

Sharda Cropchem Limited

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www.shardacropchem.com



ISO 9001: 2015 Reg. No: 702949
CJN: L51909MH2004PLC145007



24th January, 2025

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 Trading Symbol: SHARDACROP	BSE Limited Phiroze Jeejeebhoi Tower, Dalal Street, Mumbai – 400 001 Scrip Code: 538666
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Subject: Investors / Analyst's Presentation for the quarter and nine months ended 31st December, 2024:

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 and nine months ended 31st December, 2024.

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



Sharda Cropchem Limited

SECURING HARVESTS, NURTURING FUTURES.

Investor Presentation

January 2025

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”

AGROCHEMICAL FOCUSED COMPANY

Sharda Cropchem is an Intellectual Property (IP) driven company engaged in marketing and distribution of wide range of 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 2,948 registrations. Additionally, it has filed 1,047 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 31st December 2024

ASSET LIGHT BUSINESS MODEL

Overall Agrochemical Value Chain

 Sharda's Operating Area



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

Manufacturing of AIs and formulations is outsourced

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

Highly flexible operating model resulting in :

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

INCREASING GLOBAL PRESENCE WITH A WIDESPREAD DISTRIBUTION

Presence

80+ countries

across Europe, NAFTA, LATAM & RoW

Global Resource Deployment

500+



Distributors

525+

CAPEX incurred in 9MFY25*

Rs. 268 Cr.

* Plus related revenue expenditure on registrations

Over the years, the Company has 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

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-to-farmer approach to become a one-stop 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



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



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

The Sharda Advantage

Global Reach

Wide Product Range

Healthy Relationships with Suppliers

Quality with Affordability

Faster Sales Service

One Stop Solution Provider for Crop Care Products

WAY FORWARD

1

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

2

Expand & Strengthen Distribution Presence

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

3

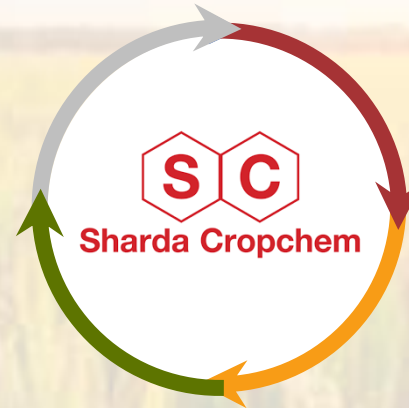
Continual Investment in Product Registrations

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

4

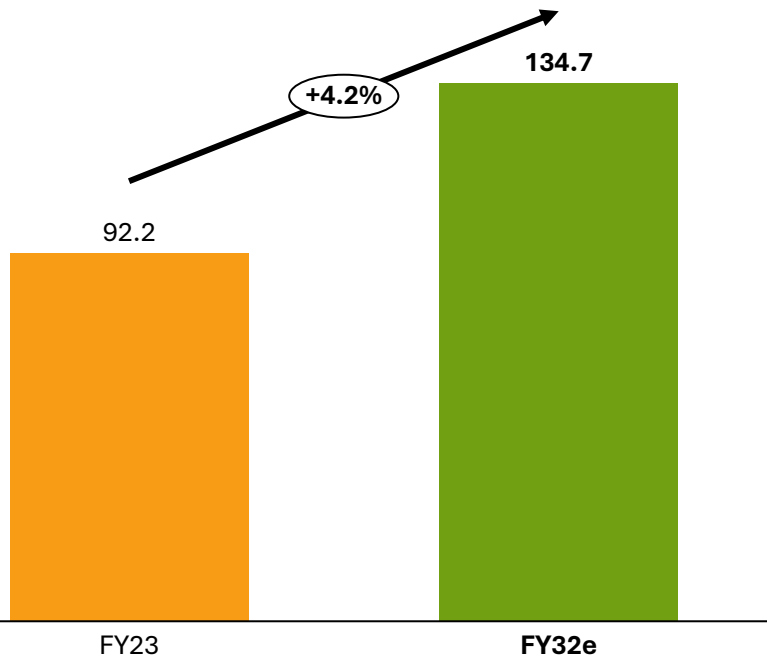
Focus on Operational Efficiencies

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



INDUSTRY OUTLOOK & GROWTH DRIVERS

Global crop protection
(In Billion USD) – CAGR of 4.2%



INDUSTRY DRIVERS

A Growing Population: Global population is set to increase by 1.2 billion by 2030 and 2 billion by 2050, while the middle class will more than double to 4.9 billion by 2030



A growing middle class fuels demand for increased food and protein production, which in turn drives demand for grain to support growth



Fewer arable acres per capita means that products need to continue to maximise farmer yields; arable land is expected to decrease from half an acre per person today to less than one-third of an acre per person by 2050

Source: <https://www.imarcgroup.com/crop-protection-chemicals-market>

Experienced Management



Sharda Cropchem Limited



Mr. Ramprakash V. Bubna
Chairman & Managing Director

- ✓ Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- ✓ He has over 56 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 33 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 31 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



Q3 FY25 Financial Highlights

Q3 FY25: SEGMENT WISE HIGHLIGHTS

₹ Cr.

Agrochemical Segment

Non-Agrochemical Segment

TOTAL REVENUES

80%

83%

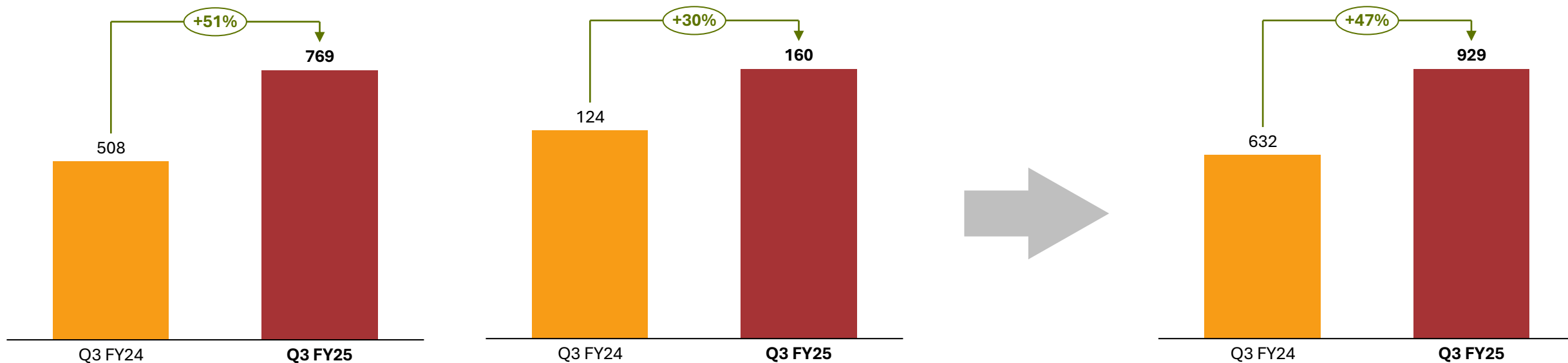
20%

17%

% of Revenue

100%

100%

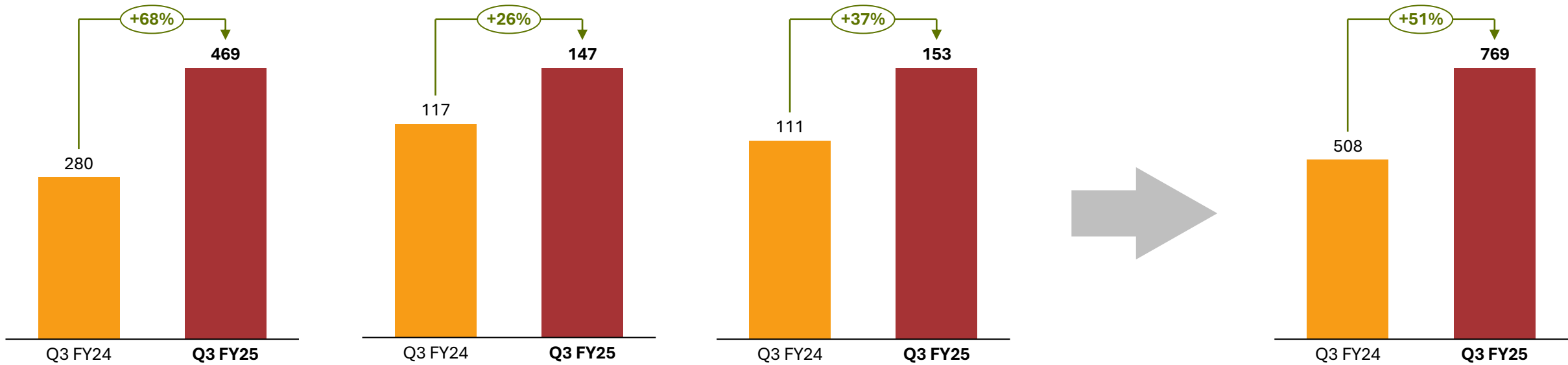
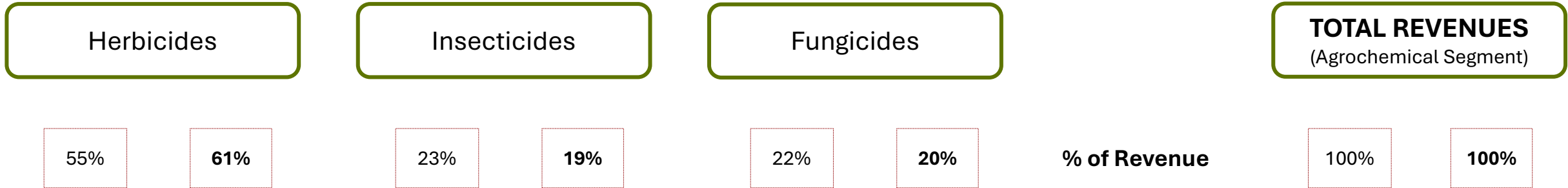


Q3 FY25: PRODUCT WISE HIGHLIGHTS (Agrochemical Segment)



Sharda Cropchem Limited

₹ Cr.



Q3 FY25: REGION WISE BREAKUP (Agrochemical Segment)

₹ Cr.

Europe

47%

38%

241

294

+22%

Q3 FY24

Q3 FY25

NAFTA Region

37%

47%

184

359

+95%

Q3 FY24

Q3 FY25

TOTAL REVENUES

(Agrochemical Segment)

508

769

+51%

Q3 FY24

Q3 FY25

LATAM Region

6%

7%

33

54

+65%

Q3 FY24

Q3 FY25

RoW

10%

8%

50

62

+21%

Q3 FY24

Q3 FY25

% of Revenue

On Consolidated Basis

Q3 FY25: REGION WISE BREAKUP (Non - Agrochemical Segment)

₹ Cr.

Europe

20%

11%

24

17

-29%

Q3 FY24

Q3 FY25

NAFTA Region

60%

70%

75

113

+52%

Q3 FY24

Q3 FY25

TOTAL REVENUES

(Non - Agrochemical Segment)

124

160

+30%

Q3 FY24

Q3 FY25

LATAM Region

6%

11%

7

17

+138%

Q3 FY24

Q3 FY25

RoW

14%

8%

18

13

-26%

Q3 FY24

Q3 FY25

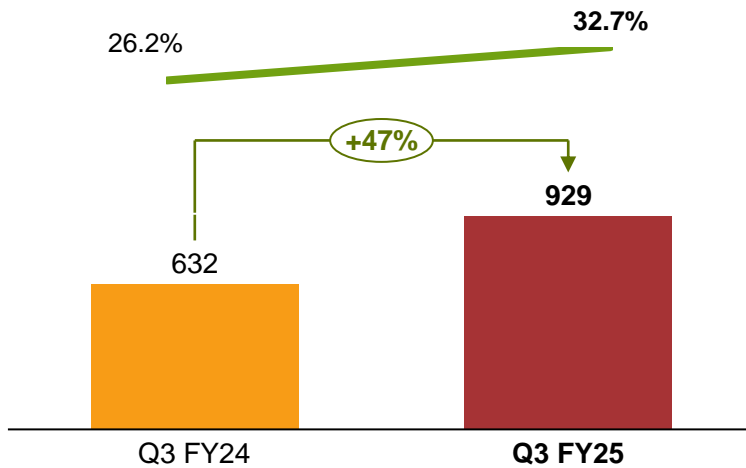
% of Revenue

On Consolidated Basis

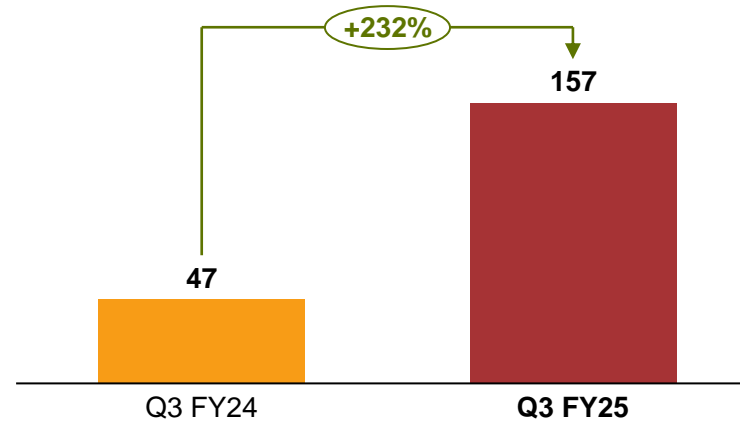
Q3 FY25 : FINANCIAL HIGHLIGHTS

₹ Cr.

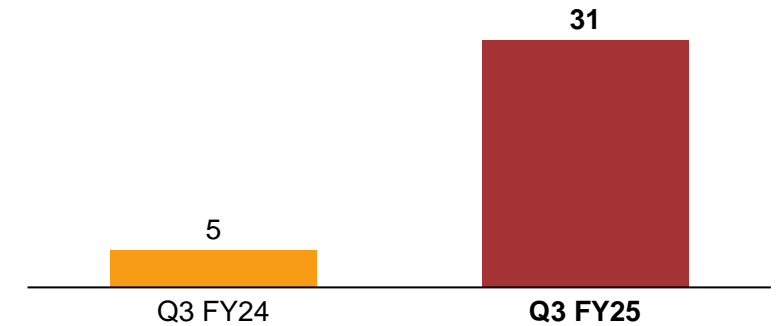
Revenues & GP Margin



EBITDA



Profit After Tax



- ✓ Revenue in Q3 FY25 increased by 47% primarily driven by higher volumes and a gradual price increase. We saw volume growth across all regions, with Europe and NAFTA being key contributors
- ✓ Agrochemical volumes grew by 49.5% in Q3 FY25
- ✓ Non-Agrochemical volumes grew by 42.4% in Q3 FY25

- ✓ Gross Margins have improved by 660 basis points to 32.7%. It is expected to improve further in this financial year with prices expected to increase
- ✓ EBITDA for the quarter stood at Rs. 157 crores as compared to Rs. 47 crores in Q3 FY24 with EBITDA Margins improving to 16.9% (up by 940 bps on Y-o-Y basis)
- ✓ PAT for the quarter stood at Rs. 31 crores as compared to Rs. 5 crores in Q3 FY24



9M FY25 Financial Highlights

9M FY25: SEGMENT WISE HIGHLIGHTS

₹ Cr.

Agrochemical Segment

Non-Agrochemical Segment

TOTAL REVENUES

77%

84%

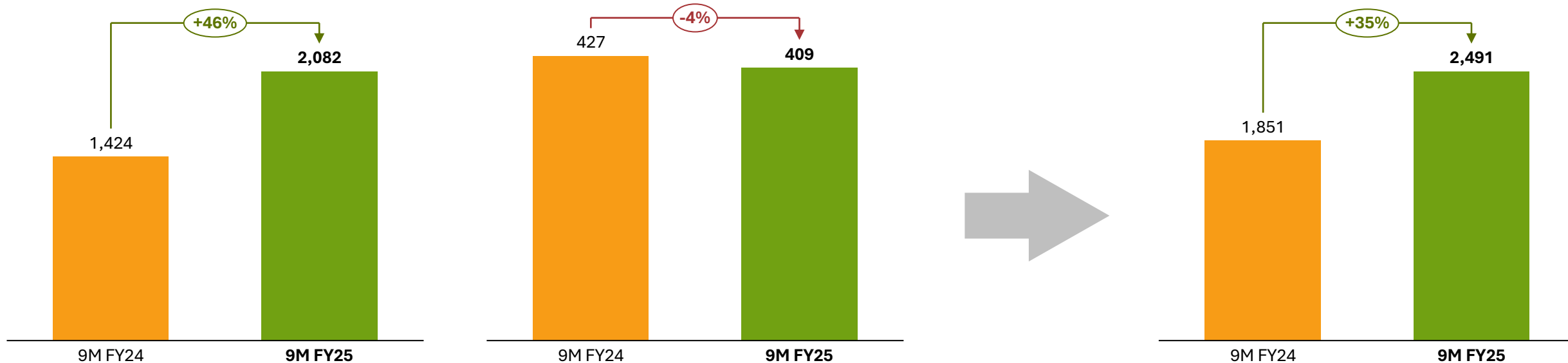
23%

16%

% of Revenue

100%

100%



9M FY25: PRODUCT WISE HIGHLIGHTS (Agrochemical Segment)



Sharda Cropchem Limited

₹ Cr.

Herbicides

Insecticides

Fungicides

TOTAL REVENUES
(Agrochemical Segment)

54%

55%

24%

21%

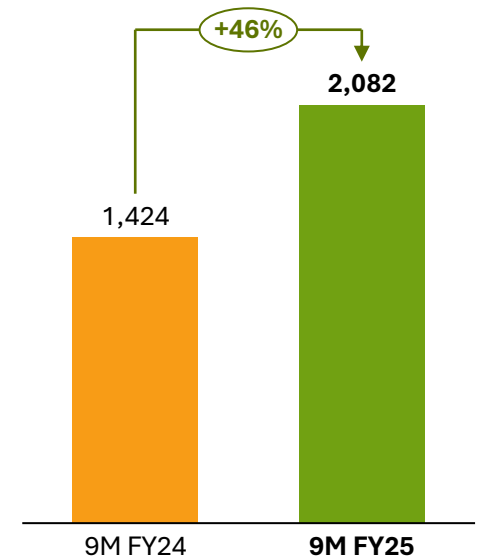
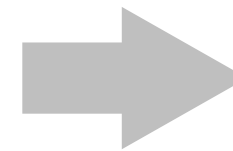
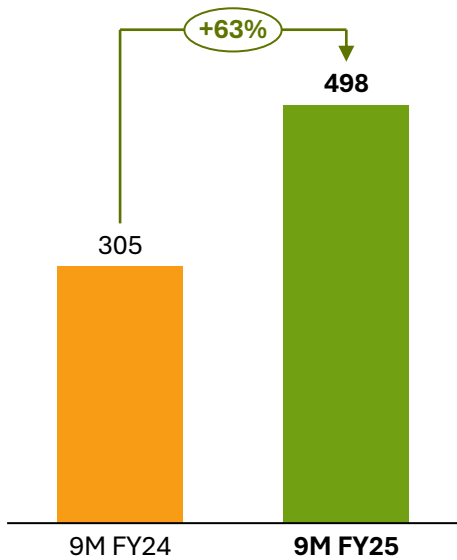
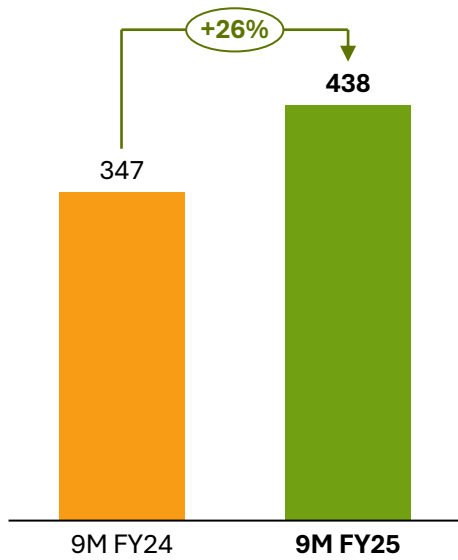
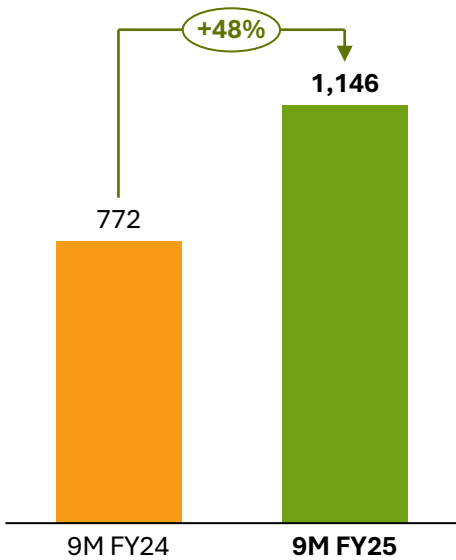
22%

24%

% of Revenue

100%

100%



9M FY25: REGION WISE BREAKUP (Agrochemical Segment)

₹ Cr.

Europe

50%

51%

718

1,062

+48%

9M FY24

9M FY25

NAFTA Region

34%

35%

482

734

+52%

9M FY24

9M FY25

TOTAL REVENUES

(Agrochemical Segment)

1,424

2,082

+46%

9M FY24

9M FY25

LATAM Region

9%

7%

123

152

+24%

9M FY24

9M FY25

RoW

7%

6%

101

134

+33%

9M FY24

9M FY25

% of Revenue

On Consolidated Basis

9M FY25: REGION WISE BREAKUP (Non - Agrochemical Segment)

₹ Cr.

Europe

16%

14%

69

58

-16%

9M FY24

9M FY25

NAFTA Region

57%

67%

245

273

+12%

9M FY24

9M FY25

TOTAL REVENUES

(Non - Agrochemical Segment)

427

409

-4%

9M FY24

9M FY25

LATAM Region

6%

9%

26

36

+39%

9M FY24

9M FY25

RoW

20%

10%

87

42

-52%

9M FY24

9M FY25

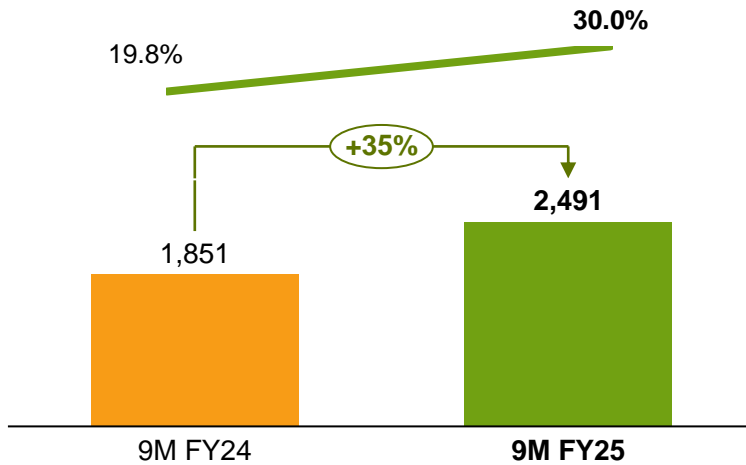
% of Revenue

On Consolidated Basis

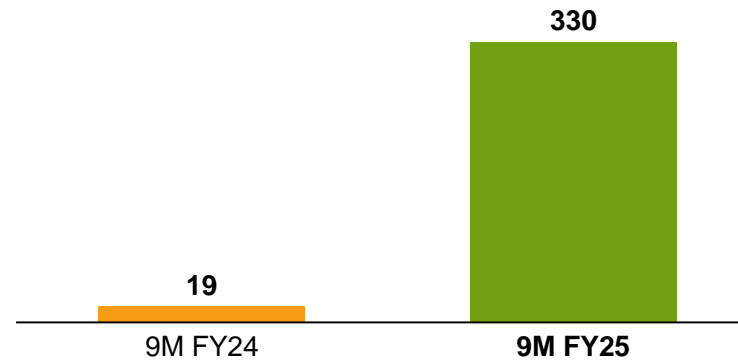
9M FY25 : FINANCIAL HIGHLIGHTS

₹ Cr.

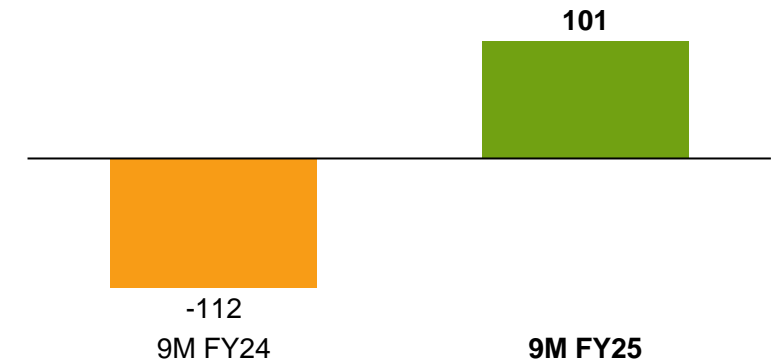
Revenues & GP Margin



EBITDA



Profit After Tax



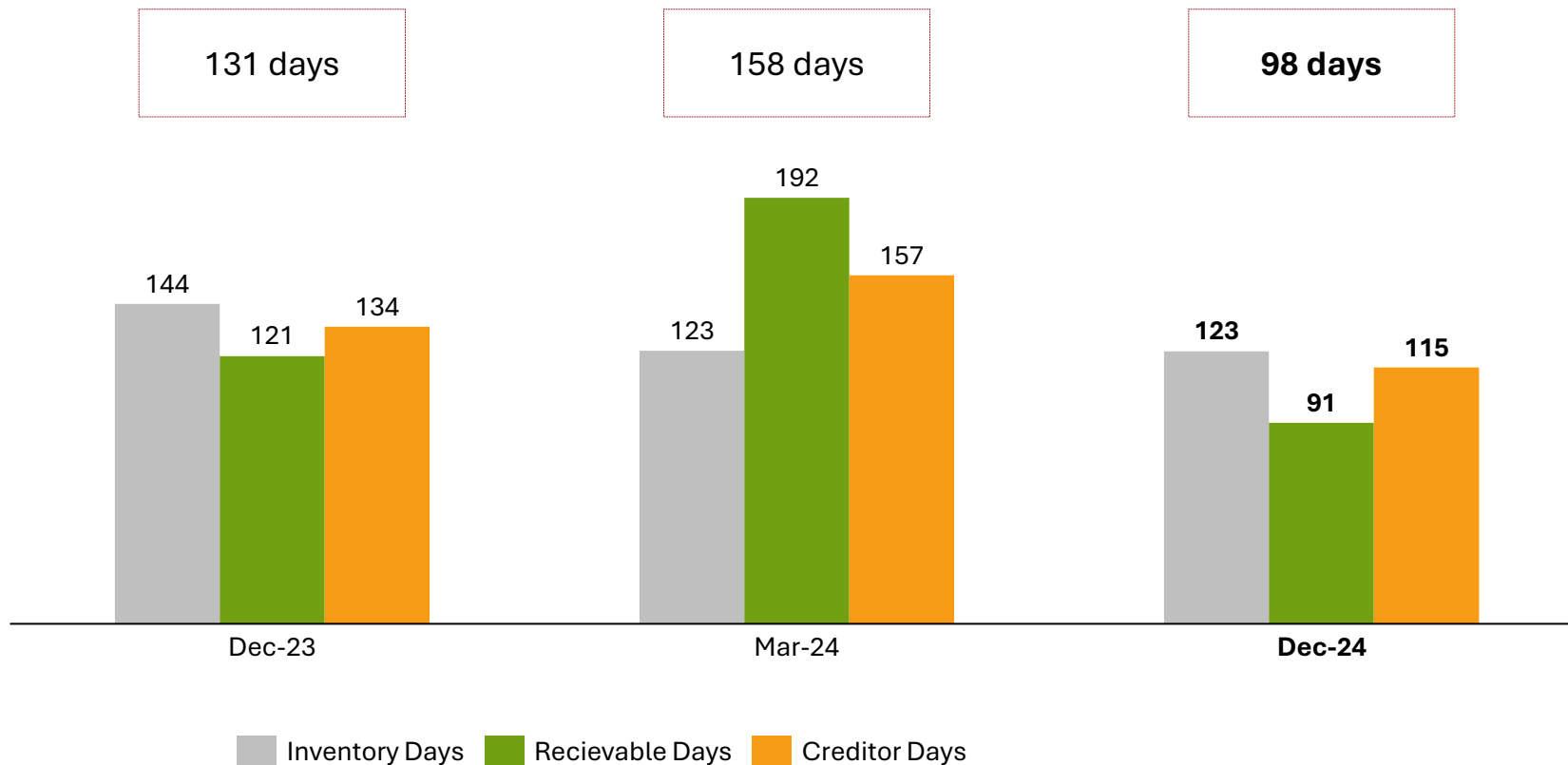
- ✓ Revenue in 9M FY25 increased by 35% primarily driven by higher volumes. We saw volume growth across all regions, with Europe and NAFTA being key contributors
- ✓ Agrochemical volumes grew by 40.8% in 9M FY25
- ✓ Non-Agrochemical volumes de-grew by 12% in 9M FY25

- ✓ Gross Margins have improved by 1,020 basis points to 30.0%
- ✓ EBITDA for the 9M FY25 stood at Rs. 330 crores as compared to Rs. 19 crores in 9M FY24 with EBITDA Margins improving to 13.2% (9M FY24 was 1.0%)
- ✓ PAT for 9M FY25 stood at Rs. 101 crores as compared to a loss of Rs. 112 crores in 9M FY24



STRONG BALANCE SHEET

Working Capital (in Days)



Total Equity

Rs. 2,316 crores

Rs. 2,237 crores as on Mar'24

Cash, Bank & Liquid Investments

Rs. 742 crores

Rs. 375 crores as on Mar'24



Annexure

Q3 & 9M FY25 FINANCIAL HIGHLIGHTS

₹ Cr.

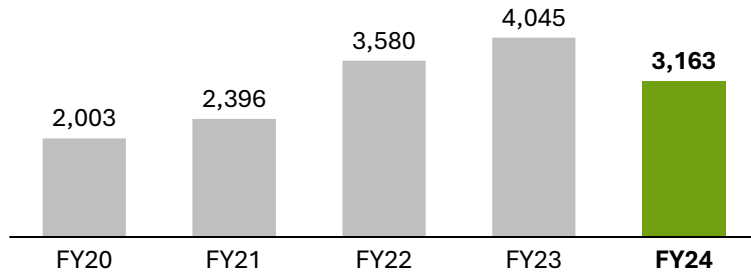
Particulars	Q3 FY25	Q3 FY24	Y-o-Y	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	929.3	632.5	47%	2,491.3	1,851.0	35%
COGS	625.1	466.9		1,743.6	1,484.1	
Gross Profit	304.2	165.6	84%	747.8	366.8	104%
Gross Margin %	32.7%	26.2%		30.0%	19.8%	
Employee Expenses	12.3	9.4		33.8	27.7	
Other Expenses	137.8	109.6		393.1	326.3	
EBITDA*	156.6	47.2	232%	329.8	18.8	1,653%
EBITDA Margin %	16.9%	7.5%		13.2%	1.0%	
Forex (Gain)/Loss	39.5	(22.8)		28.4	(18.6)	
Depreciation / Amortization	68.9	68.6		202.8	212.9	
Other Income	0.6	12.2		34.3	61.8	
EBIT	46.4	13.0	256%	123.9	(119.7)	
EBIT Margin %	5.0%	2.1%		5.0%	(6.5%)	
Finance Cost	0.5	0.9		1.7	6.8	
PBT	45.9	12.1	279%	122.2	(126.5)	
Tax Expense	14.8	7.5		21.4	-15.0	
PAT	31.1	4.6	571%	100.8	(111.6)	
PAT Margin %	3.4%	0.7%		4.0%	(6.0%)	
Earnings Per Share (EPS) In Rs.	3.45	0.51		11.17	(12.37)	

* EBITDA is excluding IA & IAUD write-off (Rs. 2.4 cr. in Q3 FY25; Rs. 0.5 cr. in Q3 FY24; Rs.8.9 cr. in 9M FY25; Rs.6.0 cr. in 9M FY24)

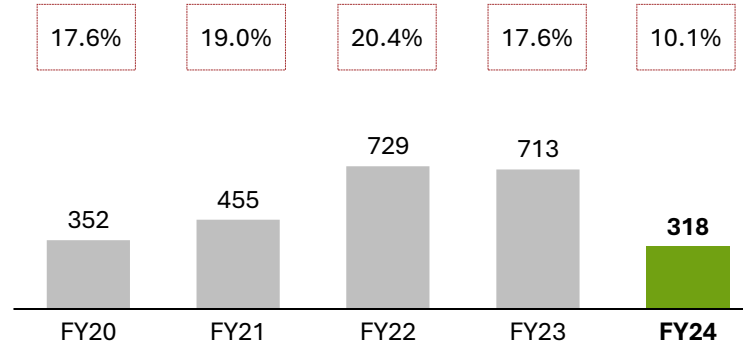
KEY FINANCIAL PERFORMANCE INDICES

₹ Cr.

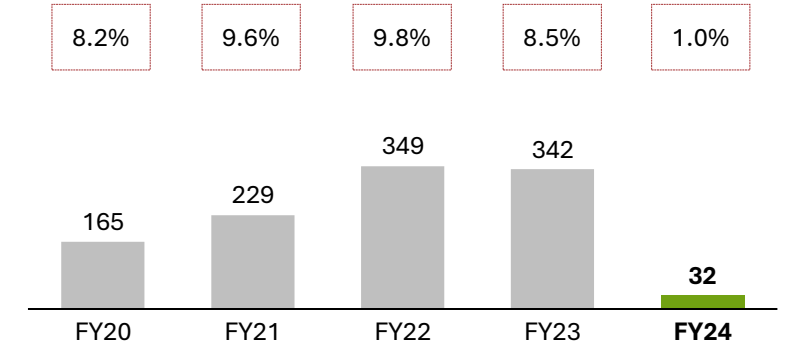
Revenue



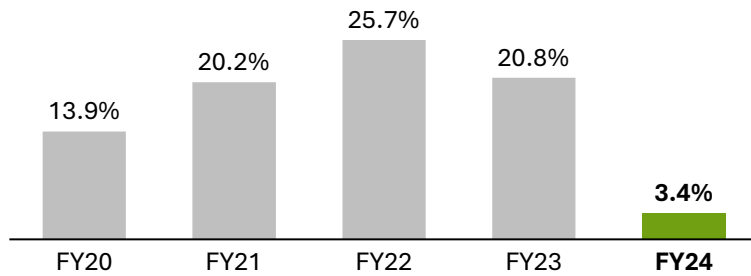
EBITDA & EBITDA Margin*



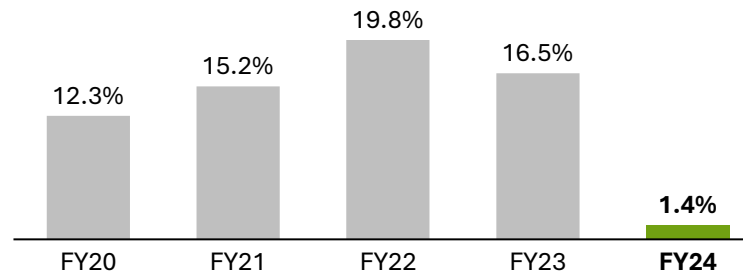
Profit After Tax & PAT Margin



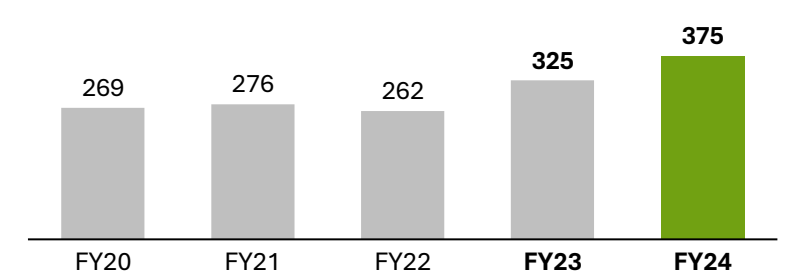
RoCE



RoE



Cash, Bank & Liquid Investments^



* EBITDA is excluding IA & IAUD write-off

^ Total Cash & Cash Equivalents (Includes FDs of Rs. 128 crores clubbed in Non Current Other Financial Assets)

HISTORICAL PROFIT & LOSS

₹ Cr.

Particulars	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	3,163.0	4,045.2	3,579.8	2,395.6	2,003.0
COGS	2,342.4	2,860.8	2,499.8	1,636.0	1,388.8
Gross Profit	820.6	1,184.4	1,080.0	759.7	614.3
Gross Margin %	25.9%	29.3%	30.2%	31.7%	30.7%
Employee Expenses	42.4	44.8	44.2	37.3	34.9
Other Expenses	494.9	438.9	336.4	305.5	282.4
EBITDA*	318.1	712.6	728.6	455.2	351.7
EBITDA Margin %	10.1%	17.6%	20.4%	19.0%	17.6%
Forex (Gain)/Loss	0.4	57.6	16.5	-19.9	15.1
Depreciation	267.1	248.1	245.3	170.4	137.1
Other Income	59.8	40.3	28.9	45.9	42.1
EBIT	75.5	435.3	466.5	312.2	186.8
EBIT Margin %	2.4%	10.8%	13.0%	13.0%	9.3%
Finance Cost	3.6	4.5	2.2	2.8	1.9
PBT	71.9	430.7	464.2	309.5	184.9
Tax Expense	40.0	88.8	115.0	80.2	20.2
PAT	31.9	342.0	349.3	229.2	164.7
PAT Margin %	1.0%	8.5%	9.8%	9.6%	8.2%
Earnings Per Share (EPS) In Rs.	3.53	37.90	38.71	25.40	18.25

BALANCE SHEET – EQUITY & LIABILITIES

₹ Cr.

Equities & Liabilities	FY24	FY23	FY22	FY21	FY20
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2,146.9	2,141.8	1,822.2	1,524.1	1,312.6
Non-controlling Interest	0.4	0.4	0.3	0.3	0.3
Total Equity	2,237.5	2,232.4	1,912.8	1,614.6	1,403.1
Non-Current Liabilities					
Borrowings		-	-	-	0.1
Trade Payables		-	2.4	2.4	2.4
Lease Liabilities	7.8	-	3.5	8.4	-
Other Financial Liabilities	58.4	1.7	1.6	3.2	13.1
Provisions	1.4	2.7	2.3	3.0	2.7
Deferred Tax Liabilities (net)	152.8	143.4	128.9	92.9	69.3
Total Non-Current Liabilities	220.3	147.9	138.6	109.9	87.5
Current Liabilities					
Borrowings	3.4	3.0	38.0	67.8	0.0
Lease Liabilities	7.2	0.0	5.1	4.5	-
Trade Payables	921.2	1,377.6	1,177.6	806.8	686.7
Other Financial Liabilities	502.5	431.4	324.8	149.1	89.7
Other Current Liabilities	69.0	78.1	55.4	58.0	54.4
Current Tax Liabilities	76.0	61.4	4.2	3.2	1.5
Provisions	1.5	19.1	86.7	50.0	24.4
Total Current Liabilities	1,580.5	1,970.6	1,691.8	1,139.4	856.7
Total Equity & Liabilities	4,038.3	4,350.8	3,743.1	2,863.9	2,347.2

BALANCE SHEET – ASSETS

₹ Cr.

ASSETS	FY24	FY23	FY22	FY21	FY20
Assets					
Non-Current Assets					
Property, Plant and Equipment	3.8	5.0	14.4	20.9	27.8
Right to Use Assets	14.4	0.0	-	-	-
Goodwill	0.0	0.0	0.0	0.4	0.4
Other Intangible assets	690.0	663.0	577.4	523.1	388.1
Intangible assets under development	282.9	203.9	212.2	131.0	161.4
Deferred Tax Assets (net)	10.3	7.9	4.9	6.0	3.9
Non-Current Tax Assets	72.1	72.3	71.6	73.6	72.5
Other financial assets	5.3	120.7	11.2	9.4	11.6
Other Non Current Assets	21.7	19.9	0.0	0.0	0.0
Total Non-Current Assets	1,100.4	1,092.7	891.7	764.5	665.7
Current Assets					
Inventories	991.6	1,134.3	892.8	525.5	382.2
Investments	158.9	31.9	134.4	83.0	115.5
Trade Receivables	1,498.0	1,833.3	1,540.0	1,162.6	988.4
Cash & Cash equivalents	87.3	176.4	56.7	85.6	77.8
Other Bank balances	0.6	0.2	109.3	175.0	75.7
Loans	0.0	0.0	0.5	-	-
Other Financial Assets	128.1	5.5	48.9	28.1	11.3
Other Current Assets	73.4	76.5	68.9	39.6	29.6
Total Current Assets	2,937.9	3,258.2	2,851.5	2,099.3	1,681.5
Total Assets	4,038.3	4,350.8	3,743.1	2,863.9	2,347.2

CSR ACTIVITIES



Sharda Cropchem Limited

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

■ प्रसंग, मुंबई : राज्यपाल भगत 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 मुक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें, तो यह भी दान होगा। इस दौरान उन्होंने युवाओं में तंबाकू के साथ नशे की बढ़ती प्रवृत्ति 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 के हाथों टाटा मेमोरियल अस्पताल के निदेशक डॉ. राजेंद्र बडवे और उप निदेशक डॉ. शैलेश श्रीखंडे को कैसर के इलाज, सर्जरी और अनुसंधान में उनके उल्लेखनीय कार्य के लिए परमार्थ रत्न पुरस्कार से सम्मानित किया गया। साथ ही, अविनाश साबले को परमार्थ खेल रत्न पुरस्कार से सम्मानित किया गया। समारोह में राजश्री विरला विशिष्ट अतिथि थीं।

शहरीकरण के साथ बढ़ रहा कैसर: डॉ. राजेंद्र बडवे ने कहा कि भारत



में कैसर की दर पश्चिमी देशों की तुलना में कम है, यह संतोष की बात है। लेकिन, देश में बढ़ते शहरीकरण के साथ कैसर की दर बढ़ रही है। अगर 2035 तक तंबाकू की खेती पूरी तरह से बंद कर दी जाए, तो बड़े पैमाने पर कैसर को नियंत्रित किया जा सकता है, क्योंकि कुल कैसर रोगियों में से तंबाकू के सेवन से होने वाले कैसर रोगियों की संख्या 40 प्रतिशत है। संस्था अध्यक्ष मनमोहन गोयनका ने संस्था की ओर से किए जा रहे कार्यों की रूपरेखा

रखी। संस्था के चेयरमैन लक्ष्मीनारायण विद्यानी ने 18 मॉडल कोमोथेरेपी सेंटर टाटा मेमोरियल हॉस्पिटल को बनाकर दान में देने की घोषणा की। इस अवसर पर महिला समिति की अध्यक्ष शारदा रामप्रकाश बूवना, बजरंगलाल तापड़िया, महावीरप्रसाद तापड़िया, ज्योतिप्रसाद तापड़िया, दिलीप पिरामल, रवि लालपुरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।

SECURING HARVESTS, NURTURING FUTURES.

THANK YOU

Company: Sharda Cropchem Limited



Sharda Cropchem Limited

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