



NATH SEEDS®

## Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

05<sup>th</sup> August 2019

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


### **Subject: Presentation on Unaudited Financial Results.**

Please find the Attached herewith, Presentation on unaudited financial results for the quarter ended 30<sup>th</sup> June 2019.

This is for your information and record please.

Thanking You.

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

  
Devinder Khurana  
Chief Financial Officer



# Nath Bio Genes (India) Limited

Earnings  
Presentation

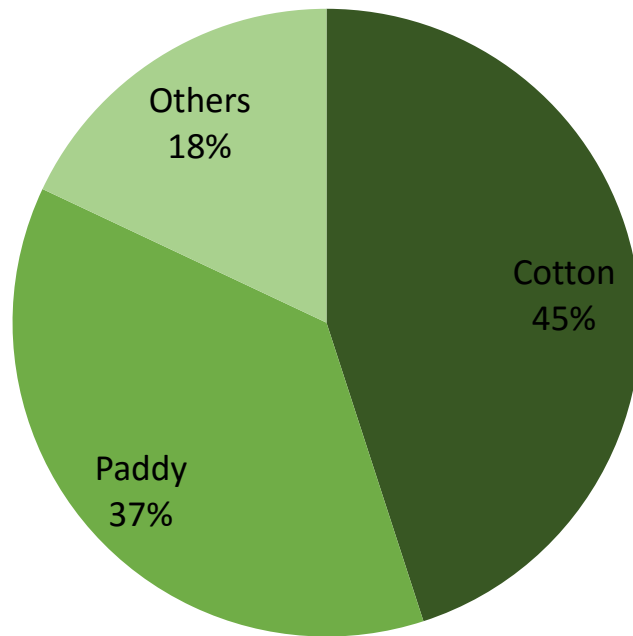
Q1FY20



# Superior Products & Robust Distribution...

Q1FY20 Revenue  
INR 1.6 Billion

H1FY20 revenue comprises of Kharif crops: Cotton & Paddy, while Vegetable & Win-Chi-Win sales will be mapped in H2



## On Track to Achieving Guidance

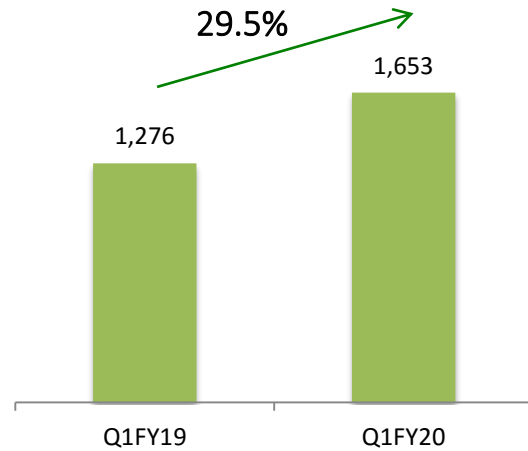
Key Revenue Contributor	Sales Forecasted for FY20	Actual Sales in Q1FY20*
Cotton	1,200,000 packets	1,014,613 packets
Paddy	60,000 Quintals	48,245 Quintals

\*Maintaining prudence in its accounting practices, NBIL has made a provision of 21% for Sales Return in Q1FY20

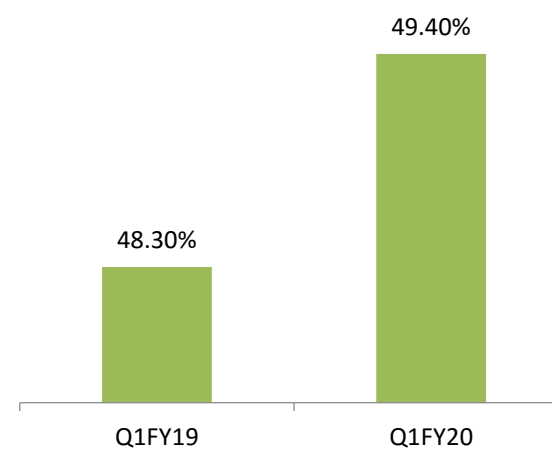


# Drive Strong Q1FY20 Performance, Even Amid Weak Monsoons

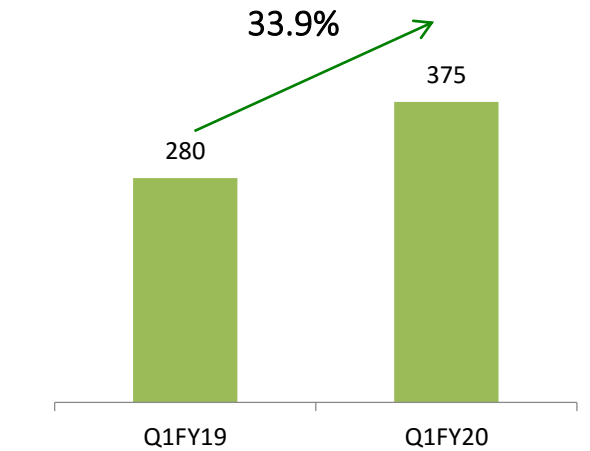
Revenue (INR Mn)



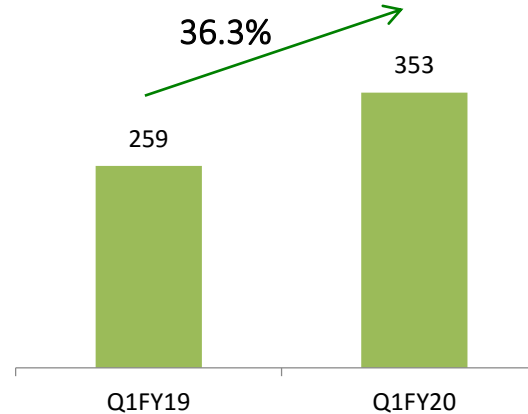
Gross Margin (%)



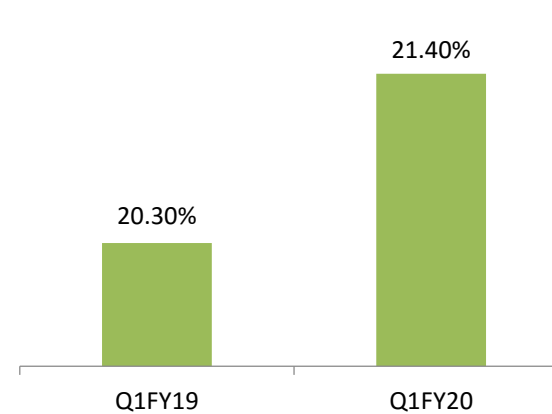
EBITDA (INR Mn)



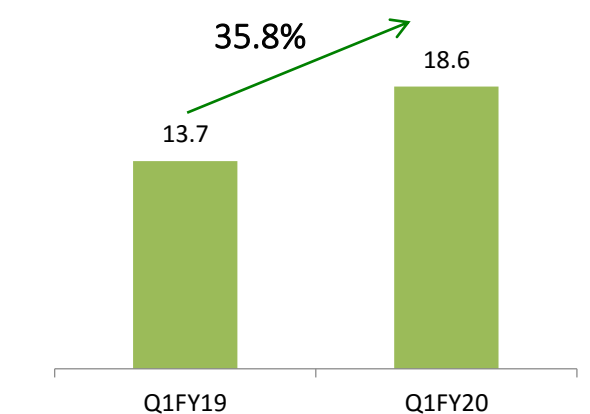
PAT (INR Mn)



PAT Margin (%)



EPS (INR/Share)





# Cotton – Strong Growth in Cotton Sowing

## Top Variants

- NBC 102 (Rainfed)
  - Excellent Drought and sucking pest tolerance
  - 25-40 Q/Ha
- NBC 1111 (Irrigated)
  - Highest known sucking pest resistance
  - 50-60 Q/Ha
- NBC 1022 (Irrigated)
  - High resistance to sucking pests
  - 50-75 Q/Ha

## State-Wise Progress of Bt-Cotton Sowing in India – Kharif (in Lk Hectares)

STATE	5th July 2019	12th July 2019	19th July 2019	26th July 2019	% Change (YoY)*
Maharashtra	4.1	20.5	29.9	38.6	+17%
Gujarat	11.5	15	17.1	20.3	+16%
Karnataka	0.6	1.1	2.1	2.6	-7%
AP	0.4	0.8	1.5	2.3	-28%
MP	2.4	4.1	5.4	5.7	+36%
Punjab	3.6	3.9	3.9	3.9	+50%
Telangana	7.7	10.6	13.3	15.6	-3%

\* % change of sowing area on 26<sup>th</sup> July 2019 vs 27<sup>th</sup> July 2018





# Paddy – Gradual Uptick in Sowing with Progressing Monsoons

## Top Variants

### Gazab – Long Slender

- Suitable for rainfed rice areas
- Maturity: 120-125 days; Yield: 8-10 t/ha

### Loknath - 505 Medium Bold

- Suitable for low land areas
- Maturity: 125-130 days; Yield: 8-10 t/ha

### Super Duper: Long Bold

- Maturity: 120-125 days; Yield: 8-10 t/ha
- Wide acceptability

## State-Wise Progress of Rice Sowing in India – Kharif (in Lk Hectares)

STATE	5th July 2019	12th July 2019	19th July 2019	26th July 2019	% Change (YoY)*
Maharashtra	0.6	1.8	2.5	5.1	+4%
Gujarat	0.1	0.6	1.5	2.2	-37%
AP	0.75	1.4	2.1	3.7	-36%
MP	0.3	2.7	6.1	10.5	-11%
Chattisgarh	4.4	15.5	20.9	25.2	-10%
UP	3.2	14.6	26.9	40	+7%
Punjab	21	25.7	27.5	28.5	-3%

\* % change of sowing area on 26<sup>th</sup> July 2019 vs 27<sup>th</sup> July 2018



# Vegetables – NBIL's Key Products & Outlook for Rabi Season

## Top Variants

- Okra
  - ✧ NOH 05: Yield - 25-30 T/Ha
  - ✧ NOH 03: Yield – 20-22 T/Ha
- Tomato
  - ✧ NTH 1831: Yield – 80-100 T/Ha
  - ✧ NTH 1894: Yield – 100-120 T/Ha
- Cucumber
  - ✧ NCH-02 & 1061: Yield – 40-45 T/Ha
- Bitter Gourd
  - ✧ NBIH -274: Yield – 25-30 T/Ha
- Hot Pepper
  - ✧ NCH-811: Yield – 30-40 T/Ha
  - ✧ NCH-1120: Yield – 30-35 T/Ha

## In-Roads into the Future

### Aim:

- To clock revenues of INR 350 Mn, making NBIL a serious player in this highly profitable vertical
- Revamp segment via dedicated SBU, allowing for pan-India & overseas reach

### New developments:

Strengthening product pipeline with Value added traits & resilience for Heat & drought

### Opportunities:

- Increase Grower Connect
- Dedicated Product Development Team for Data driven decisions



# Win-Chi-Win – Benefitting from Shift to Organic Farming

## Top States

- Gujarat
- Maharashtra
- Uttar Pradesh
- Rajasthan
- Bihar
- Madhya Pradesh
- Telangana & Andhra Pradesh

## In-Roads into the Future

### Aim:

70,000 litres in FY21

### New developments:

- Introducing separate kit for 1 acre land as a tiffin dose
- New SKUs: 500, 1,000 & 4,000 ml
- New product testing on Biopesticide & Bio antivirus
- Soil conditioners( granular or liquid)

### Opportunities:

Shift towards organic farming paving way for organic products like WCW

### Challenge:

Huge competition from small companies



## Q1FY20 At A Glance

Particulars (INR Mn)	Q1FY20	Q1FY19	% Change (YoY)
Total Revenue	1,653	1,276	29.5%
<b>Gross Profit</b>	816	616	32.5%
<i>Gross Margin (%)</i>	49.4%	48.3%	
<b>EBITDA</b>	375	280	33.9%
<i>EBITDA Margin (%)</i>	22.7%	21.9%	
Depreciation	4	4	0.0%
Finance Cost	17	11	54.5%
<b>PBT</b>	356	265	34.3%
<i>Tax Rate (%)</i>	0	1.90%	
<b>PAT</b>	353	259	36.3%
<i>PAT Margin (%)</i>	21.4%	20.3%	
EPS	18.6	13.7	35.8%



## On Track for a Strong & Stable FY20...

Revenue by FY20	INR 2,800-3,100 Mn
Gross Margin	50%+
Long Term Debt	NIL

### FY20 Revenue Drivers

Key Segment	Sales Forecasted for FY20
Cotton	1,200,000 packets
Paddy	60,000 Quintals
Vegetables	3,500 Quintals
Win-Chi-Win	55,000 Litres

### Aggressive Marketing Targets

- 2 New States Entered: Odisha, West Bengal
- 2 New Verticals Created: Vegetables, Win-Chi-Win
- 400 New Nath Farm Advisors Hired

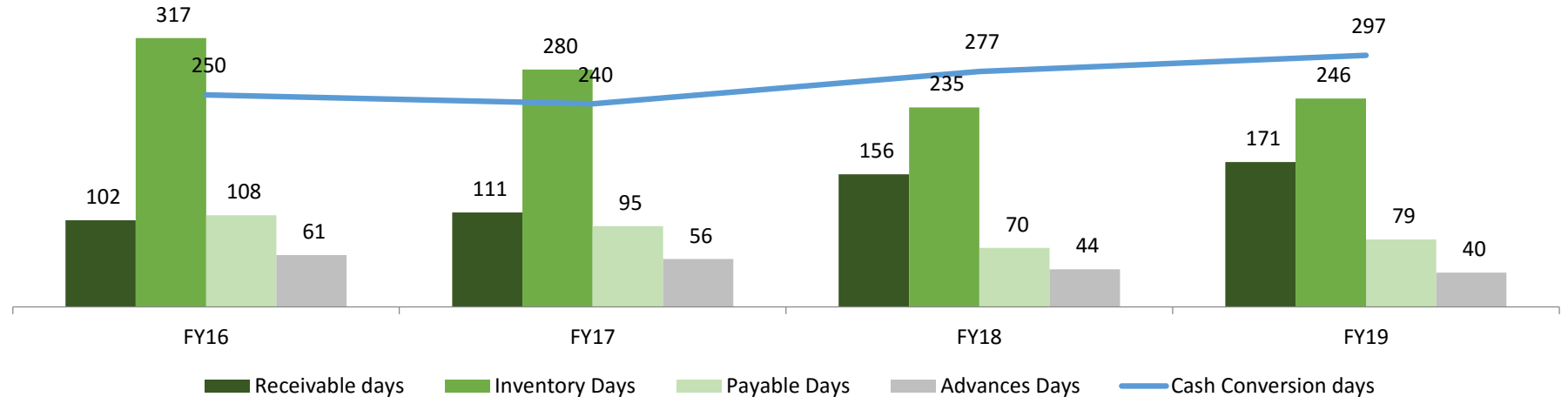
## ...Supported by a Solid, Sustainable History

Nath Bio-Genes' P&L Statement			
Particulars (INR Mn)	FY19	FY18	FY17
Total Revenue	2,309	1,917	1,698
<b>Gross Profit</b>	1,253	1,073	990
<i>Gross Margin (%)</i>	54.3%	56.0%	58.3%
<b>EBITDA</b>	433	404	289
<i>EBITDA Margin (%)</i>	18.7%	21.1%	17.0%
Depreciation	14	10	30
Finance Cost	52	103	97
<b>PBT</b>	389	300	166
<i>Tax Rate (%)</i>	0.8%	2.1%	2.8%
<b>PAT</b>	386	294	161
<i>PAT Margin (%)</i>	16.7%	15.3%	9.5%
EPS	20.3	15.5	10.1



# Working Capital Cycle: Increasing Inventory for Higher Sales

Particulars (INR Mn)	FY19
Revenue	2,309
Inventories	1,554
Trade Receivables	1,080
Advances for Future Sales	256
Trade Payables	502
Net Working Capital	1,875





Nath Bio Genes  
(India) Limited

Appendix

# Nath: Gaining Grounds - Transformational Genes..



## Market Leading Products

- Exceptional High Yielding Cotton Hybrids with High Level Biotic & Abiotic Stress tolerance
- Superior Worldwide Collection & Development of Trait Specific Elite Germplasm

## Strong Balance Sheet; Diversified Revenue stream

- Zero Long Term Debt
- Working capital cycle improved



## World-class R&D

- Biotech Integrated Crop Breeding Programs
- Redefining Product Development & Evaluation Technologies
- Best R & D Expertise of the Industry

## Revitalised Marketing

- Led by Seed Marketing Veterans; Diversifying in new geographies
- Venturing into new markets like Philippines, Bangladesh, Africa

**INR 2,309 Mn**  
FY19 Revenue

**54.3%**  
Gross Margins

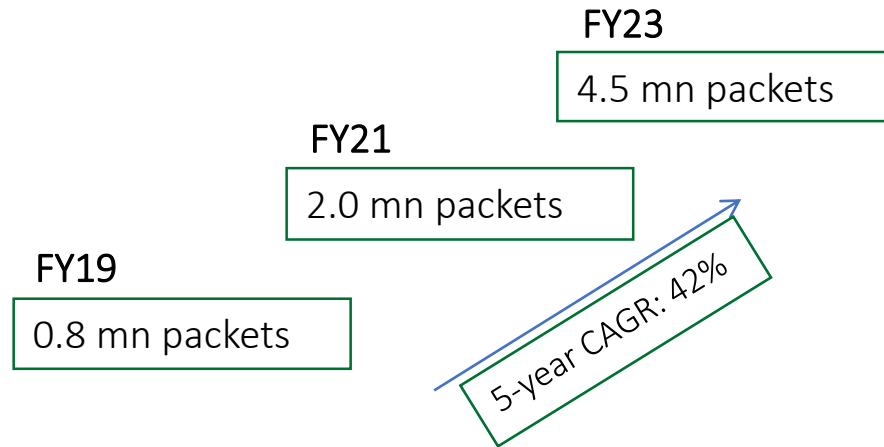
**INR 433 Mn**  
FY19 EBITDA

**16.7%**  
FY19 PAT Margin

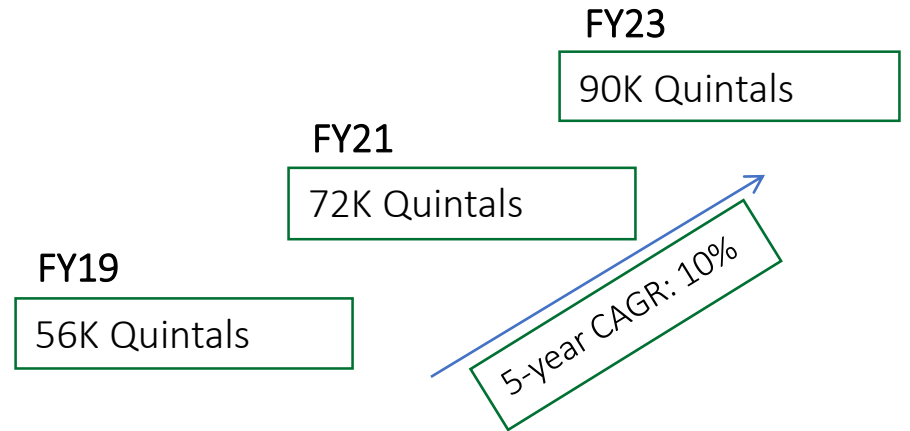
# ..To Deliver Bumper Harvest..



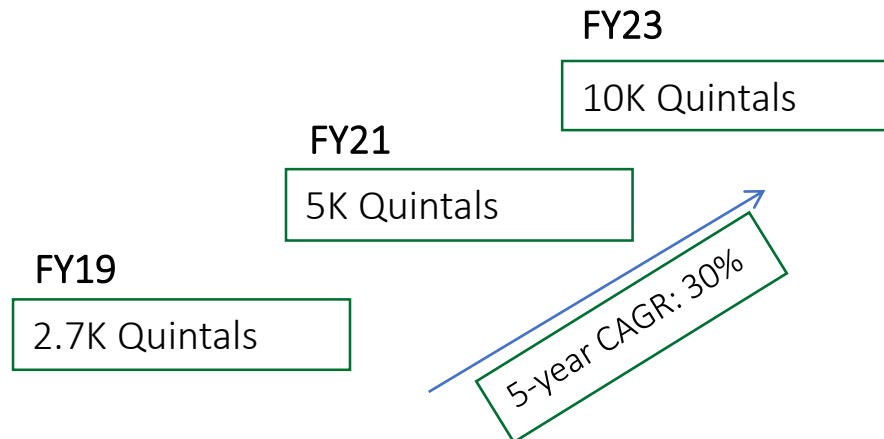
## Cotton



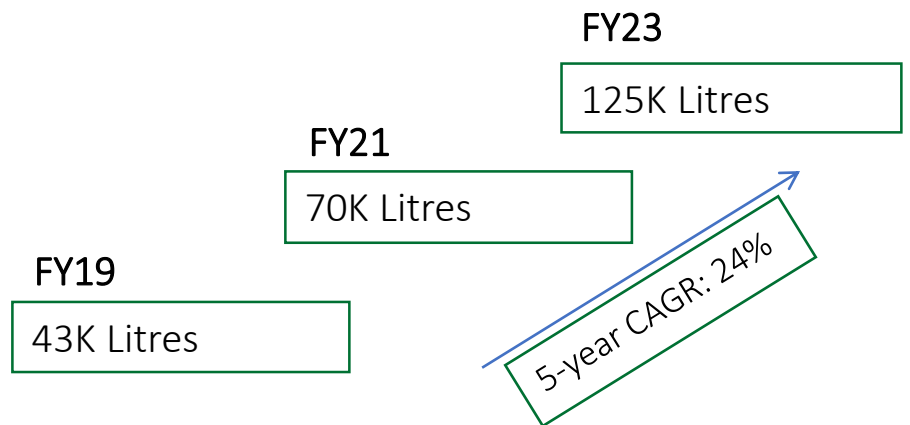
## Paddy



## Vegetables



## Win Chi Win

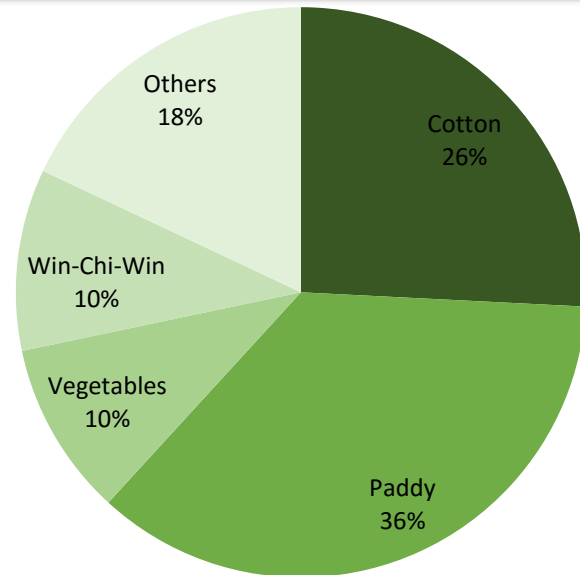




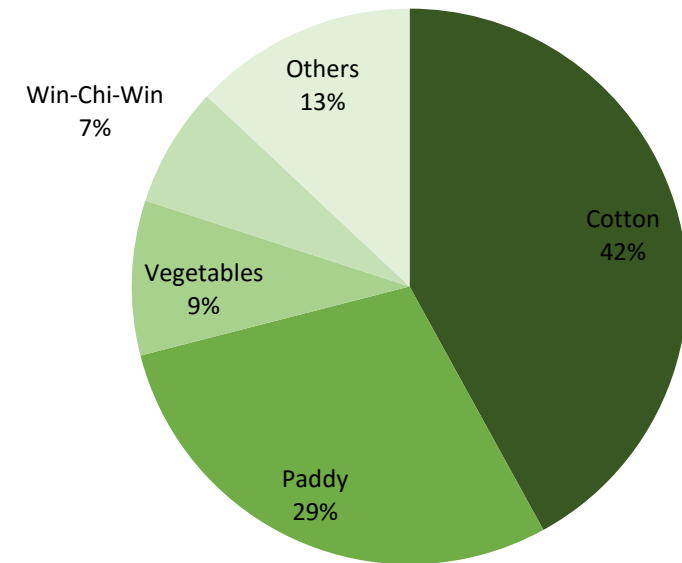
## ..Resulting in Multi-Fold Value Creation..

Revenue by FY20	INR 2,800-3,100 Mn
Revenue by FY21	INR 4,000-4,500 Mn
Gross Margin	50%+
Long Term Debt	NIL

### Roadmap to A Successful Future



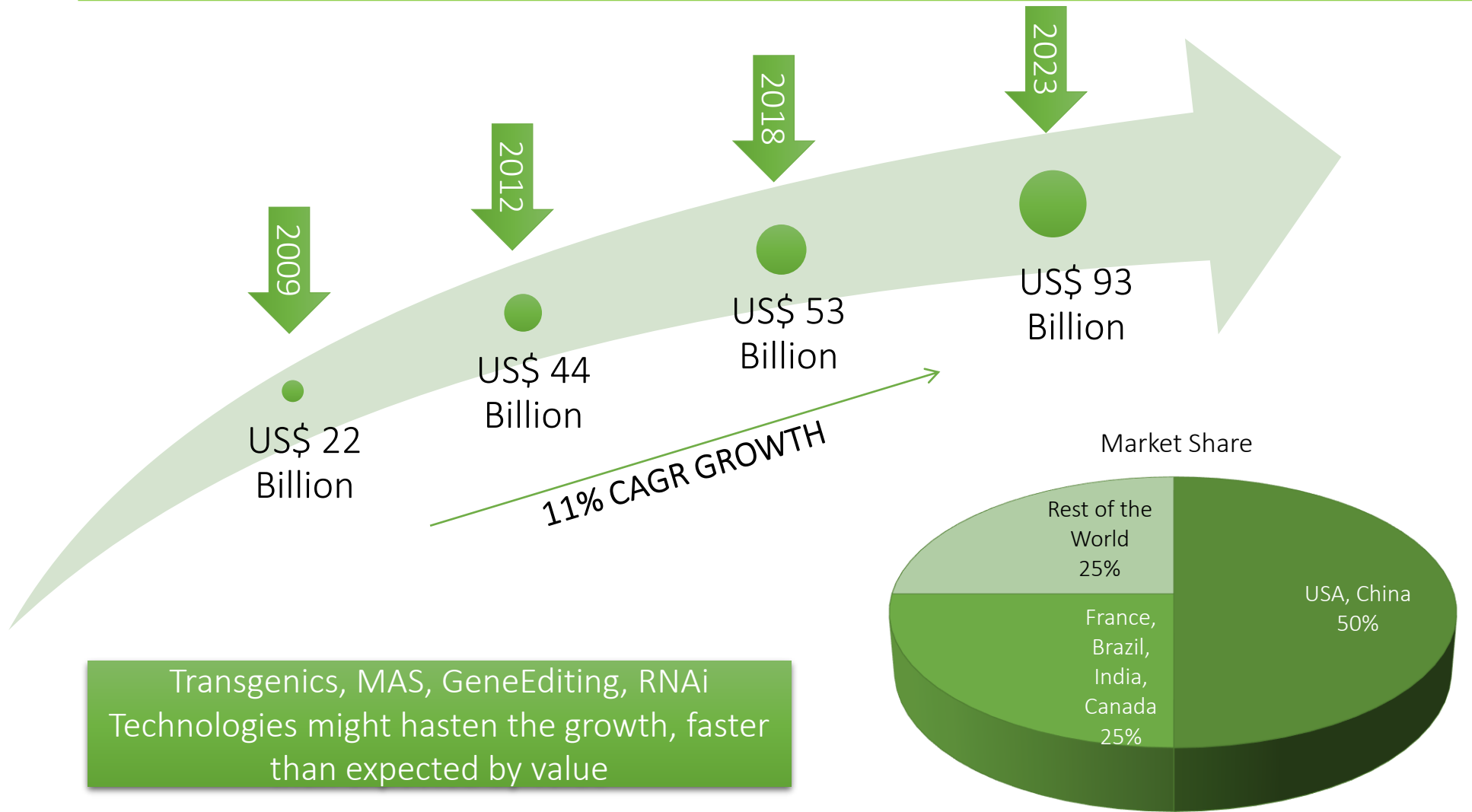
FY19 Revenue  
INR 2.3 Billion



FY21 Revenue Estimate  
INR 4.0-4.5 Billion



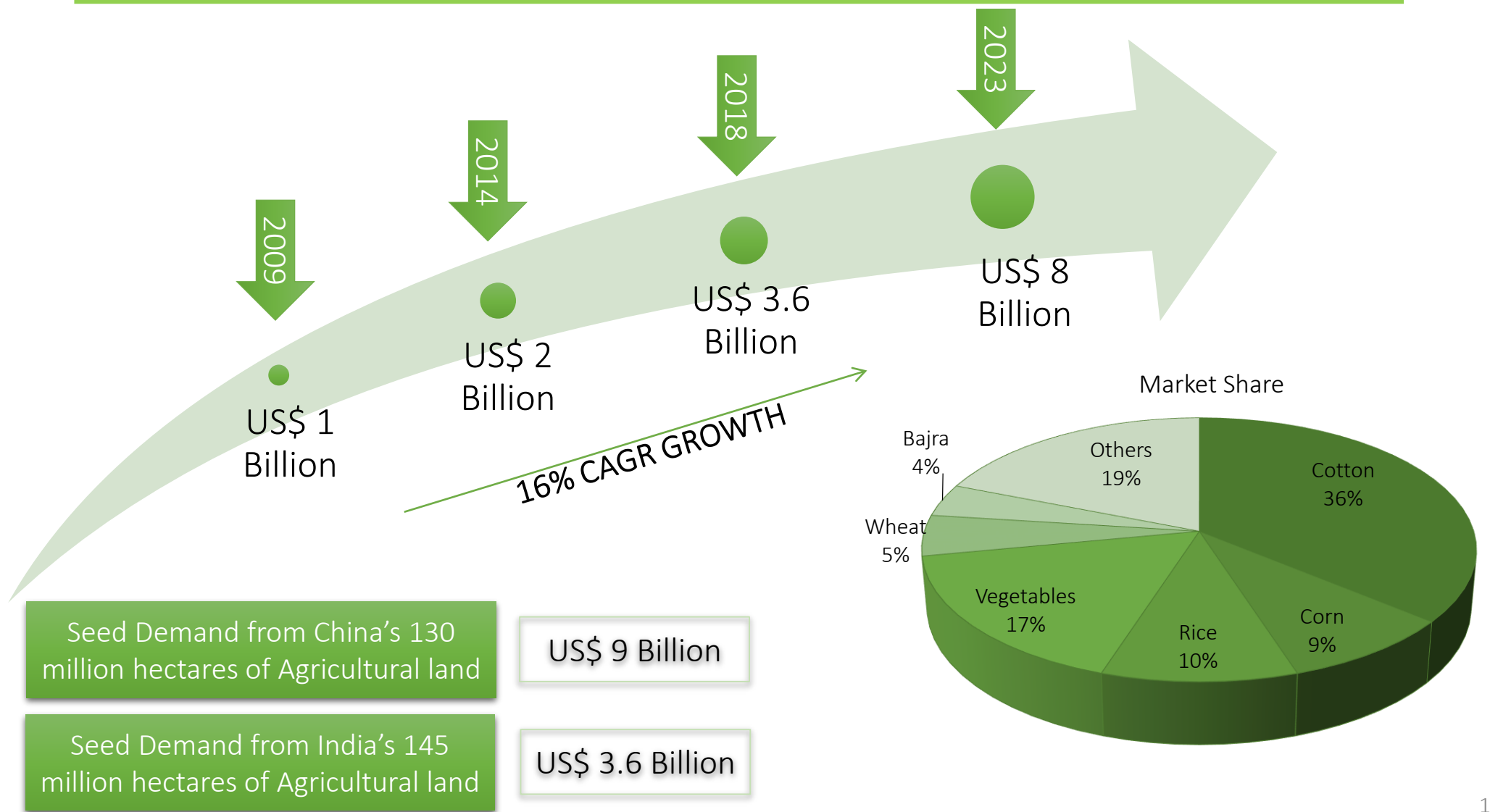
# ..In a Fast Growing Industry – Global Seed Market..



Transgenics, MAS, GeneEditing, RNAi Technologies might hasten the growth, faster than expected by value



# Indian Seed Market At an Inflection Point..



Source: Research & Markets



## ..Through an Organisation Focused on R&D; With Best-in-Class Infrastructure..

- ✓ High quality standards and compliance
- ✓ 18 Breeding and Evaluation R&D Stations in different Agro-Climatic conditions
- ✓ More than 300 acres of land dedicated to Research and Development, across the nation
- ✓ Collaboration with reputed International and National Centres of Excellence (NRCPB, CIMMYT, IRRI, ICRISAT Etc.)
- ✓ Team of hand picked plant breeders and biotechnologists, located at key R&D stations, across the country, guided by R&D veterans.



**Dr Satish Raina; PhD;**  
*4 decades of experience; NRCPB, IARI & IRRI. International Expertise & Recognition for Transgenic and Biotech R&D programs*



**Dr Ish Kumar; PhD;**  
*5 decades of experience; One of the top leaders in Hybrid Rice. Syngenta, Rasi, Bayer, IRRI*



**Dr Chandra Pathak; PhD;**  
*4 decades of experience; Seminis, Monsanto, ICAR and World Vegetable Centre Taiwan. Renowned Expertise in Vegetables R&D*

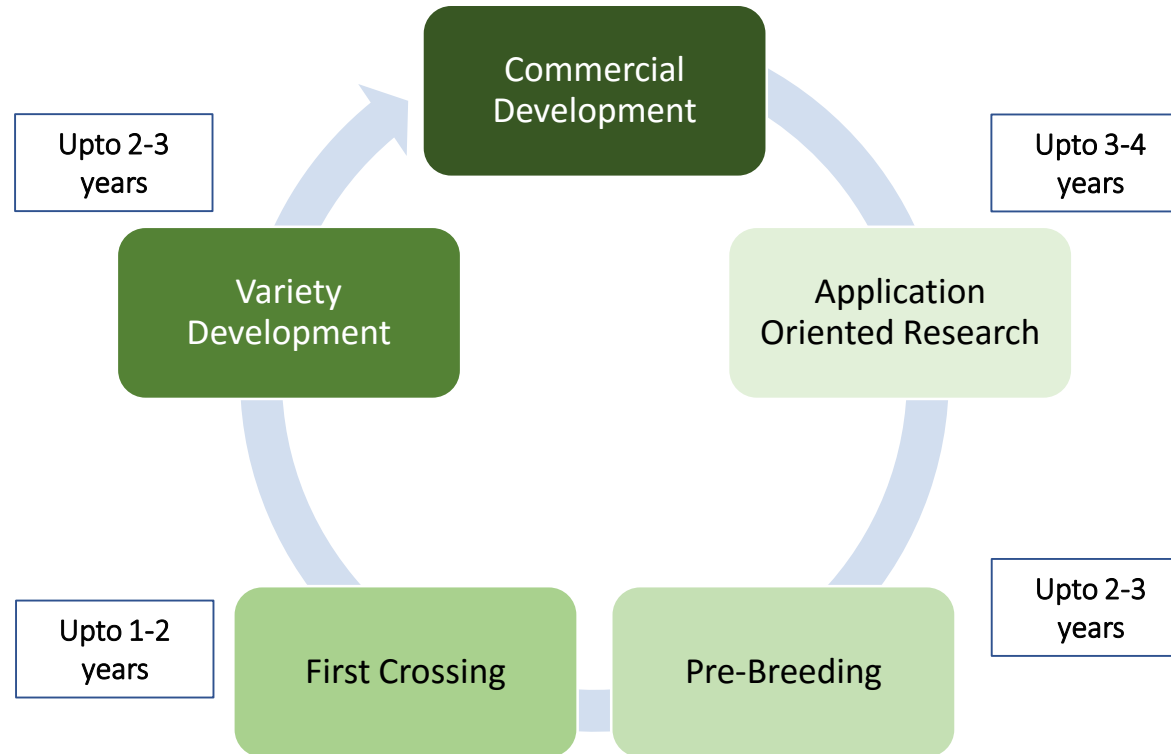


**Dr Venkatesh Kulkarni; PhD;**  
*Plant Breeder of Proven Track Record in India and Abroad. Experience at JK Agritech, ICRISAT & ICAR*



# ..R&D Focused Technologies to Boost Breeding..

Developing new product takes 6-8 years: Conventional Approach



At NBIL, We are Re-Engineering Traditional Plant Breeding with tools of RGA (Rapid Generation Advance), Modern Biology/Molecular Biology/Bio-informatics, so as to Breed Crops of Choice with High Yield Potential and Superior Adaptability

# ..R&D Beyond Compare..

Cotton



- Designed for major agro – climatic conditions
- High level resistance to Sucking Pests & Water Stress (Drought)

Paddy



- Widely adapted Heterotic Hybrid with High Yield Potential and resistance to diseases
- Breeding Speciality: Open Pollinated Varieties (OPV)
- Qualities: Long cylinder, aromatic and non-aromatic, Long and medium bold, even for the Poha segment

Vegetables



- Breeding for resistance to the most notorious viruses & pests
- High yield, appropriate size, shape and colour, and maturity key factors
- Heat, virus tolerant Tomato and Okra at Marketing Stage
- Virus Tolerant Hot Pepper Hybrids at Advance Testing Stage

# ..R&D Infrastructure of International Standards..

## Cotton & Other Field Crops



- 200 acres of R&D farm at Isarwadi, Aurangabad for major field crops: Cotton, Maize, Millets, Wheat, Oil Seeds crops
- Cold Storage, Seed Increase, Innovative Breeding Experimental Studies, Administrative and Technical Support Systems

## Paddy



- Specialised R&D Centre at Hyderabad exclusively for Rice R & D
- 20 acres of dedicated Paddy Research Farms and parental line seed production

## Vegetables



- Exclusive 30 acres facility established only for Vegetable Crops near Aurangabad
- Includes several acres of Poly-houses and net houses



# Cotton: Jewel in the Crown



Best range of Bt-Cotton Hybrids in India



NBL's premium cotton hybrid seed will ensure market leadership in cotton for next 5 years



Developing Seeds which meets farmers' Needs



Enhanced Drought Resistance



Assured Yield in varied climatic conditions



High Resistances to Sucking Pests

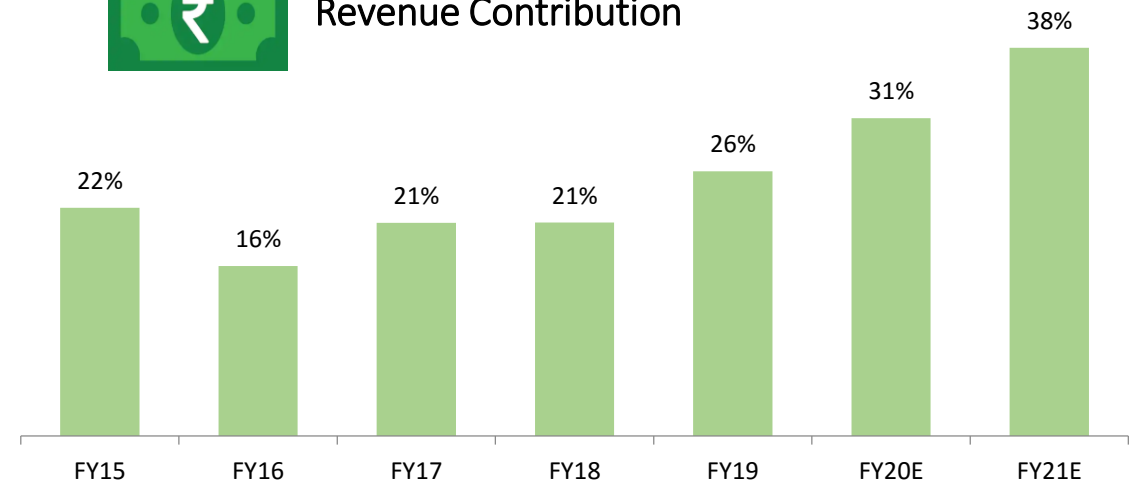


Growth Projection

Sales Projection	Million Packets
FY17-18	0.5
FY18-19	0.8
FY19-20	1.2
FY20-21	2.0



Revenue Contribution





# Cotton: Differentiated Products to drive Market Share

## Zone Wise Product Performance vs Peers All India Coordinated Trials (ICAR and Min. Agriculture, New Delhi)

South Irrigated			Central Irrigated			South Rainfed			Central Rainfed		
Product	Yield*	Rank	Product	Yield*	Rank	Product	Yield*	Rank	Product	Yield*	Rank
NBC 111	20.8	1	NBC 1111	21.8	3	KCH 301	19.1	1	NBC 1103	14.6	1
JK 15551	14.4	8	JK 15551	18.8	12	NBC 1103	18.2	3	KCH 301	12.9	8
KCH 302	13.1	15									

Yield\*: Quintal/Hectare

- NBC: Nath Bio
- JK: JK Agri
- KCH: Kaveri Seeds

## Latest versions of Above Highly Ranked Cotton Seeds

### NBC-10

- Early to medium maturity (140-150 days) product
- Ideal for rain-fed conditions and has superior tolerance to dehydration stress
- Enhanced resistance to sucking pests
- Better volume-weight with lower physical dropping
- Best assured yielder in this segment, even under entirely Rain-fed conditions

### NBC-1022

- Full maturity (170-180 days) product, highest yielder
- Ideal for irrigated conditions
- High level resistance against sucking pests and highest bolls bearing G. hirsutum hybrid







# Cotton Industry Outlook

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## Domestic Cotton Industry

- Bt Cotton seed market is of 50 mn packets per annum and around 30% of the total seed market.
- India's 2018-19 forward cotton export contract up 100% YoY
- In 2017-18, India could not sign as many forward contracts since cotton availability was restricted

## Monsanto Lawsuit in India

- ✓ Monsanto has received BG II technology patent
- ✓ Royalty rates have been reduced from INR 39 per packet of 450 gms in FY19 to INR 20 per packet in FY20.
- ✓ Will mean lower domestic competition due to high cost of royalty to Monsanto





# Paddy: Focus on Hybrids – Exceeding the Yield Barrier



NBIL already has significant presence in high-yielding, disease-resistant hybrid paddy seeds

We have now come up with a new range of Super Hybrids and an exceptional collection of speciality OPV products.



## Growth Projection

Sales Projection	Quintals
FY17-18	50K
FY18-19	56K
FY19-20	60K
FY20-21	72K



## Revenue Contribution

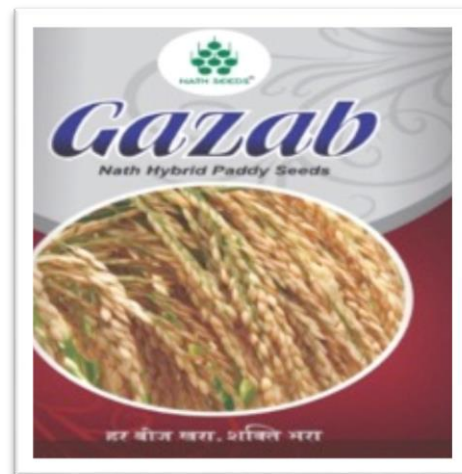




# Paddy: Market Leaders; Super Hybrids

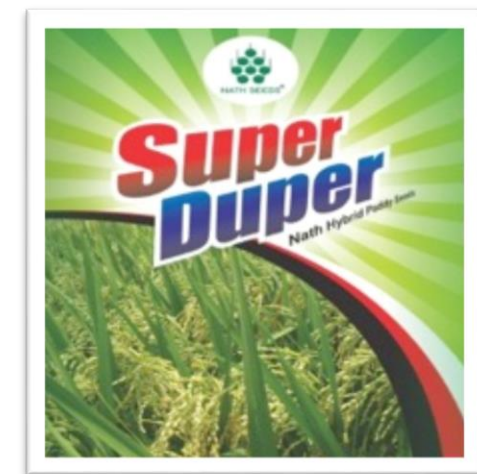
## Gazab

- ✓ Highest Yielding Medium maturity hybrid (120-125 days). Average yield: 9-10 tons/ha
- ✓ Non-shattering and very high milling out-turn (more than 70%)
- ✓ High degree tolerance for BLB and sheath blight



## Super Duper

- ✓ Early maturity duration (110-115 days). Average yield: 8-9 tons/ha
- ✓ Very high grain fertility (95-98 %)
- ✓ Disease-free expression in addition to high yield potential





# Paddy: New OPVs for New Emerging Market Segments

## Shweta-43

- ✓ Much in demand, short cylinder grain type
- ✓ Medium maturity (125 days) & Medium plant height (110 cm)
- ✓ Average yield/ha (6-7 tons)& Suitable for Kharif as well as Rabi



## Khushi-27

- ✓ Very attractive medium fine grain, having an average of 325-350 grains/panicle
- ✓ Short heighted (80-90 cm), non-shattering and non-lodging
- ✓ Maturity: 120-125 days; Tolerant to blast and BPH with Average Yield: 25-30 qtls/ha





# Paddy: New OPVs for New Emerging Market Segments

## Kasturi-09

- ✓ Strong aromatic and long cylinder grains, reputed for excellent cooking and eating quality characteristics
- ✓ Semi dwarf (95 cm), non lodging with Medium maturity (125 days)
- ✓ Grain quality characteristics similar to the famous Basmati 1121; shows resistance to BLB



## Menka

- ✓ Long fine, basmati type, highly aromatic grains; Very good cooking quality  
Fits well in rotation with Wheat, Potato and Chick pea cropping system; popular in Western UP and MP
- ✓ Medium Maturity (115-120 days) with Compact Plant-type. High yield (4-5 ton/ha), head rice recovery 55%





# Hybrid Rice to help meet India's Food Security Mission

India Rice Requirement by 2020:  
**122 million tonnes**

Current Rice Production:  
**100 million tonnes**

**-22** →  
Million Tonnes

National Food Security Mission (NFSM)

- Rice
- Wheat
- Pulses

Hybrid Rice

Boost productivity levels  
to > 10 T/Ha

Early & Medium Maturity

Higher Profitability to  
Farmers





# Vegetables: Multiple High Value Products



Multiple crops per year provide sustainable revenue stream



Diversified Portfolio of high value & highly competitive products



Hybrid Vegetables hold Significant Potential



Higher Yield



Disease and Pest Resistance



Better Quality

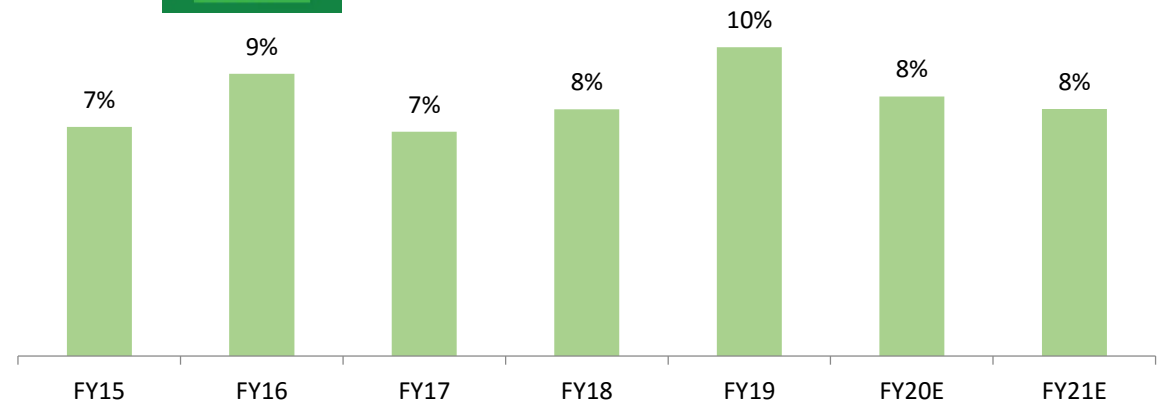


Growth Projection

Sales Projection	Quintals
FY17-18	3,200
FY18-19	2,700
FY19-20	3,500
FY20-21	7,000



Revenue Contribution



# Vegetables: Supplying India's Best Hybrid Products

## High Value Products



### Tomato

- Unique high level virus resistant
- Highest market share



### Okra

- Resistant to virus with better quality & yield
- Large product pipeline



### Chilli

- Very good hybrid vigour and profuse fruit branching
- Novel source of high level tolerance to viruses

## Other Vegetable Products

- Brinjal
- Bottle Gourd
- Bitter Gourd
- Sponge gourd
- Ridge gourd
- Cucumber



Hybrid Vegetable Market Size: INR 25 – 30 Bn

### Hybrid Vegetable Industry: Market Break-up

Okra	14%
Chilli	9%
Tomato	10%
Onion	9%
Gourds	9%
Cucumber	6%



# Vegetables: Hot Favorite Hybrids

Priya



NOH – 05



NBH – 13



NTH – 1894



NBGIH – 274



NCH – 2





# Plant Nutrient Supplement : Exclusive Tie-Up for Win Chi Win



Exclusive Tie up with a Chinese company to market Win chi Win in India  
Proven Performance: Visible & quantifiable gains



Round-the-year: High demand in Vegetables, Field and Horticulture Crops & even Plantation Crops



Negligible Competition in this segment



Enhances Growth



Protects & Nourishes crop, especially under abiotic stress conditions



Easy application

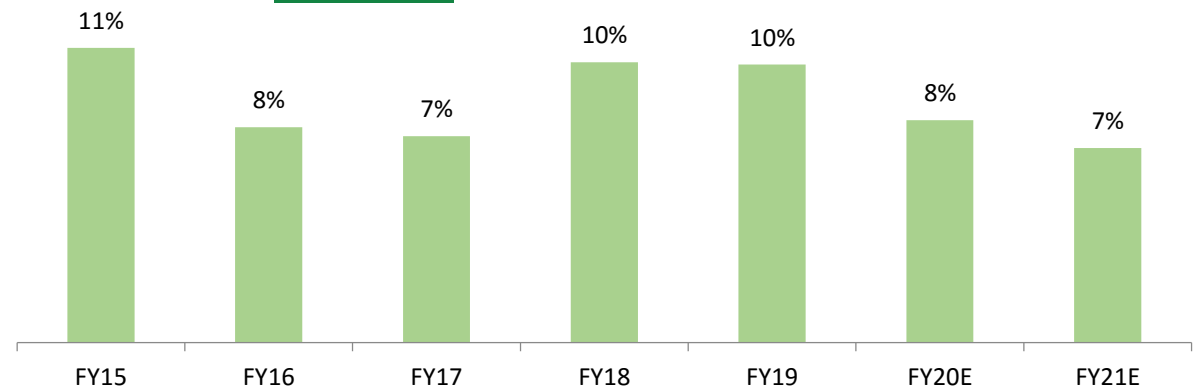


## Growth Projection

Sales Projection	Litres
FY17-18	38K
FY18-19	43K
FY19-20	55K
FY20-21	70K



## Revenue Contribution





# Revamped Marketing: Direct Reach Substantially Enhanced

16

Business Centres

131

Territories

2000+

Distributors



Improving Direct Reach

- Current direct retailers 7,000+
- 20,000+ Direct Retailers by FY21



Increase contract farmers

- 1,50,000 contract farmers
- 15,000 villages



Add Nath Farm Advisors

- 400 Nath Farm Advisors
- Each Managing:
- 30 Villages
  - 10 Retailers
  - 30 Acres Crop Show/Village



# Exports: A Huge Opportunity Unfolding

- ✓ Exploring opportunities in countries with similar agronomical conditions
- ✓ Testing completed; Trial marketing commenced

Products Being Exported	Export Destination	Export Destination
<ul style="list-style-type: none"><li>○ Hybrid corn</li><li>○ Hybrid millet</li><li>○ Grain sorghum</li><li>○ Forage sorghum</li><li>○ Hybrid paddy</li><li>○ Hybrid cotton</li><li>○ Vegetable seeds</li></ul>	<ul style="list-style-type: none"><li>○ Philippines</li><li>○ Pakistan</li><li>○ Bangladesh</li><li>○ Nepal</li></ul>	<ul style="list-style-type: none"><li>○ Egypt</li><li>○ Saudi Arabia</li><li>○ Myanmar</li><li>○ Sudan</li></ul>

## Philippines & Sudan – Significant Growth Expected; Final Approvals Pending

- NBL team spent significant time to conduct Multi Location Trials, jointly with Govt. of Philippines, carry-out elaborate Regulatory and Agronomic Trials.
- Multi Location & Agronomic Trials with Govt. of Sudan also in process
- NBIL’s selected Bt-cotton hybrids are on the verge of commercialisation
- NBIL is set to receive approvals for Fusion Bt-Cotton seeds in the Philippines; Bt-Cotton & Vegetable seeds in Sudan

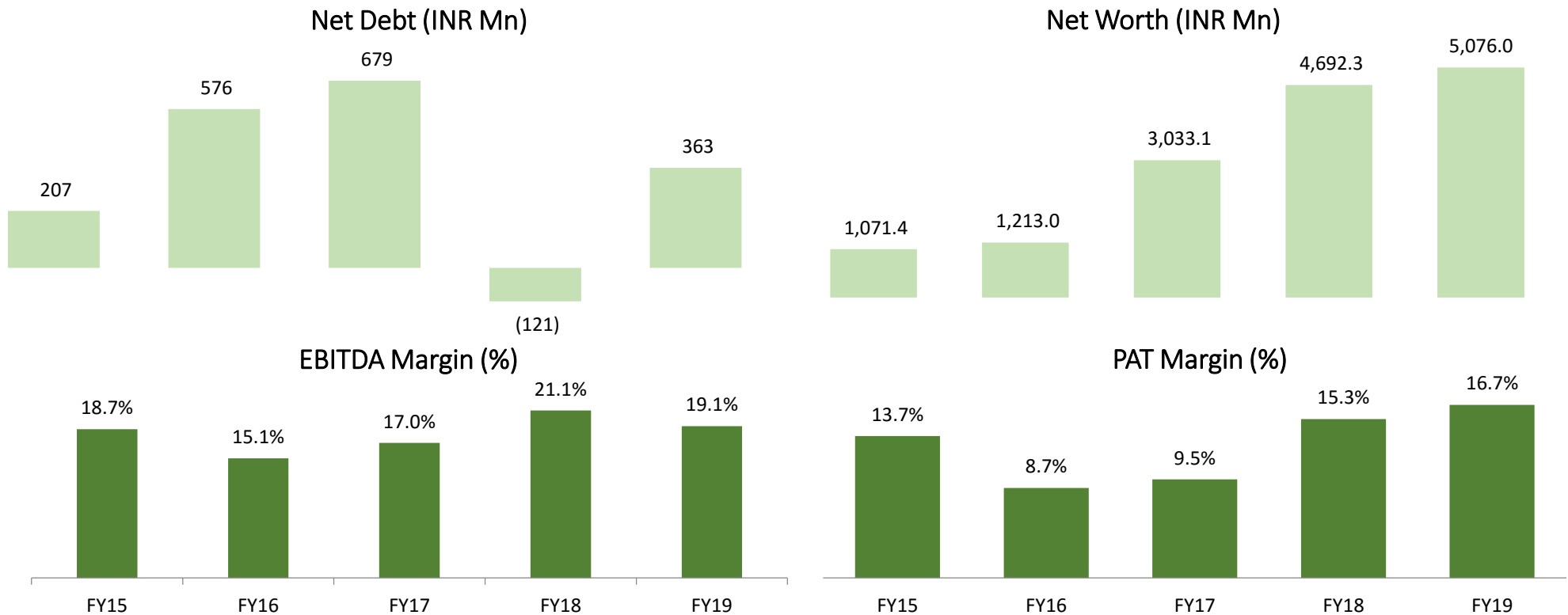
# Improving Profitability; Strong Balance Sheet

✓ Zero Long Term Debt  
QIP funds used to repay full debt in Feb'18

✓ Return Ratios Improving  
On back of higher profitability

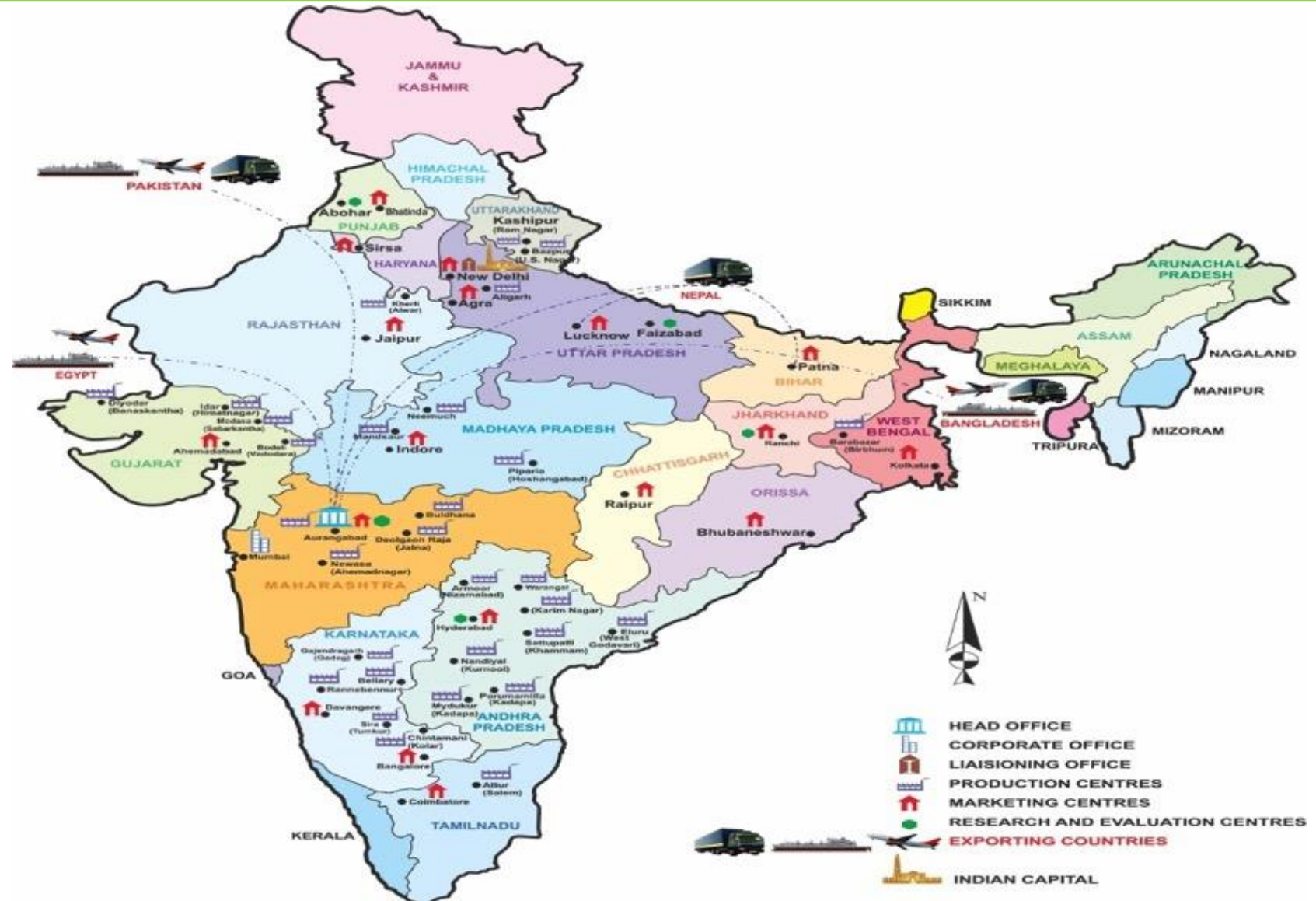
✓ Land Bank worth INR 200 crores  
To be monetised to fund future Capex requirement

✓ Working Capital Improving  
Inventory Days down from 300+ days to 245 days





# Outreach



# Leadership Team



**Mr. Nandkishor Kagliwal – Chairman**

Founder chairman of Nath Group. He is a Post Graduate in management from Mumbai and USA. He was the President of Maharashtra Economic Development Council (MEDC) and also served as a member of Maharashtra's planning board, western regional council of Industrial Development Bank of India (IDBI), State Bank of Hyderabad and SICOM.



**Mr. Satish Kagliwal – MD**

Managing Director of the Nath Bio-Genes (India) Limited. He is also the trustee of Nath Agro Research Foundation. He is a Management Post Graduate and has studied at BITS, Pilani. He has been actively involved in the agri sector for over three decades. Founder President of National Seeds Association of India (NSAI) and Seed Association of Maharashtra (SIAM)



**Mr. Devinder Khurana – CFO**

CFA (US), CAIIB, he is a finance professional with more than 30 years of experience, He started his career in Indian Army. Thereafter, he joined State Bank of Hyderabad and accumulated an in-depth understanding of the banking and finance sectors. He has been instrumental in getting the entire operations of the Company online through the implementation of a cutting-edge ERP system.



**Mr. Madhav Dhande – Business Lead**

M.Sc. in Entomology from PVK Akola University, he is one of the foremost names in the marketing of agro inputs and has a rich experience of 43 years working for numerous renowned MNCs & Indian Seed companies. He has been associated with rapidly expanding Cotton business in highly competitive market.

## Historical Financials – Balance Sheet

Assets (INR Mn)	FY19	FY18	FY17	Liabilities	FY19	FY18	FY17
Fixed Assets	2,317	2,109	2,073	Share Capital	190	190	160
Financial Assets	52	61	60	Reserves & Surplus	4,885	4,502	2,873
Other Non-current Assets	20			Long-Term Borrowings	5	4	201
Inventories	1,554	1,235	1,302	Long-term Provisions	19	19	20
Trade Receivables	1,080	820	518	Short Term Borrowings	572	320	486
Cash & Bank Balances	214	447	58	Trade Payables	502	366	444
Loans & Advances	1,208	1,025	477	Other Current Liabilities	278	278	364
Other Current Assets	15	15	63	Short Term Provisions	9	29	4
Total	6,460	5712	4551	Total	6,460	5712	4551





# Thank You!

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For further information, please get in touch with:

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