



SUMITOMO CHEMICAL INDIA LTD.

Corporate Identity Number (CIN) - L24110MH2000PLC124224

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URL <http://www.sumichem-india.co.in>

27th July, 2024

To,

BSE Limited
Listing Department,
Phiroze Jeebhoy Towers,
Dalal Street,
Mumbai – 400 001

The National Stock Exchange of India
Listing Department,
Exchange Plaza,
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051

Dear Sir/Madam,

Sub.: Investor Presentation on Financial Results for the quarter ended 30th June, 2024.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the investor presentation on Financial Results of the Company for the quarter ended 30th June, 2024.

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

Thanking you.

Yours faithfully,

For Sumitomo Chemical India Limited

(Deepika Trivedi)
Company Secretary & Compliance Officer

Encl.: a/a



Sumitomo Chemical India Limited

Investor Presentation - June 2024



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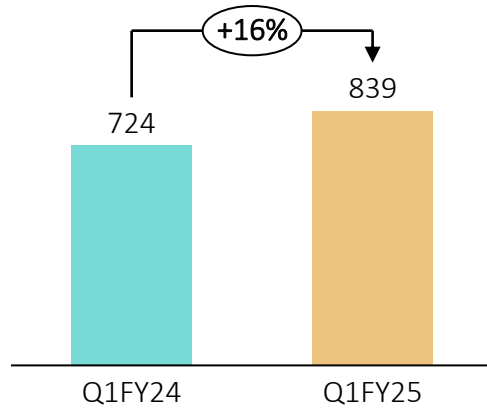
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



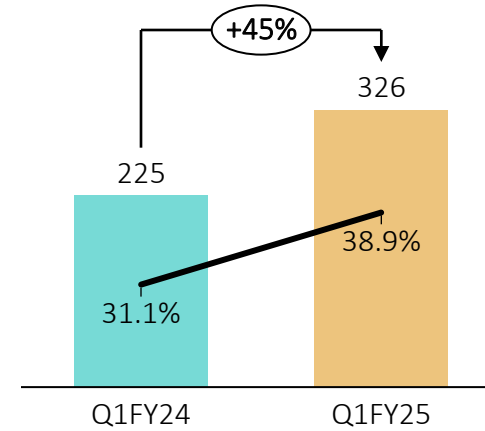
Financial Performance & Key Highlights

Performance Highlights – Quarter

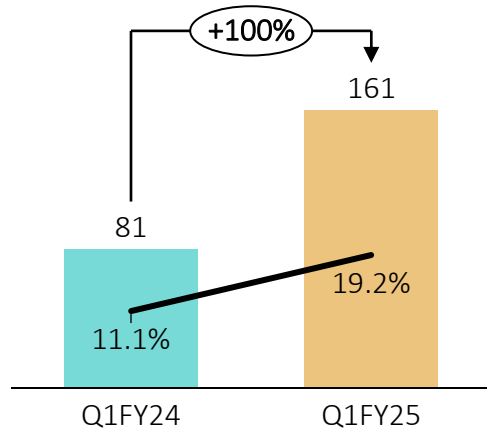
Revenue (Rs Crs)



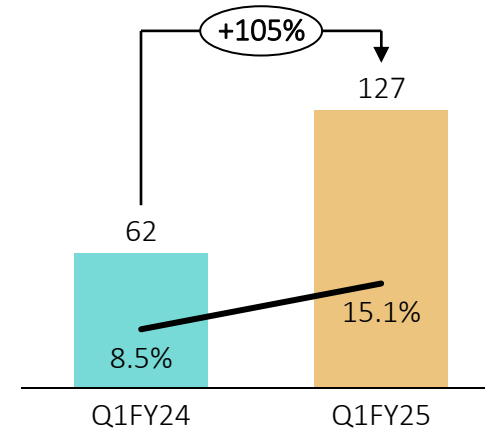
Gross Profit (Rs. Crs) & Gross Profit Margin (%)



EBITDA (Rs. Crs) & EBITDA Margin (%)



PAT (Rs Crs) & PAT Margin (%)



Given the seasonality in the business, it is best monitored on an annual basis

- ✓ The India Meteorological Department (IMD) had predicted a 'above normal' monsoon, which boosted market sentiments during Q1FY25. However, India recorded below-normal rainfall in June, with the deficit at 11%, the highest in five years. However, surplus rainfall in July helped the country to recover from June's deficit. Acreage of Kharif crops as on 28th June stood at 240 lakh hectares (lh).
- ✓ July is a crucial month for sowing, and the timely and widespread rainfall facilitated an increase in the acreage under Kharif crops. As of 19th July, the total Kharif acreage reached 704.04 lh, up from 680.36 lh in the same period last year.
- ✓ The favorable market sentiments and stable input costs has been the primary growth driver for our business in Q1FY25. The company has demonstrated strong recovery in the domestic market, leading to our optimism for FY25, considering FY23-24 challenges are largely behind us especially in the domestic market. The price volatility observed last year has stabilized to a great extent. Also, the sentiment among our channel partners and farmers is turning positive. Our outlook remains cautiously optimistic, contingent on rainfall patterns in the coming months of August and September.
- ✓ In Q1FY25, we witnessed robust growth across all product segments in domestic market, particularly in herbicides, fungicides, and plant growth regulators (PGR). Our gross margin saw a slight decline on a sequential basis, mainly due to the robust growth in sales of generic products and a marginal decline in sales of specialty products.
- ✓ Export sales showed strong year-on-year growth but declined on sequential basis due to market dynamics. Our export markets, especially in Africa, Southeast Asia and South America, showed strong year-on-year growth. Export recovery was sluggish in markets like the US and Europe, with Japan experiencing particularly low recovery due to delays in shipments caused by logistical issues.
- ✓ The IMD is optimistic about La Nina conditions developing in August and September, which may lead to good rainfall in the coming months, further supporting agricultural activities.
- ✓ We had launched 3 herbicides, 1 insecticide and 2 fungicides in FY24. We are gearing up to launch several unique first-time registrations in India after years of efforts, which are expected to ramp up over next few years.
- ✓ Our focus in FY25 would be towards recovering the revenues lost during challenging situation of FY24, by way of more extensive demand generation and brand building efforts, especially for recently launched products in last 2-3 years. We also plan to continue follow disciplined approach towards margins, fixed costs and working capital. Further, our ongoing initiatives position us strongly for future growth in medium to long term.

'Every Day Farmers' Day' Campaign



Sumitomo Chemical India Limited is recognized for its innovative approach to demand generation. We have enhanced these efforts with the launch of our meticulously planned 100-day **'Every Day Farmers' Day'** Campaign. Leveraging unique, internally developed digital tools, we diligently monitor daily activities and provide real-time insights into the campaign's progress.

In just **44 days**, we have engaged with **283,029 farmers and channel partners through 8,653 meetings**. This initiative has gained significant traction in the field, and its positive impact is evident.



'Every Day Farmers' Day' Campaign





Pyclome
Insecticide
Clothianidin 3.5% +
Pyriproxyfen 8% SE



Santana
Insecticide
Clothianidin 0.5% GR



Sumi Blue Diamond
Plant Growth Regulator
Gibberellic Acid 0.1 % GR



Derecho
Fungicide
Ethaboxam 40% SC



Danitol® NXT
Insecticide
Fenpropathrin 10% EW



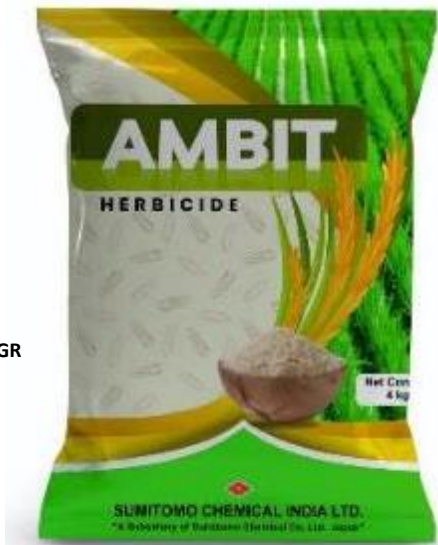
Korko
Insecticide
Emamectin Benzoate 1.5%+
Profenofos 35% WDG



Promalin
Plant Growth Regulator
6BA 1.8% + GA 1.8% L

Herbicide

Oxadiargyl 1% + Pretilachlor 6% GR
Category: Herbicide



Insecticide

Chlorantraniliprole 0.4% w/w GR



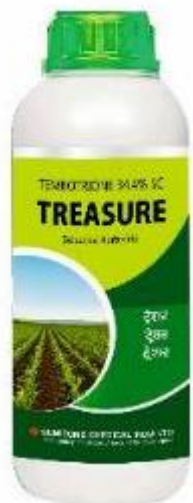
Herbicide

Glufosinate Ammonium 13.5 SL



Herbicide

Tembotrione 34.4% SC



Fungicide

TriBasic Copper Sulfate 34.5% W/V SC



Fungicide

TriBasic Copper Sulfate 34.5% W/V SC



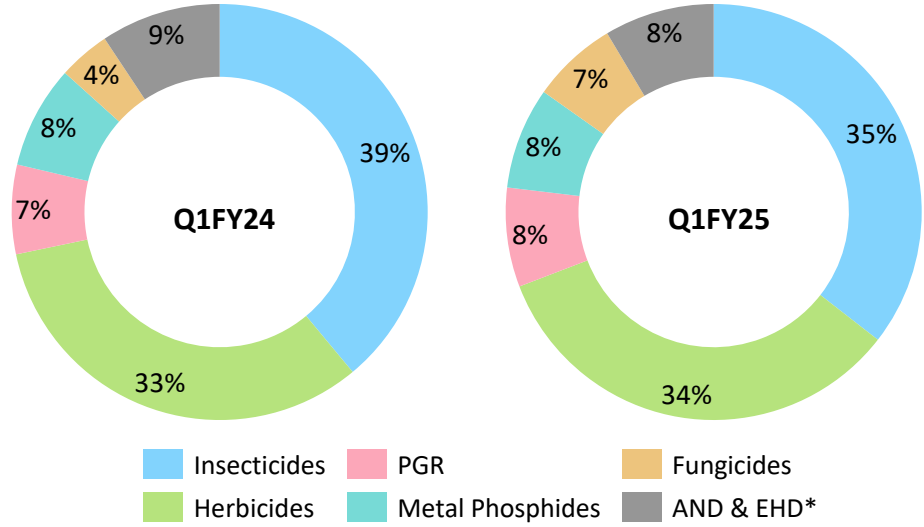
Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Revenue from Operations	838.9	724.2	16%	674.2	24%	2,843.9
COGS	512.5	498.9		392.7		1,775.1
Gross Profit	326.4	225.4	45%	281.5	16%	1,068.9
Gross Profit %	38.9%	31.1%	780 bps	41.7%	-284 bps	37.6%
Employee Expenses	65.5	60.1		59.2		232.0
Other Operating Expenses	99.8	84.7		82.1		362.3
Operating EBITDA	161.1	80.6	100%	140.2	15%	474.6
EBITDA Margin	19.2%	11.1%	807 bps	20.8%	-159 bps	16.7%
Other Income	26.0	17.5		26.7		95.7
Depreciation	14.9	13.5		16.8		62.2
EBIT	172.2	84.6	104%	150.1	15%	508.1
EBIT Margin	20.5%	11.7%	885 bps	22.3%	-173 bps	17.9%
Interest	1.2	1.3		1.3		5.1
Profit Before Tax	171.1	83.3	105%	148.8	15%	502.9
PBT Margin	20.4%	11.5%	889 bps	22.1%	-168 bps	17.7%
Tax	44.4	21.6		38.9		133.2
Net Profit	126.7	61.7	105%	109.9	15%	369.7
Net Profit Margin	15.1%	8.5%	659 bps	16.3%	120 bps	13.0%
Other Comprehensive Income	0.4	-0.2		0.0		-0.4
Total Comprehensive income for the period	127.1	61.5	107%	109.9	16%	369.4

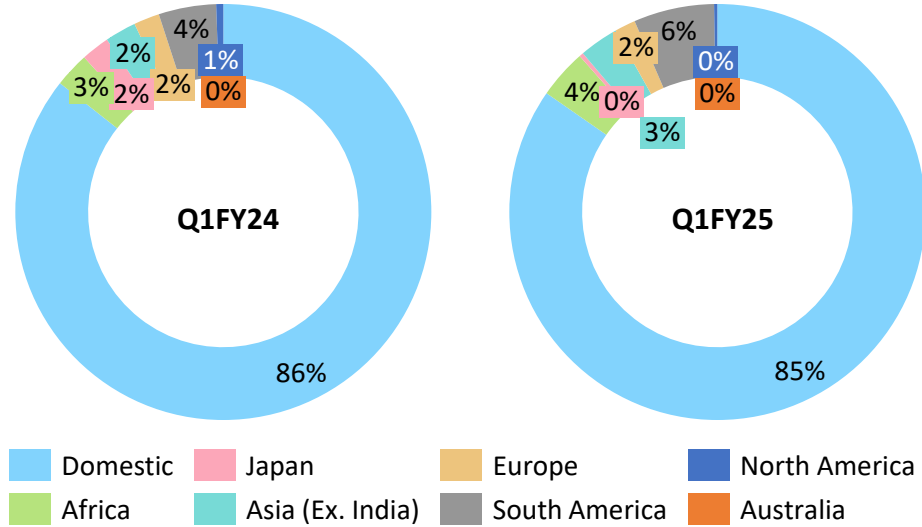
Given the seasonality in the business, it is best monitored on an annual basis

Revenue Breakup – Q1FY25

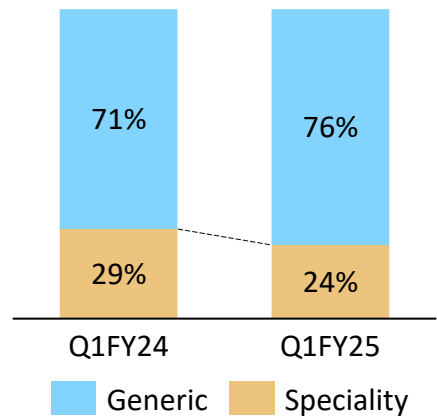
Product Breakup



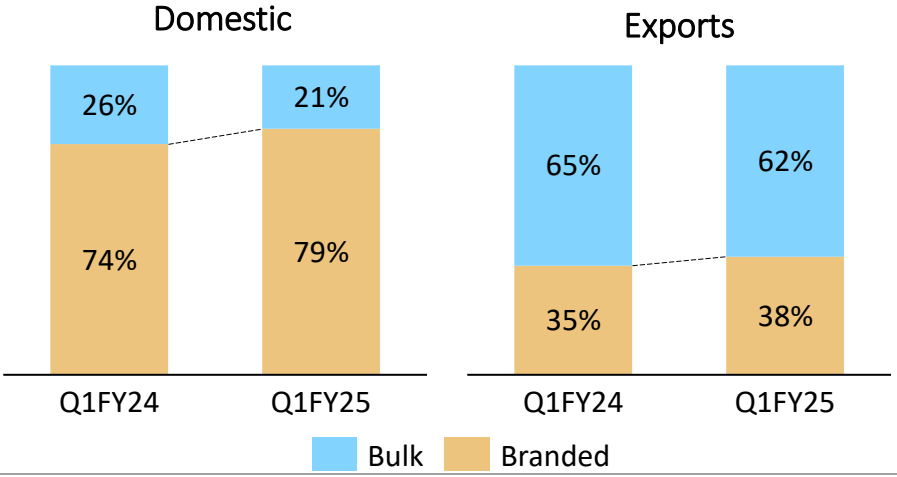
Geographic Breakup



Segment Breakup



Bulk & Branded



* Animal Nutrition Division (AND) and Environmental Health Division (EHD)

Consolidated Working Capital Movement

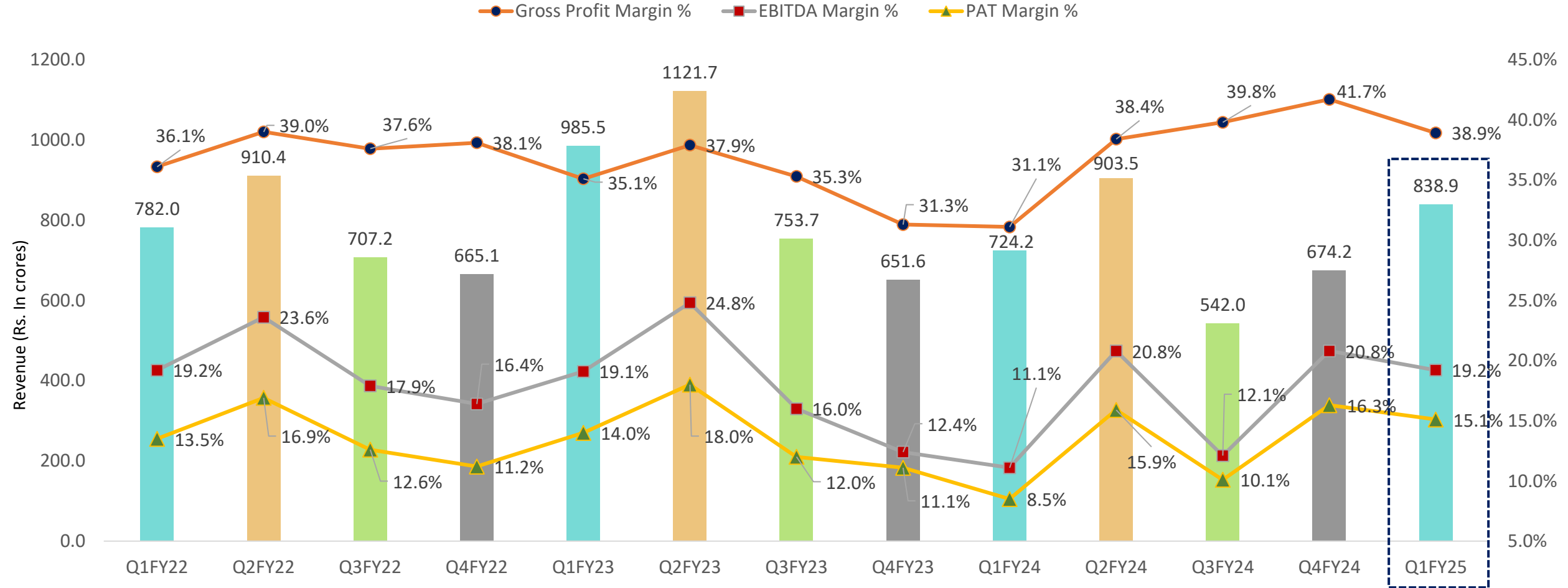
Particulars (Rs. Crs)	Jun-24*	Jun-23*	Change (Jun-23 to Jun-24)	Mar-24*	Change (Mar-24 to Jun-24)
Inventory (A)	586.6	805.6	-219.0	610.4	-23.8
Inventory Days (Inventories/ COGS* No. of days in period) (i)	104	147		126	
Trade Receivables (B)	751.6	810.0	-58.4	715.9	35.7
Trade Receivables Days (Trade Receivables / Revenue*No. of days in period) (ii)	82	102		92	
Trade Payables (C)	467.5	558.0	-90.5	430.1	37.4
Trade Payables Days (Trade Payables/ COGS*No. of days in period) (iii)	83	102		88	
Other Financial Liabilities (D)	390.6	424.0	-33.4	294.8	95.8
Other Financial Liabilities Days (Other Current Liabilities / Revenue*No. of days in period) (iv)	42	53		38	
Net Working Capital (A+B-C-D)	480.1	633.6	-153.5	601.5	-121.4
Net Working Capital Days (i + ii – iii – iv)	60	94		91	

Key Highlights

- ✓ In term of overall net working capital days, there has been reduction of 34 days as on June '24 as to that June '23, primarily on account of decrease in inventory days – on account of improved inventory management and faster inventory turnover. Current quarter has released working capital to the extent of Rs. 121 crore
- ✓ Cash & cash equivalent as on 30th June 2024 stood at Rs. 1,531 crore
- ✓ Focused efforts towards improving collections - Collection during Q1FY25 of ~Rs. 1,036 crores, as compared to Rs. 1,014 crores during Q1FY24

Given the seasonality in the business, it is best monitored on an annual basis
 * No. of Days in period: Jun-24 – 91 days, Jun-23 – 91 days, Mar-24 – 365 days

Financial Performance Trend





Company Overview

Journey to 15x Growth in India

SCIL – Vision & Mission

Formidable Player in the Indian Agrochemicals Space

Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

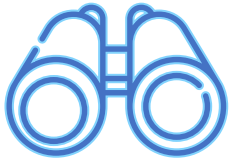
Strong Brand and Well-Entrenched Distribution Network

Strategically Located Manufacturing Facilities

Strong Focus on R&D, Process Innovation and Safety, Health and Environment (SHE)

Autonomous Board with Vast Industry Experience

Growth Strategies



Vision & Values

Vision:

- To be a trusted market leader in Indian crop-protection sector
- To develop a vibrant corporate culture
- Endeavor to achieve success and sustainability through innovation & excellence

Core Values:

- Innovation
- Excellence
- Integrity
- Respect & value all stakeholders
- Customer focus
- People focus
- Sustainability



Mission

Marketing and Sales:

- Further penetration into Indian market & take leadership; expand exports
- Strengthen Sales Force, Distribution and Product Portfolio

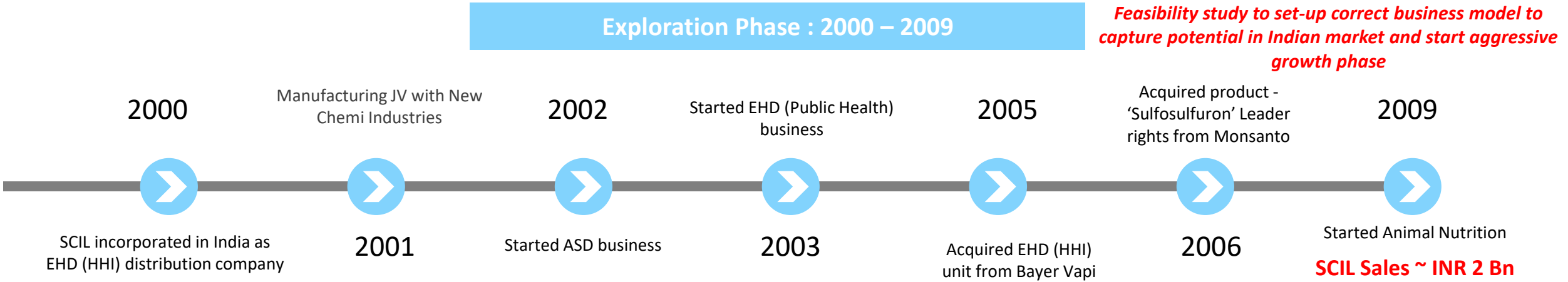
Manufacturing:

- Supplying the most competitive products with safe and stable operation and meet demand
- Strengthen Procurement Power
- Expand Manufacturing Functions

Management & Support:

- Establishing the most efficient organization to support business growth and alignment with SCC
- Develop administrative efficiency while ensuring internal controls
- Full & Strict Compliances
- Value Creation for all stakeholders

Journey to 12x Growth in India in last 14 years



Aggressive Growth Phase : 2010 – 2023

2010 : Acquisition of New Chemi Industries and integration with SCIL

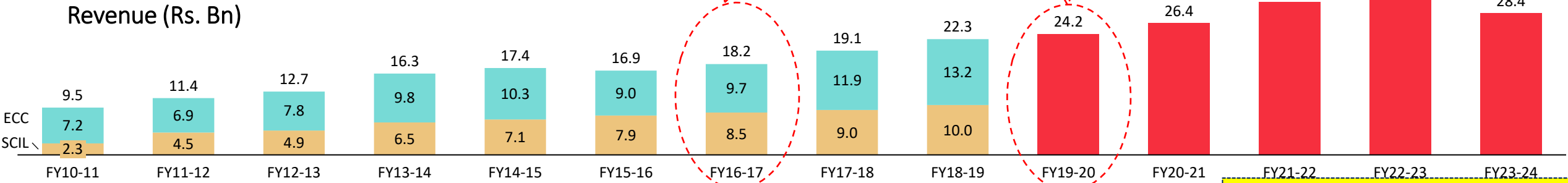
Setting-up new organization, control system, PCO function and innovative sales team

2016 : Majority stake acquisition of Excel Crop Care Limited (ECC)

SCIL 2.0 – 1st full year of integrated operations

Highest revenue and profitability

Sector related temporary headwinds impacted revenues



Robust 15 times growth driven by Organic & In-organic expansion

In FY25, we aim to recover lost revenues by intensifying demand generation

Formidable Player in the Indian Agrochemicals Space

5
Manufacturing
Facilities

14
Technical
Actives

15,000+ Direct
Distributors &
60 Depots

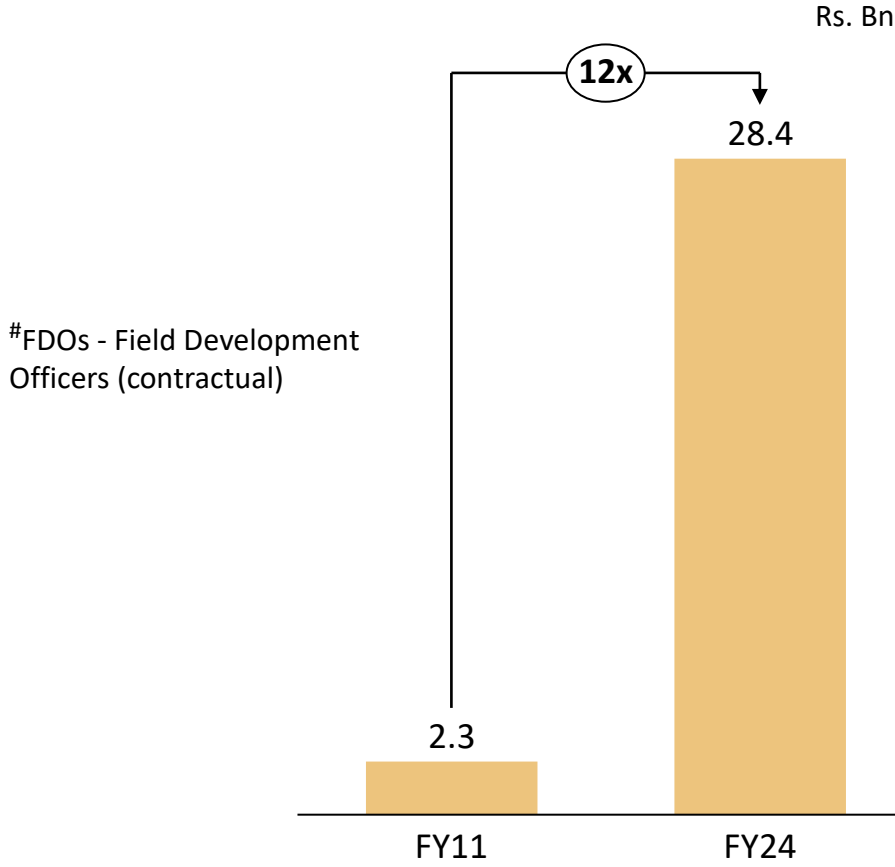


200+ Brands
700+ SKUs

25+ Patents
200+ Registrations

1600+ Employees
1500+ FDOs[#]

Grown 12x+ over FY11-24



Key Products

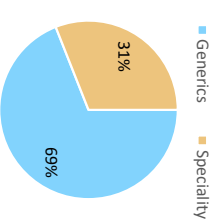
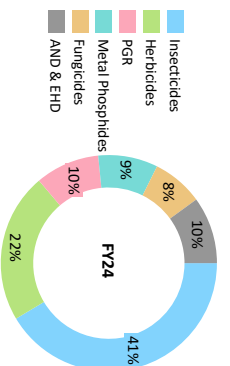
Product Name	Product Category	Indicative Use
Fenpropathrin	Insecticide	Paddy, Cotton, F&V
Glyphosate	Herbicide	Tea Gardens, non-cropped
Profenophos	Insecticide	Cotton, Soya bean
Pyriproxyfen	Insecticide	Cotton
Clothianidin	Insecticides	Vegetables
Tebuconazole	Fungicides	Wheat, Soya bean, Chilli
Gibberallic Acid	Plant Growth Regulator	Citrus Fruits
Aluminum Phosphide	Fumigant	Warehousing of Food Grains
Chlorpyrifos	Insecticide	Paddy, Beans, Gram
DL-Methionine	Animal Nutrition	Poultry

Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

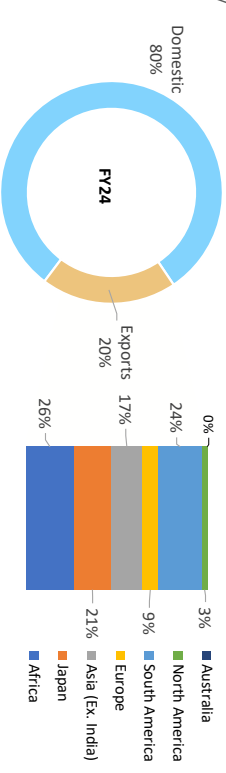
Well-Diversified across multiple dimensions



Diversified Portfolio Across Segments



Geographic Diversification with Exports to ~50 countries



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

- ✓ **Top 10 products contributes less than 45% of Total Revenue**
- ✓ **No product / molecule contributes more than ~16% of Total Revenue**
- ✓ **Diversified across key crops - Concentrated efforts now on fruits & vegetables, paddy and other high growth segments**

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

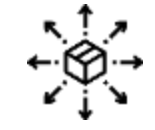
- ✓ **Pan-India distribution network** ensures strong presence with both retailers and farmers and **on-time feedback mechanism**

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

- ✓ Expanded teams for **strategic marketing, demand generation, product development and regulatory affairs** to focus on future growth



26 States



15,000+
Distributors



4.4 million+
Farmer Connect through
physical meetings
20 million+
Digital Connect



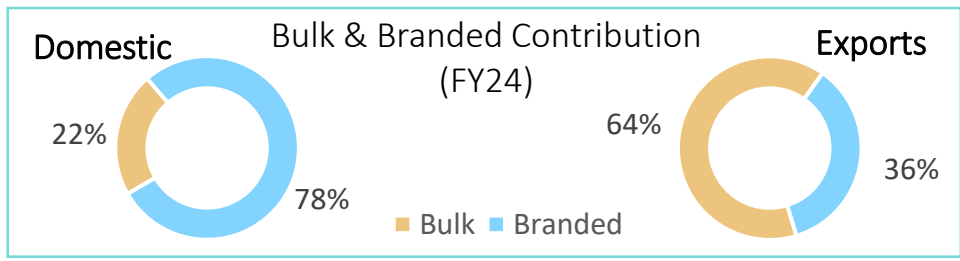
60 Depots



~40,000
Dealers



~600
Sales Team



Expanding Brand Visibility and Connect



- ✓ Wide range of **generics and speciality products** for Increased crop presence and providing crop protection solutions
- ✓ More than **1,500+** Relationship managers connecting to **4.4 million+** farmers throughout crop cycle
- ✓ Over **200 brands** covering maximum of crops and pest segments
- ✓ **15,000+** distributors; **40,000+** dealers and **60 Depots** help in expanding brand visibility and connect
- ✓ More than **600+** 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

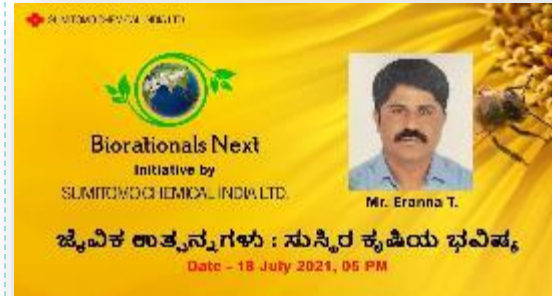


Digital Marketing Initiatives

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

✓ Our Digital Assets : **23 websites** (9 local languages), engaged with **20 million consumers** in FY23

 YouTube - Advantage
More than 53,000 subscribers



Conducted 100s of YouTube, Facebook, Google, Zoom Video Live sessions in 2022-23



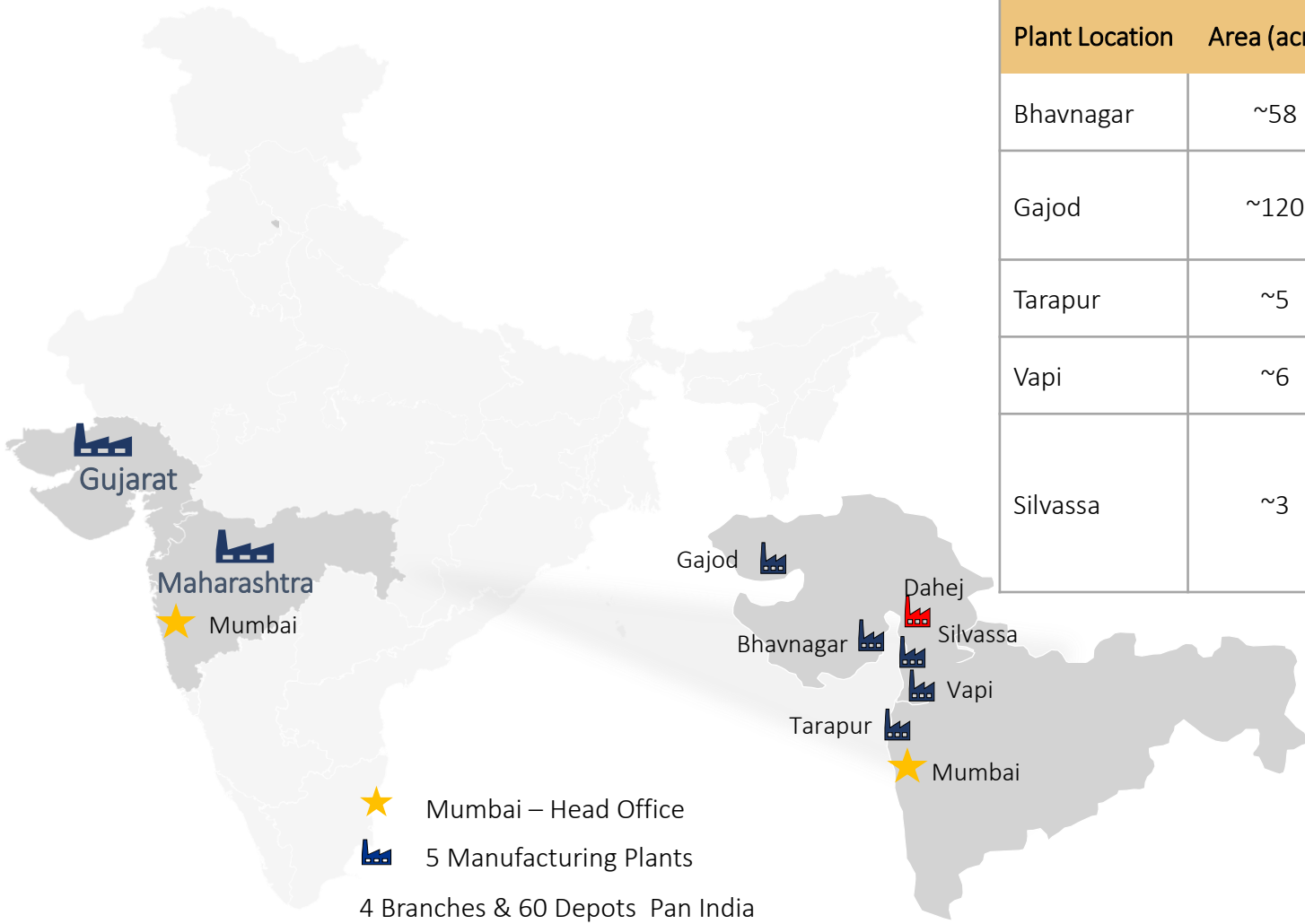
- ✓ Successful campaign to introduce the QR codes of <http://www.sumitomoproducts.com/> to the retailers and farmers.
- ✓ Create Interest and real experience Digital + Physical = **PHYGITAL**

15 Digital Launch programs of Taboli across India to introduce the product to distributors & retailers

- ✓ More than 5,000 downloads
- ✓ Rating – 4.5

Strategically Located Manufacturing Facilities

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

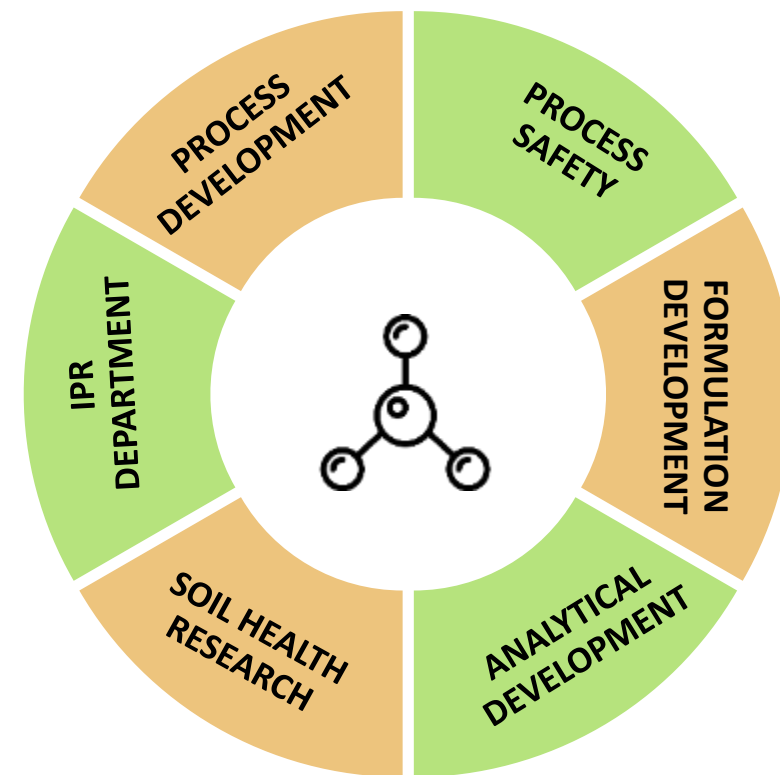


Plant Location	Area (acres)	Segment Served	Product Manufactured
Bhavnagar	~58	Manufacturing of Technical Grade Pesticides and Formulations	Technical Grade Products: Chlorpyrifos, Profenophos, Glyphosate, Tebuconazole Tech, Quinalphos, Imidacloprid, Thiacloprid, Acetamiprid, Byspyribac Sodium, Fluroxypyr, Aluminium Phosphide, Zinc Phosphide, Sulphur WDG, Fenpropathrin Formulations for above TG products and several other speciality and generic products
Gajod	~120	Production and manufacturing of Metal Phosphides, Sulphur WDG and other WDG formulations	
Tarapur	~5	Production and manufacturing of Active Ingredients	
Vapi	~6	Formulation & Packaging	
Silvassa	~3	Formulation of Glyphosate and Other Speciality Products	

- **Overall Optimal capacity utilization ~ 80% to 90% for TGAI's**
- **Bought 2 additional private owned land parcels for future expansion:**
 - **~20 acre adjoining our existing Bhavnagar site**
 - **~50 acre at a prime location at Dahej within Chemical Zone**

R&D: 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; Soil Health Research Laboratory and in-house field trials
- ❑ 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
- ❑ 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



Bhavnagar, Synthesis Lab



Bhavnagar, R&D Analytical lab













Bhavnagar, Soil Health Research Lab



Bhavnagar, Biopesticides Unit

Thrust on Safety, Health and Environment (SHE)

Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

-  Four Start Export House by Ministry of Commerce and Industry
-  Authorized Economic Operator AEO (Tier-2) Certification
-  ISO:9001:2015, ISO-14001:2015 and OHSAS18001:2007 for the manufacturing sites at Bhavnagar, Gajod, Tarapur and Silvassa; ISO:9001:2015 at Vapi
-  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: 65% 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



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


Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

 Jamnalal Bajaj Award for “Fair Business and Practices”


 Chemexcil Best Exporter's award: 2017-18 received in 2023


 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


 Global CSR award from SCC for one of our Integrated Village Development Programme


 ICMA award for innovation and purposeful programs for social progress


 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

 CSR Award from Federation of Gujarat Industries

Focus on **purity, quality and timely delivery** of products to the customer

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



Preeti Gautam Mehta Independent Non-executive Director

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



Bhupendranath Bhargava Independent Non-executive Director

- Experience of over 5 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



Ninad Dwarkanath Gupte Non-executive Director

- Experience of 44 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



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



Masanori Uzawa
Non-executive Director

- MBA from University of Virginia, USA and a Bachelor's degree from the University of Tokyo in Japan
- Associated with Sumitomo Chemical, Japan and has experience of over 20 years in the areas of strategy, planning and business development for crop protection & other chemical businesses.



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 44 years of industry experience in various leadership and senior management roles



Sushil Champaklal Marfatia
Executive Director

Chartered Accountant with over 43 years of industry experience
Worked with New Chemi Industries Limited for 33 years which was later merged with the Company



Dr Suresh Ramachandran
Whole Time Director &
Chief Commercial Officer (CCO)*

- Ph.D. in Entomology from The University of Georgia, USA
- 26 years of expertise - Sales and Distribution, Product Management, Regulatory, Business Management, R&D, Six Sigma & Enterprise Resource Planning, in Crop Protection & Seeds Business.

*Proposed to be promoted as Deputy Managing Director with effect from 1st Sep 2024

Board is supported by a strong and experienced management team associated with Company since long

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
- Extraordinary preparations for new product launches underway



Product Pipeline

- Multiple products coming from initiatives
- Global Speciality Proprietary products to be launched in India
- New combination products / pre-mixtures currently under development for domestic and exports
- Off-patent products under development for domestic and exports
- Technical products for manufacturing and exports



Expand Export Business

- Enhance exports in regions like Africa Leverage SCC's Global supply chain and marketing network to drive exports in Latin America, Asia and Europe

Achieving Market Leadership in India

- Balanced portfolio of specialty products (including futuristic green products) and off-patent products
- Consolidate position as best agro-chemical marketer in India
- Strive for manufacturing excellence & expand Make in India Projects
- Making organization ready to handle future challenges (Transform)
- Sustainable and healthy financial results (Harvest)

Leverage expertise in successful product launches, demand generation and manufacturing capacity expansions to fuel future growth

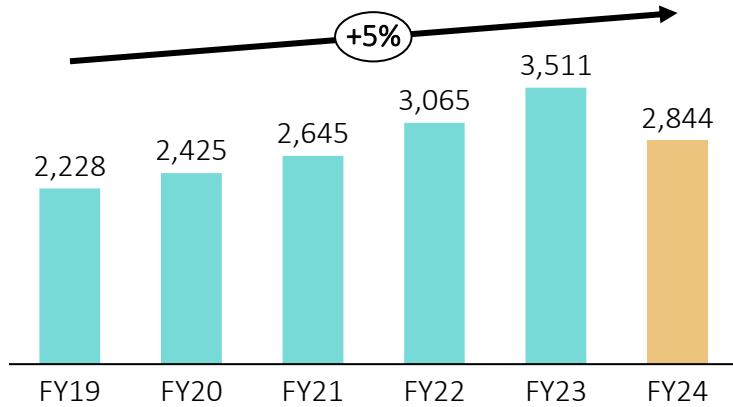




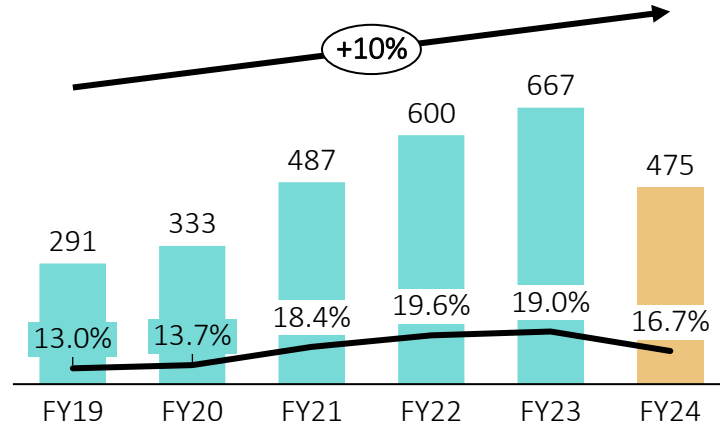
Financial Performance & Key Takeaways

Historical Performance Highlights

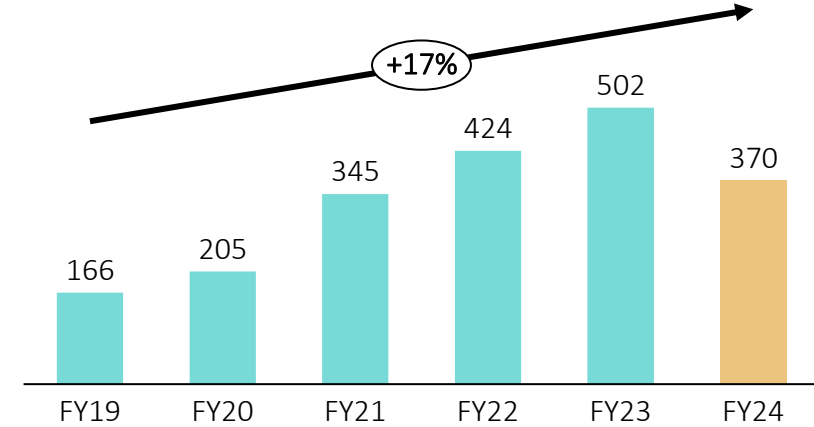
Revenue (Rs Crs)



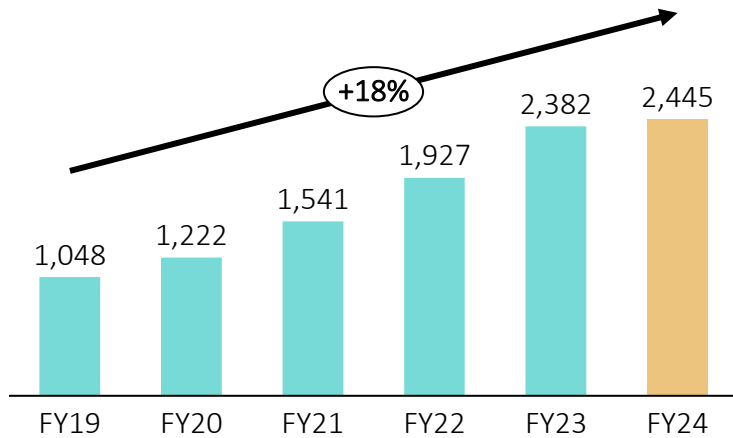
EBITDA (Rs. Crs) & EBITDA Margin (%)



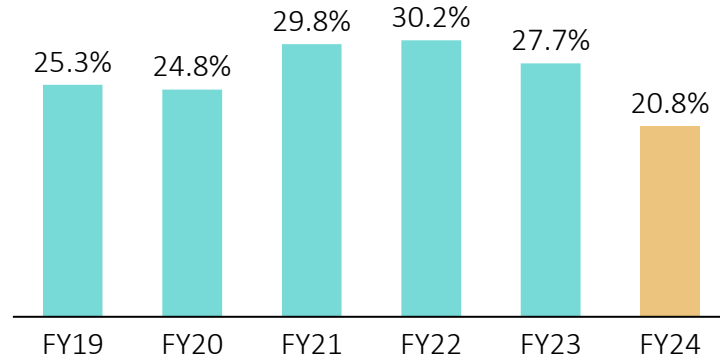
PAT (Rs Crs)



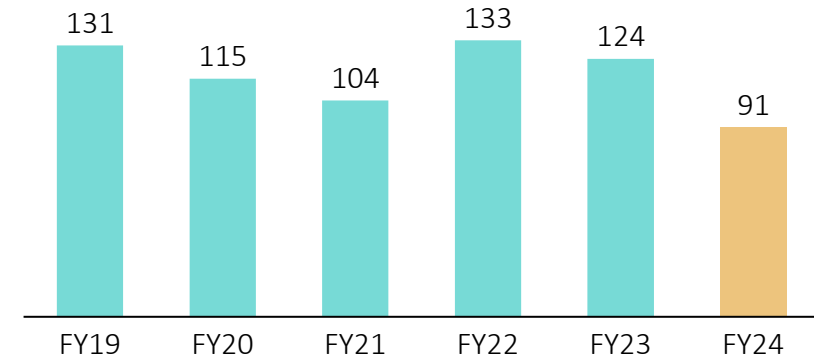
Networth (Rs Crs)



RoCE (%)^



Net Working Capital Days



^ ROCE = {EBIT/ (Net Worth + Borrowings)}

Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	FY24	FY23	FY22	FY21	FY20	FY19
Net Revenue from Operations	2,843.9	3,511.0	3,061.2	2,644.9	2,424.8	2,228.4
COGS	1,775.1	2,270.6	1,908.0	1,655.4	1,607.6	1,458.9
Gross Profit	1,068.9	1,240.3	1,153.2	989.5	817.2	769.6
Gross Profit %	37.6%	35.3%	37.7%	37.4%	33.7%	34.5%
Employee Expenses	232.0	218.4	202.0	194.3	179.3	158.4
Other Operating Expenses	362.3	355.4	351.3	308.4	304.7	320.5
Operating EBITDA	474.6	666.6	599.9	486.9	333.2	290.7
EBITDA Margin	16.7%	19.0%	19.6%	18.4%	13.7%	13.0%
Other Income	95.7	44.9	26.8	18.6	10.7	7.6
Depreciation	62.2	51.9	44.8	46.6	41.0	27.8
EBIT	508.1	659.6	581.9	458.9	302.9	270.5
EBIT Margin	17.9%	18.8%	19.0%	17.3%	12.5%	12.1%
Interest	5.1	5.4	6.2	5.6	5.5	3.7
Profit Before Tax & Exceptional	502.9	654.2	575.7	453.3	297.4	266.8
Exceptional Item Gain / (Loss)**	0.0	0.0	0.0	-	-30.9	-7.0
Profit Before Tax	502.9	654.2	575.7	453.3	266.5	259.8
PBT Margin	17.7%	18.6%	18.8%	17.1%	11.0%	11.7%
Tax	133.2	152.0	152.2	107.9	61.8	94.0
Net Profit	369.7	502.2	423.5	345.4	204.7	165.8
Net Profit Margin	13.0%	14.3%	13.8%	13.1%	8.4%	7.4%
Other Comprehensive Income	-0.4	2.3	2.4	1.6	-5.1	0.1
Total Comprehensive income for the period	369.4	504.5	425.9	347.0	199.6	165.9
EPS	7.40	10.06	8.49	6.9	4.1	3.3

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

Consolidated Balance Sheet

Assets (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets (A)	640.4	581.2	487.6	367.6	360.6	318.3
Property, Plant and Equipment	466.1	392.8	349.6	277.6	282.9	277.2
Capital work-in-progress	4.0	53.5	21.1	4.3	6.5	3.2
Right to use an Asset	28.2	33.2	36.4	31.1	34.9	-
Other Intangible Assets	68.3	3.8	4.3	0.6	1.7	2.1
Intangible Assets under Development	18.7	17.7	14.1	10.0	3.8	4.9
Non-Current Financial Assets						
(i) Investments	0.1	0.1	0.1	0.1	0.1	0.1
(ii) Loans & other financial assets	13.8	36.4	30.8	6.0	5.3	7.6
Deferred tax Asset (net)	0.7	-	-	-	1.1	-
Non-Current tax Assets (net)	37.7	34.9	21.6	20.4	20.2	18.8
Other non-current Assets	2.8	8.7	9.5	17.6	4.2	4.4
Current Assets (B)	2,672.9	2,787.5	2,522.0	2,304.3	1,745.6	1,541.7
Inventories	610.4	888.7	937.8	754.4	588.0	680.6
Current Financial Assets						
(i) Investments	345.7	238.8	356.02	290.2	86.0	-
(ii) Trade receivables	715.9	946.1	843.13	848.2	849.8	671.0
(iii) Cash and cash equivalents	46.6	46.9	57.25	213.3	92.6	50.5
(iv) Bank balances other than (iii) above	136.7	256.0	21.88	28.8	0.9	0.9
(v) Loans	181.2	236.5	0.47	7.7	7.9	5.1
(vi) Other financial assets	536.5	48.5	174.50	11.4	21.8	15.8
Other Current Assets	99.8	126.1	131.03	150.3	98.6	117.8
Total Assets (A+B)	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2	1,860.0

Equity & Liabilities (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
EQUITY (A)	2,444.5	2,381.8	1,927.2	1,541.3	1,221.8	1,048.4
Equity Share Capital	499.1	499.1	499.1	499.1	499.1	274.6
Other Equity	1,942.4	1882.6	1428.1	1,042.2	722.6	773.8
Non-controlling Interests	3.0	0.0	0.0	0.1	0.0	0.0
Non-Current liabilities (B)	68.0	53.9	61.0	49.6	44.5	30.2
Non-current Financial liabilities						
Lease Liabilities	18.5	17.7	24.7	15.3	19.4	-
Provisions	25.9	22.6	22.3	29.2	25.1	15.6
Deferred tax liabilities (net)	23.6	13.6	13.9	5.0	-	14.6
Non-current Tax Liabilities	-	-	-	-	-	-
Current liabilities (C)	800.7	933.0	1,021.4	1,081.0	839.9	781.4
Current Financial liabilities						
(i) Borrowings	0.5	-	-	-	-	19.7
(ii) Trade Payables	430.0	490.2	517.2	591.2	490.9	480.8
(iii) Lease Liabilities	11.2	16.2	12.9	17.3	16.2	-
(iii) Other financial liabilities	294.8	366.2	399.7	356.8	235.4	179.2
Other current liabilities	53.2	51.2	79.8	108.2	80.2	87.2
Provisions	10.4	6.3	7.2	5.6	9.7	2.5
Current tax liabilities	0.5	2.8	4.7	1.9	7.4	12.0
Total Equity & Liabilities (A+B+C)	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2	1,860.0

Consolidated Working Capital Movement

Particulars (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Inventory (A)	610.4	888.7	937.8	754.4	588.0	680.6
<i>Inventory Days (Inventories/ COGS*365) (i)</i>	126	143	179	166	134	170
Trade Receivables (B)	715.9	946.1	843.1	848.2	849.8	671.0
<i>Trade Receivables Days (Trade Receivables / Revenue*365) (ii)</i>	92	98	100	117	128	110
Trade Payables (C)	430.0	490.6	517.2	598.3	490.9	480.8
<i>Trade Payables Days (Trade Payables/ COGS*365) (iii)</i>	88	79	99	132	111	120
Other Financial Liabilities (D)	294.8	366.2	399.7	349.8	235.4	179.2
<i>Other Financial Liabilities Days (Other Current Liabilities / Revenue*365) (iv)</i>	38	38	48	48	35	29
Net Working Capital (A+B-C-D)	601.5	978.0	864.0	654.5	711.4	691.6
<i>Net Working Capital Days (i + ii – iii – iv)</i>	91	124	133	103	115	131

Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Year ended 31-Mar-24	Year ended 31-Mar-23	Year ended 31-Mar-22	Year ended 31-Mar-21	Year ended 31-Mar-20	Year ended 31-Mar19
Net Profit Before Tax	502.9	654.2	575.7	453.3	266.5	259.8
Adjustments for: Non-Cash Items / Other Investment or Financial Items	-6.7	38.5	46.3	54.5	45.7	18.6
Operating profit before working capital changes	496.3	692.7	622.0	507.8	312.2	278.5
Changes in working capital	392.6	-135.2	-257.6	25.6	-9.4	-112.7
Cash generated from Operations	888.8	557.5	364.4	533.4	302.8	165.8
Direct taxes paid (net of refund)	129.0	168.1	142.6	107.9	81.4	88.1
Net Cash from Operating Activities	759.8	389.4	221.8	425.4	221.4	77.7
Net Cash from Investing Activities	-431.7	-327.2	-290.2	-282.7	-117.9	-35.3
Net Cash from Financing Activities	-328.3	-72.5	-62.6	-47.1	-61.4	-65.4
Net Increase /(Decrease) in Cash and Cash equivalents	-0.3	-10.4	-131.1	95.7	42.2	-23.1
Add: Cash & Cash equivalents at the beginning of the period	46.9	57.2	188.3	92.6	50.5	73.5
Cash & Cash equivalents at the end of the period	46.6	46.9	57.2	188.3	92.6	50.5

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

- 26 states, 60 depots, 15,000+ distributors, 40,000+ dealer network
- High credibility and brand recall amongst farmers 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 12X over FY11-24 driven by organic and inorganic expansion
- Debt free balance sheet with strong return ratios



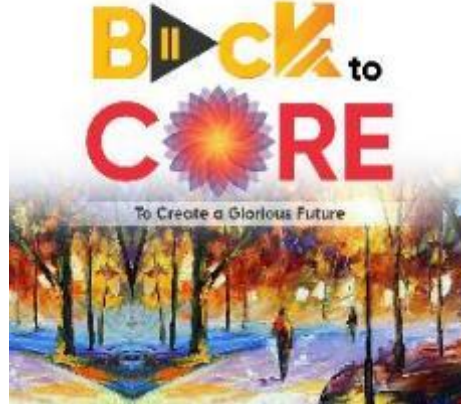
Annexures

Glance of various events to bring people together

Glance of various events to bring people together



Strategic Workshop of senior and middle management to deliberate on growth acceleration



Logo for Annual Sales Team meeting - Manthan means joint efforts to squeeze out the results



Logo for Annual Distributors meeting - Bandhan means strong bonding



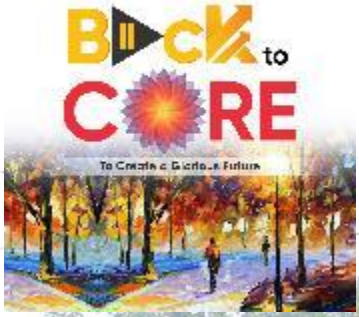
Logo showing Core Values

Annual Sales Conference – Sumi Manthan 2024



- Annual Sales Team Conference – Sumi Manthan 2024 (conducted at Pune, Hyderabad, Bangalore, Delhi, Indore and Kolkata in April and May)
- To be followed by Distributors Meetings – Sumi Bandhan 2024 and Annual Goal Setting Meetings 2024 at our manufacturing sites in the month of June

Annual Sales Conference – Sumi Manthan 2023





Goal Setting Meet – Bhavnagar 2023





SUMITOMO CHEMICAL INDIA LTD.

GOAL SETTING MEET 23-24

JUNE 1-2, 2023

SAROVAR PORTICO
BHAVNAGAR

**Be a SAFETY hero
score an ACCIDENT zero**













**Our top goal is safety of our employees and assets.
Let's connect to create safe work environment.**





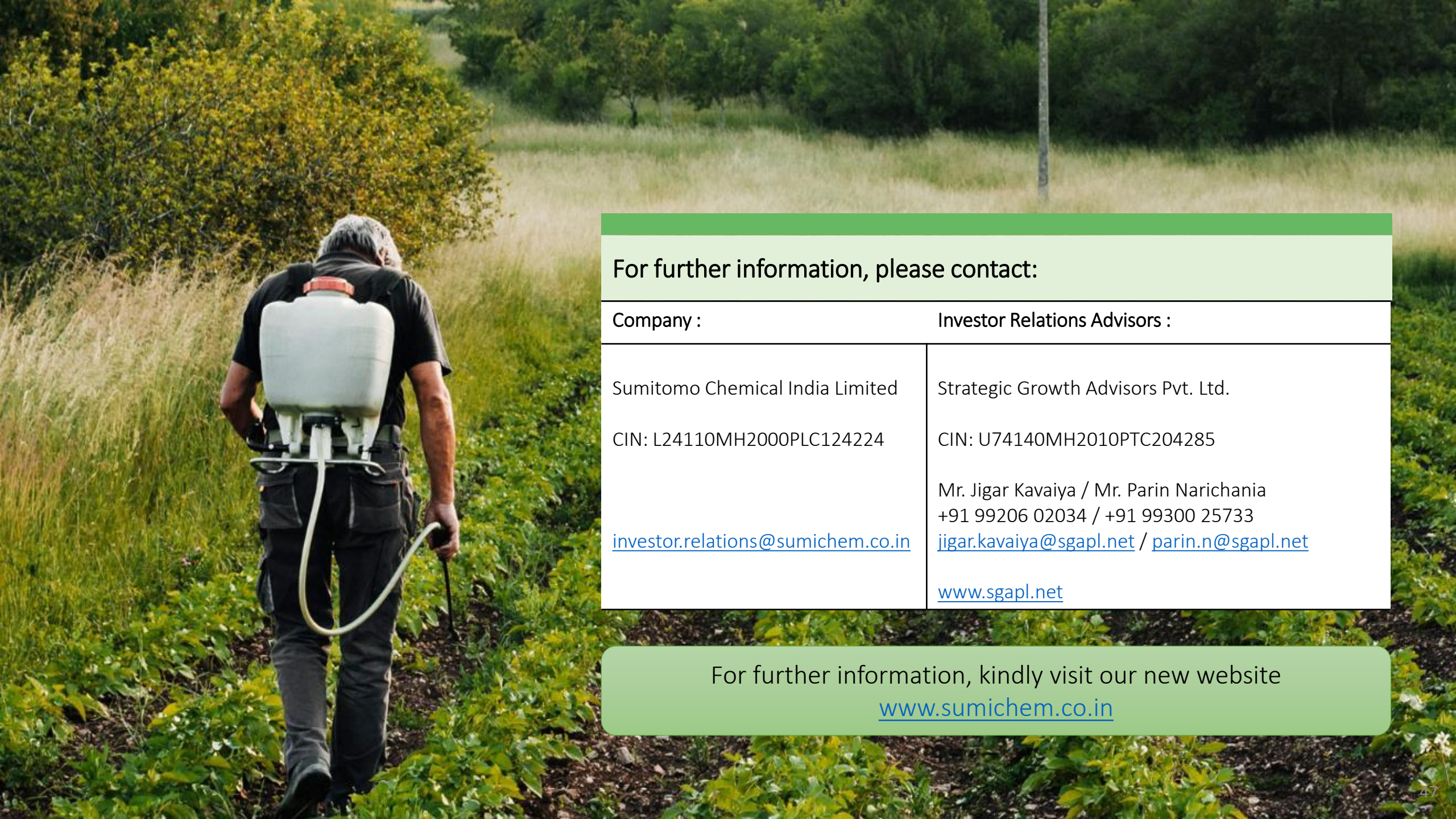


SCC senior management India visit – May 2023



SCC senior management India visit – June 2022





For further information, please contact:

Company :

Investor Relations Advisors :

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Strategic Growth Advisors Pvt. Ltd.

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CIN: U74140MH2010PTC204285

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