



NATH SEEDS®

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

(CIN L01110MH1993PLC072842)

25<sup>th</sup> January 2025

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 31<sup>st</sup> December 2024.

You are requested to take the above information on record.

Thanking You.

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

Dhiraj Rathi  
Company Secretary

NATH SEEDS

हर बीज खरा, शक्ति भरा

■ Nath House, Nath Road, Aurangabad - 431005 (MS) Tel : 0240-2376314/5/6/7  
Email : [info@nathseeds.com](mailto:info@nathseeds.com) [www.nathbiogenes.com](http://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 – Q3 & 9MFY25



 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.

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# 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.

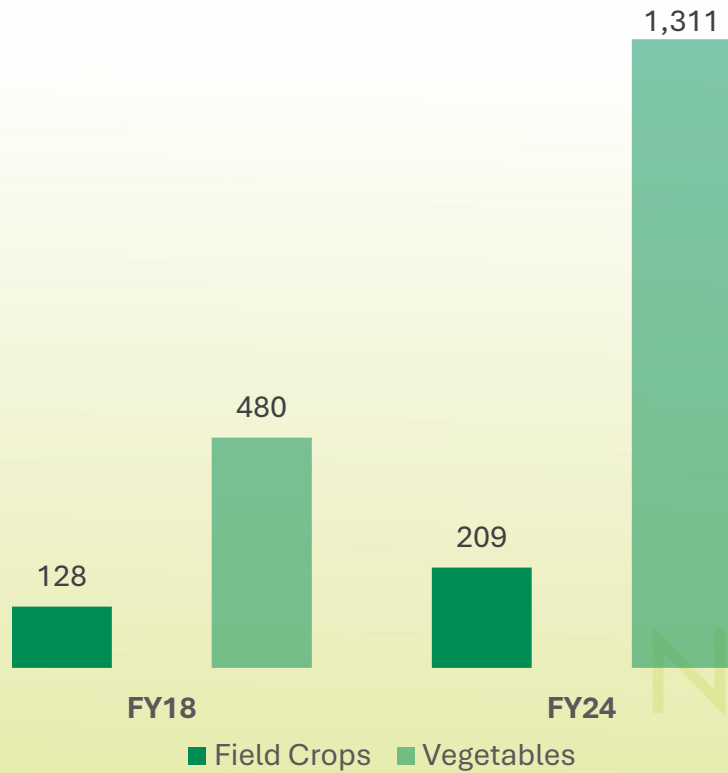


*Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India*

# What our Business Delivered in Last 7 Years

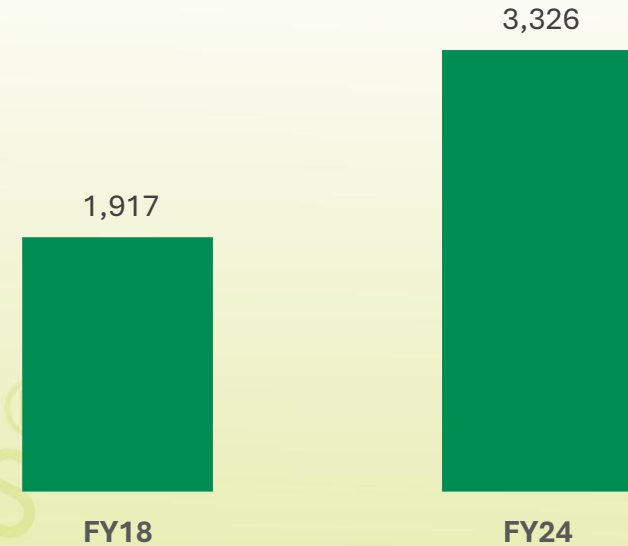


Average Selling Price (Rs/kg) is Increasing



Revenue Growth (INR Mn)

**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...



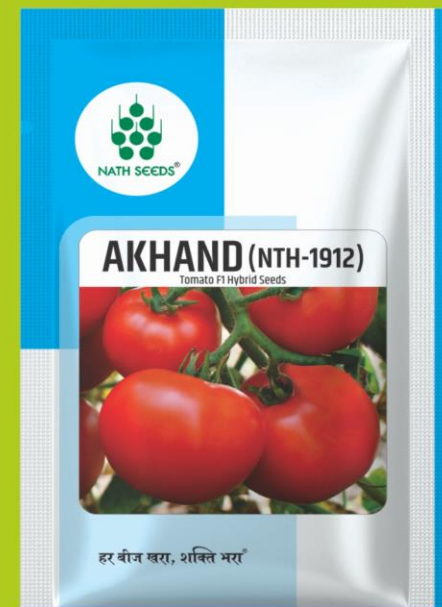


# Testimonials: Akhand



## 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.





# Q3 & 9MFY25 PERFORMANCE



# Key Business Highlights



## Crop Performance

- Cotton in value rose by **6.4%**.
- Paddy in value grew **16.6%**; volume increased by **16.8%**.
- Maize in value surged by **21.3%**; volume soared by **45.0%**.
- Bajra in value increased by **7.4%**.

## Strategic Focus

- Future strategy emphasizes continued focus on NCP segments.

## Portfolio Growth

- The NCP portfolio value has maintained at **46%**, indicating strong market positioning and growth potential.

## International Collaboration

- Export business with the Philippines, trails successful.
- JV in Uzbekistan progresses according to plan

# Key Financial Highlights – 9MFY25

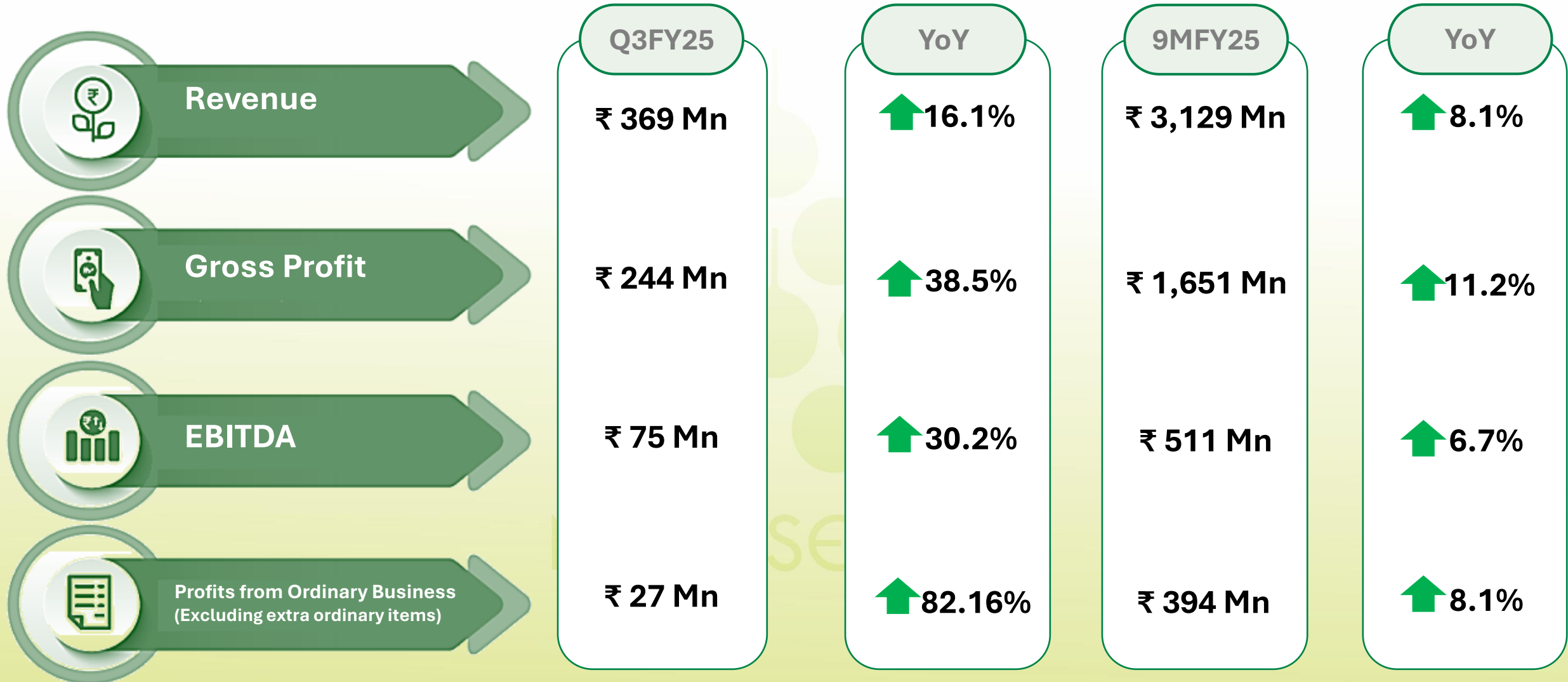


## Financial Performance

- Incremental Revenue growth of **INR 233.5 Mn YoY**
- Gross Margin were strong at **52.7%**
- EBITDA reached **Rs 511.3 Mn**, growing by **6.7% YoY** with high margins at **16.3%**
- Net Profit rose by **8.1% YoY** to **INR 394.3 Mn** ; margins stood strong at **12.6%**

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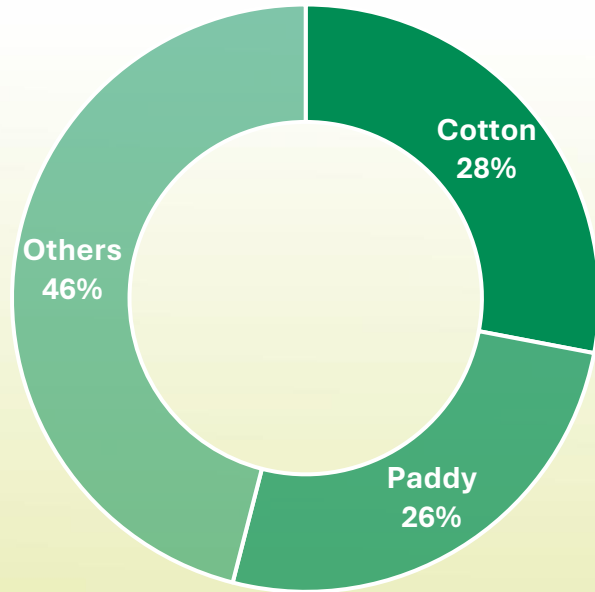
# Key Financial Highlights – 9MFY25



# Segmental Revenue Contribution

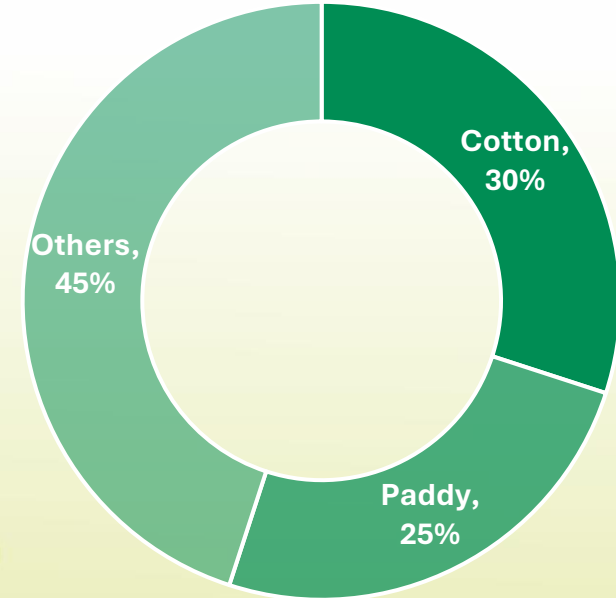


9MFY25 Revenue  
INR 3,129 Mn



■ Cotton ■ Paddy ■ Others

9MFY24 Revenue  
INR 2,896 Mn



■ Cotton ■ Paddy ■ Others

• Others include: Jowar, Bajra, Maize, Mustard, Wheat

# Income Statement



Particulars (INR Mn)	9MFY25	9MFY24	%Change (YoY)
<b>Total Revenue</b>	<b>3,129</b>	<b>2,896</b>	<b>8.1%</b>
<b>Gross Profit</b>	<b>1,651</b>	<b>1,485</b>	<b>11.2%</b>
<i>Gross Margin (%)</i>	<i>53%</i>	<i>51%</i>	
<b>EBITDA</b>	<b>511</b>	<b>479</b>	<b>6.7%</b>
<i>EBITDA Margin (%)</i>	<i>16%</i>	<i>17%</i>	
Depreciation	25	23	8.6%
Finance Cost	85	80	
<b>Other Income</b>	<b>7</b>	<b>2</b>	
<b>PBT</b>	<b>408</b>	<b>378</b>	<b>7.9%</b>
<b>Tax</b>	<b>14</b>	<b>13</b>	<b>2.0%</b>
<b>Tax Rate (%)</b>	<b>3.3%</b>	<b>3.5%</b>	
<b>PAT for the Period (excluding extra ordinary items )</b>	<b>394</b>	<b>365</b>	<b>8.1%</b>
<b>EPS</b>	<b>20.56</b>	<b>19.19</b>	



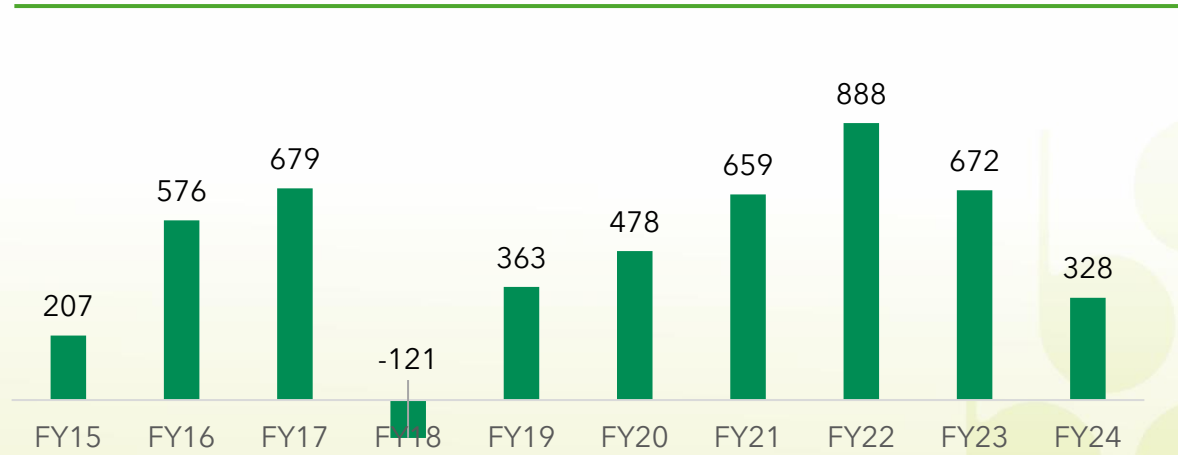
# APPENDIX



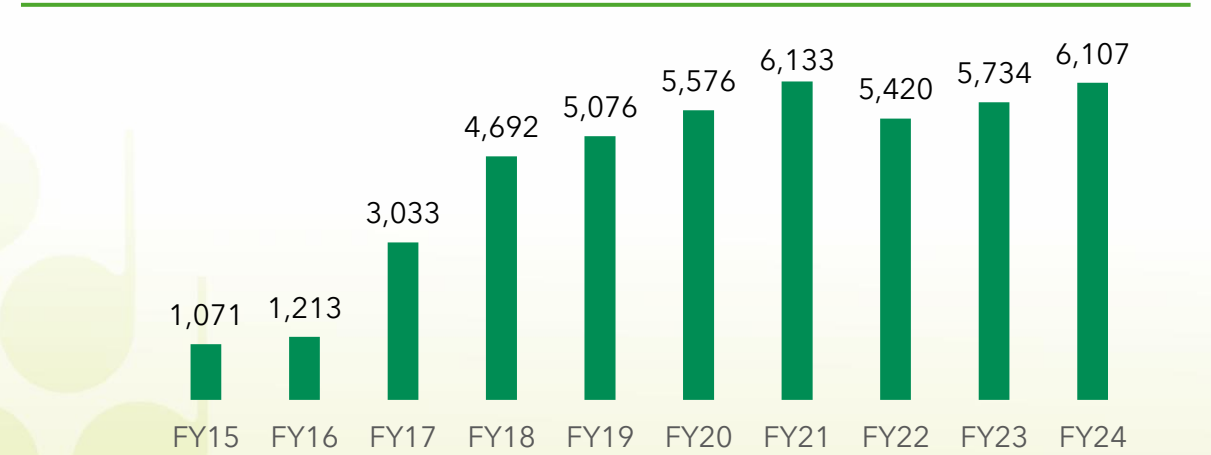
# Maintaining Profitability; Strong Balance Sheet



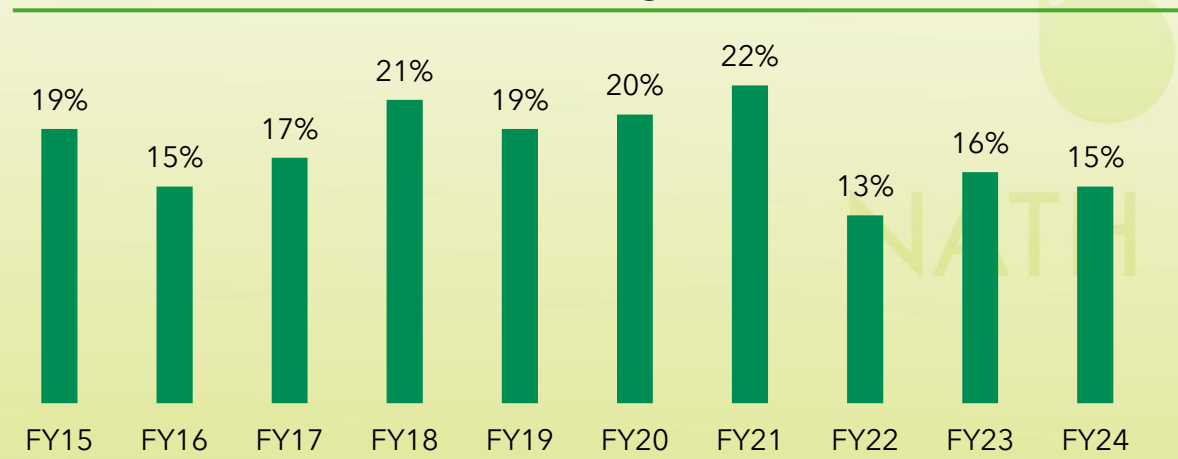
**Net Debt (INR Mn)**



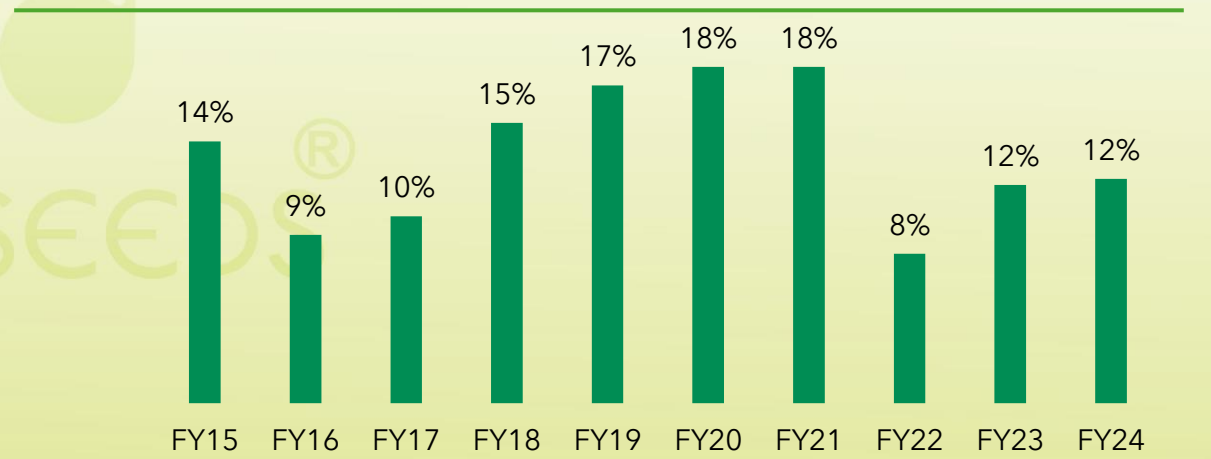
**Net Worth (INR Mn)**



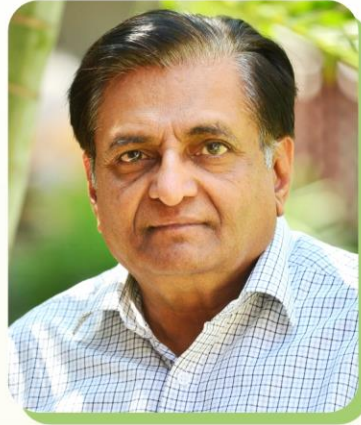
**EBITDA Margin (%)**



**PAT Margin (%)**



# Visionary Leadership; Attracting the Best Talent



**Mr. Nandkishor Kagliwal**  
Chairman



**Mr. Satish Kagliwal**  
Managing Director

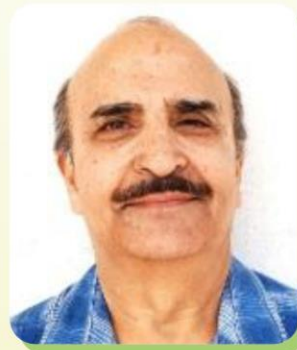
## Leadership Team



**Dr. Capt. Devinder Khurana**  
Executive Vice President



**Mr. Amol Gupta**  
CFO



**Dr. S.K. Raina**  
Head-Genetic Research



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



**Mr. K. Reddy**  
Head-Supply Chain



**Mr. Harish Pandey**  
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
<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>

# 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

Monali Jain

[monali@GoIndiaadvisors.com](mailto:monali@GoIndiaadvisors.com)

M:+91 7597304020