



NATH SEEDS®

Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

19th November 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: Nath Bio-Genes (India) Limited analysts'/ investors' meet at Grand Hayat, Mumbai on 20th November 2018.

Reference: Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Ma'am,

The exchange is hereby informed that Nath Bio-Genes (India) Limited is holding an analysts'/investors' meet at 16:00 hrs on 20th November 2018 in Grand Hayat, Mumbai, The presentation is attached herewith.

The information is submitted in compliance to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

Kindly note that changes may happen due to exigencies on the part of the company.

Thanking You.

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

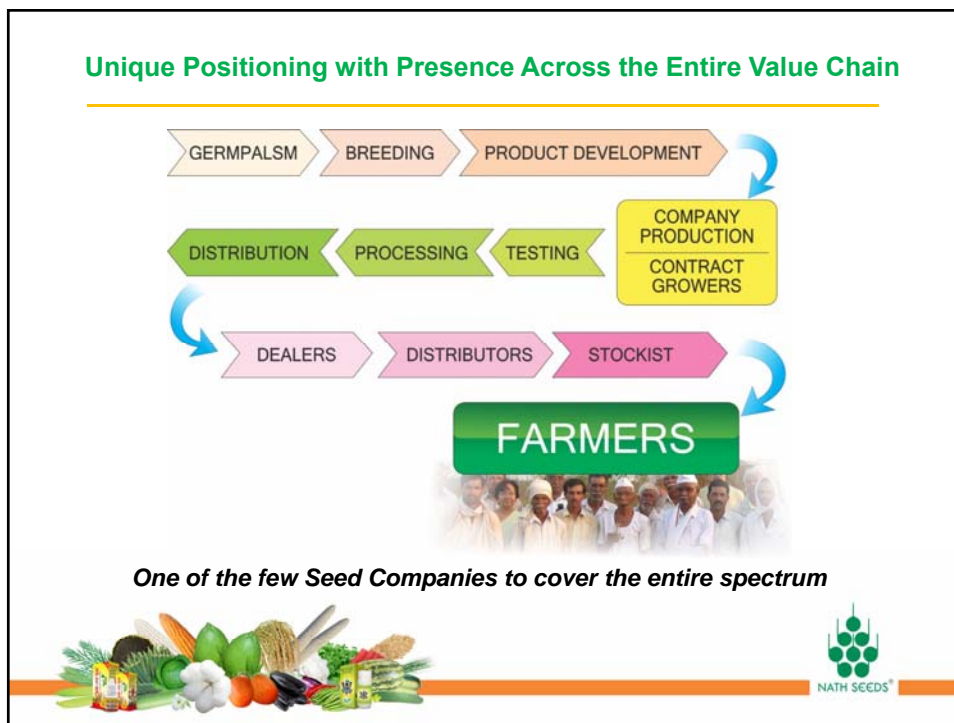
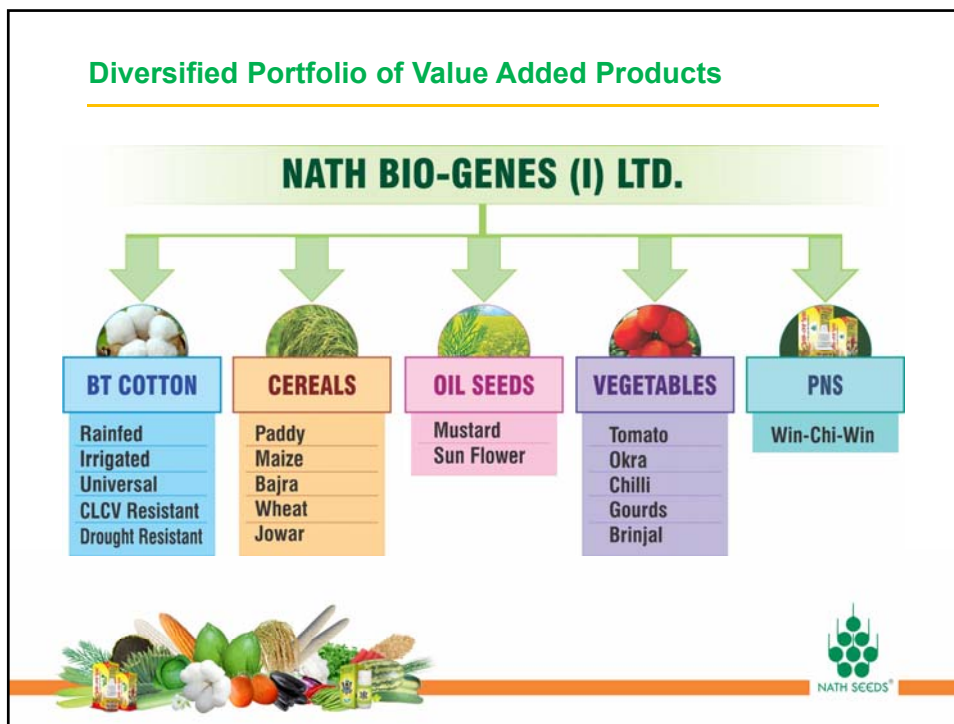

Authorized Signatory



India's Most Experienced Seed Company

- Released over 30 hybrids in the last 5 years
- Collection of over 18,925 Germ plasm
- Strong marketing network & Brands
- Strong Research and screening facilities
 - Valuable Pipeline
 - Irrigated land and Research laboratories
- Technically sound and experienced breeders
- Close co-operation with National & International Research Institutes
- Strong linkages with farming community
- Network of over 15,000 farmers growing seeds for the company





Competitive Strengths

- **Continuous Demonstration of Quality Products**

- *Seeing is believing. Branding is important*

- **Investment in Technology**

- *Collection of germplasm*
- *Alliances with National & International Research Institutions*

- **Robust Pipeline of Value Added Research Products**

- *To suit changing disease profile, climate patterns and farmer choices*

- **Relationship with Farmers**

- *Established network of committed seed growers.*

- **Distribution Network**

- *PAN Indian presence with a network of 14 branches.*



One of the Largest Library of Germplasm

- Germplasm are living genetic resources such as seeds or tissues that are maintained for the plant breeding, preservation and research.
- Germplasms are extensively used by research companies for genetic mapping, genetic editing to get right traits in the final product,
- Nath Bio-Genes has always believed in original research and over 4 decades of existence, company has created a **valuable library of 18,925 germplasms lines,**
- In addition to this, the company has affiliations and research alliances with several research Institutes world over for various crops,
- This is the foundation on which Nath Bio-Genes is building future generation of seeds that meet the particular needs of Indian farmers.

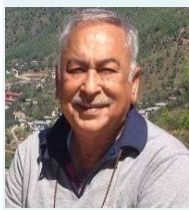


R&D Lead By Experts



Dr. Satish Raina, Field Crops & Cotton

- PhD, well known agro scientist with over 4 decades of experience,
- Helmed ICAR & IRRI transgenic and R&D programs,
- With Nath Bio-Genes for over 13 years and has developed class leading Bt-cotton seeds.



Dr. Ish Kumar, Paddy

- PhD, with almost 5 decades of experience,
- Served / Headed research at Syngenta, Raasi, Bayer, IRRI, Birmingham City University,
- His products contribute 60% of the hybrid rice seed production in India.



Research Team - Veterans



Dr. Chandra Pathak, Vegetables

- PhD, with over 4 decades of experience in seed research,
- Worked with Seminis, Monsanto, ICAR and World Vegetable Centre Taiwan,
- With Nath for past 8 years.



Mr. Samadullah Baig, International Business

- A seeds man with an extensive experience of all technical aspects of seed industry.
- He has been associated with Nath for the past 38 years and has undertaken several critical responsibilities & has contributed substantially towards the growth.



Targeted R&D

- Focused need based Farmer oriented Breeding
- Launched 85 hybrids of different crops for marketing
- Research stations located at Aurangabad, Hyderabad, Faizabad & Abohar
- Transgenic research in Cotton, Rice & Brinjal.
- 20 stations for multi-location trials in different climatic zones
- Crop Specific Research alliances with leading institutions worldwide



Leading to Superior Product Development

- **Continuous Market Research**
 - *to determine region specific requirements & farmer needs*
- **Constant interaction and interface with farmers to know their aspirations and expectations.**
- **Dedicated product development teams**
- **Develop hybrids resistant to Biotec & abiotic stresses**
- **Develop hybrids for export markets**



Supported by Strong Marketing

- Increase number of Branches & Depots.
- Extensive demonstration and field days
- Increase network of Nath Farm Advisors
- Focus on Patent / Trademark registration
- IT integration



Q2 FY19 Income Statement

INR Mn	Q2 FY19	Q2 FY17	Y-o-Y%	Q1 FY19	Q-o-Q%
Revenue	238	144	65%	1,270	19%
Expenses	186	79	136%	996	19%
EBITDA	51	65	-21%	273	19%
<i>EBITDA Margin</i>	21.6%	45.0%		21.5%	
Depreciation	4	3	40%	4	100%
Finance Cost	20	27	-25%	11	180%
Other Income	8	0	1703%	6	126%
PBT	36	36	0%	265	14%
<i>PBT Margin</i>	15.2%	25.0%		20.9%	
Tax Expense:	0	0		5	
PAT	36	36	1%	260	14%
<i>PAT Margin</i>	15.2%	24.7%		20.5%	
Basic EPS	1.9	2.2	-14%	13.7	14%



H1 FY19 Income Statement

INR Mn	H1 FY19	H1 FY18	Y-o-Y%	FY18
Revenue	1,507	1,159	30%	1,917
Expenses	1,183	860	37%	1,513
EBITDA	325	298	9%	404
<i>EBITDA Margin</i>	<i>21.5%</i>	<i>25.8%</i>		<i>21.1%</i>
Depreciation	7	5	40%	10
Finance Cost	31	55	-44%	103
Other Income	15	1	1381%	9
PBT	301	239	26%	301
<i>PBT Margin</i>	<i>20.0%</i>	<i>20.6%</i>		<i>15.7%</i>
Tax Expense:	5	3	53%	6
PAT	296	236	26%	294
<i>PAT Margin</i>	<i>19.7%</i>	<i>20.4%</i>		<i>15.4%</i>
Basic EPS	15.6	14.8	5%	15.5



Balance Sheet

ASSETS (INR Mn)	H1 FY19	FY18	FY17	LIABILITIES	H1 FY19	FY18	FY17
Non Current Assets				Shareholders' Fund			
Property Plant & Equipment	2,183	2,069	2,073	Share capital	190	190	160
Capital Work in Progress				Other Equity	4,803	4,502	2,873
Other Intangible Assets	38	40					
Financial Assets				Non-current liabilities			
(i)Investments	50	50	50	Financial Liabilities			
(ii)Others	-	2	1	(i) Borrowings	7	3	201
Deferred Tax Assets (Net)	9	9	9	Provisions	21	19	20
Current Assets				Current Liabilities			
Inventories	1,146	1,235	1,302	Financial Liabilities			
Financial Assets				(i)Borrowings	479	320	486
(i)Investments	-	-	-	(ii)Trade Payables	246	366	444
(ii)Trade Receivables	969	820	518	Other Current Liabilities	72	278	342
(iii)Cash and Cash Equivalents	421	447	58	Provisions	29	4	4
(v)Loans	1,016	1,025	477	Current Tax Liabilities	19	29	22
Current Tax Assets							
Other Current Assets	34	15	63				
TOTAL	5,866	5,712	4,551	TOTAL	5,866	5,712	4,551



ON TRACK FOR SUPERIOR GROWTH



Inflection Opportunity

- **Considerably superior products that can transform farmer prosperity**
- **Graduating from being a domestic company to an international company**
- **Growing competence in the cutting-edge era of gene editing**



NATH BIO-GENES (I) LTD to Evolve as a Future MNC



- **Indian experience can be replicated**
 - *In other developing countries of Africa & Asia*
- **Rich Germplasm and local experience of handling varied crops and seasons**
- **Capture Export Markets**
 - *Marketing Alliance in Bangladesh, Pakistan, Egypt, Myanmar & Saudi Arabia*
- **Research efforts providing a reservoir of Hybrids in pipeline**
 - *Ideal delivery vehicles for Biotech products*
 - *Research alliances with national and international institutions*
- **Alliances on transgenic technology already in place**
 - *Nath amongst the First Indian Seed Companies to launch BT cotton*
 - *Other being an MNCs Monsanto*



Venture into Philippines

- **Invested considerable time, effort and resources in comprehending the Philippines agro-climatic conditions.**
- **Developed proprietary cotton hybrid seeds, imbedded with its own Fusion BT technology to rejuvenate Philippines's cotton crop cultivation.**
- **Our cotton hybrids reported yields much higher than the available alternative.**
- **Result : Fusion BT on the verge of commercialisation which would enhance revenues.**
- **This successful initiative could have two positive implications for the company:**
 - *Possibility of extending from cotton to other crops.*
 - *Possibility of extending our successful Philippines entry into other countries.*



Planning for the Future Growth

- Investing in R&D for farmer centric crop solutions
- Intensify Transgenic Research in Cotton, Rice & Brinjal
- Augment Production & Processing Infrastructure
- Increase presence in number of crops
- Increase presence in number of territories
- Growth through Acquisitions
- Exports & Custom Seeds Production



Quality Assurance:

- Well established seed testing laboratory at Aurangabad
- 250 acres of land in Aurangabad & Telangana for:
 - R & D
 - Grow out test
 - Production of breeder and foundation seed

Seed Processing Network

- Aurangabad (M.S.)
- Munipally (T.S.)
- Medchal (T.S.)
- Arrangements in
 - A) Karnataka B) Madhya Pradesh
 - C) Rajasthan D) Gujarat



Production Activities

➤ Major Production Areas

- *Telangana, Andhra Pradesh, Gujarat, Karnataka, Maharashtra, Madhya Pradesh, Uttar Pradesh, Rajasthan, Tamil Nadu*

➤ Crops Being Produced

- *Cotton, Pearl Millet (Bajra), Sorghum, Maize, Wheat, Paddy, Mustard, Castor, Sunflower, Vegetable Seeds etc.*

➤ Number of Contact Growers associated with the Company

- *Approximately 15,000*

➤ Approximate Area Under Seed Production

- *30,000 Acres*



Seed Production, Processing & Storage

➤ Dedicated clusters for seed production

- *Adopt villages for seed production*

➤ Modern, state of the art processing & storage facilities in Telangana, Maharashtra & North India

➤ Establish training centers for seed productions

- *Impart training to seed growers*
- *Provide access to state of the art production technologies*
- *Implement stringent quality standards*



Marketing

NATH SEEDS




A Trusted Brand with Farmers

20 RRTS in different agro-climatic zones for Research Demonstration and evaluation

14 Branches

Over 200 Sales Territories

Over 450 Nath Farm Advisors to provide after sales service

Thrust on Overseas Markets

- **Existing products for marketing in SAARC countries**
 - *Similar agro-climatic and soil conditions*
 - *Similar crop preferences*
- **East African Countries**
 - *Set up offices and trial stations*
 - *Conduct and support trials for 2-4 years*
 - *Develop tailor made crops*
 - *Form alliance / acquire local firms*
 - *Expand market share*
 - *Collect germplasm - enrich databank*
- **Philippines NBIL - the only company to obtain approvals for Fusion Bt cotton seeds.**





Vision - 2023

- **Be the most admired and respected Seeds Company in the Focus Product Group.**
- **Have 12-15 % market share in Cotton seeds, with industry expected size of 50 million packets**
- **Become one of the Top 5 players in Paddy, Okra and Tomato.**
- **Make Win-Chi-Win a preferred Nutritional Supplement in the country.**
- **Make International forays with our distinctive products and technology.**

