



NATH SEEDS®

**Nath Bio-Genes (I) Ltd.**

(CIN L01110MH1993PLC072842)

07<sup>th</sup> August 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 30<sup>th</sup> June 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

■ Nath House, Nath Road, Aurangabad - 431005 (MS) Tel : 0240-2376314/5/6/7  
Email : info@nathseeds.com www.nathbiogenes.com

■ 1, Chateau Windsor, 86 Veer Nariman Road, Mumbai - 400020 (MS) Tel : 022-22871001, 22875653/4/5

**NATH**  
GROUP



## Nath Bio-Genes (India) Limited

Investor Presentation - Q1FY25



Website  
[www.nathbiogenes.com](http://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

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### Product Selection

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

## Winning Strategies

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

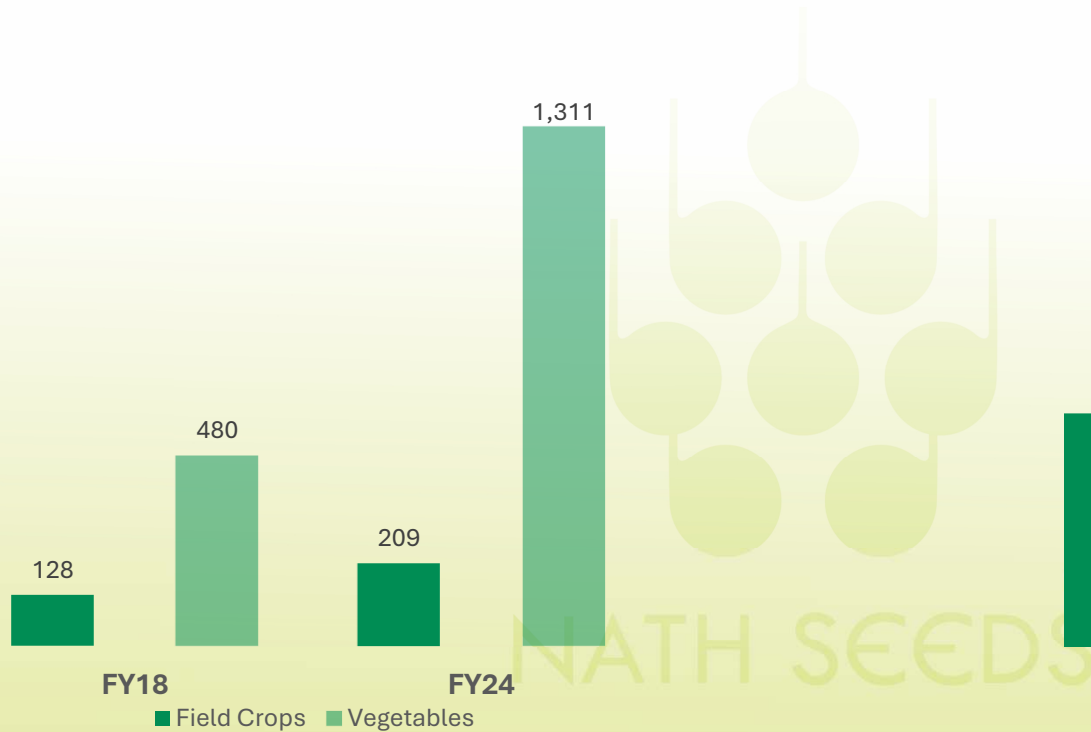


*Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India*

# What our Business Delivered in Last 7 Years

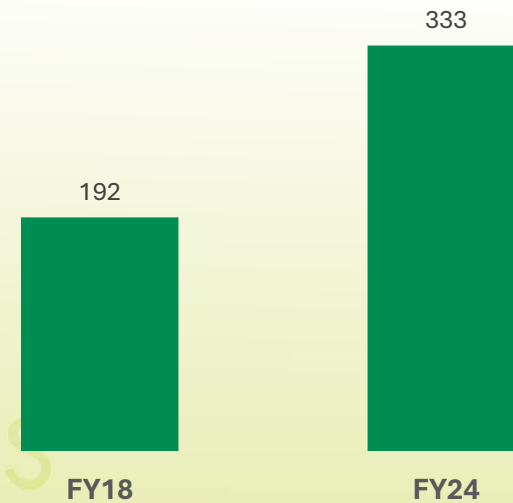


Average Selling Price (Rs/kg) is Increasing



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  
स्वादिस 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 है। 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 पकनेपर 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 सिट्टे ठोस एवं मजबूत हैं और उपज भी जबरदस्त मिलती है। उपज के साथ चारे के लिए भी यह एक उपयुक्त प्रजाति है...

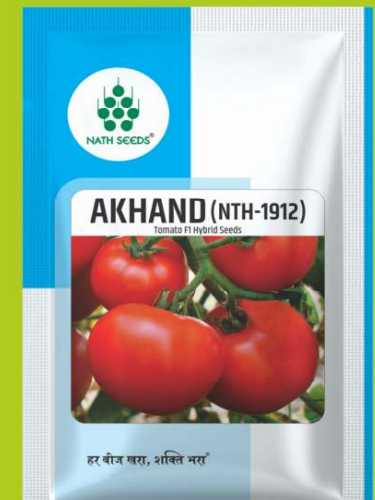




# Testimonials: Akhand

## 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।





# Q1FY25 PERFORMANCE

# Key Business Highlights



## Crop Performance

- Paddy hybrid strategy remains effective
- Super 27 Bajra surges by 13% in value.
- Maize products show volume growth despite of 29% despite revenue contribution at 4% in overall sales

## Strategic Focus

- Future strategy emphasizes continued focus on maize and wheat segments

## Portfolio Growth

- NCP Field crop portfolio, including maize, bajra, jowar, mustard, and wheat, achieves 16% overall growth

## Diversification Efforts

- Peas introduced as a new addition to the portfolio

## International Collaboration

- Export business with the Philippines recommenced basic trials in motion.
- JV in Uzbekistan progresses according to plan

# Key Operating and Financial Highlights



## Operating Performance

- Incremental Revenue Growth on QoQ basis
- Cotton paddy segment volume decreased but revenue-maintained highlighting company's efforts to focus on more high value product in portfolio
- NCP segment increase by 19% in volume contributing 30% to positive top line.
- Baira segments continues to deliver growth.

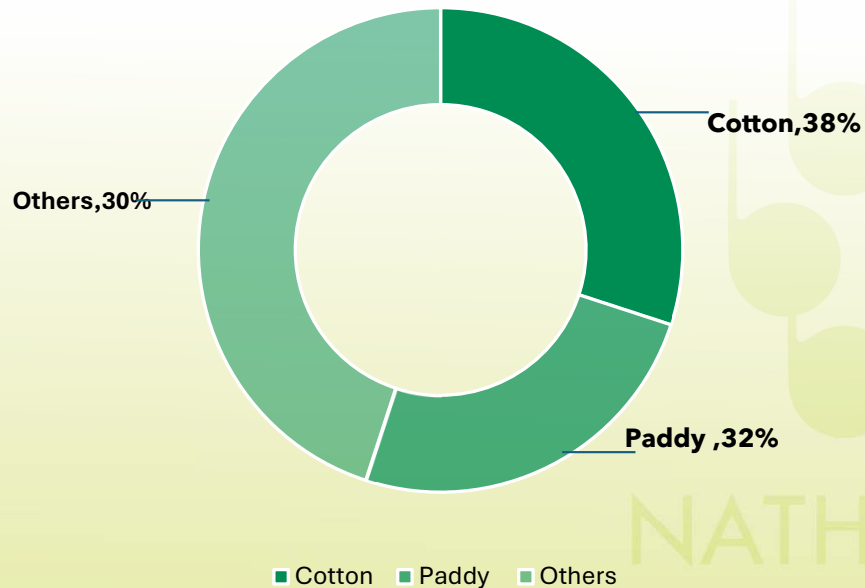
## Financial Performance

- Revenue in Q1 FY25 increased to Rs 244 Mn
- Gross margin maintained at 50%

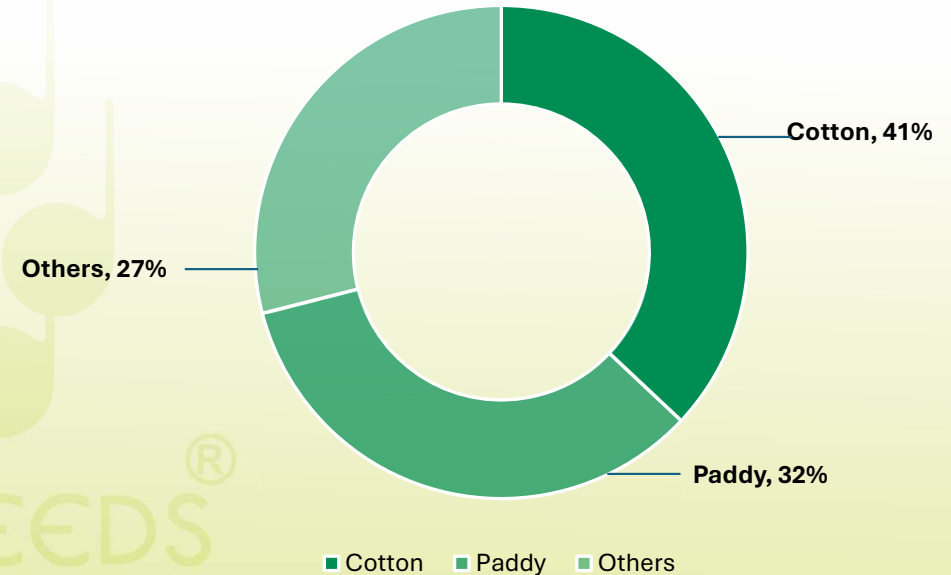
# Segmental Revenue Contribution



Q1FY25 Revenue  
INR 2,439 Mn



Q1FY24 Revenue  
INR 2,353 Mn



# Income Statement



Particulars (INR Mn)	Q1FY25	Q1FY24	%Change (YoY)	FY24	FY23	%Change (YoY)
<b>Total Revenue</b>	<b>2,439</b>	<b>2,353</b>	<b>-4%</b>	<b>3,326</b>	<b>3,013</b>	<b>10%</b>
<b>Gross Profit</b>	<b>1,210</b>	<b>1,215</b>	<b>0%</b>	<b>1,991</b>	<b>1,667</b>	<b>19%</b>
<i>Gross Margin (%)</i>	<i>49.6%</i>	<i>47.8%</i>		<i>60%</i>	<i>55%</i>	
<b>EBITDA</b>	<b>365</b>	<b>368</b>	<b>-0.81%</b>	<b>504</b>	<b>489</b>	<b>3%</b>
<i>EBITDA Margin (%)</i>	<i>14.9%</i>	<i>15.6%</i>		<i>15%</i>	<i>16%</i>	
Depreciation	8	8		33	30	8%
Finance Cost	22	28	-21%	91	101	-10%
<b>PBT</b>	<b>336</b>	<b>334</b>	<b>0.59%</b>	<b>387</b>	<b>363</b>	<b>6%</b>
<b>Tax Rate (%)</b>	<b>1%</b>	<b>0.7%</b>		<b>5%</b>	<b>3%</b>	
<b>PAT from Ordinary Activities</b>	<b>334</b>	<b>332</b>	<b>0.60%</b>	<b>367</b>	<b>352</b>	<b>4%</b>
<b>Extra Ordinary Items</b>				<b>34</b>		
<b>PAT for the Period</b>	<b>334</b>	<b>332</b>	<b>0.60%</b>	<b>402</b>	<b>352</b>	<b>14%</b>
<b>EPS</b>	<b>17.8</b>	<b>17.6</b>	<b>1%</b>	<b>21.63</b>	<b>18.51</b>	<b>17%</b>



# APPENDIX

# 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
<b>Gross Profit</b>	1,991	1,667	1,544	1,715	1,536
<i>Gross Margin (%)</i>	60%	55%	56%	56%	55%
<b>EBITDA</b>	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
<b>PBT (before exceptional)</b>	387	363	254	568	485
<b>Adjusted PAT</b>	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

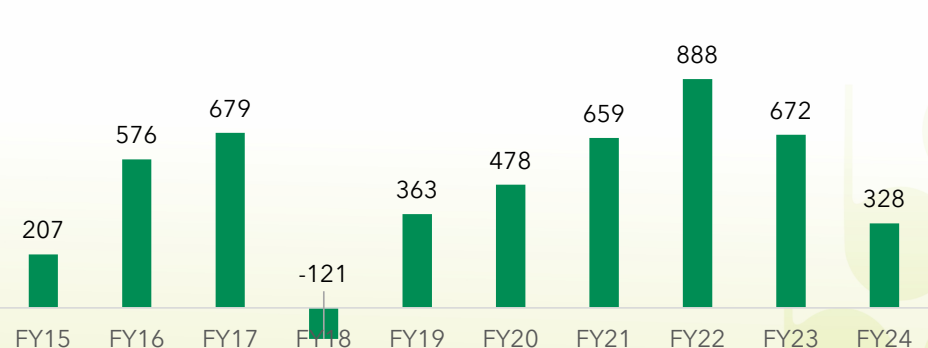


Assets (INR Mn)	FY24	FY23	FY22	FY21	FY20	Liabilities (INR Mn)	FY24	FY23	FY22	FY21	FY20
Fixed Assets	2,406	2,340	2,329	2,333	2,308	Share Capital	190	190	190	190	190
Other Intangible Assets	88	104	120	136	152						
Financial Assets	61	51	51	53	52	Reserves & Surplus	5,917	5,544	5,230	5,943	5,386
Loans	109										
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
<b>Total</b>	<b>8,771</b>	<b>7,930</b>	<b>7,419</b>	<b>7,895</b>	<b>7,299</b>	<b>Total</b>	<b>8,771</b>	<b>7,930</b>	<b>7,419</b>	<b>7,895</b>	<b>7,299</b>

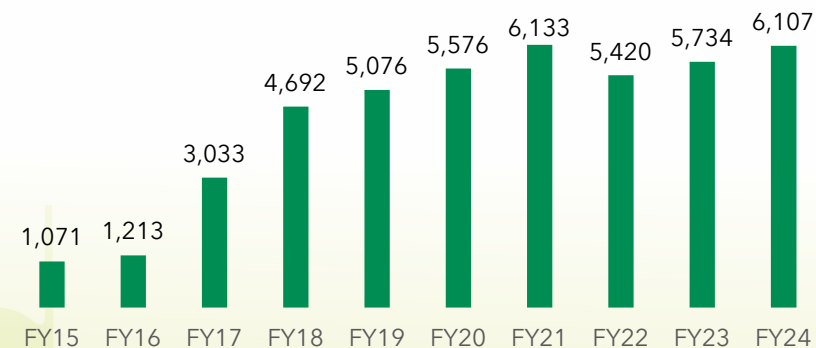
# Maintaining Profitability; Strong Balance Sheet



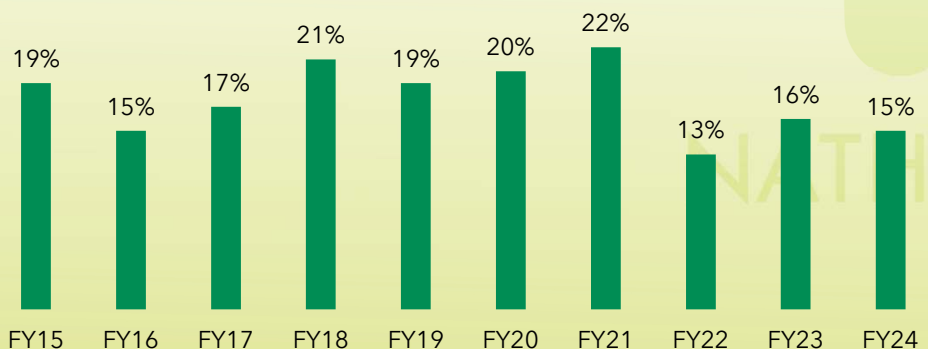
**Net Debt (INR Mn)**



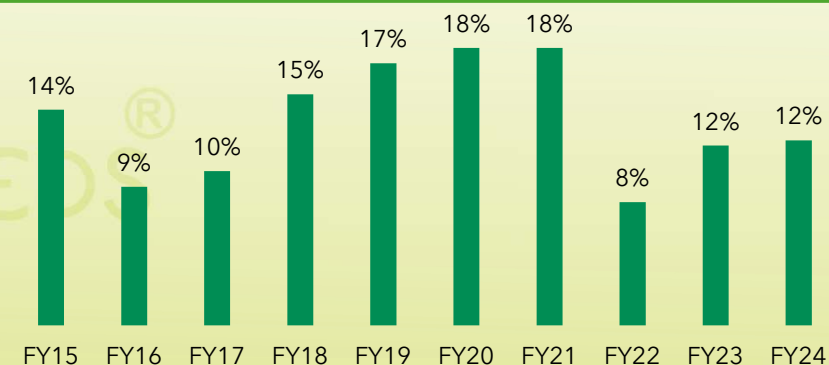
**Net Worth (INR Mn)**



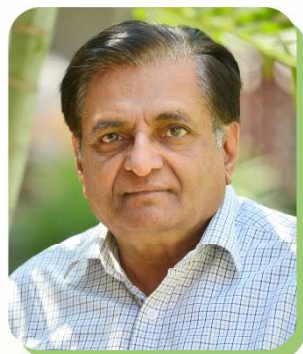
**EBITDA Margin (%)**



**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.**



# Thank You



CIN\_NBIL\_L01110MH1993PLC072842

For further information, please get in touch with:

Sheetal Khanduja  
[sheetal@GoIndiaadvisors.com](mailto:sheetal@GoIndiaadvisors.com)  
M:+91 97693 64166

Deepika Sharma  
[deepika@GoIndiaadvisors.com](mailto:deepika@GoIndiaadvisors.com)  
M:+918451029510