



Date: 7th August, 2024

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G. Block,
Bandra- Kurla Complex,
Bandra East, Mumbai-400 051

The Department of Corporate Services-
Listing
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Symbol: DHANUKA

Scrip Code: 507717

Sub: Investors Presentation on Un-Audited Standalone & Consolidated Financial Results for the Quarter Ended 30th June, 2024

Dear Sir,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation on Un-Audited Standalone & Consolidated Financial Results for the Quarter Ended 30th June, 2024.

We hope you will find the same in order.

Thanking You,
Yours faithfully,

For Dhanuka Agritech Limited

Jitin Sadana
Company Secretary and Compliance Officer
FCS-7612

Encl: a/a

Registered & Corporate Office: Global Gateway Towers, Near Guru Dronacharya Metro Station,
MG Road, Gurugram-122002, Haryana

Tel: +91-124-434-5000, Email: headoffice@dhanuka.com, Website: www.dhanuka.com

CIN: L24219HR1985PLC122802

Dhanuka Agritech Limited
(BSE: 507717; NSE: DHANUKA)

Q1 FY2024-2025
Earnings Presentation
Aug 07, 2024



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HAR KISAN KE NAAM

www.dhanuka.com

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Dhanuka Agritech Limited (“Dhanuka Agritech” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Dhanuka Agritech undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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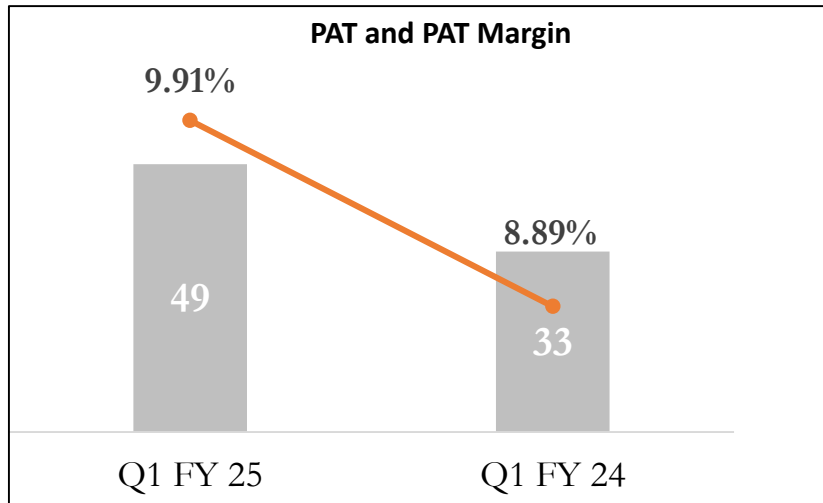
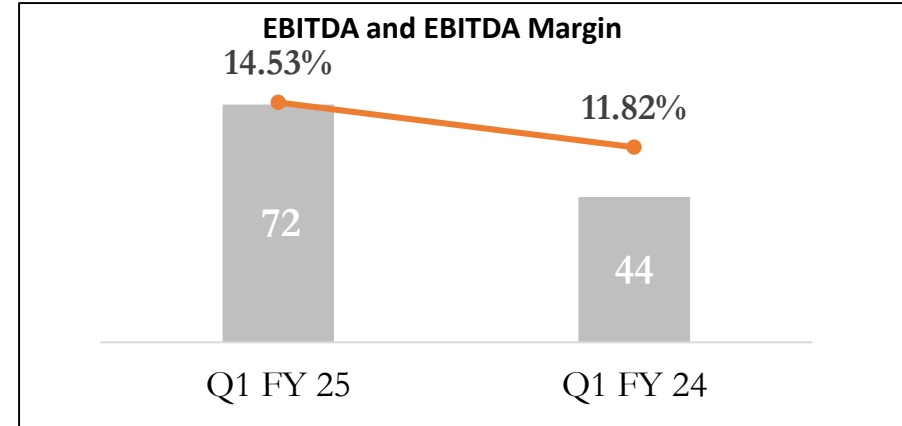
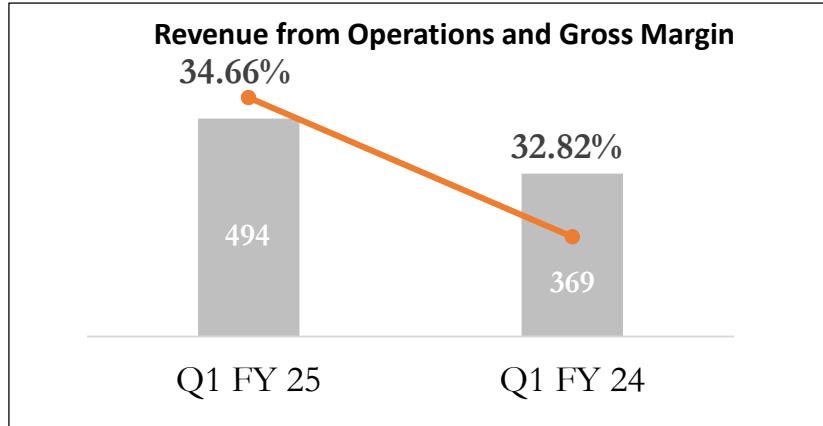


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Q1 FY2024-25 Result Highlights



Q1 FY2024-25 vs Q1 FY2023-24



Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 493.58 Crores in Q1 FY2024-25 vs Rs. 369.07 Crores in Q1 FY2023-24.
- **EBITDA:** EBITDA stood at Rs. 71.72 Crores in Q1 FY2024-25 vs Rs. 43.61 Crores in Q1 FY2023-24.
- **PAT:** Profit after tax was at Rs. 48.90 Crores in Q1 FY2024-25 vs Rs. 32.94 Crores in Q1 FY2023-24.

FY 2024-25 Guidance

- **Revenue from Operations:** expecting double digit growth (more than 20%)
- **EBITDA:** Approx. 18%

Chairman Message



Mr. Mahendra Kumar
Dhanuka
Chairman

Firstly, I would like to share a very important announcement with you all. After attaining the age of 75 years, Mr RG Agarwal has decided to pass on the Chairmanship of the organization and step down from the operational role. I am thankful to him and Dhanuka's Board of Directors for entrusting this responsibility to me, to take on the role as the Chairman of the company.

Mr. Agarwal's leadership has been nothing short of extraordinary. His vision and foresight have guided us through challenges and opportunities, always with an unwavering commitment to excellence. Friends, I am happy to share that Mr. Agarwal has accepted Board's request to continue guide and mentor us as "Chairman Emeritus", to ensure that we stay in alignment with our long term business strategy.

Further, Mr. Rahul Dhanuka will now assume the role of the Managing Director of the company. Rahul has worked dedicatedly over last 25 years in making Dhanuka brand powerful and under his leadership Dhanuka is transforming into a sales and marketing powerhouse. I am confident that he will lead the organisation into a bright future.

For operation side, this year, the weather conditions have shifted positively, although not as per the expectations. The effects of El Nino have subsided, however the La Nina effect is yet to be observed. The rainfall was less than 100% from LPA in first quarter with uneven rainfall in several regions. The Raw material prices have mostly stabilized now, however there is still price reduction on basis of Q1 FY24 vs Q1 FY 25. Overall, the demand for all products was very good in this quarter. On a positive note, the IMD has given an updated forecast of above average rainfall for August and September for most regions in India, this is a good sign for the rest of the Kharif season as well as the Rabi season. Already, the water level in reservoirs and dams is increasing.

Our new introductions, Purge, Lanevo and Mycore Super, are receiving great response from the market with the demand exceeding our expectations. I am confident that these products will create new benchmarks in Dhanuka's history. Further, we are going to launch two - 9(4) "me too" products and one - exclusive 9(3) product, in the next 3 months. We are committed to keep bringing new products and technologies for the Indian farming community to support them to increase farm productivity and safety of food.

Q1 FY2024-25 Income Statement



Particulars (Rs.in Crores)	Q1 FY 25	Q1 FY 24	YoY%	FY 24	FY 23	YoY%
Revenue from Operations	493.58	369.07	33.7%	1758.54	1700.22	3.4%
COGS	322.52	247.94	30.1%	1072.19	1115.45	(3.9%)
Gross Profit	171.06	121.13	41.2%	686.35	584.77	17.4%
<i>Gross Profit Margin(as a % of sales)</i>	34.66%	32.82%		39.03%	34.39%	
Employee Benefit Expenses	42.80	34.09	25.6%	155.36	126.26	23.0%
Other expenses	56.54	43.43	30.2%	203.55	179.81	13.2%
EBITDA	71.72	43.61	64.5%	327.44	278.7	17.5%
<i>EBITDA Margin(as a % of sales)</i>	14.53%	11.82%		18.62%	16.39%	
Depreciation and amortisation expenses	12.28	4.62	165.8%	40.56	17.61	130.3%
EBIT	59.44	38.99	52.4%	286.88	261.09	9.9%
<i>EBIT Margin(as a % of sales)</i>	12.04%	10.56%		16.31%	15.36%	
Finance Cost	0.83	0.89	(6.7%)	3.09	3.12	(1.0%)
Other Income	7.13	6.64	7.4%	34.96	44.76	(21.9%)
PBT	65.74	44.73	47.0%	318.75	302.73	5.3%
Total tax	16.85	11.79	42.9%	79.66	69.22	15.1%
PAT	48.90	32.94	48.5%	239.09	233.51	2.4%
<i>PAT Margin(as a % of sales)</i>	9.91%	8.93%	11.0%	13.59%	13.73%	(1.0%)
Basic EPS	10.73	7.23	48.4%	52.46	50.35	4.2%

Q1 FY2024-25 Revenue Mix (By Geography and Segment)

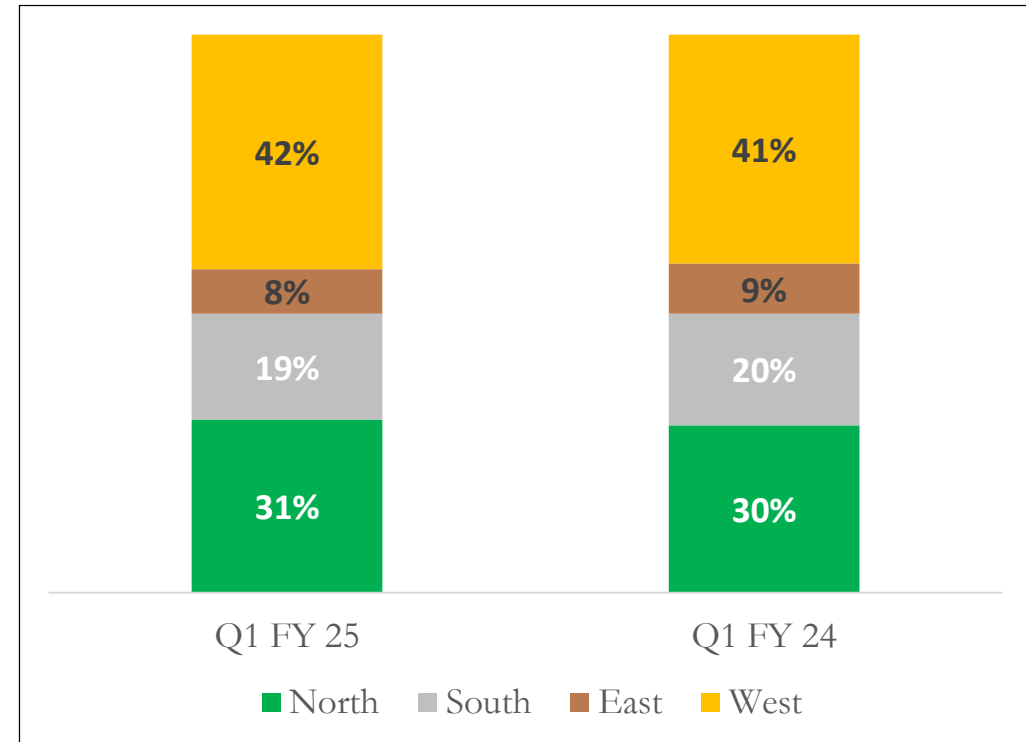
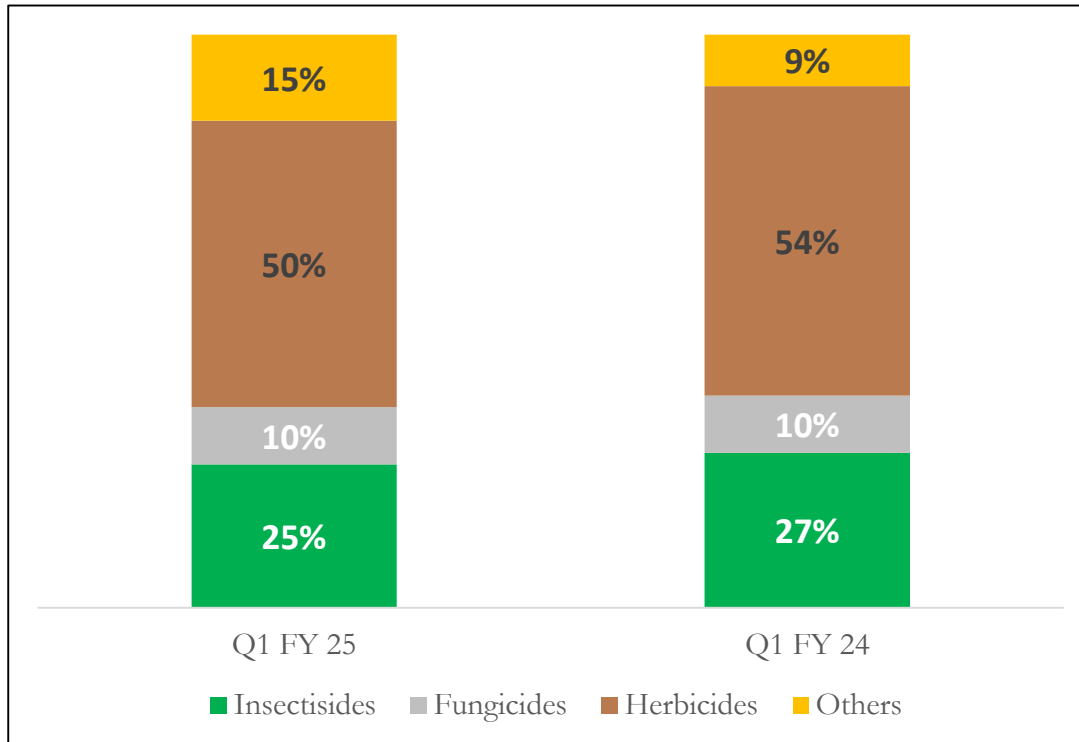


Rs. 494 Crore

Rs. 369 Crore

Rs. 494 Crore

Rs. 369 Crore



- Well diversified portfolio across business segment and key geographies

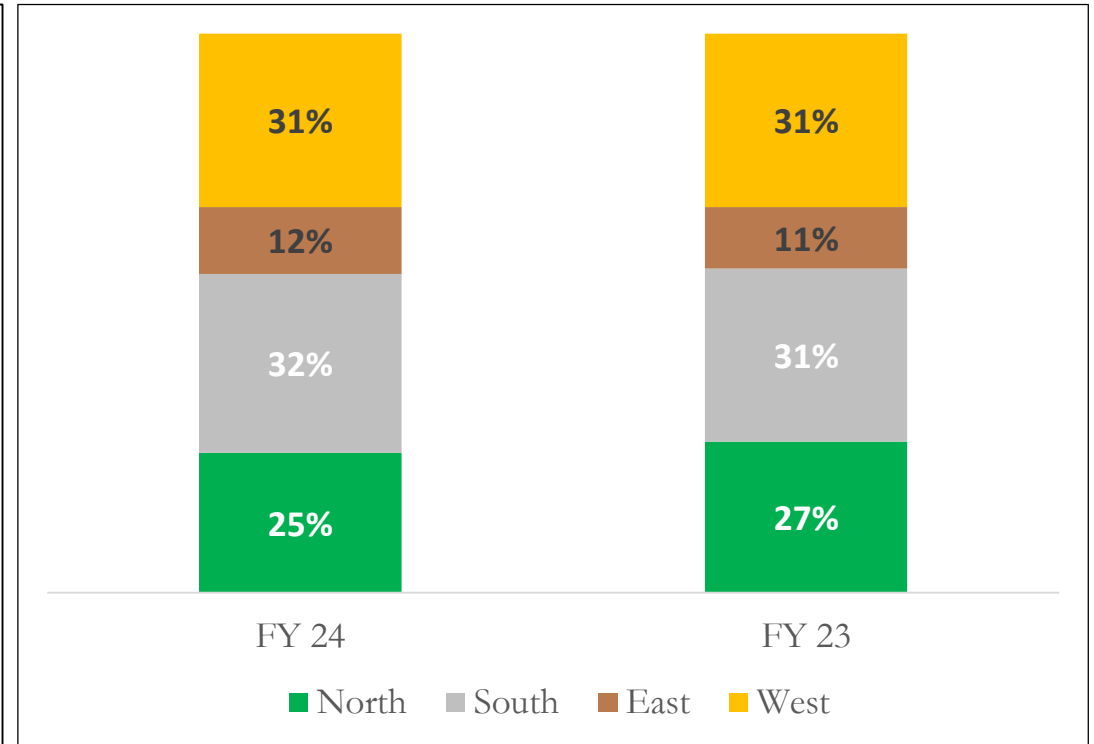
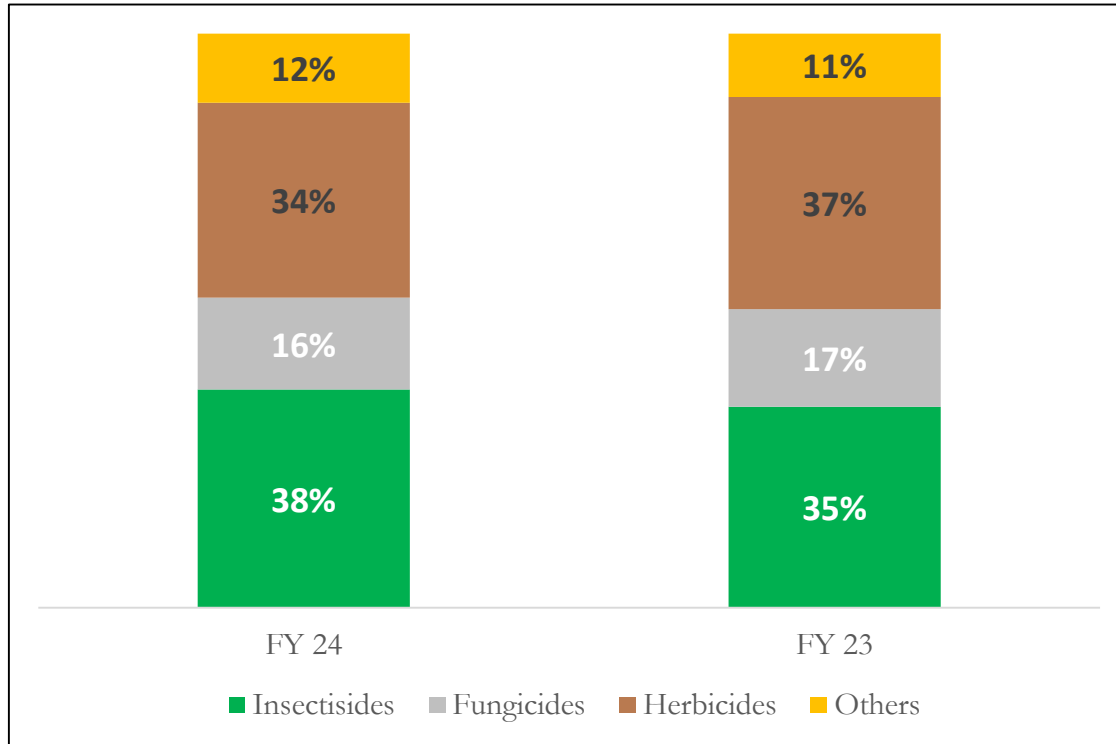
FY2023-24 Vs FY 2022-23 Revenue Mix (By Geography and Segment)

Rs. 1759 Crore

Rs. 1700 Crore

Rs. 1759 Crore

Rs. 1700 Crore

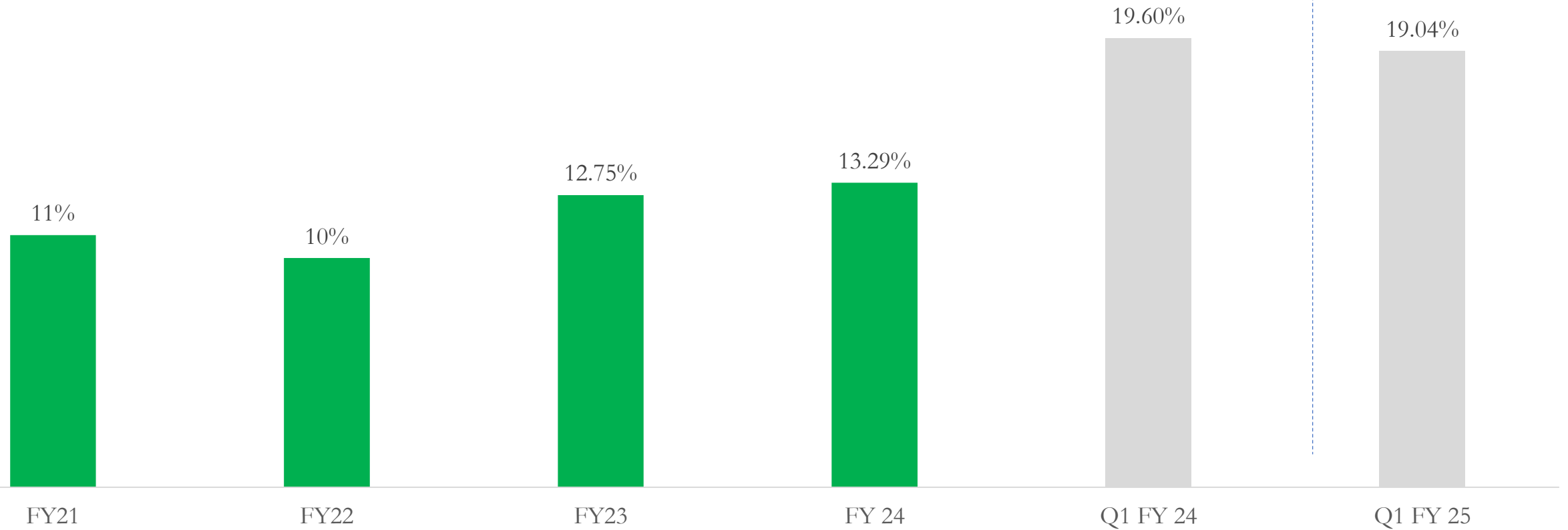


- Well diversified portfolio across business segment and key geographies

Innovation Turnover Index



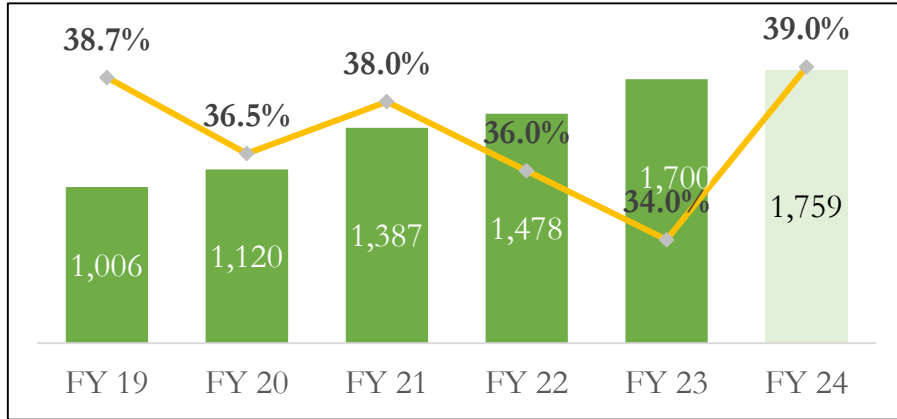
New Molecules as a % of Total Revenue



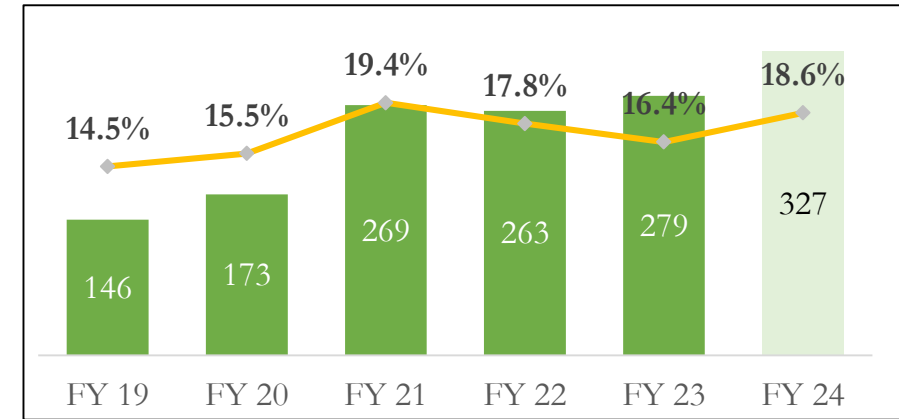
Annual P&L Trend: Focus on Profitable Growth



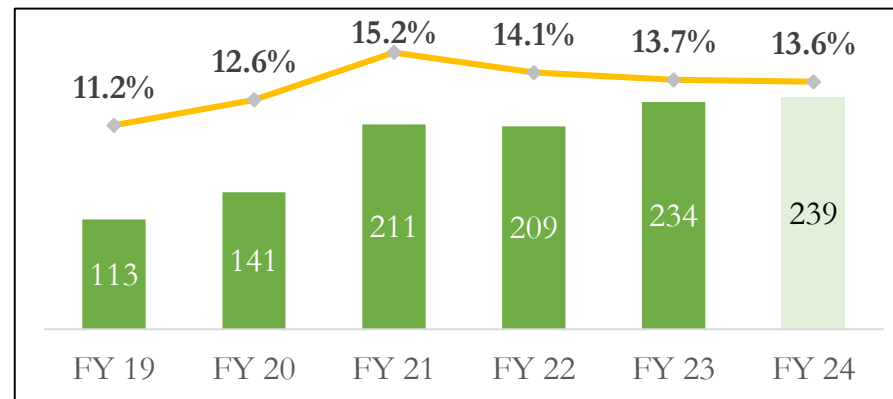
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



New Product Launches



- 33 retailer launches for Purge, LaNevo, Tizom, MyCore Super and Miyako
- Nissan delegates participated in Purge, LaNevo, MyCore Super and Miyako launch in Gujrat, Madhya Pradesh and Maharashtra states. Total Purge Distributor launches: 12 across India

Nissan team visit to MP market – 4th & 5th July 2024



HOKKO Team Visit to GHO & D.A.R.T. – 22nd & 24th July 2024



GHO Visit on 22nd July 2024



D.A.R.T. Visit on 24th July 2024



Mitsui & Co Team Visit to D.A.R.T. – 21st July 2024



Nisso Team Visit to GHO and DART



NISSO Team visited D.A.R.T & GHO on 26th July 2024. This meeting focused on enhancing our strategic partnership

Dhanuka Krishi Mitra (DKM) Trainings



With Krishi Vigyan Kendra (KVK) Ujjain



DKM Meeting at Luxetipet market



With Krushi Vidyan Kendra, PIRENS, Babhaleshwar



With Krushi Vidyan Kendra, Narayangaon

Mega Farmer Meeting in Groundnut Hotspots



Tonk, Jaipur

Silver Button for crossing 100K subscribers on YouTube



Dhanuka received the Silver Creator Award from YouTube for surpassing **100,000** subscribers. Our channel has now reached 157,000 subscribers and continues to grow.

Strategic Visits by the Group Chairman



Dr. R.G. Agarwal visited Vice chancellor SVPUAT, Meerut to discuss possible collaboration opportunities to transfer new technologies to farmers of the region



Attended the 1st ICAR KVK workshop under Public Private Partnership at Raipur

Dhanuka awarded Legal Team of the Year



Dhanuka has been honored with the "Legal Team of the Year" award at the 4th Edition Future of Legal and Compliance Summit & Awards 2024, organized by UBS Forums. This accolade highlights the exceptional performance and dedication of our legal team.

Strategic Visits by the Group Chairman



Dr. R.G. Agarwal at the Centre for good governance, Hyderabad for expert discussion - 27th April 2024



Dr. R.G. Agarwal attended one day conference on the occasion of international Potato Day at Modipuram – 30th May 2024

Why Dhanuka Agritech?



Creating breakthroughs in Chemical Synthesis

Synthesis plant at Dahej supported by Fully equipped R&D Lab with 30 Chemists to master new expertise



Rural FMCG Play

41 warehouses, 6,500+ distributors and 80,000+ retailers to service the needs of over 10 million farmers



Diverse Product Portfolio

300+ registrations across Herbicides, Insecticides, Fungicides and Plant Growth Regulators, ~90 Products across all segments



Global Innovator Tie Ups

World's leading agrochemical companies from the US, Japan and Europe have partnered with Dhanuka Agritech to introduce latest technology to Indian farmlands



Robust Pipeline

Focus on margin accretive 9(3) portfolio. Target to launch 8 new products across all segments over the next two years



Profitable Growth

Higher contribution of specialty products, growth in volumes from existing products to drive return ratios

Dhanuka Agritech Limited

(CIN: L24219DL1985PLC020126)

Global Gateway Towers Near Guru Dronacharya
Metro Station, MG Road, Gurgaon -122002,
Haryana.

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इंडियाचा सलाम प्रत्येक शेतकऱ्याच्या नावे

ਇੰਡੀਆ ਦਾ ਪ੍ਰਣਾਮ ਹਰ ਕਿਸਾਨ ਦੇ ਨਾਮ

ઇન્ડિયા ના પ્રણામ દરેક ખેડૂતોને નામ

THANK YOU

ইন্ডিয়ান প্রণাম সমস্ত কৃষকের নামে

ଭାରତର ପ୍ରଣାମ ପ୍ରତି କୃଷକ ଭାଇଣୁ

ಪ್ರತಿ ರೈತನಿಗೂ ಇಂಡಿಯಾದ ನಮಸ್ಕಾರ

యావత్ భారతావని నమస్కరిస్తుంది ప్రతి రైతుకి పేరు పేరున

ஒவ்வொரு விவசாயிக்கும் இந்தியாவின் வணக்கம்

इंडिया का प्रणाम हर किसान के नाम