



NATH SEEDS®

Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

23rd October 2024

The Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

The Manager- Listing
National Stock Exchange of India Ltd.,
Exchange Plaza, Bandra-Kurla Complex
Bandra (E)
Mumbai-400051

BSE Code-537291

NSE Code-NATHBIOGEN

Dear Sir/Madam,

Subject- Presentation on Unaudited financial results.

Please find the attached herewith, presentation on Unaudited financial results for the period ended 30th September 2024.

You are requested to take the above information on record.

Thanking You.

Yours faithfully,
For Nath Bio-Genes (India) Limited,

Devinder Khurana
Chief Financial Officer

NATH SEEDS

हर बीज खरा, शक्ति भरा

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NATH
GROUP



Nath Bio-Genes (India) Limited

Investor Presentation – Q2 & H1FY25



 Website
www.nathbiogenes.com

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.

Nath Bio Genes (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



NATH SEEDS®

Competitive Positioning in a Tough Sector



Focus Area

Product Selection

- Build a dream-product basket with superior and diversified products
- Build an Un-paralleled Supply Chain Network

Winning Strategies

- Focus on Cotton, Wheat, Maize & Fodder Bajra
- Empower Stakeholders; Build long-term, loyal, symbiotic relationships with our production growers and organisers.

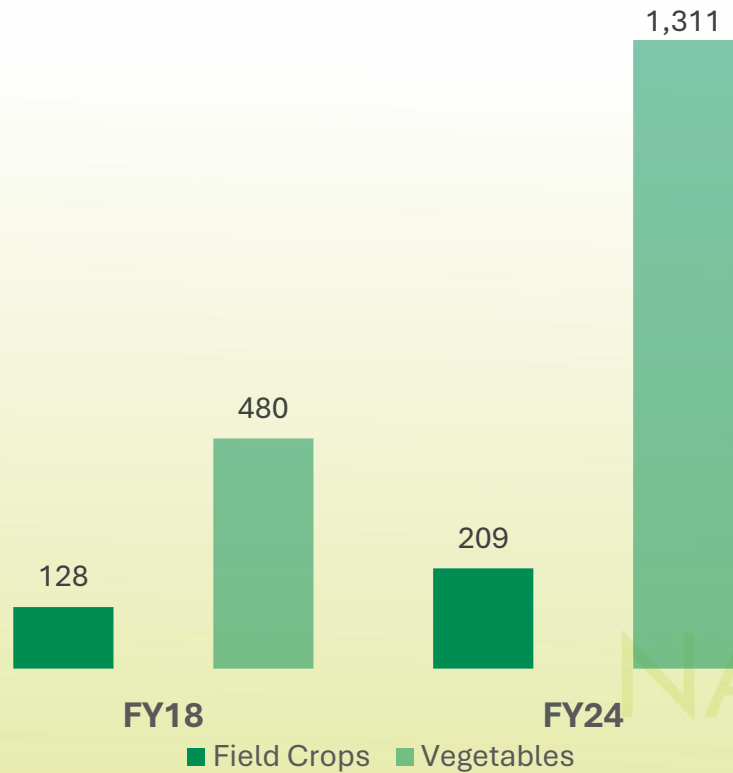


Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India

What our Business Delivered in Last 7 Years

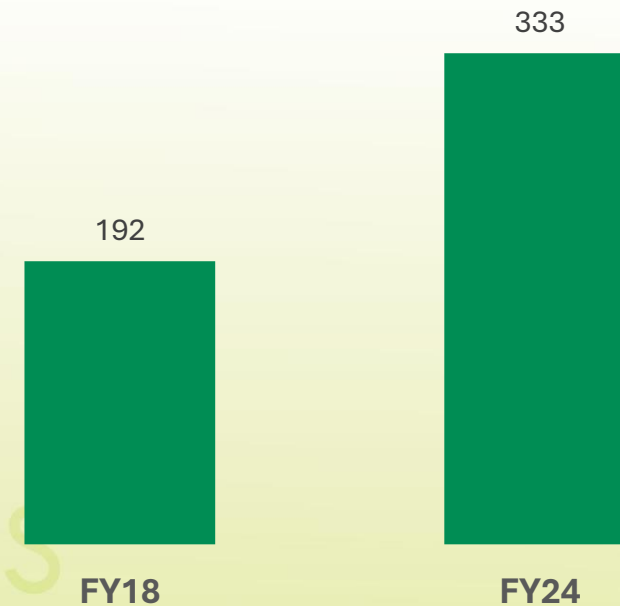


Average Selling Price (Rs/kg) is Increasing



Revenue Growth (INR Cr)

CAGR 10%



Tailor Made Products



Understand key farmer requirements based on deep market research.



Develop products to suit various agri climatic conditions



Focus on disease and pest resistance which automatically results in higher yield



Stringent multistage trials before commercial development

Focused on R&D



Produce Genetically Pure and Premium Quality Seeds

Prioritize Disease and Pest resistance breeding

R&D Team of experienced scientists and experts

Large and Diverse collection of Germplasm

Cold storage facilities, warehouses, and conditioning godowns having a capacity of 25,000MT

Well Invested, DSIR recognized R&D Innovation Centers

Focused on Shareholder Value Creation



Growing Business

Strong Positions in important crops



Product Excellence

Innovation and solution that drive productivity and create value for farmers



Differentiated Customer Experience

Expanding market reach through new and innovative products such as Sanket



Margin Expansion

Growing EBITDA margins through efficient operations



Farming Community's Testimonials



Farmers on Khushi-27

नाथ धान खुशी-27 एक बेहतरीन किस्म है।
जिसकी उपज भी जबरदस्त है और चावल भी बढ़िया एवं
स्वादिर है। मैं धान खुशी-27 से पूर्ण संतुष्ट हूँ।

- कल्पेशभाई कनु (गुजरात)



Farmers on Golden-72

नाथ धान गोल्डन-72 से मुझे भरपूर उपज मिली है।
इसके दाने आकर्षक सुनहरे रंग के होने से मुझे बाजारभाव
भी अच्छा मिला। है वाकई यह बढ़िया धान है।

- अक्षय प्रधान, कालाहंडी (ओडिशा)



Farmers on Super-27

नाथ बाजरा सुपर-27 मेरी पहली पसंद है ।
यह बहुत ही बढ़िया बाजरा किस्म है। इससे मुझे
उपज तो जबरदस्त मिली ही है साथ में चारा भी।
यानी यह डबल फ़ायदेवाला धान है ।
- छोटेलाल, जिला : आगरा (उत्तरप्रदेश)



Farmers on Alexander

नाथ शिमला मिर्च-अलेकजेंडर एक जबरदस्त किस्म है। इसके फल आकर्षक हरे हैं। और लम्बी परिवहन के लिए भी उपयुक्त हैं। मझे इस किस्म की बढ़िया उपज मिली है।

- संजू कुमार, जिला : यमुनानगर (हरियाणा)





Farmers on NCH-2561

मैंने नाथ मिर्च एन सी एच-2561 लगाई थी और मेरा बहुत ही अच्छा अनुभव रहा है। इसके गहरे हरे रंग के आकर्षक फल हैं और पकने पर रंग सुर्ख लाल होता है। तीखापन है। मुझे इस किस्म से बहुत ही बढ़िया उपज मिली है।
- गणेश जगताप, भोकरदन, जिला: जालना (महाराष्ट्र)



Testimonials: Nath Sanket



Farmers on "Nath Sanket"

नाथ संकेत यह एक जबरदस्त कपास प्रजाति है। कम खर्च में यह ज्यादा उपज देती है। किट एवं रोगों के प्रति सहनशील होने के कारण दवाइयों का खर्चा बहुत कम..



Testimonials: Super-27



Farmers on "Super-27"

नाथ का बाजरा सुपर-27 एक जबरदस्त बाजरा है. इसके सिंठे ठोस एवं मजबूत है और उपज भी जबरदस्त मिलती है. उपज के साथ चारे के लिए भी यह एक उपयुक्त प्रजाति है...

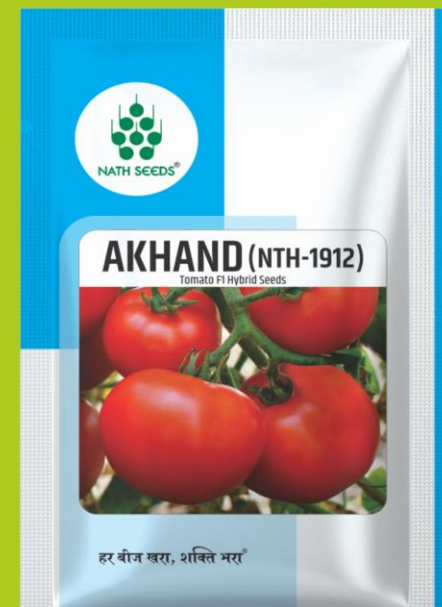


Testimonials: Akhand



Farmers on "Akhand"

नाथ की अखंड एक बेहतरीन टमाटर प्रजाती है, जिसके फल आकर्षक गहरे लाल रंग के होते हैं. फल ठोस एवं मजबूत होने के कारण लम्बे परिवहन के लिए उपयुक्त है और उपज क्षमता भी जबरदस्त है.





Q2 & H1 FY25 PERFORMANCE



Key Business Highlights



Crop Performance

- Cotton Value increased by 10.59%
- Paddy Volume decrease by 4.5% but value wise increased by 5.4% highlighting company's efforts on hybrid paddy.
- Maize value surged by 35.18%, while bajra value increased by 7.6%.
- Total field crop volume grew by 2.3%, with overall value rising by 9.62% due to effective pricing strategies.

Strategic Focus

- Future strategy emphasizes continued focus on maize, wheat & Vegetable segments

Portfolio Growth

- The NCP portfolio value increased by 7.3%
- Cotton+ Paddy (CP) segment also grew by 8.1%
- The Vegetable + PHN (VP) portfolio value saw a significant rise of 12.30%, indicating strong market positioning and growth potential.

International Collaboration

- Cotton Seed Export to Philippines would commence this season after the basic trials
- JV in Uzbekistan progresses according to plan

Key Financial Highlights – H1 FY25



Financial Performance

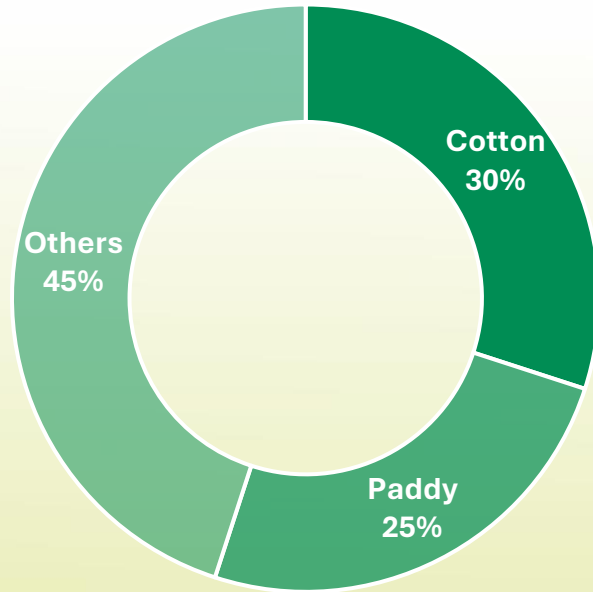
- Incremental Revenue growth of INR 182 Mn YoY
- Gross Margin maintained at 50%
- EBITDA also maintained.
- Net Profit increased by 5% to INR 365 Mn

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Segmental Revenue Contribution

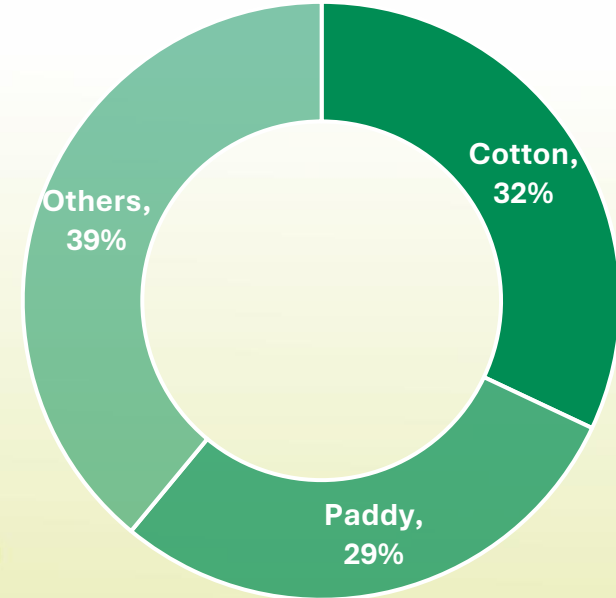


H1FY25 Revenue
INR 2,761 Mn



■ Cotton ■ Paddy ■ Others

H1FY24 Revenue
INR 2,578 Mn



■ Cotton ■ Paddy ■ Others

Income Statement



Particulars (INR Mn)	H1FY25	H1FY24	%Change (YoY)
Total Revenue	2,761	2,578	7%
Gross Profit	1,407	1,309	7%
<i>Gross Margin (%)</i>	<i>51%</i>	<i>50%</i>	
EBITDA	434	421	3%
<i>EBITDA Margin (%)</i>	<i>16%</i>	<i>16%</i>	
Depreciation	17	15	9%
Finance Cost	52	52	
Other Income	2	2	15%
PBT	368	356	3%
Tax	1	6	
Tax Rate (%)	0.2%	1.6%	
PAT from Ordinary Activities	367	350	5%
Extra Ordinary Items	0	0	
PAT for the Period	367	350	5%
EPS	19.3	18.4	6%

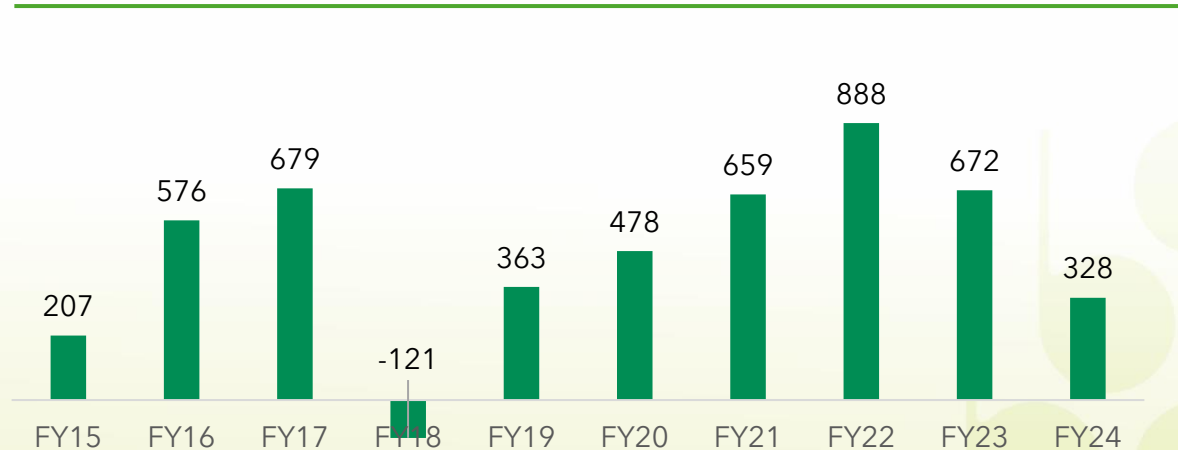


APPENDIX

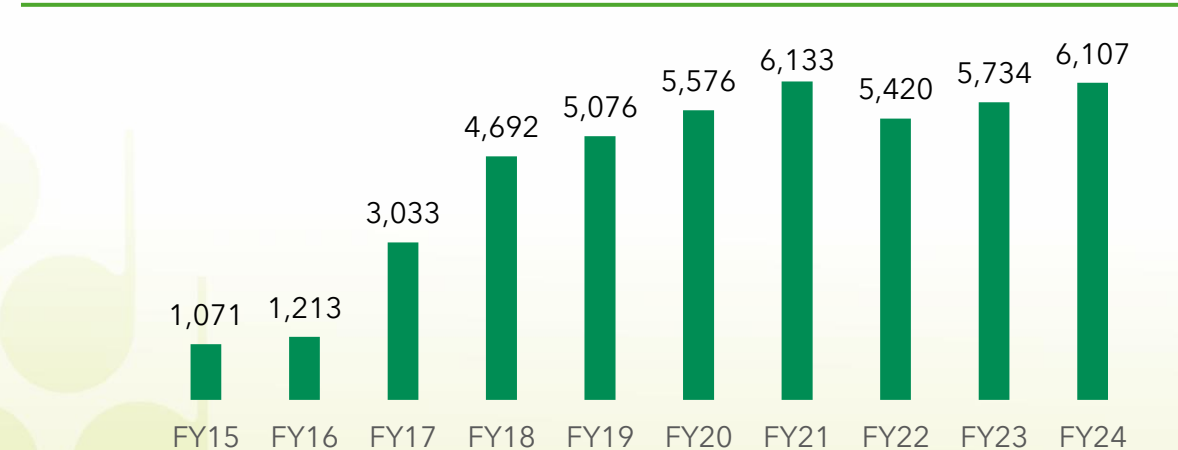
Maintaining Profitability; Strong Balance Sheet



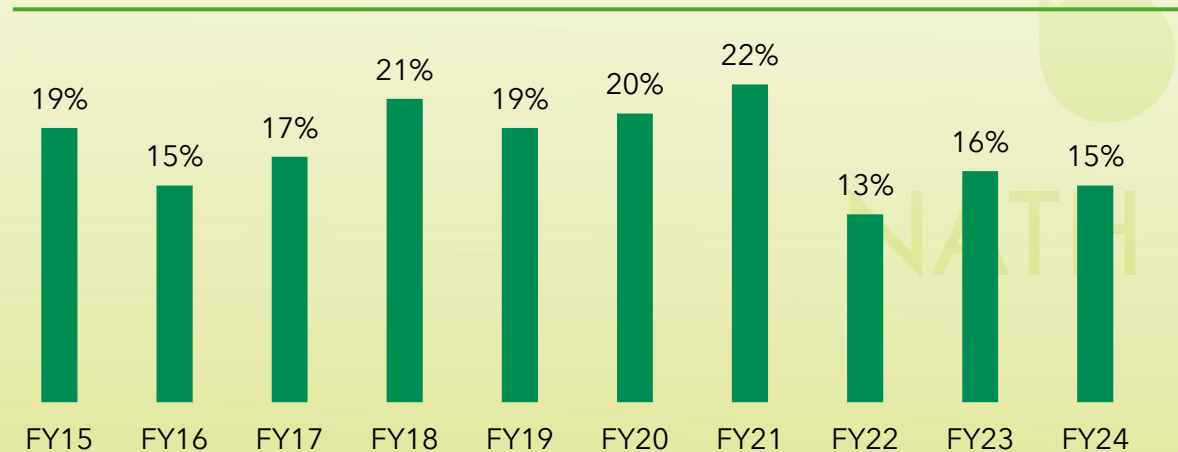
Net Debt (INR Mn)



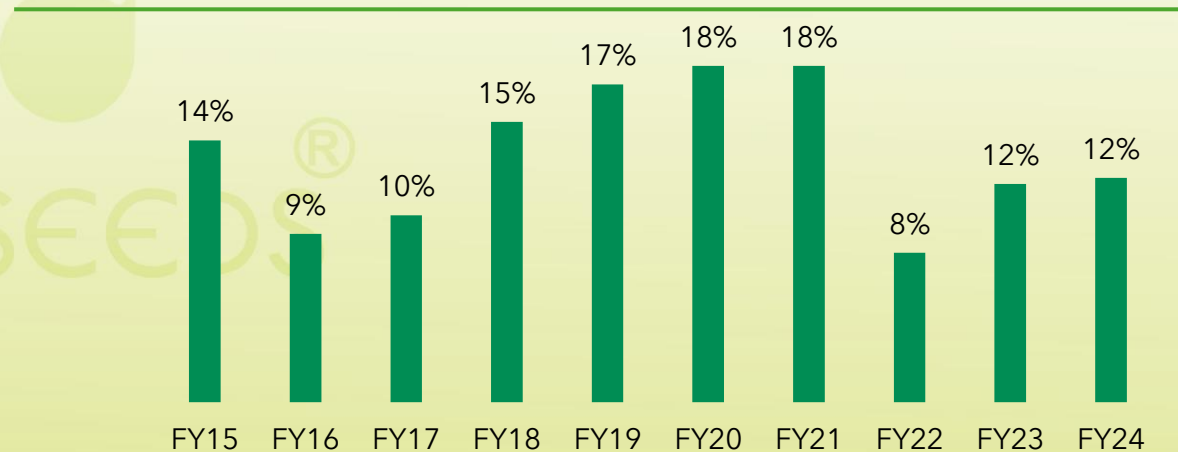
Net Worth (INR Mn)



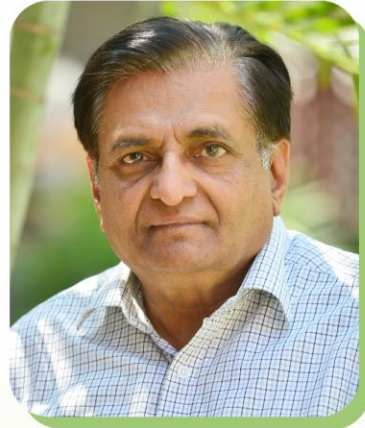
EBITDA Margin (%)



PAT Margin (%)



Visionary Leadership; Attracting the Best Talent



Mr. Nandkishor Kagliwal
Chairman



Mr. Satish Kagliwal
Managing Director

Leadership Team



Capt (Dr.) Devinder Khurana
CFO



Dr. S. K. Raina
Head-Genetic Research



Dr. V. N. Kulkarni
Head-R & D



Mr. K. Reddy
Head-Supply Chain



Mr. Harish Pande
Business Lead

Nath Promoters are committed to sustainable growth and are working towards making Nath one of the best seeds companies globally.

Historical Income Statement



Nath Bio-Genes' P&L Statement

Particulars (INR Mn)	FY24	FY23	FY22	FY21	FY20
Total Revenue	3,326	3,013	2,783	3,076	2,799
Gross Profit	1,991	1,667	1,544	1,715	1,536
<i>Gross Margin (%)</i>	60%	55%	56%	56%	55%
EBITDA	504	489	373	667	547
<i>EBITDA Margin (%)</i>	15%	16%	13%	22%	20%
Depreciation	33	30	31	28	14
Finance Cost	91	101	106	88	65
PBT (before exceptional)	387	363	254	568	485
Adjusted PAT	367	352	215	557	505
<i>PAT Margin (%)</i>	11%	12%	9%	18%	18%
EPS	21.6	18.5	11.3	29.3	26.3

Historical Balance Sheet



Assets (INR Mn)	FY24	FY23	FY22	FY21	FY20	Liabilities (INR Mn)	FY24	FY23	FY22	FY21	FY20
Fixed Assets	2,406	2,340	2,329	2,333	2,308	Share Capital	190	190	190	190	190
Other Intangible Assets	88	104	120	136	152						
Financial Assets	61	51	51	53	52	Reserves & Surplus	5,917	5,544	5,230	5,943	5,386
Loans	109										
Other Non-current Assets	421	225	218	134	15	Long-Term Borrowings	28	4	7	7	3
Inventories	2291	2078	2203	2,263	2,043	Long-term Provisions	30	28	26	26	24
Trade Receivables	943	973	879	1094	1070	Short Term Borrowings	1,055	1,048	923	944	695
Cash & Bank Balances	755	380	42	292	220	Trade Payables	421	277	551	452	682
Loans & Advances	1629	1711	1502	1554	1346	Other Current Liabilities	1,112	830	482	328	310
Other Current Assets	67	68	76	36	93	Short Term Provisions	18	9	11	5	10
Total	8,771	7,930	7,419	7,895	7,299	Total	8,771	7,930	7,419	7,895	7,299

Thank You



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For further information, please get in touch with:

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