



NATH SEEDS®

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

(CIN L01110MH1993PLC072842)

31<sup>st</sup> October 2018

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 – Press Release in connection with Unaudited Quarterly Financial Results for  
The quarter ended 30<sup>th</sup> September 2018.

Dear Sir/Madam,

Please find enclosed herewith the copy of Press Release in connection with the  
Unaudited Quarterly Financial Results for the quarter ended 30<sup>th</sup> September 2018.

Thanking You  
Yours faithfully,

For Nath Bio-Genes (India) Limited

Devinder Khurana  
Chief Financial Officer

Encl: As above

**H1-FY19 Results**

Total Income ₹ 150.74 Crores, a growth of 30% Y-o-Y basis

PAT grew by 24.82% Y-o-Y to ₹ 29.62 Crores

**Key Financial Highlights on Standalone basis are as follows:**

Nath Bio-Genes (India)			
Particulars (₹ Crs)	H1 - FY19	H1 - FY18	Y-o-Y%
Total Income	150.74	115.89	30.07%
PAT	29.62	23.73	24.82 %
Cash PAT	30.82	24.42	26.21 %

The Seed Industry has Kharif and Rabi seasons. The Kharif season consists of Q1 and Q2 where in the sales returns of Q1 are received back in Q2. Accordingly, H1 basically represents complete Kharif season, net of sales returns. Similarly, Rabi encompasses the H2 and should be seen as such.

**Key Highlights**

- The Vegetable vertical has been set up to provide impetus to vegetable sales.
- Plant Nutrient Supplement vertical has also been set up to provide impetus to Win Chi Win Sales.
- R & D Center, in Hyderabad, under the leadership of Dr. Ish Kumar is establishing well.

**Financial Performance [H1 - FY19]**

**Total Income** for H1-FY19 grew by 30.07% to ₹150.74 Crores as compared to ₹115.89 Crores in H1-FY18. The growth is attributed to almost 50% plus growth in Cotton Seed Sales. as also growth in Paddy sale. The company cotton products are well accepted by the farming community.

**EBITDA** for H1-FY19 grew by 13.36% to ₹33.94 Crores as compared to ₹29.94 Crores in H1-FY18. EBITDA margin stood at 22.52% for FY18. There has been a drop in EBITDA due to enhanced employee and market scheme expenses.

**Market expenses to Sales have increased from 15.80 % to 18.86 %**, an increase of 3 %. The key reason is that the Company is building its brand awareness amongst farmers to ramp up sales in the coming years.

**The employee cost to sales has also increased by 0.6 %** as the company has hired personnel across verticals in marketing, production and research.

**Finance cost** for H1-FY19 has **considerable reduced by almost 43 % to ₹3.12 Crores as compared to ₹5.53 Crores** in H1-FY18 on absolute basis. The same is attributable to the company having repaid all its long-term loans raised from banks and institutions.

**Depreciation and Amortization expense** for the years are always negligible as compared to other expenses since the company has a minimal investment in Fixed Assets.



**Profit after Tax** for H1-FY19 grew by a healthy 26.10% to ₹29.62 Crores from ₹23.49 Crores. The Profitability was enhanced primarily due to increased sales and improved product mix contribution.

**Cash PAT** for H1-FY19 grew by 26.39% to ₹30.32 Crores as compared to ₹23.99 Crores in H1-FY18.

**Core Assets** have been valued at fair value and accounted for in the books of the company pursuant to the Ind AS guidelines.


#### Other important highlights

- **The Sales returns have reduced to 24% (last year being 32.5 %)** basically due to product performance and acceptance. This would result in improved cash flows and better inventory management to the company.
- The company has made advances for production to the growers (87.17 Cr as on 30 Sep 2018), **(including cotton seed production for 18 to 20 lac packets)** to ensure enhanced cotton seed and paddy production for the coming year.
- The company is conserving financial resources to augment State of the art R & D facility in Issarwadi, Taluqa Paithan, District Aurangabad for Research and Breeder Seed production. The company plans to add another 50 acres to the R & D Centre which would provide facility for future R & D needs.

#### Safe Harbour Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward- looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information please visit [www.nathbiogenes.com](http://www.nathbiogenes.com)

Company
<b>Nath Bio-Genes (India) Limited</b> CIN No: L01110MH1993PLC072842 
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