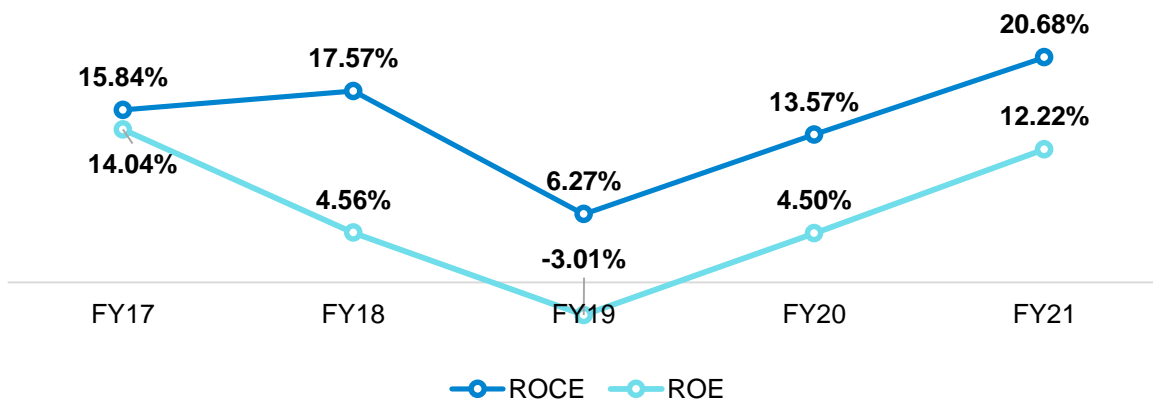


### Net Worth

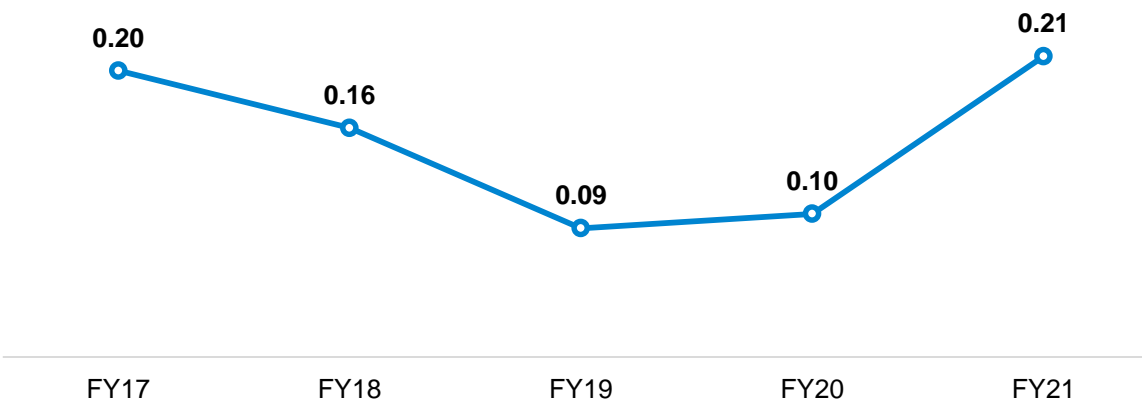
(₹ in lakhs)



### ROCE and ROE



### Debt to Equity (x)



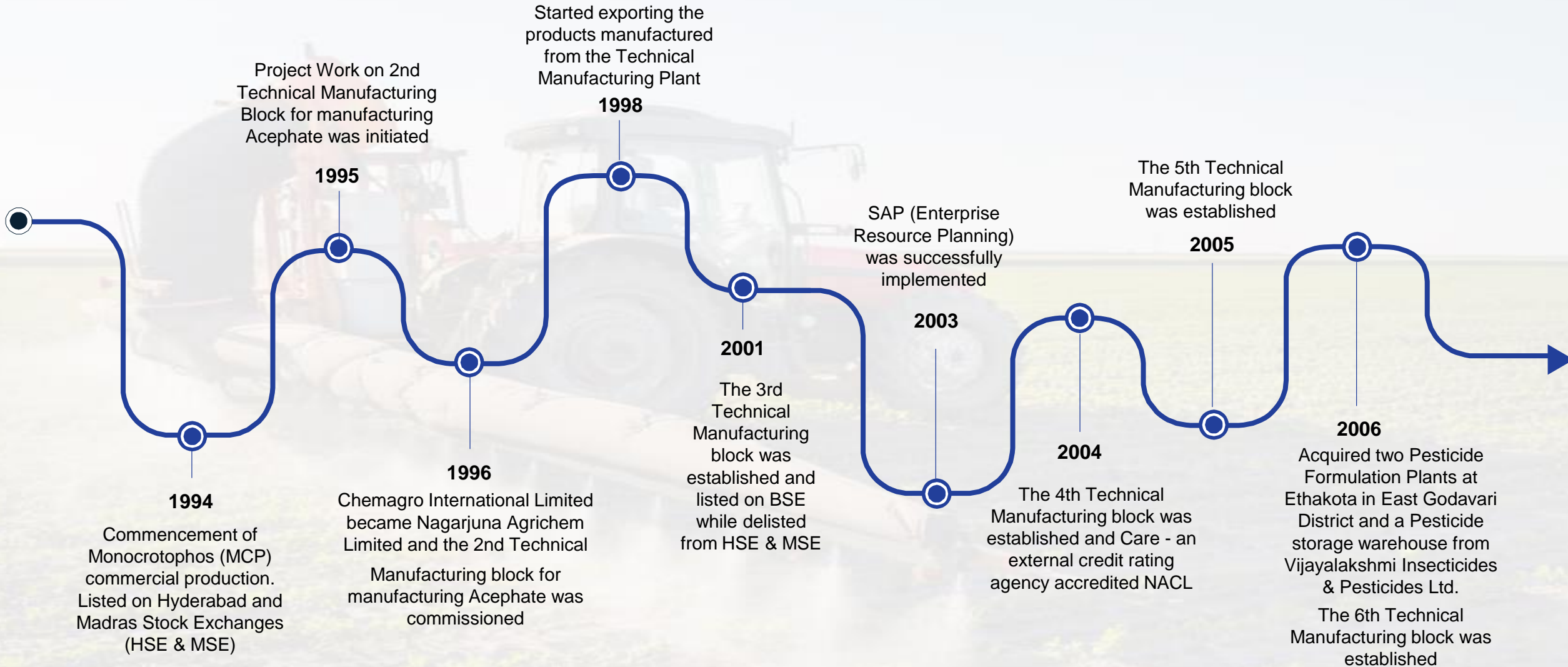


# ANNEXURE

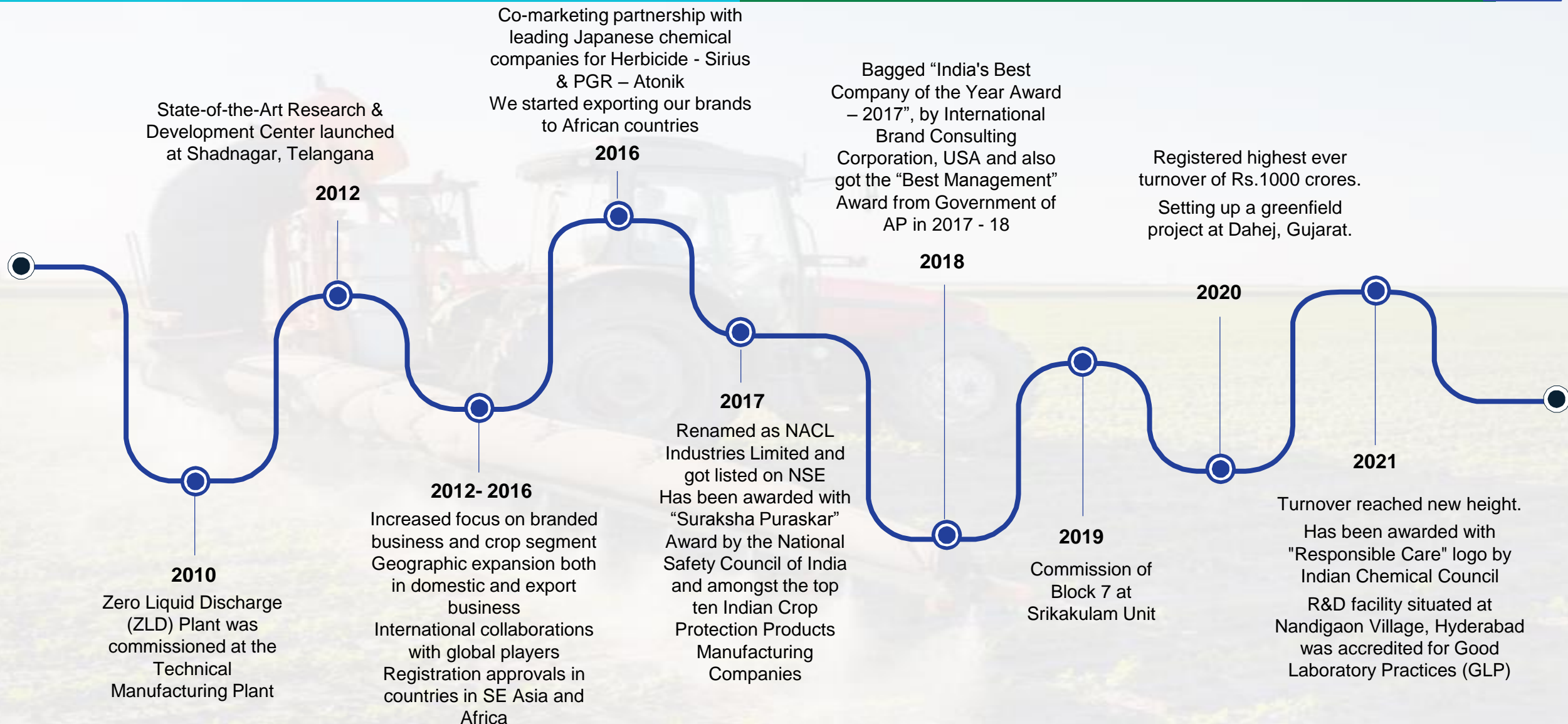




# TIMELINE (1/2)



# TIMELINE (2/2)



# BOARD OF DIRECTORS



**Mrs. K Lakshmi Raju**  
Chairperson & Non-Executive Director



**Mr. M Pavan Kumar**  
Managing Director & CEO



**Mr. Sudhakar Kudva**  
Independent Director



**Mr. N Vijayaraghavan**  
Non-Executive Director



**Mr. Raghavender Mateti**  
Independent Director



**Mr. Atul Churiwal**  
Investor Nominee Director



**Mr. Rajesh Kumar Agarwal**  
Investor Nominee Director



**Mr. Dorairaj K**  
Independent Director



**Mr. Ramkrishna Mudholkar**  
Independent Director



**Mr. N Sambasiva Rao**  
Independent Director



**Ms. Veni Mocherla**  
Independent Director

# KEY MANAGEMENT TEAM



**Mr. Amit Taparia**  
Senior VP – SCM,  
Procurement, IT and  
Registrations & RA



**Dr. B. Saha**  
Chief Research &  
Development Officer



**Mr. Harish Chandra  
Bijwan**  
VP – Operations &  
Technology



**Mr. G. Jagannadha  
Rao**  
Executive VP –  
Exports and Domestic  
Sales & Marketing



**Mr. S. Mani Prasad**  
Head – Human  
Potential Development



**Mr. M Pavan Kumar**  
Managing Director &  
CEO



**Mr. R.K.S Prasad**  
Executive VP –  
Finance & CFO



**Mr. Satish Kumar  
Subudhi**  
CS & Head – Legal



**Mr. Srinivasa Rao  
Bitra**  
Senior General  
Manager & Head  
Plant Operations  
(Formulations Unit)



**Mr. C. Varada Rajulu**  
Senior VP –  
Operations  
(Srikakulam and  
Ethakota Plants)



# NACL'S BUSINESS MODEL



A state-of-the-art R&D center

Technical manufacturing plant with a production capacity of 10,000 metric tons per annum



Formulation unit with packaging facility for handling large capacities of liquids, powders and granules

50+ Branded Products, 47 NACL stock points and 12,500 retail outlets across India under the Company's direct to retail approach



Knowledge Delivery Based Farmer Outreach Programmes across India for empowering farmers

## Value Creation Process

# BUSINESS STRATEGY



Tap new geographies and spread distribution network



Strengthening and enhancing global collaborations



Farmer Centric product development and sales approach



Human Development Initiatives to develop leadership skills



Focus on efficient and sustainable manufacturing



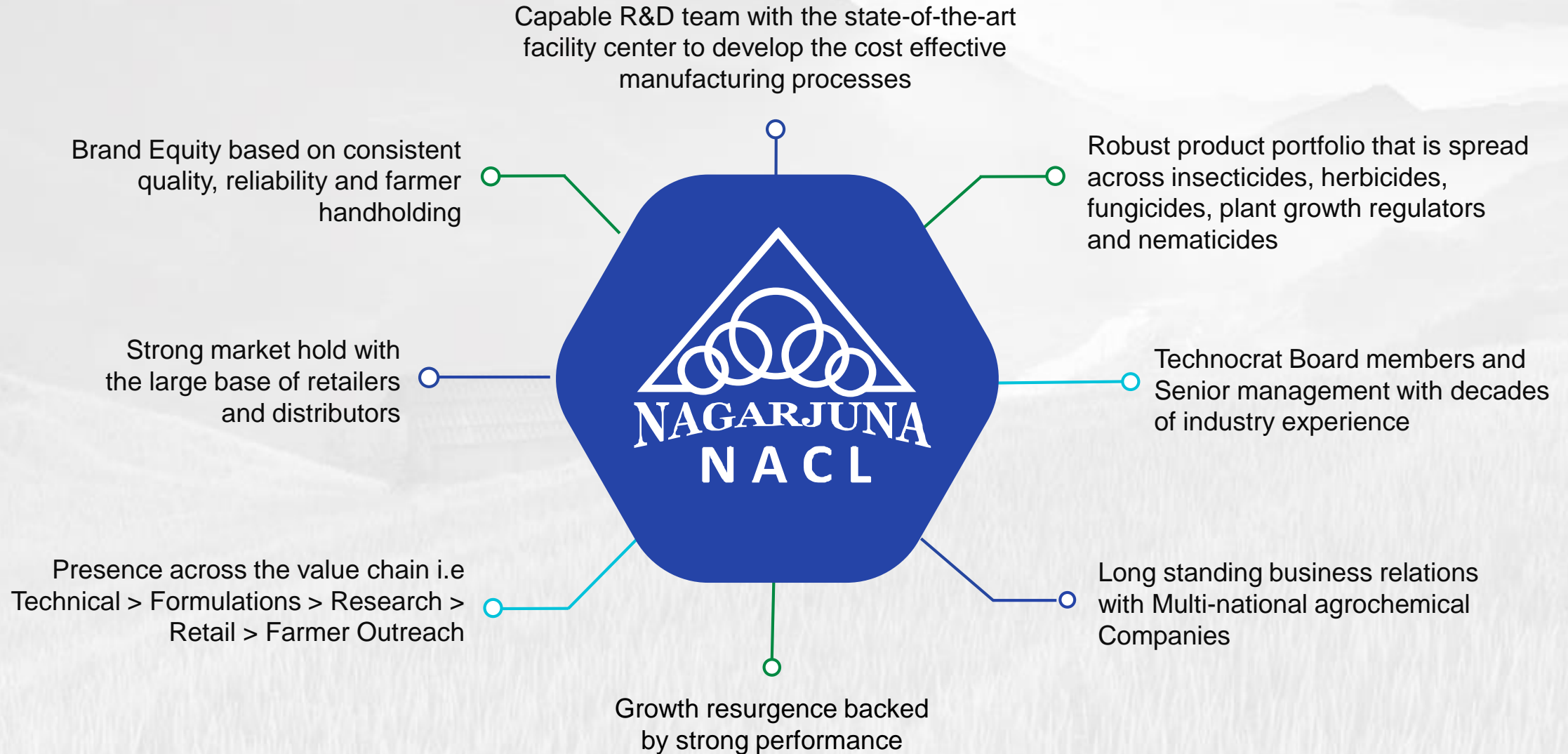
Aggressive capacity enhancement strategy in Agrochemical, Specialty Chemicals & Advanced Intermediaries

Continue to invest in Product Registrations, Process know-how, Brand building

Leverage digital marketing to enhance customer connect

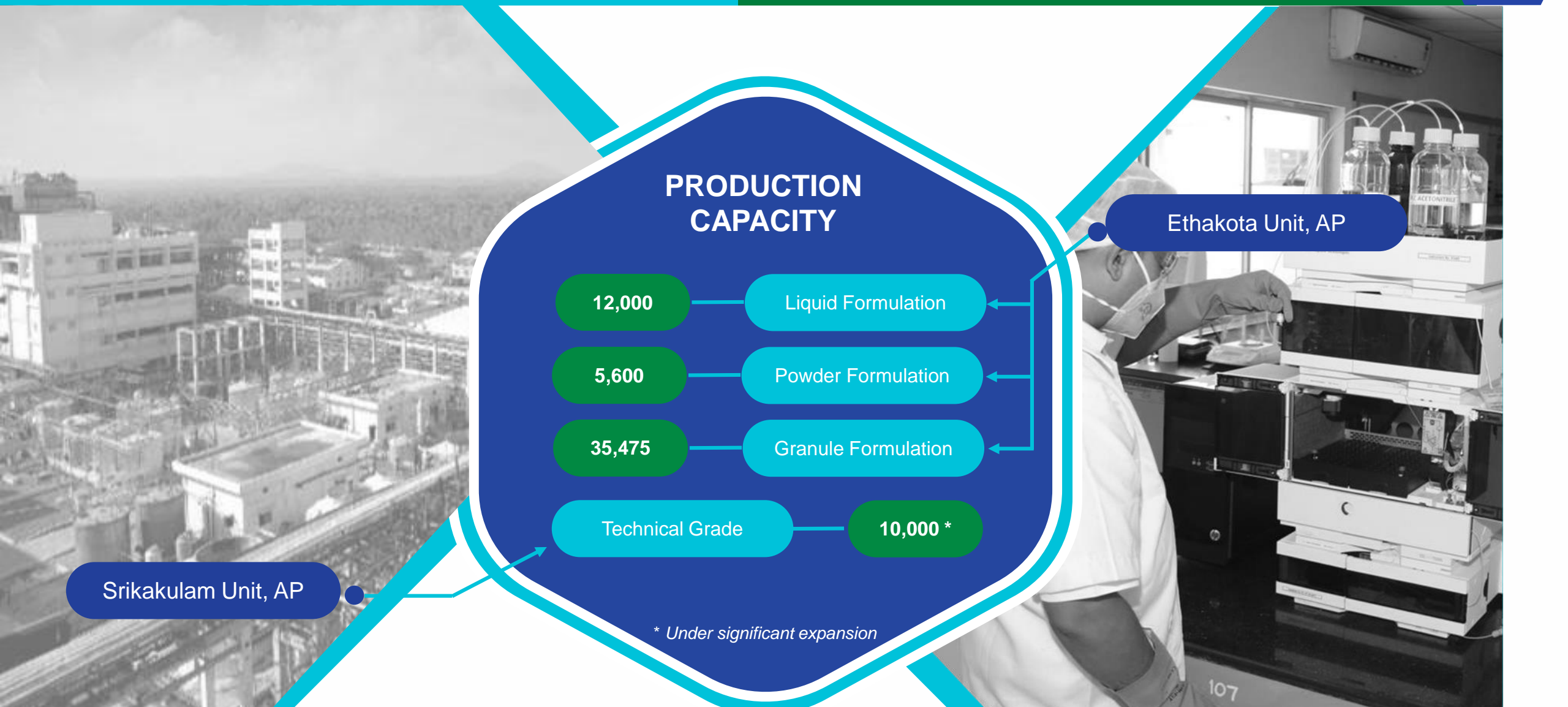
Leverage R&D and manufacturing capabilities for sustainable & profitable growth

# NACL – A UNIQUE INVESTMENT CASE





# PRODUCTION CAPACITY



## PRODUCTION CAPACITY

12,000

Liquid Formulation

5,600

Powder Formulation

35,475

Granule Formulation

Technical Grade

10,000 \*

\* Under significant expansion

Ethakota Unit, AP

Srikakulam Unit, AP

# KEY EXTERNAL DRIVERS OF THE BUSINESS



01

## Indian Agrochemical market

The agrochemicals market in India is expected to register 8% CAGR to reach US\$ 3.7 billion by FY22 and US\$ 4.7 billion by FY25. With the government propagating the development of the agricultural sector and with the recent proposals under the 'Aatmanirbhar Bharat' package pertinent for the upliftment of the agrarian economy focused on boosting agriculture and its allied, the demand for agrochemicals seems promising.



02

## 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.



03

## Exports

In crop protection chemicals, India is a net exporter. With considerable technical manufacturing capabilities coming up in the Country, India is emerging as a leading destination for sourcing agrochemical active ingredients. The country's exports have increased on account of competitive manufacturing, growing domestic demand, capacity augmentation, product and process development capabilities and technical trained manpower.



04

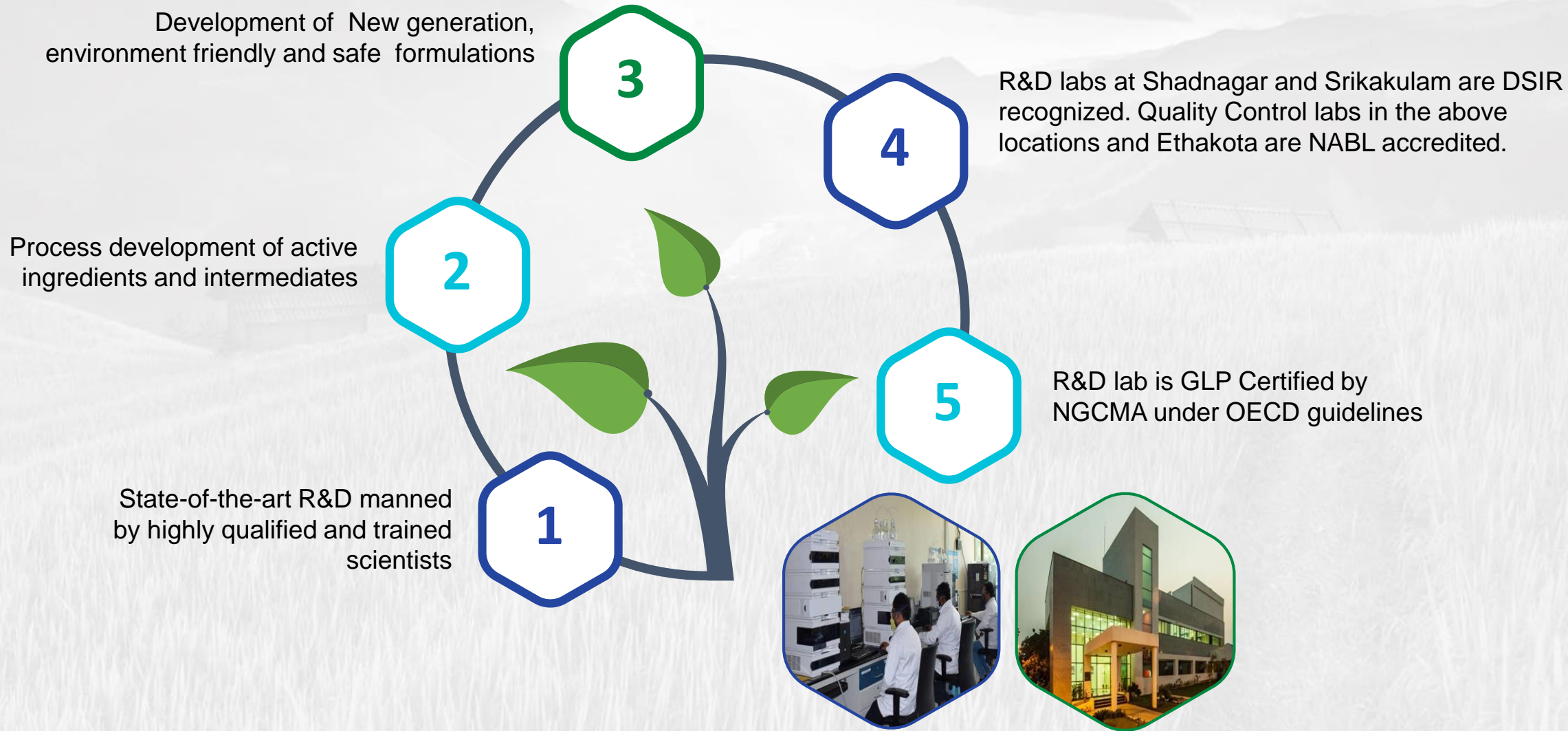
## Industry Saliency

The matured agro chemical sector has an excellent opportunity to grow in the domestic market and gain considerable share in the global market. The industry is adding sizeable capacities in active ingredients / technicals and formulations manufacturing and also integrating backward into intermediates with increased investment in R&D and sustainable practices. The domestic industry is emerging as a course to reckon within agrochemical world.

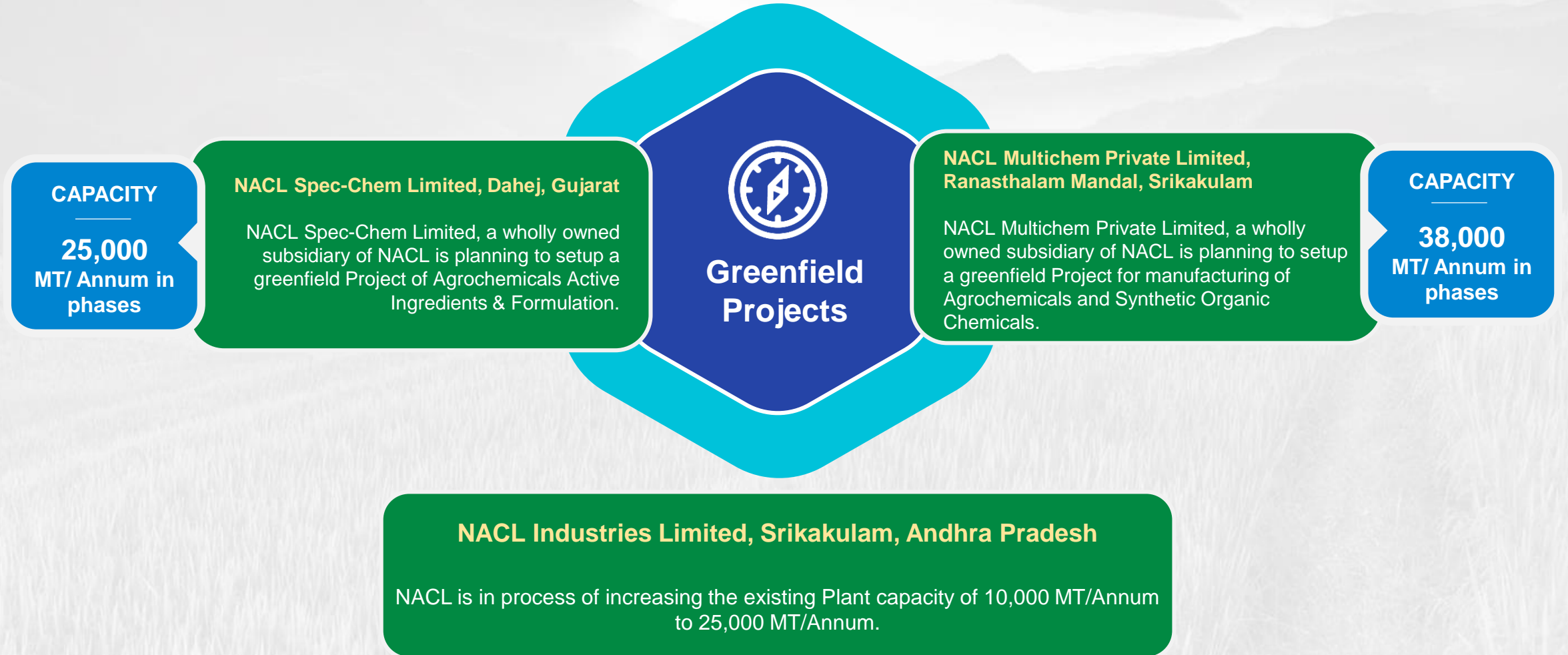




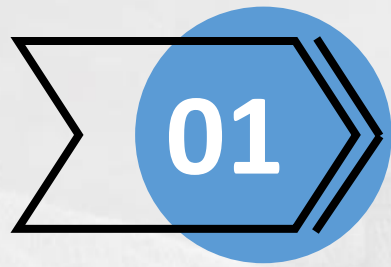
# RESEARCH & DEVELOPMENT



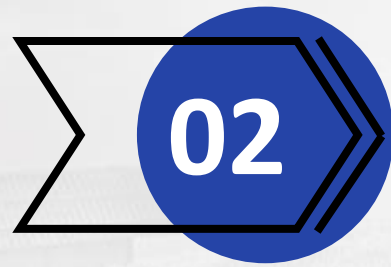
# CAPACITY EXPANSION PLANS



# SUSTAINABILITY – ENVIRONMENT, HEALTH & SAFETY



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



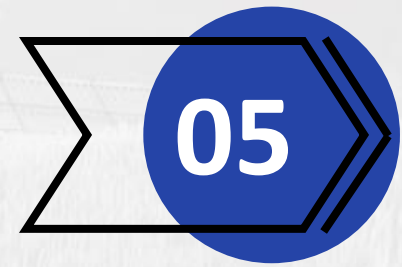
State-of-the-art Zero Liquid Discharge (ZLD) plants at Srikakulam and Ethakota



Efficient equipment for reduced energy consumption.



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



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



## ISO ACCREDITATIONS



ISO 45001:2018



ISO 14001:2015



ISO 9001:2015

## NABL ACCREDITATIONS



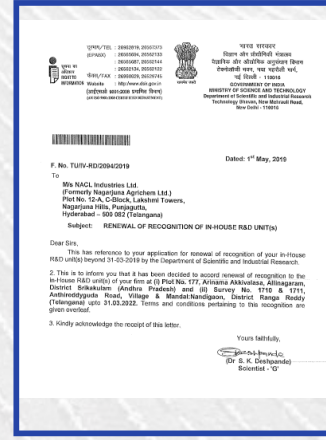
R&D Facility



Ethakota Unit



Srikakulam Unit



DSIR

# AWARDS AND ACCOLADES



## Best Company of the Year 2017

NACL has been awarded “Best Company of the Year 2017” presented by International Brand Consulting Corporation (IBCC), USA.



## 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.



## 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.



## 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.



## 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.



## Water Management Award

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





# SHAREHOLDERS' INFORMATION

# SHAREHOLDER'S INFORMATION

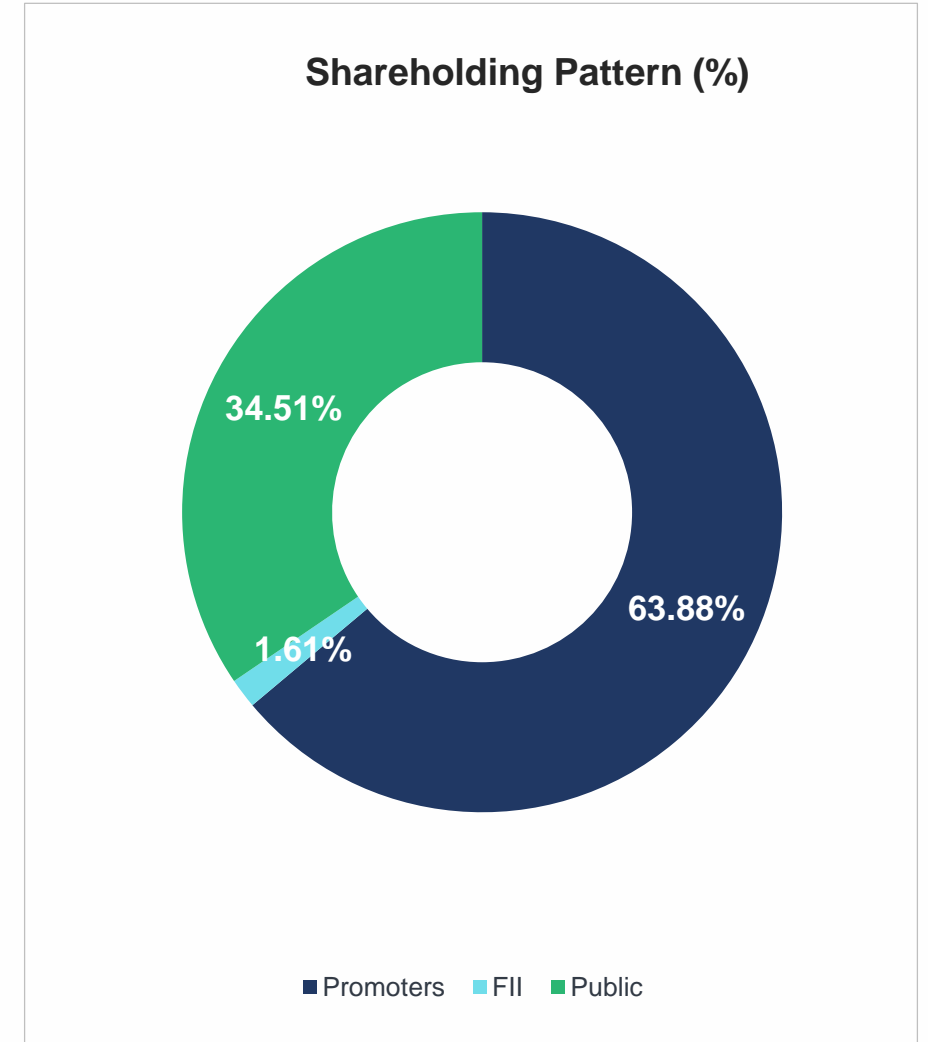


## Stock Information (as on 09<sup>th</sup> June 2021)

Market Capitalization (₹)	1,603.15 Cr
Shares Outstanding	19.78 Cr
Free Float	7.09 Cr
Symbol (BSE) / (NSE)	524709 / NACLIND

(As on 31<sup>st</sup> March 2021)

## Stock Performance Chart (as on 09<sup>th</sup> June 2021)



# THANK YOU

**S-ancial Technologies Pvt. Ltd. (Investor Relations)**  
215, Shivshakti Industrial Estate, J. R. Boricha Marg,  
Lower Parel (E), Mumbai 400011

**Nikunj Jain | Bhavya Shah**

E-mail: [nikunj.jain@s-ancial.com](mailto:nikunj.jain@s-ancial.com) | [bhavya@s-ancial.com](mailto:bhavya@s-ancial.com)

Phone: +91 976 906 0608 | +91 808 274 8577



**NACL Industries Limited**

Plot No 12-A, C Block, Lakshmi Towers,  
Nagarjuna Hills, Punjagutta,  
Hyderabad - 500082, Telangana, India  
Phone: +91-40 -24405100  
Email: [info@naclind.com](mailto:info@naclind.com)

