Sharda Cropchem Limited

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Regd. Office: Prime Business Park, Dashrathlal Joshi Road, Vile Parle (W),
Mumbai - 400056, India.
www.shardacropchem.com

21st October, 2023

To,

National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051	Phiroze Jeejeebhoi Tower, Dalal Street, Mumbai – 400 001
Trading Symbol: SHARDACROP	Scrip Code: 538666

Subject: <u>Investors / Analyst's Presentation for the Quarter and half year ended</u> 30th September, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we are enclosing herewith the presentation to be made to the Investors/Analysts on the Financial Results of the Company for the quarter & half year ended 30th September, 2023.

The presentation is also being uploaded on the website of the Company www.shardacropchem.com in accordance with Regulation 46 of the Listing Regulations.

We request you to take the same on record.

Yours Sincerely,

Jetkin Gudhka Company Secretary & Compliance Officer

Encl.: As above



Safe Harbor

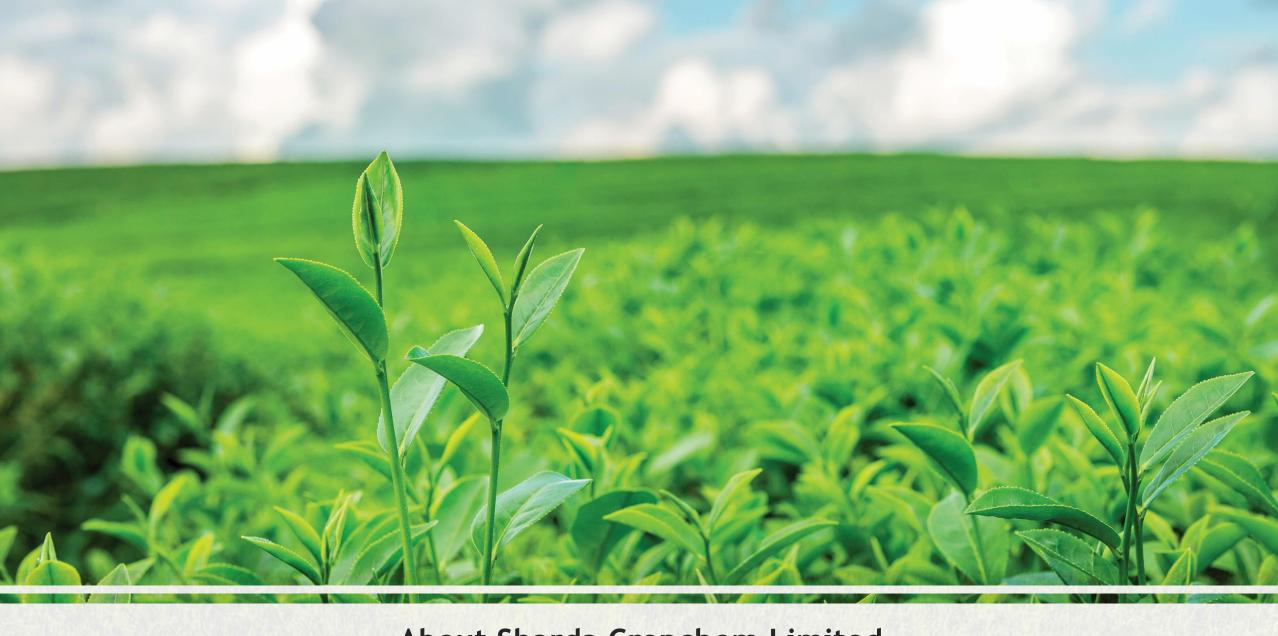




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About Sharda Cropchem Limited

"We are a fast-growing global agrochemicals company with a peer position in the generic crop protection chemicals industry. Our vast and growing library of dossiers and IPRs provide us solid foundations for growth in the global marketplace, especially in Advanced Markets such as Europe, North America and Latin America. It equips us with the ability to operate in a diversified range of formulations and generic active ingredients space globally"







Intellectual Property (IP) driven company engaged in marketing and distribution of wide range formulations and generic active ingredients





Asset Light Business Model

Efficiently channelizing time and resources for strengthening core competency of identifying generic molecules and registration opportunities which offer scalable growth with limited capital requirements



Large Pipeline of Registrations*

Procured 2,885 registrations. Additionally, it has filed 1,130 applications for registrations globally pending at different stages



Diversified Sourcing Arrangements Enduring relationship with multiple manufacturers and formulators enables to source and supply formulations or generic active ingredients at competitive prices



Consistently Increasing Global Presence

With diversified range of product portfolio, Company has grown by expanding business operations in 80+ countries, across Europe, NAFTA, Latin America and ROW



Widespread Distribution Network Presence in the entire agrochemical value chain with 525 third party distributors and 500+ sales force serving the Company's esteemed clientele in 80+ countries

Company's apt domain knowledge and experience gives substantial competitive advantage for expanding business in existing markets and new geographies

*As on 30th September 2023



Overall Agrochemical Value Chain

Sharda's Operating Area









Basic & Applied Research

Identification

Registration

Active Ingredient Manufacturing

Formulation & Packaging

Marketing & Distribution

SHARDA CROPCHEM'S ASSET LIGHT BUSINESS MODEL

Focus on identification of generic molecules, preparing dossiers, seeking registrations, marketing & distributing formulations through third-party distributors and/or own sales force

Manufacturing of Als and formulations is outsourced

Highly flexible operating model resulting in

- · Overall cost competitiveness
- Efficient management of fluctuating market demand across various geographies
- Offering wide range of formulations and Als

Acts as a key differentiator from an innovator company, allowing the Company to save its capital, time and resources on R&D

Increasing Global Presence having a Widespread Distribution





80+ countries

across Europe, NAFTA, LATAM & RoW

Global Resource Deployment

500+

Distributors

525+

CAPEX incurred in H1FY24*

Rs. 217 Cr.

In addition to newer markets, the wide global presence has allowed us to find new, specialised sales and local marketing talent.

Successfully adopted a factory-tofarmer approach to become a onestop solution provider to our global customers Strengthening and widening the sales force in Europe, USA, Canada, Mexico, Colombia, South Africa, India, and rest of the world, in addition to third party distributors with a goal to enhance its presence in the agrochemical value chain

Over the years, we've built a strong brand franchise within our global markets; we are benefiting through the economies of scale in our portfolio and leveraging value of our supply chain to deliver value to our customers across geographies

Company has gained a great deal from globalization, including new customers and diverse geocentric revenue streams. Over the years, we have mastered flexibility and adopted innovative ways to grow our business overseas



It enables the Company to penetrate its formulations and generic active ingredients in various countries backed by the third-party distributors and presence of its own sales force

^{*} Plus related revenue expenditure on registrations







THE SHARDA ADVANTAGE

Global Reach

Wide Product
Range

Healthy
relationships
with suppliers

Quality with
Affordability

Faster Sales
Service

Crop Care
Products

Way Forward



Forward Integration - Build Sales Force

- Leverage market presence and execution capabilities
- Adopt the factory to farmer approach and be a one stop solution provider
- Strategy on ground in different regions of NAFTA, Europe, LATAM and other key markets in ROW

Continual Investment in Product Registrations

- Continue to identify generic molecules going off patent
- Investing in preparing dossiers and seeking registrations in own name



Expand & Strengthen Distribution Presence

- Expand geographical reach using existing library of dossiers
- Two-fold strategy of further penetrating existing markets and entering new markets

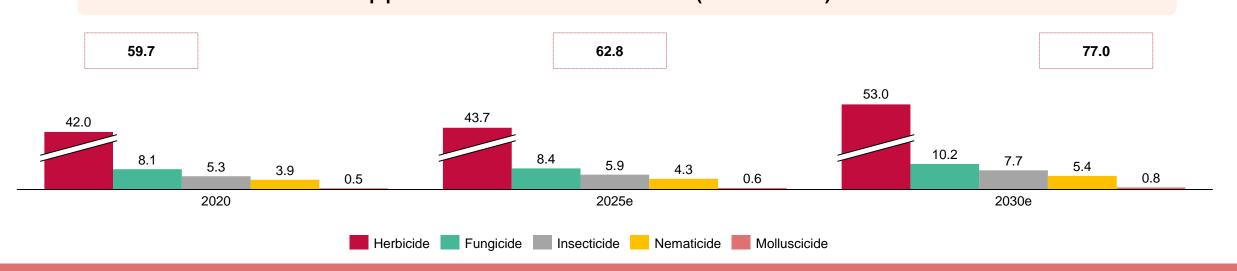
Focus on Operational Efficiencies

- Accelerated focus on revenue generating investments
- Margin improvements
- Better cost management and eliminate NVAs

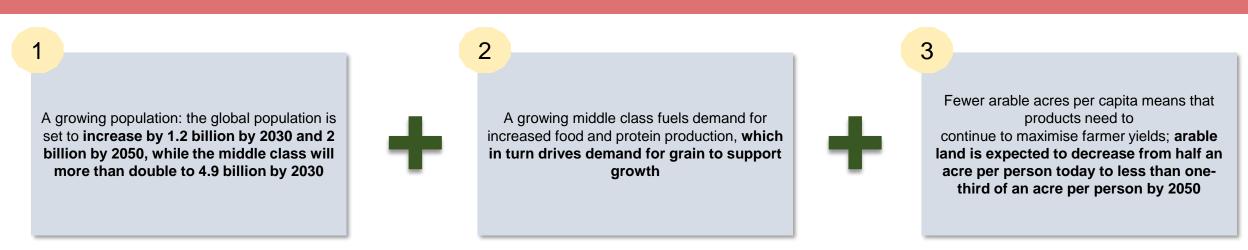
Industry Outlook and Growth Drivers







INDUSTRY DRIVERS





Mr. Ramprakash V. Bubna Chairman & Managing Director

- Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- He has over 55 years of experience in chemicals, agrochemicals and related businesses
- He is responsible for the Company's overall business operations and strategy



Mr. Ashish Bubna Whole Time Director

- Holds a Bachelor's Degree in Commerce from the University of Mumbai
- Over 32 years of experience in marketing of chemicals, agrochemicals and related businesses.
- Instrumental in strategizing early investment in product registrations and building the library of product dossiers.
- Responsible for marketing, procurement, registrations and logistics functions of the agrochemical business.



Mr. Manish Bubna
Whole Time Director

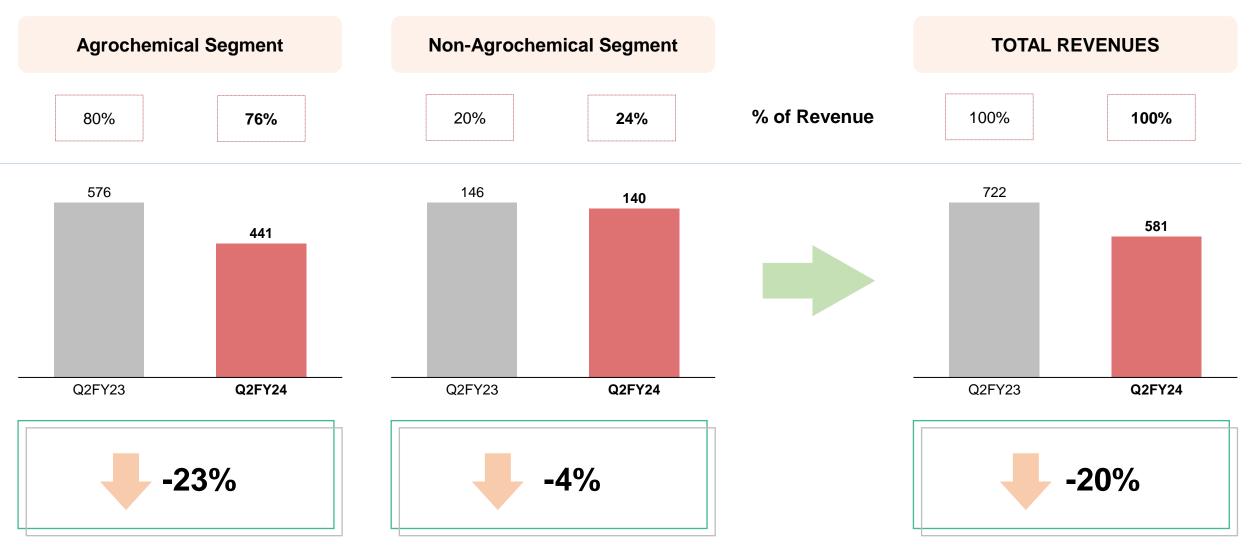
- Holds a Bachelor's Degree in Chemical Engineering from the Department of Chemical Technology, Bombay University.
- Over 30 years of experience in chemicals, agrochemicals and related businesses
- Spearheaded the Company's foray into the conveyor belt and general chemicals business
- Also oversees the information technology, logistics and documentation functions of the Company



Q2 FY24 Financial Highlights

Q2 FY24: Segment Wise Highlights

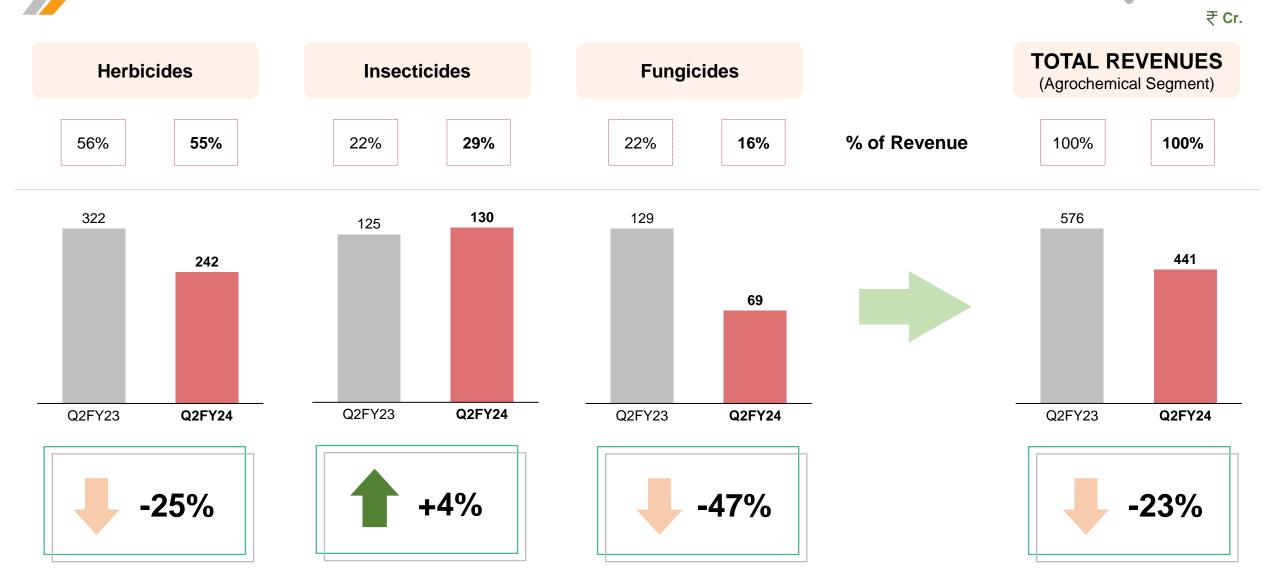




Q2 FY24: Product Wise Highlights (Agrochemical Segment)





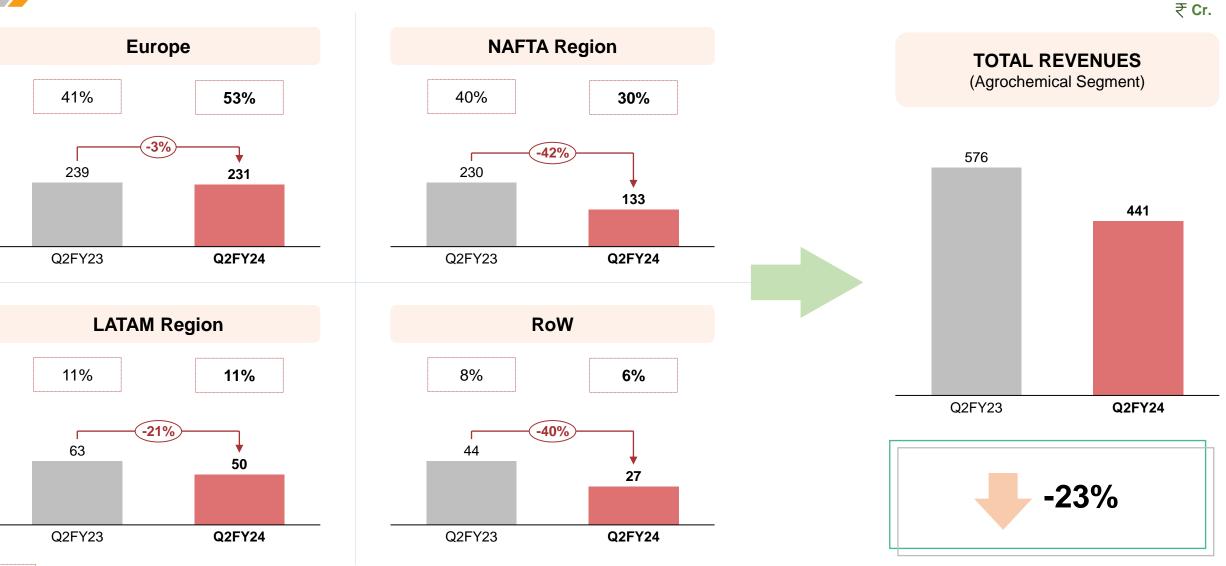


Q2 FY24: Region Wise Breakup (Agrochemical Segment)

% of Revenue





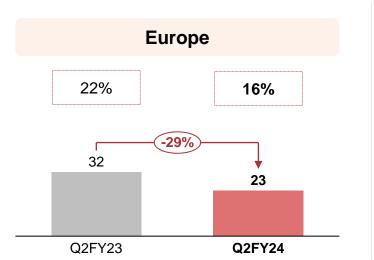


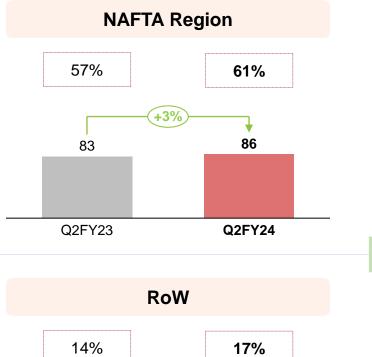
Q2 FY24: Region Wise Breakup (Non Agrochemical Segment)



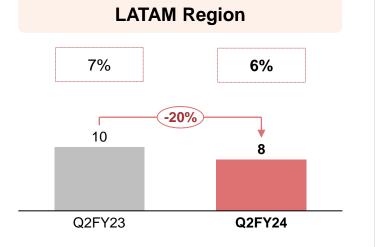


₹ Cr.





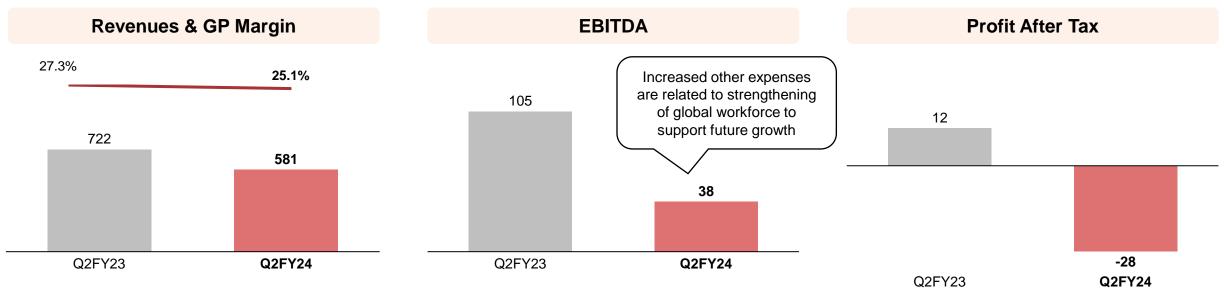






% of Revenue





- Overall Volumes have increased by 19.7% Y-o-Y in Q2 FY24
 - Agrochemicals by 18.8% Y-o-Y
 - Non-Agrochemical by 30.3% Y-o-Y
- Revenues has de-grown due to lower product price realizations across Europe, NAFTA and LATAM Regions

- Gross Margins reduced to 25.1% in Q2 FY24
 - Raw Material and Finished goods sales price have reduced substantially.
 This has led to a stock revaluation as per Accounting Policy and has impacted the GP and profitability to the tune of Rs. 13 crores
 - Company experienced significant decrease in product price realizations
- The Company is seeing an improving trend in Q3 FY24

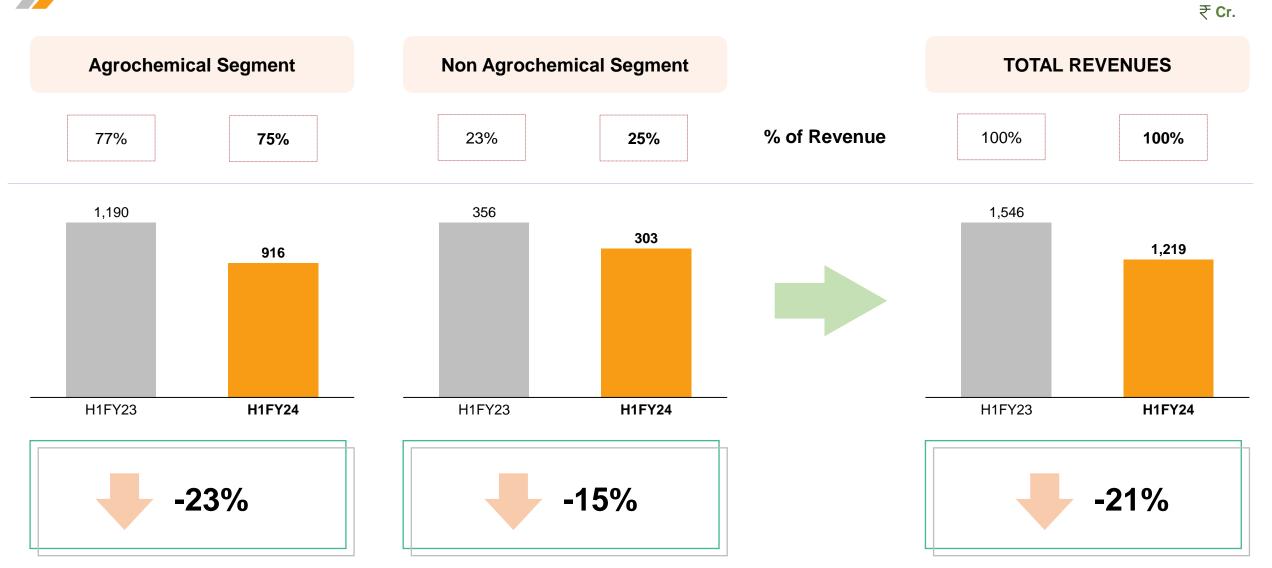


H1 FY24 Financial Highlights

H1 FY24 Segment Wise Highlights



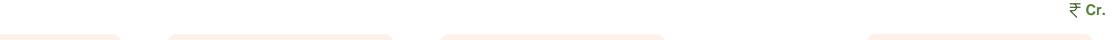


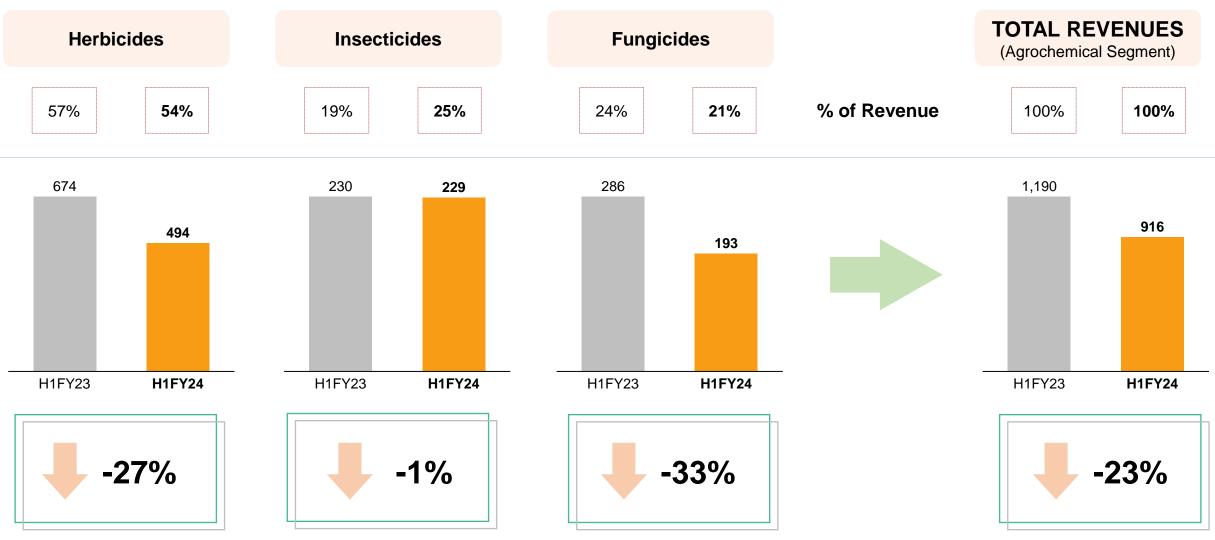


H1 FY24: Product Wise Highlights (Agrochemical Segment)





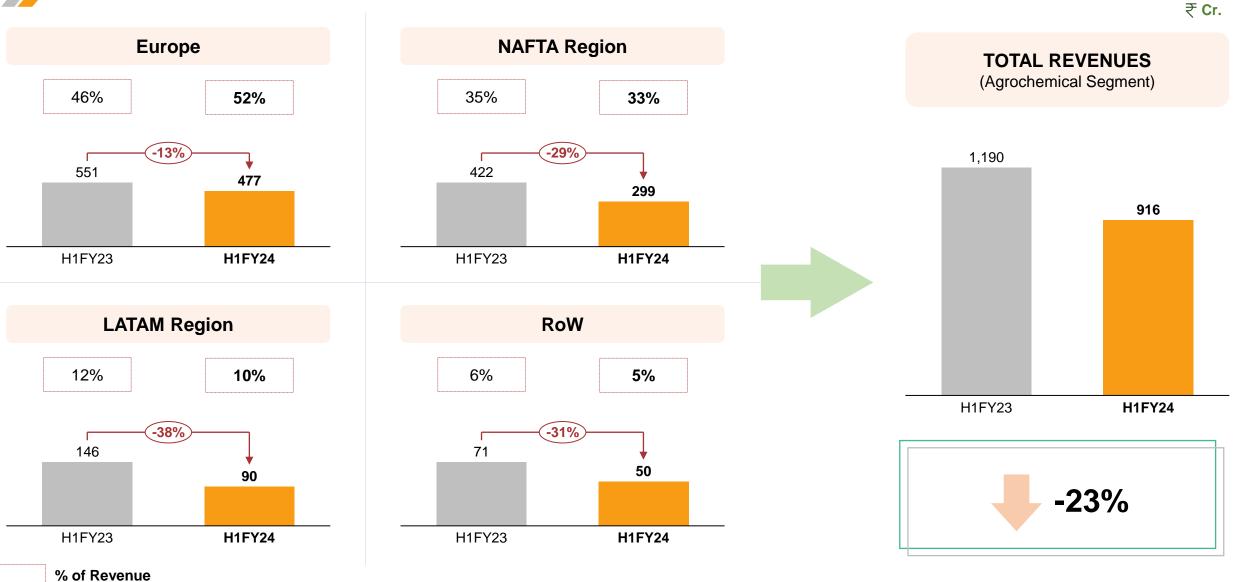




H1 FY24: Region Wise Breakup (Agrochemical Segment)





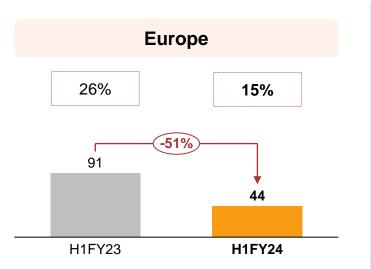


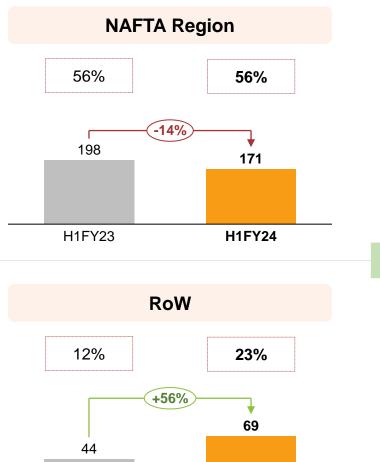
H1 FY24: Region Wise Breakup (Non Agrochemical Segment)

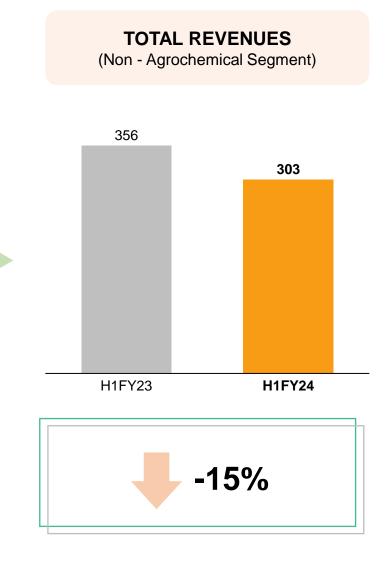


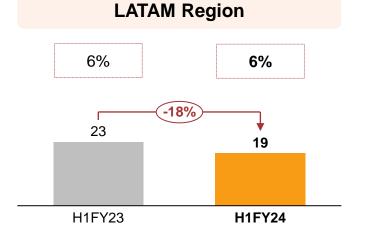


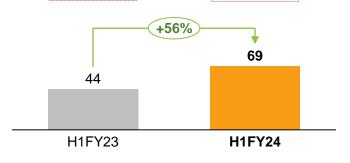
₹ Cr.





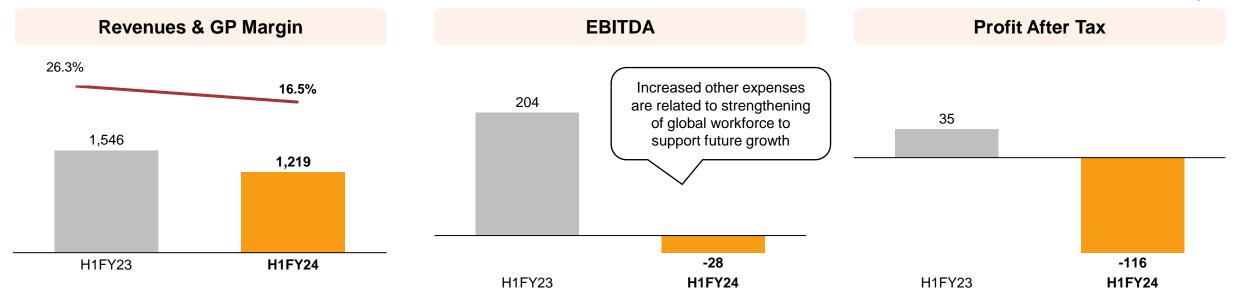






% of Revenue





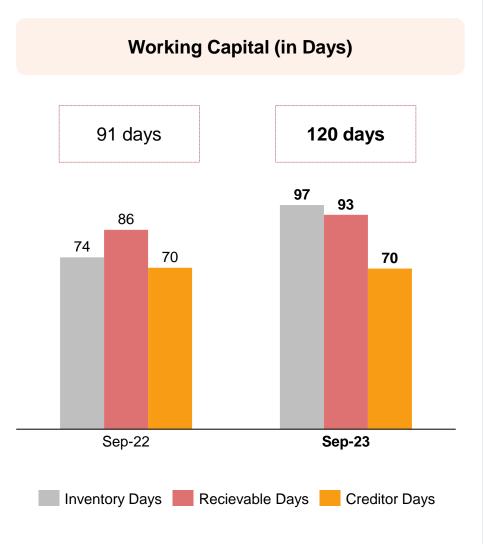
- Overall Volumes have increased by 3.0% Y-o-Y in H1 FY24
 - Agrochemicals by 2.9% Y-o-Y
 - Non-Agrochemical by 4.8% Y-o-Y
- Revenues has de-grown due to lower product price realizations across Europe, NAFTA and LATAM Regions

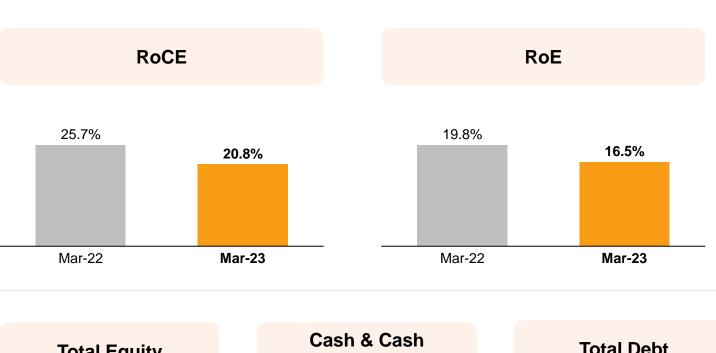
- Gross Margins reduced to 16.5% in H1 FY24
 - Raw Material and Finished goods sales price have reduced substantially.
 This has led to a stock revaluation as per Accounting Policy and has impacted the GP and profitability to the tune of Rs. 84 crores
 - Company experienced significant decrease in product price realizations
- The Company is seeing an improving trend in H2 FY24

Strong Balance Sheet









Total Equity

Rs. 2,089 crores Rs. 2,232 crores as on Mar'23

Equivalents

Rs. 311 crores*

Rs. 328 crores as on Mar'23

Total Debt

Rs. 2 crores

Rs. 3 crores as on Mar'23

^{*} Includes FDs of Rs. 46.6 crores clubbed in Non Current Other Financial Assets



Annexure



Q2 & H1 FY24 Financial Highlights



Particulars	Q2 FY24	Q2 FY23	Y-o-Y	H1 FY24	H1 FY23	Y-o-Y
Revenue from Operations	580.8	721.5	-20%	1,218.5	1,546.0	-21%
COGS	435.2	524.4		1,017.3	1,139.5	***************************************
Gross Profit	145.6	197.1	-26%	201.2	406.5	-50%
Gross Margin %	25.1%	27.3%		16.5%	26.3%	
Employee Expenses	9.2	8.6		18.4	17.0	
Other Expenses	101.4	84.9		216.7	189.7	
EBITDA*	37.7	105.2	-64%	-28.3	204.1	NA
EBITDA Margin %	6.5%	14.6%		-2.3%	13.2%	
Forex (Gain)/Loss	13.7	38.6		4.2	81.9	
Depreciation	74.0	60.4		144.2	115.1	
Other Income	23.6	10.2		49.6	30.5	
EBIT	-29.2	14.9	NA	-132.7	33.3	NA
EBIT Margin %	-5.0%	2.1%		-10.9%	2.2%	
Finance Cost	4.6	0.4		5.9	1.1	
PBT	-33.8	14.5	NA	-138.7	32.2	NA
PBT Margin %	-5.8%	2.0%		-11.4%	2.1%	
Tax Expense	-6.3	2.5		-22.4	-2.5	
PAT	-27.6	12.1	NA	-116.2	34.7	NA
PAT Margin %	-4.7%	1.7%		-9.5%	2.2%	
Earnings Per Share (EPS) In Rs.	-3.06	1.34		-12.88	3.85	

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 2.8 cr. in Q2 FY24; Rs. 1.5 cr. in Q2 FY23; Rs. 5.5 cr. in H1 FY24; Rs. 4.3 cr. in H1 FY23)





EQUITY & LIABILITIES	Sep-23	Mar-23
Equity		
Equity share capital	90.2	90.2
Other equity	1,998.4	2,141.8
Equity attributable to equity holders of the Company	2,088.6	2,232.0
Non-controlling interests	0.4	0.4
Total Equity	2,089.0	2,232.4
Non-current liabilities		
Financial liabilities		
Lease liabilities	11.4	0.0
Trade payables		
total outstanding dues of micro enterprises and small enterprises	0.0	0.0
other than micro enterprises and small enterprises	0.0	0.0
Other financial liabilities	0.0	1.7
Provisions	3.0	2.7
Deferred tax liabilities (net)	121.4	143.4
Total non-current liabilities	135.8	147.9
Current liabilities		
Financial liabilities		
Borrowings	2.0	3.0
Lease liabilities	6.9	0.0
Trade payables		
total outstanding dues of micro enterprises and small enterprises	0.2	1.9
other than micro enterprises and small enterprises	555.7	1,375.7
Other financial liabilities	469.1	431.4
Other current liabilities	39.4	78.1
Provisions	37.5	61.4
Income Tax Provisions	1.9	19.1
Total current liabilities	1,112.6	1,970.6
Total Equity & Liabilities	3,337.4	4,350.8

ASSETS	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	22.0	5.0
Goodwill	0.0	0.0
Intangible assets	674.2	663.0
Intangible assets under development	245.8	203.9
Financial assets		
Other Financial Assets	75.2	140.6
Deferred Tax Assets	9.9	7.9
Income tax assets (net)	92.0	72.3
Total non-current assets	1,119.1	1,092.7
Current assets		
Inventories	1,011.9	1,134.3
Financial assets		
Investments	28.0	31.9
Trade receivables	890.4	1,833.3
Cash and cash equivalents	161.7	176.4
Bank balance other than cash and cash equivalents	74.6	5.5
Loans	0.0	0.0
Other financial assets	19.0	28.7
Other current assets	32.8	48.1
Total current assets	2,218.3	3,258.2
Total Assets	3,337.4	4,350.8

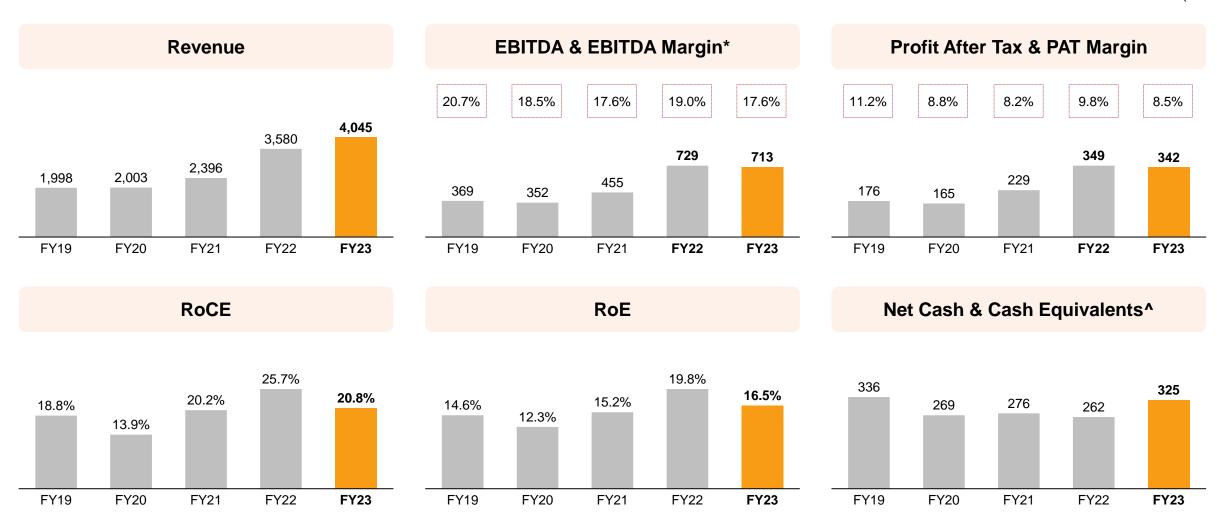




Particulars (Rs. Cr.)	H1 FY24	H1 FY23
Profit Before Tax	-138.7	32.2
Adjustments	124.9	135.9
Operating profit before working capital changes	-13.7	168.1
Changes in working capital	222.0	18.1
Cash generated from operations	208.2	186.2
Direct taxes paid (net of refund)	-38.5	-14.9
Net Cash from Operating Activities	169.8	171.3
Net Cash from Investing Activities	-146.8	-88.1
Net Cash from Financing Activities	-36.9	-51.8
Exchange difference arising on conversion (debited) / credited to foreign currency translation reserve	0.2	10.4
Net Change in cash and cash equivalents	-13.7	41.8
Opening Cash Balance	176.4	56.7
Effect of exchange rate changes on cash & cash equivalents held in foreign currencies	-0.9	-0.6
Closing Cash Balance	161.7	97.9

Key Financial Performance Indices





^{*} EBITDA is excluding IA & IAUD write-off





Particulars	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	4,045.2	3,579.8	2,395.6	2,003.0	1,997.6
COGS	2,860.8	2,499.8	1,636.0	1,388.8	1,387.3
Gross Profit	1,184.4	1,080.0	759.7	614.3	610.2
Gross Margin %	29.3%	30.2%	31.7%	30.7%	30.5%
Employee Expenses	44.8	44.2	37.3	34.9	33.5
Other Expenses	438.9	336.4	305.5	282.4	250.1
EBITDA*	712.6	728.6	455.2	351.7	368.8
EBITDA Margin %	17.6%	20.4%	19.0%	17.6%	18.5%
Forex (Gain)/Loss	57.6	16.5	-19.9	15.1	4.5
Depreciation	248.1	245.3	170.4	137.1	99.4
Other Income	40.3	28.9	45.9	42.1	20.6
EBIT	435.3	466.5	312.2	186.8	243.4
EBIT Margin %	10.8%	13.0%	13.0%	9.3%	12.2%
Finance Cost	4.5	2.2	2.8	1.9	8.4
PBT	430.7	464.2	309.5	184.9	235.0
Tax Expense	88.8	115.0	80.2	20.2	58.7
PAT	342.0	349.3	229.2	164.7	176.3
PAT Margin %	8.5%	9.8%	9.6%	8.2%	8.8%
Earnings Per Share (EPS) In Rs.	37.90	38.71	25.40	18.25	19.55

^{*} EBITDA is excluding IA & IAUD write-off





Equities & Liabilities	FY23	FY22	FY21	FY20	FY19
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2141.8	1,822.2	1,524.1	1,312.6	1,193.7
Non-controlling Interest	0.4	0.3	0.3	0.3	0.2
Total Equity	2,232.4	1,912.8	1,614.6	1,403.1	1,284.1
Non-Current Liabilities					
Borrowings	-	-	-	0.1	0.1
Trade Payables	-	2.4	2.4	2.4	2.9
Lease Liabilities	-	3.5	8.4	-	-
Other Financial Liabilities	1.7	1.6	3.2	13.1	1.4
Provisions	2.7	2.3	3.0	2.7	2.2
Deferred Tax Liabilities (net)	143.4	128.9	92.9	69.3	91.0
Total Non-Current Liabilities	147.9	138.6	109.9	87.5	97.6
Current Liabilities					
Borrowings	3.0	38.0	67.8	0.0	0.0
Lease Liabilities	-	5.1	4.5	-	-
Trade Payables	1,377.6	1,177.6	806.8	686.7	636.2
Other Financial Liabilities	431.4	324.8	149.1	89.7	104.0
Other Current Liabilities	78.1	55.4	58.0	54.4	60.7
Current Tax Liabilities	19.1	4.2	3.2	1.5	0.6
Provisions	61.4	86.7	50.0	24.4	20.1
Total Current Liabilities	1,970.6	1,691.8	1,139.4	856.7	821.7
Total Equity & Liabilities	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3





ASSETS	FY23	FY22	FY21	FY20	FY19
Assets					
Non-Current Assets					
Property, Plant and Equipment	5.0	14.4	20.9	27.8	13.5
Goodwill	0.0	0.0	0.4	0.4	0.4
Other Intangible assets	663.0	577.4	523.1	388.1	357.8
Intangible assets under development	203.9	212.2	131.0	161.4	219.8
Deferred Tax Assets (net)	7.9	4.9	6.0	3.9	5.5
Non-Current Tax Assets	72.3	71.6	73.6	72.5	49.2
Other financial assets	140.6	11.2	9.4	11.6	8.9
Total Non-Current Assets	1,092.7	891.7	764.5	665.7	655.2
Current Assets					
nventories	1,134.3	892.8	525.5	382.2	364.9
nvestments	31.9	134.4	83.0	115.5	211.9
rade Receivables	1,833.3	1,540.0	1,162.6	988.4	811.4
Cash & Cash equivalents	176.4	56.7	85.6	77.8	50.6
Other Bank balances	5.5	109.3	175.0	75.7	73.0
oans	0.0	0.5	-	-	-
Other Financial Assets	28.7	48.9	28.1	11.3	11.9
Other Current Assets	48.1	68.9	39.6	29.6	24.3
Total Current Assets	3,258.2	2,851.5	2,099.3	1,681.5	1,548.2
Total Assets	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3



CSR initiatives taken up by the Company are in the areas of Promoting Education, Healthcare, Eradicating Hunger, Empowerment of Women, Animal Welfare, Promotion of Sports and Rural Development Projects

Promoting Education







Animal Welfare





Medical Aid & Relief

'मरीजों की देखभाल सच्चा परमार्थ'

राज्यपाल कोश्यारी ने युवाओं में बढ़ते नशा पर जताई चिंता

सिंह कोश्यारी ने मरीजों की देखभाल को सच्चा परमार्थ बताते हुए कहा कि अगर लोग टीबी के मरीजों को गोद लें और देश को टीबी मक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें तो यह भी दान होगा। इस दौरान उन्होंने यवाओं में तंबाक के साथ नशे की बढ़ती प्रवृति पर चिंता जताई। वह परमार्थ रत्न पुरस्कार समारोह में बोल रहे थे।

सामाजिक संस्था परमार्थ सेवा समिति की तरफ से राजभवन में आयोजित पुरस्कार और दीपावली स्नेह कार्यक्रम का आयोजन किया गया था। इसमें राज्यपाल ही. अविनाश साबले को परमार्थ खेल रत्न

कैंसर: डॉ. राजेंद्र बडवे ने कहा कि भारत ओर से किए जा रहे कार्यों की रूपरेखा



में कैंसर की दर पश्चिमी देशों की तुलना में कम है. यह संतोष की बात है। लेकिन, बड़े पैमाने पर कैंसर को नियंत्रित किया में से तंबाक के सेवन से होने वाले कैंसर रोगियों की संख्या 40 प्रतिशत है। संस्था शहरीकरण के साथ बढ़ रहा अध्यक्ष मनमोहन गोयनका ने संस्था की रखी। संस्था के चेयरमैन लक्ष्मीनारायण वियानी ने 18 मंजिला कीमोधेरेपी तापडिया, ज्योतिप्रसाद तापडिया, दिलीप पिरामल, रवि लालपरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।



THANK YOU

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