



Certificate No. 16909  
AN ISO 9001, ISO 14001, ISO 45001  
Certified Company

CIN: L24100GJ2015PLC081941



**DHARMAJ**<sup>®</sup>  
CROP GUARD LIMITED

Limitless  
GROWTH

May 15, 2023

To,

BSE Limited Corporate Relationship Department. PJ Towers, 25th Floor, Dalal Street, Mumbai- 400 001	National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G-Block Bandra Kurla Complex, Bandra (East), Mumbai- 400 051.
<b>BSE Scrip Code No. 543687</b>	<b>NSE Symbol:-DHARMAJ</b>

Dear Sir/Madam,

**Sub: -Investors Presentation for the Financial Year and Quarter Four  
Ended on 31<sup>st</sup> March, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we are enclosing herewith the presentation to the Investors on the Financial Results of the Company for the Quarter and Year ended 31<sup>st</sup> March, 2023.

The presentation is also being uploaded on the website of the Company [www.dharmajcrop.com](http://www.dharmajcrop.com) in accordance with Regulation 46 of the Listing Regulations.

We request you to take the same on record.

Thanking you,

For, **Dharmaj Crop Guard Limited**

Malvika Bhadreshbhai Kapasi  
Company Secretary & Compliance Officer  
A52602  
Encl.: As above



# Limitless Growth



**DHARMAJ**<sup>®</sup>  
CROP GUARD LIMITED

**Dharmaj Crop Guard Limited**  
FY23 Investor Presentation | May 2023



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# Executive summary



*One of the fastest growing agrochemicals player*  
**40% 4Y Revenue CAGR**  
**60% 4Y PAT CAGR**



*Capital efficient business model*  
**32% 4Y Average ROCE**  
**28% 4Y Average ROE**



*Backward integration to mark presence across value-chain*



*Reaching a meaningful size to capture next level of opportunities*



*Agile and growth-oriented organization structure*



*Well-capitalized financial structure*  
**Comfortable D/E of 0.16 times**

# Company overview



Incorporated in 2015 by **multi-decade experienced industry professionals** (1<sup>st</sup> gen. promoters with agrochemicals & farming background)

Began with commercial operations & agrochemical **formulation manufacturing in 2016**

**Core purpose:** To provide radical solutions to human beings in such a way that they can grow with full potential and improve their prosperity.

Currently engaged in manufacturing and marketing agrochemical formulations, across broadly two verticals:

- **Branded (B2C)**
- **Institutional (B2B)**

**Upcoming Active Ingredients manufacturing facility** at Sayakha to integrate the Company's business model across the value chain



## VISION

*We are a market-focused, process centred organization that develops and delivers innovative solutions to our customers. Our main aim is to be the most trusted and ethical source of our products across the globe.*



Organisational goal set by founding team during incorporation

**Become a ₹2,000 Crore Company by 2030**

# Company in numbers



## Domestic Presence

**13,500+**

Retail touchpoints



## Institutional Base

**730+**

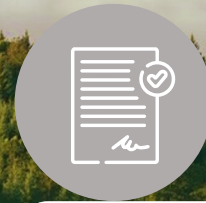
Customer base



## Manufacturing Infrastructure

**25,500 MT**

Formulations Capacity



## Product Registrations

**490**

Total Product Registrations



## Others

**325+**

Team Strength

**4,500+**

Dealers & distributors

Customer base spanning

**26**

countries

**8,000 MT**

Upcoming Technicals & Intermediates Capacity

**200**

Export Product Registrations

**190+**

On-ground Sales Force

Present in

**20 states**

with **16 stock depots**

**230+**

Products in institutional portfolio

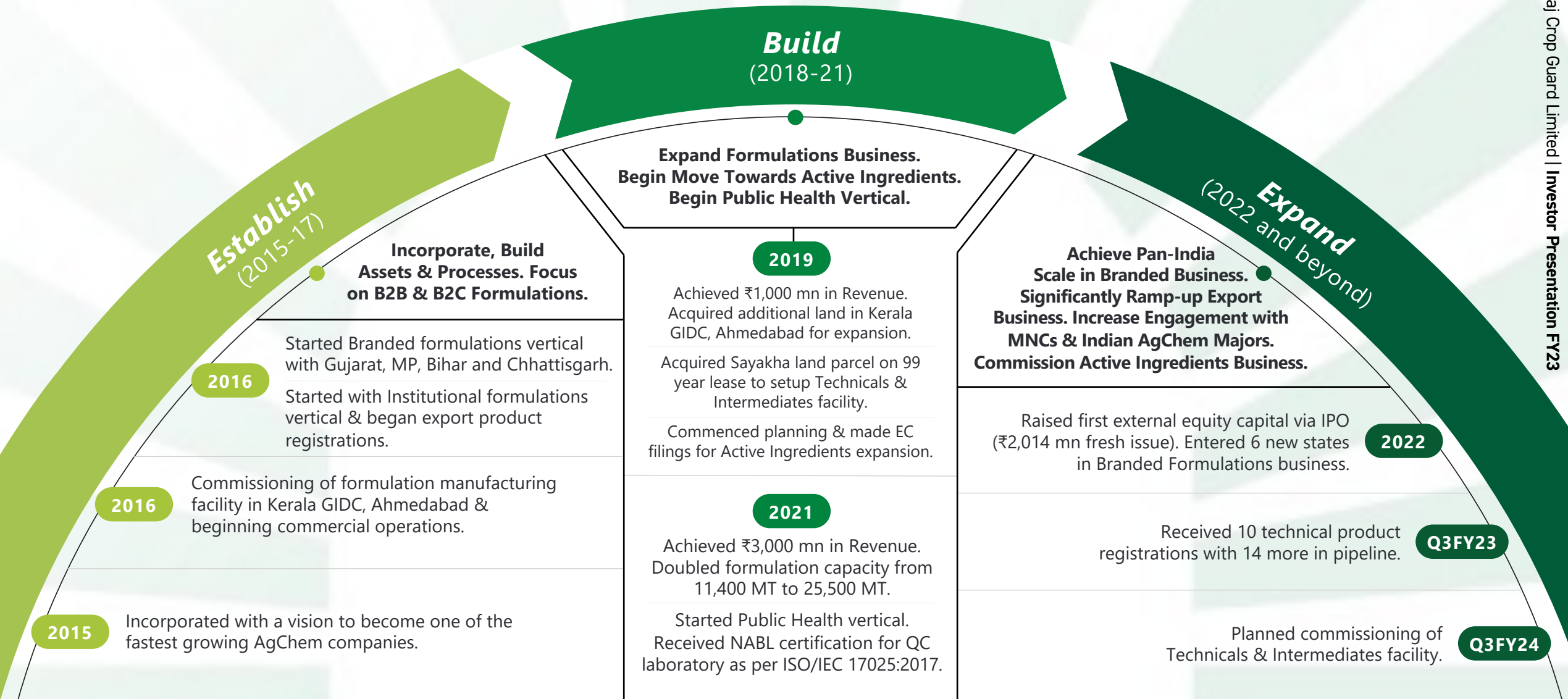
**10**

Technicals Registrations Received, **14** Under Registration

**CRISIL BBB**

Credit rating upgraded to **CRISIL BBB/ Stable/CRISIL A3+** recently

# Establish. Build. Expand.



# Board of Directors

## Board of Directors Personnel

**1 Mr. Rameshbhai Ravajibhai Talavia**  
Chairman and Managing Director

**2 Mr. Jamankumar Hansarajbhai Talavia**  
Whole Time Director

**3 Mr. Jagdishbhai Ravjibhai Savaliya**  
Whole Time Director

**4 Mr. Deepak Bachubhai Kanparia**  
Independent Director

**5 Mr. Bhaveshkumar Jayantibhai Ponkiya**  
Independent Director

**6 Ms. Amisha Fenil Shah**  
Independent Director



25+ years

Of average promoter and management expertise

- 1** • Possesses nearly 3 decades of experience in the agrochemical industry.

• Holds a bachelor's degree in agriculture.

• Leads the overall business strategy of the Company.
- 2** • Possesses nearly 3 decades of experience in the agrochemical industry.

• Holds a bachelor's degree in Science (Agriculture) from Gujarat Agricultural University.

• Heads the manufacturing & purchase function of the Company.
- 3** • Possesses over 21 years of work experience.

• Holds a bachelor's in Science from Saurashtra University.

• Heads the research & development and production function of the Company.
- 4** • Possesses over 3 decades of experience in the agro-marketing field.

• Holds a bachelor's in Technology (Agriculture Engineering) from Gujarat Agriculture University and a diploma in Computer Applications from Data Tech.
- 5** • Possesses over 8 years of experience in audit and taxation.



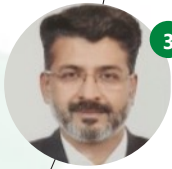

• He a Chartered Accountant and a member of ICAI, and holds a bachelor's degree in Commerce and Law from the Gujarat University.
- 6** • Possesses over 6 years of experience in secretarial matters.

• Holds a bachelor's degree in Commerce from the Gujarat University, bachelors' degree in law from Gujarat University and is a member of ICSI.



# Management Team

## Key Management Personnel

- 1  **Mr. Rameshbhai Ravajibhai Talavia**  
Chairman and Managing Director
- 2  **Mr. Vishal Domadia**  
Chief Executive Officer
- 3  **Mr. Vinay Joshi**  
Chief Financial Officer
- 4  **Ms. Malvika Bhadreshbhai Kapasi**  
Company Secretary and Compliance Officer





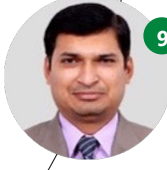

1 **Work Experience:**  
30+ years  
**Ex:** Coromandel International, Crop Life Science

2 **Work Experience:**  
14+ years  
**Ex:** Excel Crop Care, Cheminova India, Sumitomo India, Crop Life Science

3 **Work Experience:**  
25+ years  
**Ex:** Akar Auto Industries, IRM (Cadila Pharma Group), Karvy Comtrade, Satyam Computers, Panasonic India, Gemstone Glass

4 **Work Experience:**  
6+ years  
**Ex:** Kayel Securities, Ideal Systems and S.S.B.I. Exports

## Senior Management Personnel

- 5  **Mr. Bhupendra Varasada**  
Head of Operations – Sayakha Unit
- 6  **Mr. Hitesh Patel**  
Vice President – Marketing
- 7  **Mr. Mahesh Raghavan Vellichiramallnelli**  
Deputy General Manager – Exports
- 8  **Mr. Jitendra Modha**  
Deputy General Manager - Quality
- 9  **Mr. Kalpesh C. Patel**  
Senior Manager Accounts
- 10  **Mr. Mehulkumar H. Polara**  
Manager – Institutional Sales

5 **Work Experience:**  
32+ years  
**Ex:** Sabero Organic, Heranba Industries, UPL, Hemani Industries

6 **Work Experience:**  
19+ years  
**Ex:** BASF India, Monsanto India, Bayer Crop Science, SML Group

7 **Work Experience:**  
32+ years  
**Ex:** Meghmani Organics

8 **Work Experience:**  
28+ years  
**Ex:** Sabero Organics

9 **Work Experience:**  
15+ years  
**Ex:** Jyoti Power Corporation, Elitecore Technologies, Jaihind Projects

10 **Work Experience:**  
13+ years  
**Ex:** Bayer India, Excel Crop Care, Akshay Seed Tech Co.



**Inside**

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# Expanding presence in value chain

Technicals & Intermediates  
Manufacturing:  
Upcoming Facility

**8,000 TPA Capacity**  
coming on-stream  
in Q3FY24

Integrated for key  
**Intermediates**

Formulations  
Manufacturing

**25,500 TPA Integrated  
Capacity** (expanded  
recently in FY22)

Marketing:  
B2C & B2B

**B2C:** Growing distribution  
network spanning **20 states**  
& **13,500 touchpoints**

**B2B:** Actively built working  
relationships with entire AgChem  
industry in past 8 years

Expanding presence  
across the value chain:  
the way forward for Dharmaj

**Improvement** in blended  
margin profile with Active  
Ingredients operations

Will strengthen existing  
formulations business:  
**both B2B & B2C**

Will improve **cost-  
competitiveness** thereby open-  
up export markets in a big way

Will open up  
**opportunities in Public  
& Animal Health** vertical

# Business model: pursuing growth on all fronts

	SIZE	REVENUE CONTRIBUTION	PROFITABILITY PROFILE	GROWTH TREND	GEOGRAPHY
Branded Formulations	<p><b>₹1,448 mn</b> Revenue</p>	<p>27%</p>	<p><b>GPM</b> 30-35%</p> <p><b>EBITDA</b> 14-16%</p>	<p><b>Branded Formulations 4Y</b> <b>33%</b> Revenue CAGR</p>	<p><b>Domestic branded business across</b> <b>20</b> states</p>
Institutional Formulations	<p><b>₹3,287 mn</b> Revenue</p>	<p>73%</p>	<p><b>GPM</b> 15-20%</p> <p><b>EBITDA</b> 10-11%</p>	<p><b>Domestic Institutional 4Y</b> <b>44%</b> Revenue CAGR</p> <p><b>Export Institutional 4Y</b> <b>39%</b> Revenue CAGR</p>	<p><b>Domestic Institutional Business</b> <b>62%</b> of Sales</p> <p><b>Exports Institutional Business</b> <b>11%</b> of Sales</p>
Active Ingredients	<p>Revenue contribution to begin post plant commissioning</p>		<p><b>GPM</b> 28-32%</p> <p><b>EBITDA*</b> 20%+</p>		<p><b>To engage in both domestic &amp; export trade for Active Ingredients</b></p>

Note: Active Ingredients profitability margins as per internal estimates & projections on optimum capacity utilisation, and Branded & Institutional Formulations profitability numbers as per internal estimates based on last 5Y trend.

\*Note – EBITDA (%) at optimum capacity utilization. Exports Institutional Business also includes merchant exports done by the Company.

# Branded formulations (1/5)

## Initial strategy



- 1 Entering 2 new states on an average every year since incorporation, following a clustered growth approach
- 2 Strict focus on trade receivables & cash conversion
- 3 Competitive aggression in pricing and not in credit period
- 4 Innovative trade policies to deliver aggressive growth while adhering to working capital discipline
- 5 Aggressive ground-level marketing, demand generation, and brand building
- 6 Recently entered 6 states in 2022 to step-up growth: Uttar Pradesh, Punjab, Haryana, Uttarakhand, Jammu & Kashmir and Maharashtra

## Distribution built in last 8 years

**13,500 +**  
Retail touchpoints

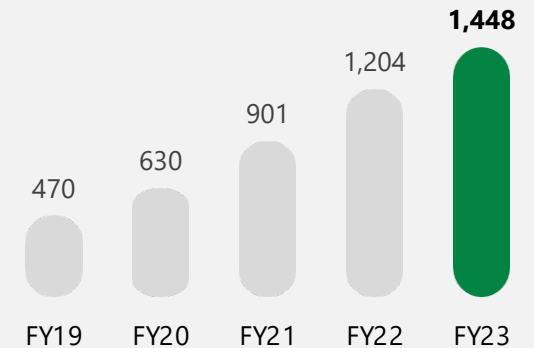
**4,500 +**  
Dealers & Distributors

**20**  
States

**16**  
Stock Depots

## Branded Formulation Sales Trend (₹ Mn)

▲ **33% CAGR**



# Branded formulations (2/5)

## Aggressive demand generation & brand building

Proactive with on-ground demand generation, stakeholder engagement and brand building:



Proactive Dealer Appointments



Regular Farmer Meetings



Organising Field Days



Conducting Field Visits



Organising Product Demonstrations

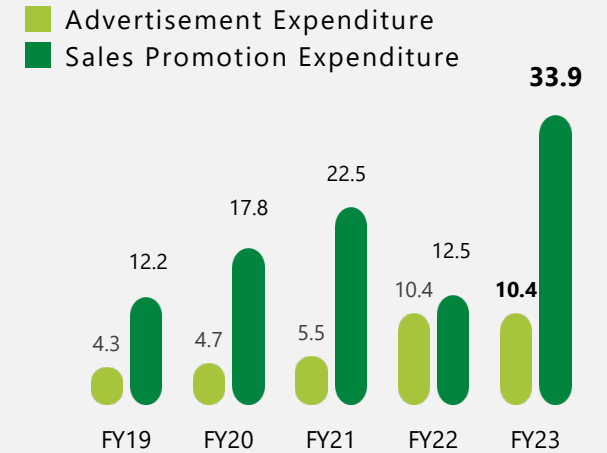


Jeep campaigns

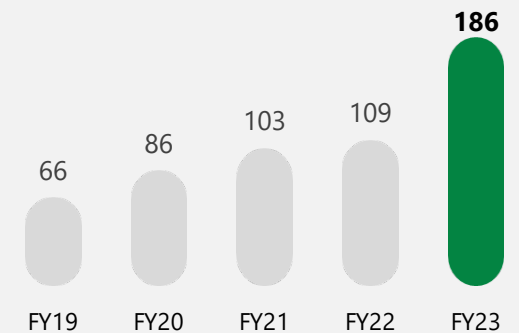


Expansion of Sales Force

## Growing Thrust On Advertisement & Sales Promotion Expenditure (₹ Mn)



## Growing On-ground Sales & Marketing Team (#)



# Branded formulations (3/5)

## Robust brand portfolio

■ Latest Additions: Insecticides
 ■ Latest Additions: Herbicides
 ■ Best Selling Brands



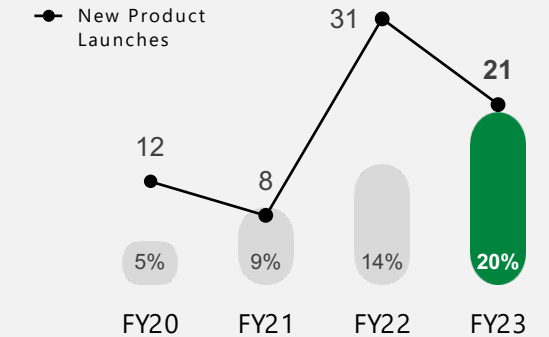
121+ Products

350+ SKUs

## Product Innovation Index

### Contribution from Newly Launched Products (CY & PY launches) & New Product Launches

(% and #)



▶ **New products, combinations, and brand launches** to maintain overall profitability of the portfolio

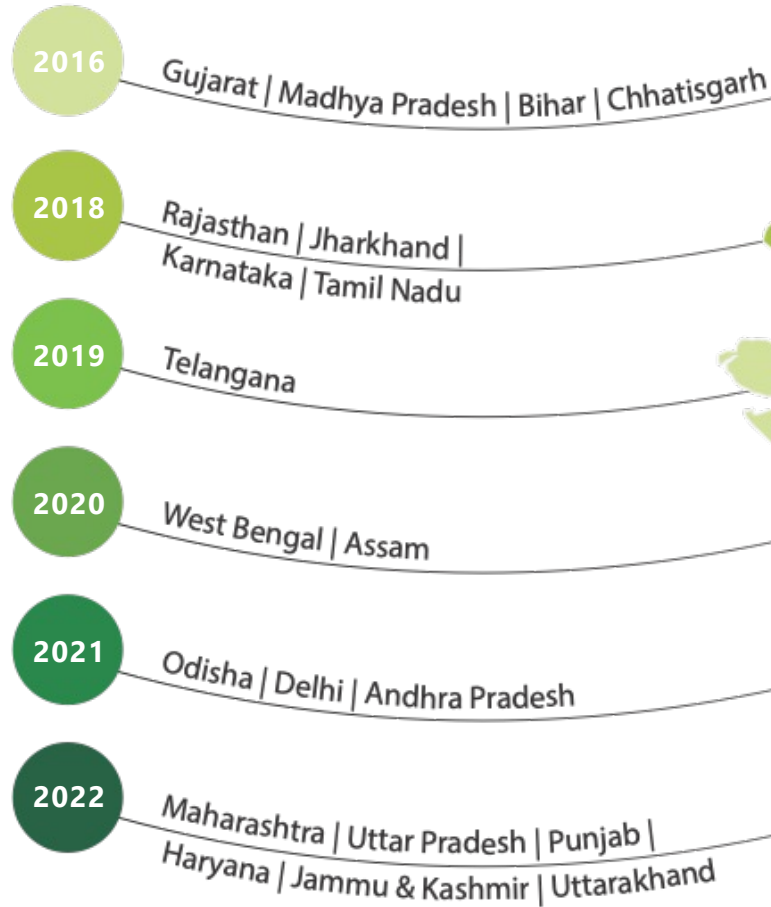
▶ **Product launches** a continuous function

### Key Launches in Last 3 Years:

- | FY23  | FY22  | FY21  |
|---|---|---|
| <ul style="list-style-type: none"> <li>• Anteem</li> <li>• Dharrise</li> <li>• Suristar</li> <li>• Regiment</li> <li>• Pendiza</li> </ul> | <ul style="list-style-type: none"> <li>• Zeekasulf</li> <li>• Dhargor</li> <li>• Parthav</li> <li>• Jojil</li> <li>• Mosam</li> </ul> | <ul style="list-style-type: none"> <li>• Dahaad</li> <li>• Sadavirum</li> <li>• Kohha</li> <li>• Kawayat</li> <li>• Super</li> <li>• Lisoton</li> </ul> |

# Branded formulations (4/5)

## Clustered expansion



□ Presences

## Future Focus Areas

### Strengthening position is existing markets

- Example: establishing ourselves amongst top 5 branded players by sales in Gujarat
- Working to replicate this across other states over time

### Expanding into newer markets, becoming a pan-India player

20 states covered so far, after adding 6 recently in 2022

### Adding new products, formulation combinations, and refreshing portfolio to maintain overall profitability

### Achieving scale to tap next level of opportunities:

Begin move towards tie-ups with global innovators, in-licensed marketing model



# Branded formulations (5/5)

**Leveraging technology to strengthen business:**

1

- Implemented ERP systems
- Digitalisation efforts an ongoing function
- Working on automation of workflow

3

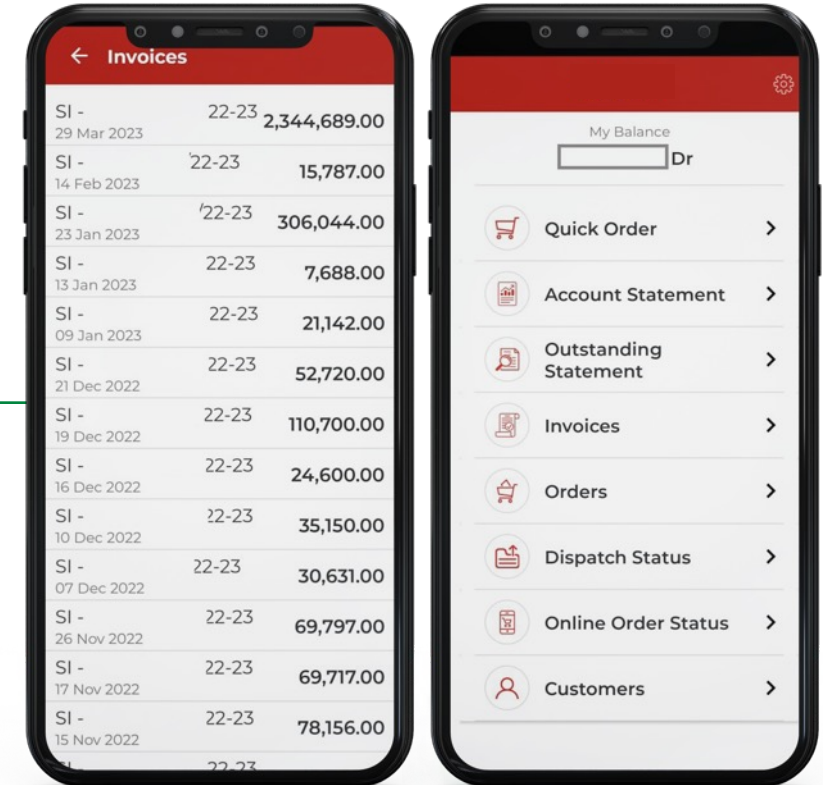
- Completely digital interaction with distribution network:
- Placing orders
  - Invoicing
  - Account statements & ledger generation

2

All key processes have been automated

4

- Working on the next generation of application for the distribution network
- Collaboration with a vendor having AgChem domain expertise



# Institutional formulations (1/3)



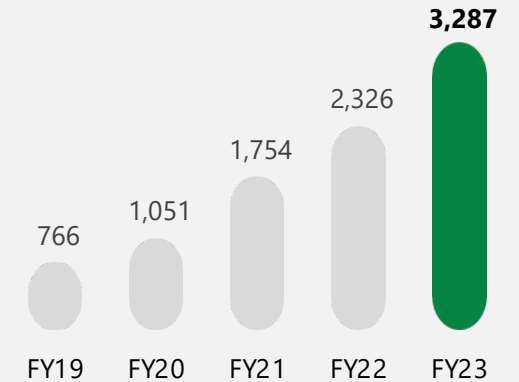
- 1 Institutional formulations business is the biggest revenue vertical for the Company since incorporation
- 2 Formulations marketed in all kinds of packaging to B2B customers in India and abroad
- 3 Actively engaging with small formulators & regional players (<10 Cr sales): **an underserved category**
- 4 Offering 230+ products to 730+ customers of all sizes: MNCs, domestic majors, and smaller firms
- 5 Exports to 70+ institutional customers across 26 countries

## Marquee clients



## Domestic Formulation Sales Trend (₹ Mn)

▲ 44% CAGR



## Export Formulation Sales Trend (₹ Mn)

▲ 39% CAGR



Note: Exports Formulations Sales also includes Merchant Exports

# Institutional formulations (2/3)

## Our product portfolio



### Insecticide

Fipronil 40% +  
Imidacloprid 40% WG  
(Bulk)

Emamectin Benzoate  
5% SG (Bulk)

Acetamiprid 20% SP  
(Bulk)

Chlorpyrifos  
Technical

Chlorpyrifos 50% +  
Cypermethrin 5% EC  
(Bulk)



### Herbicides

Paraquat Dichloride  
Technical

Glyphosate Technical

2,4-D Amine Salt 58%  
SL (Bulk)

Glyphosate 41% SL  
(Bulk)

Metribuzin 75% WG  
(Bulk)



### Fungicides

Carbendazim 12% +  
Mancozeb 63% WP  
(Bulk)

Cymoxanil 8% +  
Mancozeb 64% WP (Bulk)

Azoxystrobin Technical

Azoxystrobin 11% +  
Tebuconazole 18.3% SC  
(Bulk)

Mancozeb 80% WP -  
Yellow (Bulk)



### Micro-Fertilizers

Sulphur 65% + Zinc  
18% (Bulk)

Sulphur 90% GR (Bulk)

Boron 20% (Bulk)

Zinc 12% EDTA (Bulk)



### Plant Growth Regulator

Gibberellic Acid  
Technical

Ethephon 39% SL (Bulk)

Silicon Adjuvent (Bulk)

Hexythiazox  
Technical

# Institutional formulations (3/3)

## Future focus areas

**200**  
export market  
products  
registered

**Currently active  
in 5-7 markets.**

**Plans to expand  
in more  
countries.**

### Domestic Institutional

Backward integration into active ingredients to strengthen cost-competitiveness

More engagement with MNC customers post backward integration, initial orders executed with some groups

### Exports Institutional

Ramp-up export market product registration efforts & investments

Expecting initial registrations to flow from certain African, Latin American, and select developed markets in the coming year

Export business to increase dramatically as backloaded product registrations come in

Efforts to grow beyond existing export markets and increase long-tail

**15**  
product  
registrations  
under process

# Active Ingredients (1/3)

## Foraying into **Technicals & Intermediates manufacturing**

through its upcoming greenfield facility at Sayakha

## **Synthetic Pyrethroids**

will be the initially targeted product basket

## **Key technicals (7-8):**

- Deltamethrin
- Lambda Cyhalothrin
- Bifenthrin
- Alphamethrin
- Cypermethrin

## **Key intermediates:**

- MPBD
- CMAC

## **3 separate production blocks:**

2 dedicated intermediates manufacturing lines

1 multi-purpose technical manufacturing block

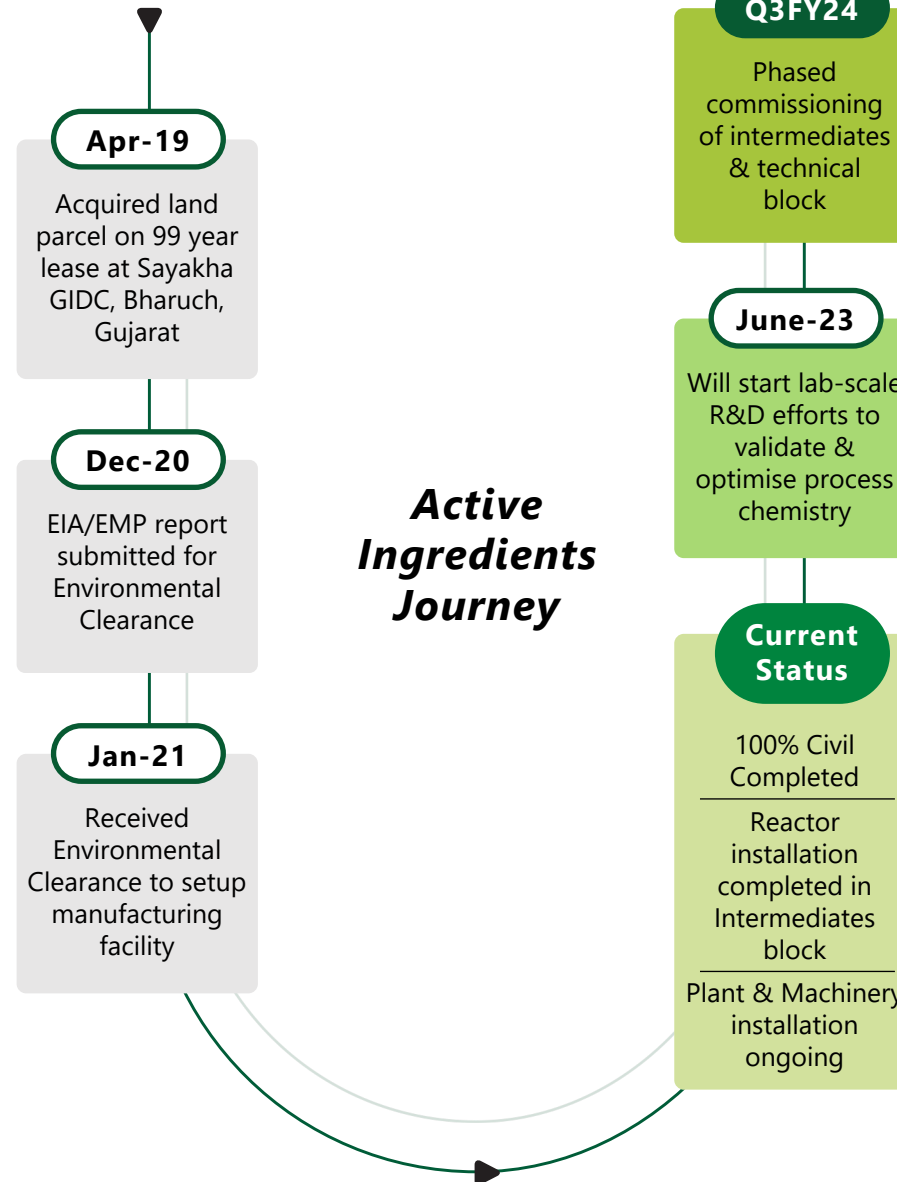
Ability to manufacture 6 technicals simultaneously over 3 lines

Facility being setup in accordance with **export market regulatory standards**

**Dedicated R&D and QC laboratory** with state-of-art equipment

Head of **R&D** appointed, team building ongoing

## Active Ingredients Journey



# Active Ingredients (2/3)

## Manufacturing Capacity

- **2,500 TPA** dedicated MPBD capacity
- **2,500 TPA** dedicated CMAC capacity
- **3,000 TPA** cumulative, multipurpose technical capacity
- **8,000 TPA** Cumulative capacity

## Project Financing

- IPO Proceeds: **₹105 Cr**
- Term Loans Sanctioned: **Up to ₹100 Cr**
- Short-term borrowings to finance working capital requirements
- Internal Accruals to be deployed in both CAPEX & Working Capital

## Potential ~3X

Fixed Asset Turns at Optimum Capacity Utilization & Product-Mix

## Captive Consumption vs. External Sales

- **60-70%** captive consumption for intermediates
- **20-25%** captive consumption for technicals

## Process Optimisations

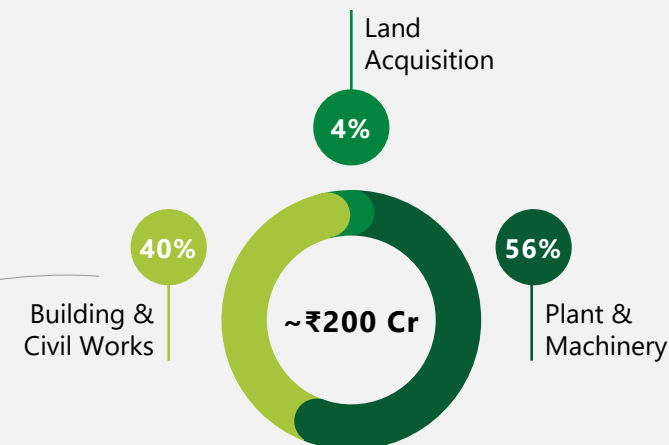
- Latest generation P&M opted for higher overall efficiency
- Improvement in solvent recovery
- Improvement in distillation process to achieve better yields & purity

## Why Synthetic Pyrethroids?

- Open up Public & Animal Health vertical for the Company
- Confident of technical learning curve & plant stabilisation in this product group
- Complementary product profile to existing formulation business
- India strengthening its position as an export hub of Synthetic Pyrethroids
- High potential use in Public Health & Animal Health



## Total Estimated Capital Outlay (%)



Note: ~3X Asset Turns at Optimum Capacity assumes 100% external sales of output manufactured at the Sayakha plant, however, the Company will consume a part of the production as feedstock for formulations vertical.

# Active Ingredients (3/3)

*Status as of early April*



**R&D and  
Administration Block**



**Furniture Work at R&D Laboratory  
and Administration Office**



**Reactor  
Installation**



**Technicals Block (Left Side)  
Intermediates Block (Centre)**



**Material Storage  
Facilities**



**Reactors Installed &  
Piping Commenced**

# Formulation Manufacturing Facility

Fully integrated formulation facility

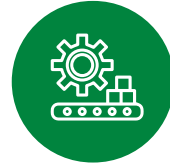
All formulations categories manufactured – **EC, SC, SL, SG, WDG, WP, DP, GR, CS, ZC**

Equipped with bio reactor to treat waste / sewage water to remove pollutants

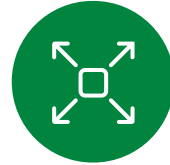
Located at **Kerala GIDC, Ahmedabad**

Equipped with solar power plant of **85,320 KW annual capacity**

Equipped with STP of **7,800 KL capacity**



**25,500 MT**  
Manufacturing Capacity

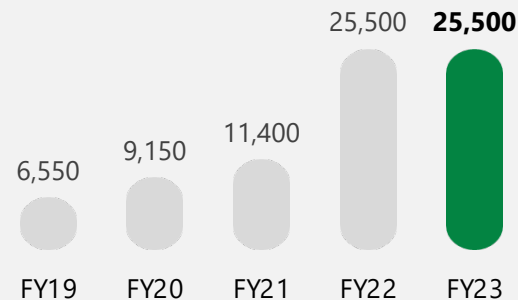


**50%**  
Blended FY23 Capacity Utilisation



**R&D**  
centre at site  
QC laboratory at site

**Manufacturing Capacity**  
(in MT)



## Certifications



Note – Higher formulation capacity built for catering peak H1 season demand.





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# Key Takeaways



**Keep up the pace of growth** as witnessed in past: double topline every three years, pursue growth in all business verticals



**Leverage potential of newly entered** states in branded formulations, while strengthening position in existing markets



**Build export institutional business** with growing product registrations efforts, to reap backloaded results. Enter high-potential markets.



Targeting **new set of opportunities with scale**: licensed formulation marketing, tie-ups with international players, among others



**Make a successful entry into active ingredients**, stabilize plant, and achieve capacity utilization targets (3 years to fully utilize plant)



A background image of a financial candlestick chart with green and red bars, overlaid with a white rounded rectangle containing the word 'Inside'.

**Inside**

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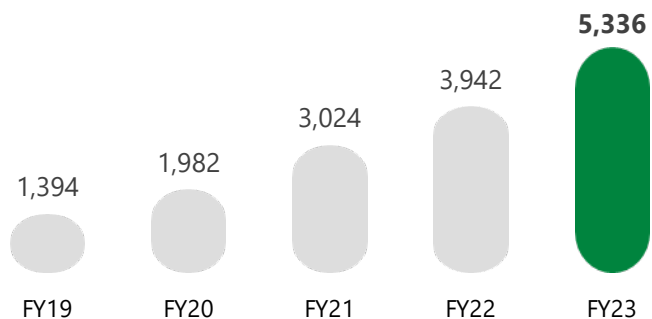
**32**

# Key Performance Indicators

## Revenue from Operations

(₹ Mn)

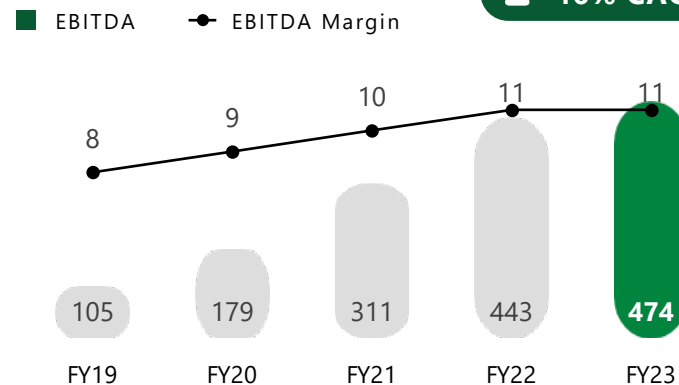
▲ 40% CAGR



## EBITDA & EBITDA Margin

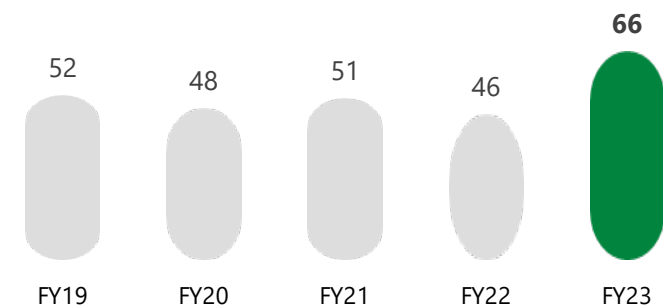
(₹ Mn & %)

▲ 46% CAGR



## Cash Conversion Cycle

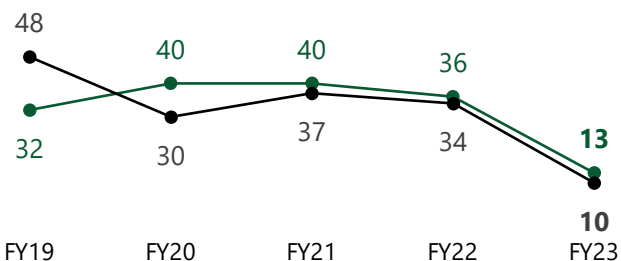
(Days)



## ROCE & ROE

(%)

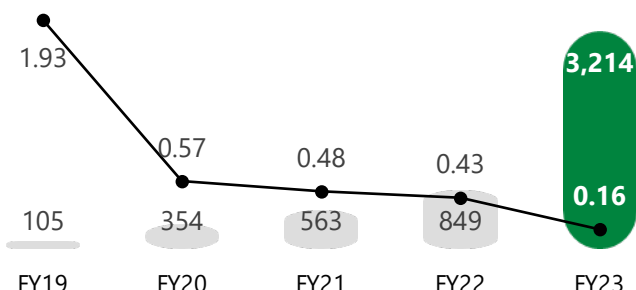
● ROCE ● ROE



## Total Equity & Debt to Equity

(₹ Mn & Times)

■ Total Equity ● Debt to Equity



## Net Block & Fixed Asset Turns

(₹ Mn & Times)

■ Net Block ● Fixed Asset Turns



Note: ROCE & ROE dipped in FY23 due to higher denominator i.e., Capital Employed & Equity, due to the IPO in Dec-22

Note: Equity is significantly higher in FY23 due to the IPO in Dec-22

# Profit & Loss Summary (5Y)

(₹ Mn)

Particulars	FY19	FY20	FY21	FY22	FY23
Revenue from Operations	1,394	1,982	3,024	3,942	<b>5,336</b>
Total Income	1,400	1,992	3,036	3,963	<b>5,381</b>
Gross Profit	<b>285.90</b>	<b>428.55</b>	<b>630.05</b>	<b>799.32</b>	<b>955.76</b>
Gross Profit Margin (%)	<b>21%</b>	<b>22%</b>	<b>21%</b>	<b>20%</b>	<b>18%</b>
Operating Expenses	181	249	319	356	482
EBITDA (Excluding OI & EI)	<b>105</b>	<b>179</b>	<b>311</b>	<b>443</b>	<b>474</b>
EBITDA Margin (%)	<b>8%</b>	<b>9%</b>	<b>10%</b>	<b>11%</b>	<b>9%</b>
Finance Cost	21	22	14	26	<b>23</b>
Depreciation & Amortisation	20	22	26	53	<b>51</b>
Profit Before Taxes (and EI)	70	145	282	385	<b>445</b>
Profit After Taxes	<b>50</b>	<b>108</b>	<b>210</b>	<b>287</b>	<b>331</b>
Profit After Taxes Margin (%)	<b>3.59%</b>	<b>5.40%</b>	<b>6.90%</b>	<b>7.24%</b>	<b>6.15%</b>
Earnings Per Share (₹)*	<b>5.02</b>	<b>8.62</b>	<b>12.74</b>	<b>11.62</b>	<b>12.03</b>

Note: \*EPS not annualised

# Balance Sheet Summary (5Y)

(₹ Mn)

Particulars	FY19	FY20	FY21	FY22	FY23
<b>TOTAL EQUITY</b>	105	354	563	849	<b>3,214</b>
<b>Non-Current Liabilities</b>	181	65	173	280	<b>378</b>
<b>Borrowings</b>	172	51	152	253	<b>335</b>
<b>Current Liabilities</b>	190	506	552	1,067	<b>792</b>
<b>Borrowings</b>	32	151	117	116	<b>189</b>
<b>Trade Payables</b>	129	332	391	914	<b>553</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>477</b>	<b>926</b>	<b>1,289</b>	<b>2,195</b>	<b>4,385</b>
<b>Non-Current Assets</b>	144	309	458	658	<b>1,514</b>
<b>Property, plant and equipment</b>	116	217	387	389	<b>385</b>
<b>Capital work-in-progress</b>	-	23	11	177	<b>947</b>
<b>Current Assets</b>	333	617	830	1,538	<b>2,871</b>
<b>Inventories</b>	153	276	436	629	<b>729</b>
<b>Trade Receivables</b>	170	333	362	860	<b>741</b>
<b>Cash and cash equivalents</b>	8	3	10	10	<b>4</b>
<b>TOTAL ASSETS</b>	<b>477</b>	<b>926</b>	<b>1,289</b>	<b>2,195</b>	<b>4,385</b>

# Cash Flow Summary (5Y)

(₹ Mn)

Particulars	FY19	FY20	FY21	FY22	FY23
Cash from Operating Activities	33	20	129	164	(74)
Cash from Investing Activities	(40)	(146)	(177)	(239)	(2,073)
Cash from Financing Activities	4	121	55	75	2,142
Net Cash Flow	(3)	(5)	7	(0)	(5)
Cash at Beginning of Year	11	8	3	10	10
Cash at End of Year	8	3	10	10	4



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# Profit & Loss Summary (Q4)

(₹ Mn)

Particulars	Q4FY22	Q3FY23	Q4FY23	YoY Change	FY22	FY23	YoY Change
Revenue from Operations	1,013	1,011	737	-27%	3,942	5,336	35%
Total Income	1,023	1,016	767	-25%	3,963	5,381	36%
Gross Profit	160	202	173	8%	799	956	20%
Gross Profit Margin (%)	16%	20%	23%	764 BPS	20%	18%	-236 BPS
Operating Expenses	115	115	167	45%	356	482	35%
EBITDA (Excluding OI & EI)	45	87	6	-88%	443	474	7%
EBITDA Margin (%)	4%	9%	1%	-83%	11%	9%	-21%
Finance Cost	9	7	4	-60%	26	23	-11%
Depreciation & Amortisation	14	12	15	10%	53	51	-4%
Profit Before Taxes (and EI)	32	74	18	-45%	385	445	15%
Profit After Taxes	23	55	12	-47%	287	331	15%
Profit After Taxes Margin (%)	2.30%	5.41%	1.63%	-29%	7.24%	6.15%	-15%
Earnings Per Share (₹)*	0.95	1.63	0.45		11.62	12.03	

Note: \*EPS not annualised

# Management Commentary

FY23 ended as a good year for the Company despite multiple macro challenges within the agrochemical industry. Amidst all the headwinds within the industry, the Company managed to deliver a robust 35% annual sales growth, coupled with 15% net profit growth during the year. H2 ended-up being a challenging period, where several industry-level challenges such as destocking of supply chains, steep fall in prices of inputs & agrochemical products led to a standstill within the industry. On the Company level, we witnessed an average 25% reduction in price realisations in the last 5 months, which has led to degrowth in H2FY23 compared to the corresponding period in previous year, despite registering slightly higher sales volumes.

The new season for the domestic business, which typically starts around mid-March for DCGL, seems to be delayed by a month as we witnessed slower offtake in April. We are hopeful of better offtake with the onset of the new monsoon as the buying for the upcoming season kicks in.

Further, we are excited about our Branded business for the upcoming year, as the Company has tapped six new states last year where we will be operating for the first full season in H1FY24. These states will be a major driver for the Branded vertical in the coming year. On the institutional side, the Company has started initial business with some larger accounts as well, and we expect these relationships to scale up as we expand across active ingredients. We are also anticipating higher business on the exports front this year, on the back of product registrations and entry into new markets.

The work at the Sayakha Unit is going on at a brisk pace. After the completion of civil works, the team at the site has almost finished reactor installation in the intermediates block and will take up the Technicals block next. We are on track to commercialise this facility in Q3FY23. The R&D laboratory at the Sayakha unit is expected to start in June 2023. We have already appointed the head of the R&D function at Sayakha and are in the process of building the rest of the team. This team will be working on process research for our initial product basket, helping the Company optimise yields, achieve better process efficiency, and overall productivity.

As we enter the new financial year, we look forward to growth on all fronts i.e., our existing branded & institutional formulations business, while commencing our upcoming active ingredients business.

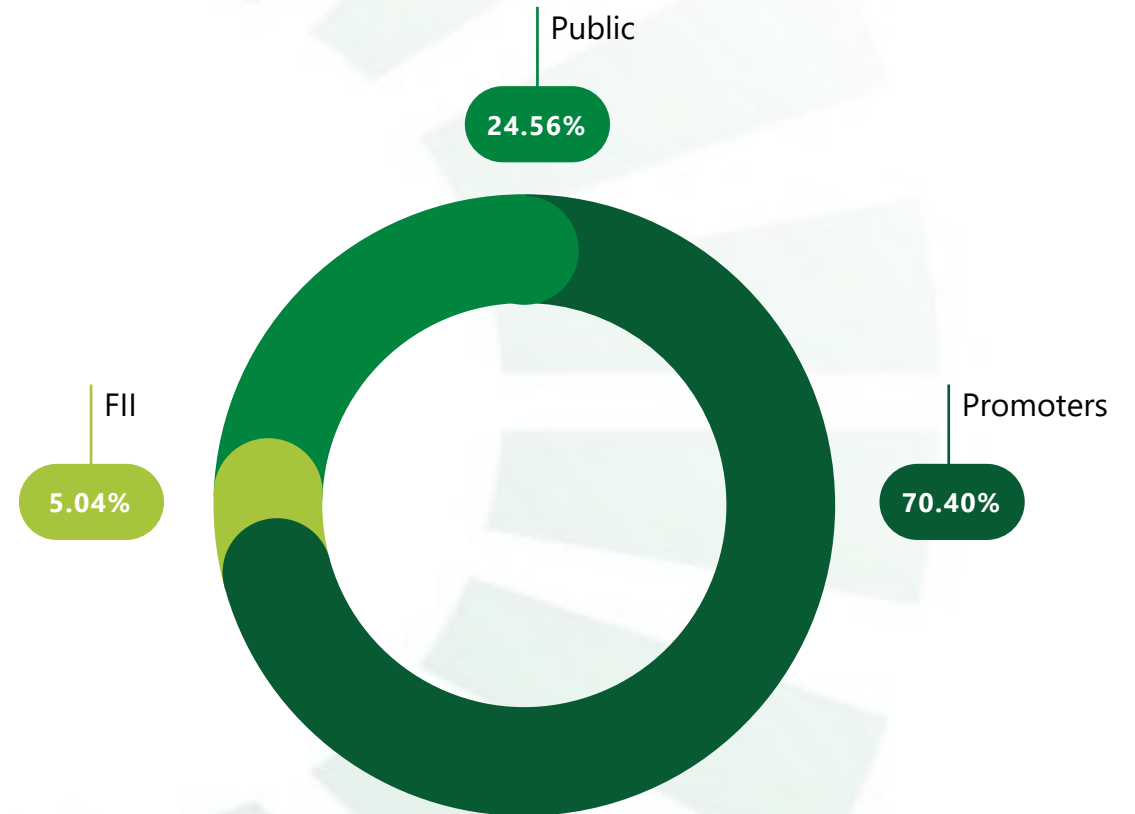


***We are on track to begin commercial production at Sayakha Unit by Q3FY24. This facility will mark our entry into technical & intermediates manufacturing, which will be instrumental in our next leg of growth.***

**Mr. Rameshbhai Ravajibhai Talavia**  
Chairman and Managing Director

# Shareholding & Market Statistics

NSE Symbol	<u>DHARMAJ</u>
BSE Scrip Code	<u>543687</u>
IPO Issue Price Band	₹216 to ₹237
Current Market Price	₹181
52 Week High/Low	₹279 / ₹137
Shares Outstanding	3.38 Cr
Market Capitalization	₹612 Cr
Industry Classification	Pesticides & Agrochemicals



Note: Data as on 15 May 2023

# Safe Harbour

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