



SUMITOMO CHEMICAL INDIA LTD.

Corporate Identity Number (CIN) – L24110MH2000PLC124224

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URL <http://www.sumichem-india.co.in>

27th May, 2025

To,
BSE Limited,
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

The National Stock Exchange of India,
Listing Department,
Exchange Plaza,
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051

Scrip Code: **542920**

Scrip Symbol: **SUMICHEM**

**Subject: Investor Presentation on Financial Results for the quarter
and year ended 31st March, 2025**

Dear Sirs,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith investor presentation on the Financial Results of the Company for the quarter and year ended 31st March, 2025.

Kindly do the needful to display the same on your website.

Thanking You,

Yours faithfully,
For Sumitomo Chemical India Limited

Deepika Trivedi
Company Secretary & Compliance Officer

A YEAR OF RESURGENCE

Sumitomo Chemical India Limited

Investor Presentation - March 2025



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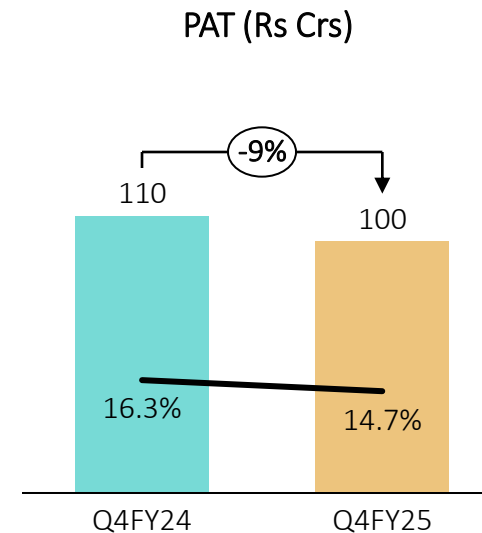
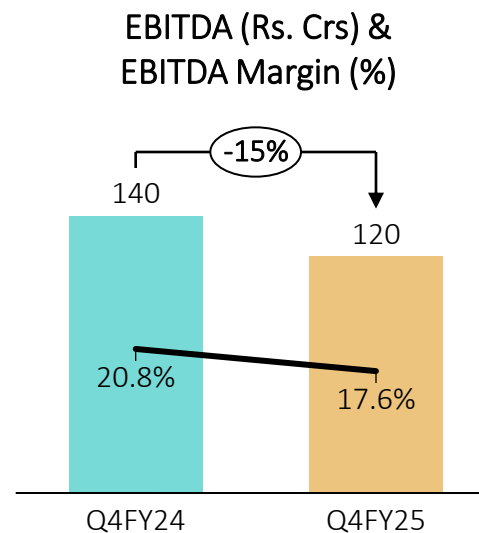
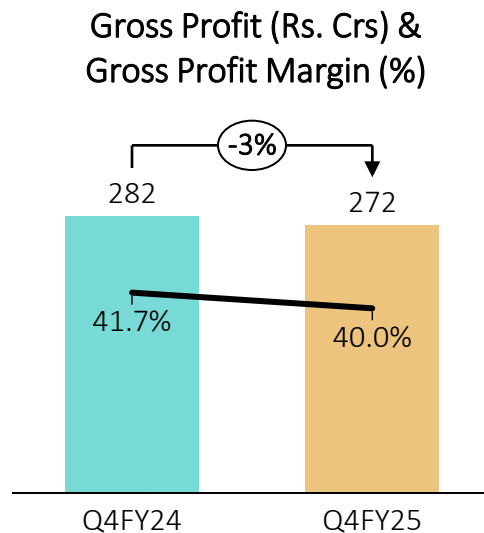
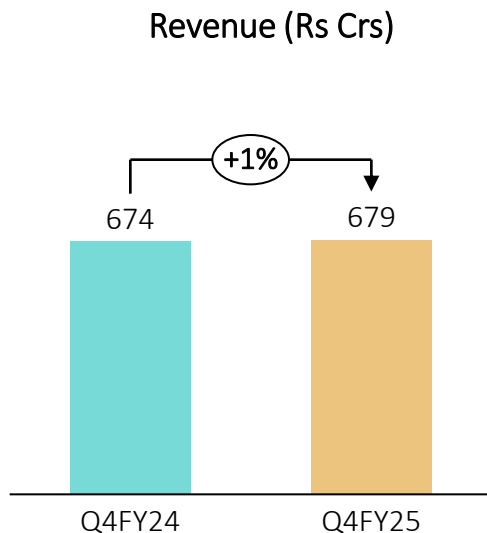
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Financial Performance & Key Highlights

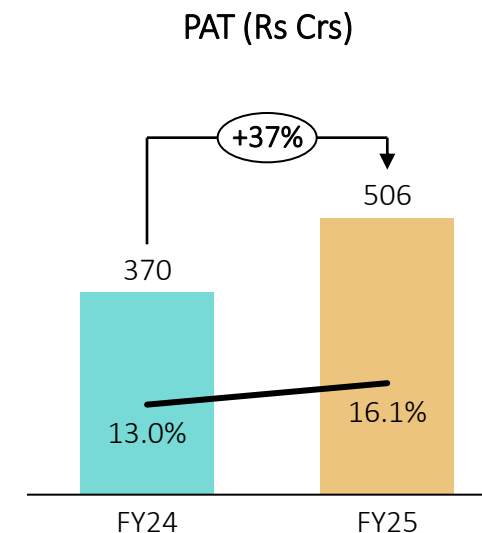
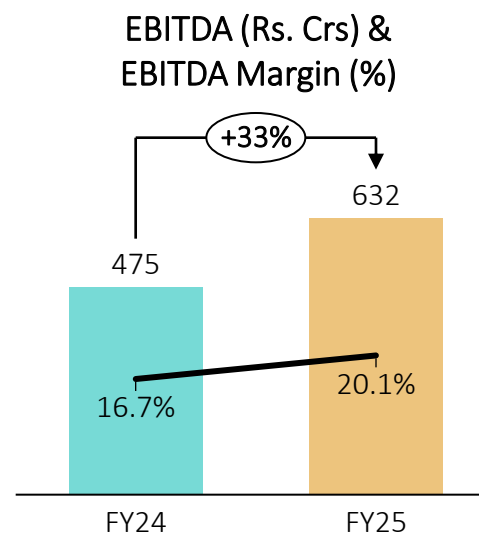
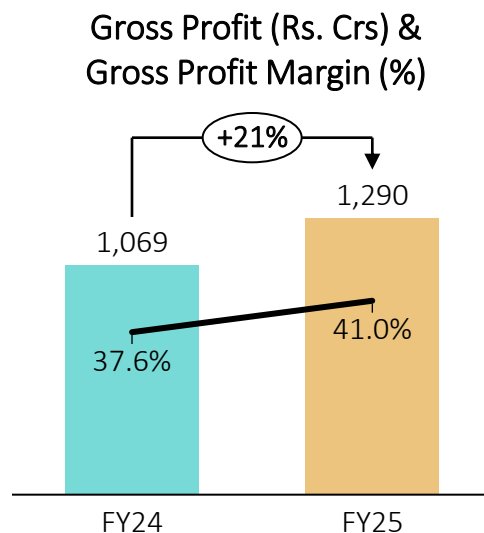
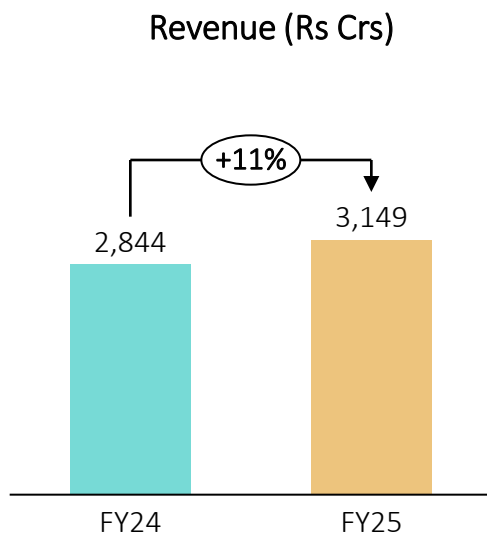


Performance Highlights – Quarter & YTD

Q4FY25 vs Q4FY24



FY25 vs FY24



Given the seasonality in the business, it is best monitored on an annual basis

- ✓ FY25 was a year of solid recovery and operational resilience. Achieved a healthy 11% year-on-year revenue growth in FY25, **led by robust volume expansion across domestic and export markets**. This was delivered despite continued pressure on pricing in multiple product categories (approximately 10% adverse impact of pricing in both domestic and export markets).
- ✓ Maintained healthy topline momentum by **leveraging improved asset utilization and enhanced go-to-market execution**, with a strong focus on deepening penetration across key geographies.
- ✓ **Robust Domestic Performance:**
 - Continued growth momentum in the domestic market supported by a strong Rabi season.
 - On-ground demand generation initiatives such as the 'Every Day Farmers Day' (EDFD) campaign played a key role in strengthening channel engagement and farmer connect.
 - Proactive liquidation of high-cost inventory helped protect margins in a deflationary pricing environment.
- ✓ **Exports Stable on Full-Year Basis:**
 - Despite global market headwinds adversely impacting few products in Q4 & pricing pressure, exports witnessed significant growth on a full-year basis.
 - Growth was supported by diversification into new geographies.
- ✓ **FY25 profitability saw a significant uptrend, surpassing FY24 and exceeding FY23 benchmarks**, with record-high EBITDA and PAT margins (in percentage terms) and the highest-ever absolute PAT. This was driven by a **favorable product mix, disciplined cost management, and procurement efficiencies**.
- ✓ Commercial production of **CTPR (Chlorantraniliprole)** commenced at the Tarapur facility, reinforcing our backward integration strategy.
- ✓ Launched innovative products such as **Meshi, Portion, and Ormie** during the year. Recently received regulatory approval in India for two innovative patented high-potential molecules of SCC - **Excalia Max (fungicide)** and **Lentigo (an herbicide)**
- ✓ **Barrix Agro Sciences**, our subsidiary, delivered a remarkable performance in its first full year under the Sumitomo umbrella, registering robust **revenue growth of approximately 82%** and effecting a **complete operational turnaround** — from an EBITDA margin of negative 15% in the previous year to a positive 16% in FY25.
- ✓ Early onset and forecast of normal monsoon, along with stable commodity prices and sowing acreage, augur well for demand outlook for FY26. Our **continued focus on launching and ramping up new products, leveraging distribution strength and optimizing costs** is expected to drive sustained performance.

Second Plant for a key SCC innovated product at Bhavnagar site for global requirements

SCIL has received board approval to set up a second plant for an important SCC innovated product for global requirements at existing Bhavnagar site

Brownfield expansion at existing Bhavnagar site – second plant for the same product within two years of first plant

Approximately ₹55 crore

To build on the success of the first plant, which demonstrated high utilization, world-class quality, and strong cost competitiveness

Q4FY27 (Jan–Mar 2027)

Product

Project Type

Investment

Objective

Target Completion & Commercialization

Production of a newly launched SCC innovated molecule at Tarapur site

SCIL has received board approval to manufacture a newly launched SCC innovated molecule at its Tarapur site

SCIL will undertake equipment modification and line readiness at its Tarapur facility for this newly launched product

Around ₹10 crore

In order to demonstrate SCIL's capability to manufacture in India a newly launched SCC innovative molecule, as also to meet the expected domestic demand of this newly launched product

Q4FY27 (Jan–Mar 2027)



CUFLOW™
Fungicide



SANTANA®
Insecticide



RUMPUS®
Fungicide



SUMI BLUE DIAMOND™
Plant Growth Regulator



PROMALIN®
Plant Growth Regulator



KORKO®
Insecticide



DERECHO®
Fungicide



YUNICO
Insecticide



YUNICO FLOW
Insecticide



BLOG
Herbicide



MESHI
Insecticide



PORTION
Insecticide



ORMIE
Fungicide



'Every Day Farmers' Day' Campaign - Highlights



Campaign Overview

EDFD Season 1 & Season 2: A structured Demand Generation campaign conducted in Kharif and Rabi seasons respectively, aimed at creating sustained field and market momentum.

Impact

- ✓ **Focus on Demand Generation:** Drove consistent market pull through direct farmer engagement.
- ✓ **Farmer-Centric Engagements:** Meetings with 25+ farmers ensured scale and impact.
- ✓ **Weekly Planning & Execution:** Weekly execution plans with rigorous follow-up for field consistency.
- ✓ **Leadership-Driven Participation:** Involvement across all levels, including top management.
- ✓ **Frontline Ownership:** Frontline managers lead with strong focus on crop segment engagement.
- ✓ **Gap Identification & Resolution:** Helped to identify and address operational gaps promptly.
- ✓ **Industry Benchmark:** A best-practice campaign known for discipline and commitment.
- ✓ **Digital-First Tracking System:** Used in-house tools to track and monitor field activities at real-time.
- ✓ **Transparent Progress Monitoring:** Tracked progress on daily, weekly, and monthly basis.

EDFD Season 1

Total Meetings

16,995

Farmers Connected

547,115

Channel Partners Connected

17,210

EDFD Season 2

Total Meetings

14,469

Farmers Connected

471,427

Channel Partners Connected

12,743

We will start the **third season** of 'Every Day Farmer Day' (EDFD) campaign in the **1st week of June 2025** - reinforcing the trust with the farming community

'Every Day Farmers' Day' Campaign

EDFD Season 1



EDFD Season 2



'Every Day Farmers' Day' Campaign



ONE TEAM...ONE MISSION... ONE CAMPAIGN



'Every Day Farmers' Day' Campaign









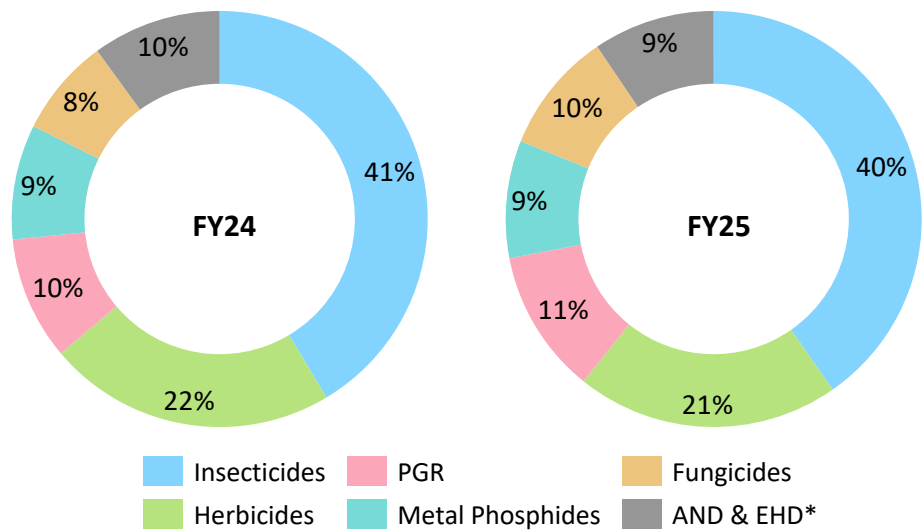


Consolidated Profit & Loss Account Statement

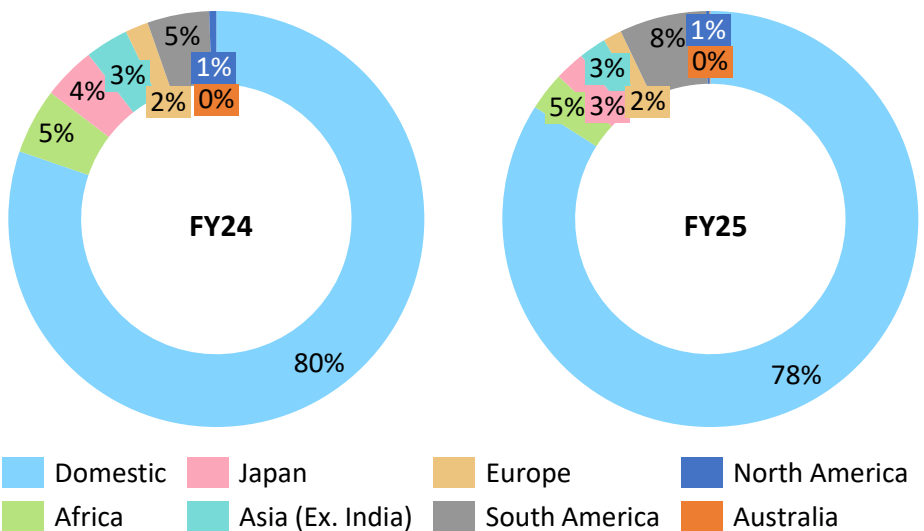
Particulars (Rs. Crs)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	679.4	674.2	1%	641.9	6%	3,148.5	2,843.9	11%
COGS	407.5	392.7		371.4		1,858.9	1,775.1	
Gross Profit	272.0	281.5	-3%	270.5	1%	1,289.6	1,068.9	21%
Gross Profit %	40.0%	41.7%	-172 bps	42.1%	-212 bps	41.0%	37.6%	337 bps
Employee Expenses	64.7	59.2		68.3		264.7	232.0	
Other Operating Expenses	87.7	82.1		96.1		392.9	362.3	
Operating EBITDA	119.6	140.2	-15%	106.1	13%	632.1	474.6	33%
EBITDA Margin	17.6%	20.8%	-319 bps	16.5%	107 bps	20.1%	16.7%	339 bps
Other Income	31.6	26.7		31.2		120.1	95.7	
Depreciation	16.4	16.8		19.1		66.1	62.2	
EBIT	134.8	150.1	-10%	118.3	14%	686.1	508.1	35%
EBIT Margin	19.8%	22.3%	-243 bps	18.4%	141 bps	21.8%	17.9%	393 bps
Interest	1.7	1.3		1.8		5.9	5.1	
Profit Before Tax	133.1	148.8	-11%	116.5	14%	680.2	502.9	35%
PBT Margin	19.6%	22.1%	-248 bps	18.1%	144 bps	21.6%	17.7%	392 bps
Tax	33.3	38.9		29.1		173.8	133.2	
Net Profit	99.8	109.9	-9%	87.4	14%	506.4	369.7	37%
Net Profit Margin	14.7%	16.3%	-161 bps	13.6%	107 bps	16.1%	13.0%	308 bps
Other Comprehensive Income	0.0	0.0		1.1		-1.0	-0.4	
Total Comprehensive income for the period	99.8	109.9	-9%	88.5	13%	505.5	369.4	37%

Given the seasonality in the business, it is best monitored on an annual basis

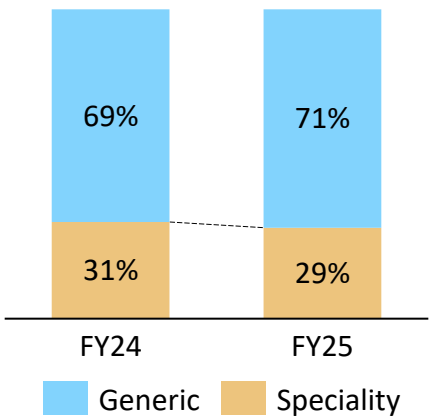
Product Breakup



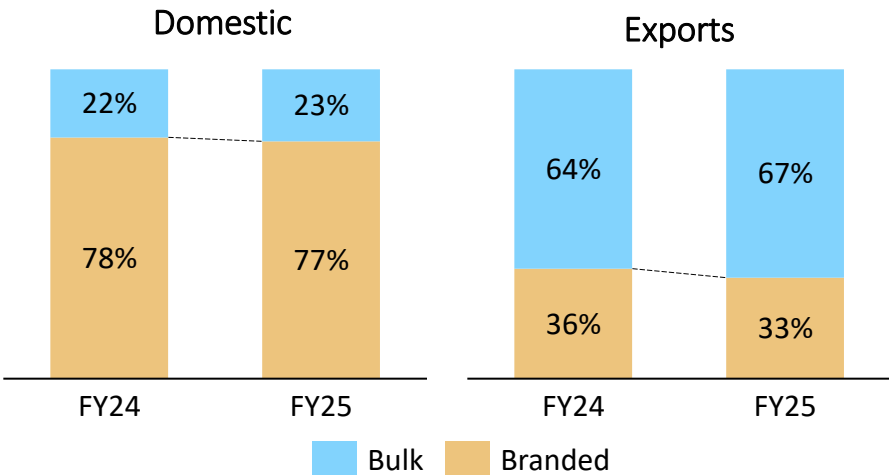
Geographic Breakup



Segment Breakup



Bulk & Branded



* Animal Nutrition Division (AND) and Environmental Health Division (EHD)

Consolidated Working Capital Movement

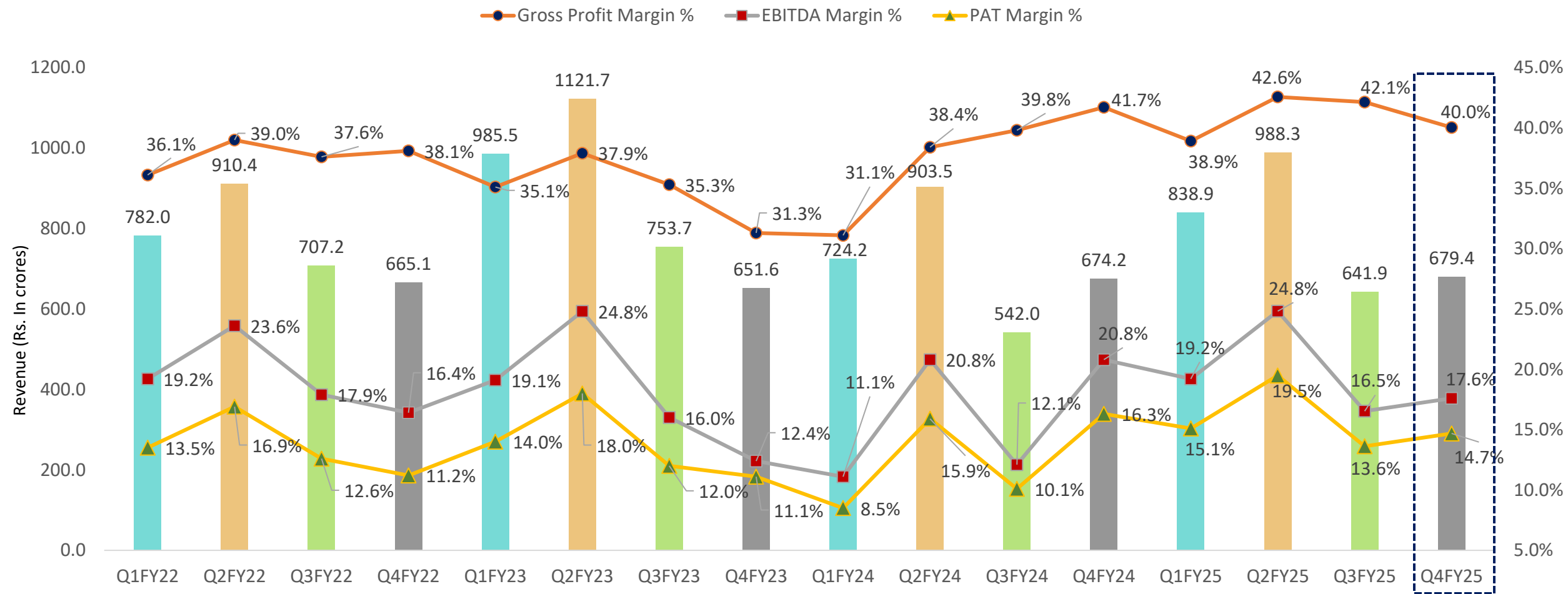
Particulars (Rs. Crs)	Mar-25*	Dec-24*	Change (Dec-24 to Mar-25)	Mar-24*	Change (Mar-24 to Mar-25)
Inventory (A)	703.7	604.5	99.2	610.4	93.3
Inventory Days (<i>Inventories/ COGS* No. of days in period</i>) (i)	138	114		126	
Trade Receivables (B)	783.4	831.8	-48.4	715.9	67.5
Trade Receivables Days (<i>Trade Receivables / Revenue*No. of days in period</i>) (ii)	91	93		92	
Trade Payables (C)	489.4	467.2	22.2	430.1	59.3
Trade Payables Days (<i>Trade Payables/ COGS*No. of days in period</i>) (iii)	96	89		88	
Other Financial Liabilities (D)	377.3	457.4	-80.1	294.8	82.5
Other Financial Liabilities Days (<i>Other Current Liabilities / Revenue*No. of days in period</i>) (iv)	44	51		38	
Net Working Capital (A+B-C-D)	620.3	510.7	109.6	601.5	18.8
<i>Net Working Capital Days (i + ii – iii – iv)</i>	89	68		91	

Key Highlights

- ✓ Overall net working capital days in FY25 remain similar to that of FY24.
- ✓ Cash & cash equivalent as on 31st March 2025 stood at Rs. 1,668 crore
- ✓ Focused efforts towards improving collections - Collection during FY25 of ~Rs. 3,534 crores, as compared to Rs. 3,325 crores during FY24 - which demonstrates company's continued strong focus on discipline even in a relatively challenging macro-economic environment

Given the seasonality in the business, it is best monitored on an annual basis

* No. of Days in period: Mar-25 – 365 days, Dec-24 – 92 days, Mar-24 – 365 days



Company Overview



Journey to 14x Growth in India

SCIL – Vision & Mission

**Formidable Player in the Indian
Agrochemicals Space**

**Diversified & De-risked Portfolio Across
the Agro-Chem Value Chain**

**Strong Brand and Well-Entrenched
Distribution Network**

**Strategically Located Manufacturing
Facilities**

**Strong Focus on R&D, Process Innovation
and Safety, Health and Environment (SHE)**

**Autonomous Board with Vast Industry
Experience**

Growth Strategies

SCIL - Vision & Mission



Vision & Values

Vision:

- To be a trusted market leader in Indian crop-protection sector
- To develop a vibrant corporate culture
- Endeavor to achieve success and sustainability through innovation & excellence

Core Values:

- Innovation
- Excellence
- Integrity
- Respect & value all stakeholders
- Customer focus
- People focus
- Sustainability



Mission

Marketing and Sales:

- Further penetration into Indian market & take leadership; expand exports
- Strengthen Sales Force, Distribution and Product Portfolio

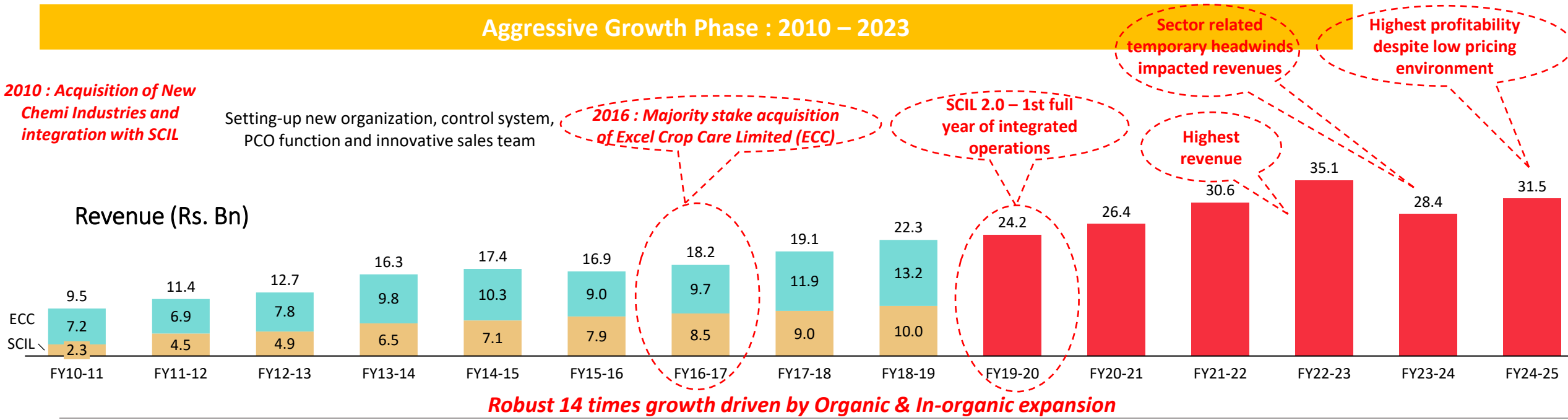
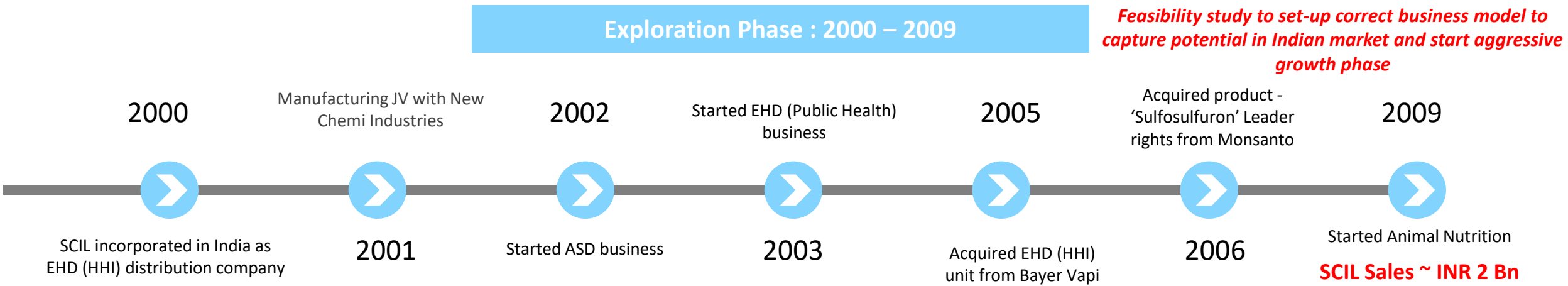
Manufacturing:

- Supplying the most competitive products with safe and stable operation and meet demand
- Strengthen Procurement Power
- Expand Manufacturing Functions

Management & Support:

- Establishing the most efficient organization to support business growth and alignment with SCC
- Develop administrative efficiency while ensuring internal controls
- Full & Strict Compliances
- Value Creation for all stakeholders

Journey to 14x Growth in India in last 15 years



5
Manufacturing
Facilities

14
Technical
Actives

15,000+ Direct
Distributors &
60 Depots

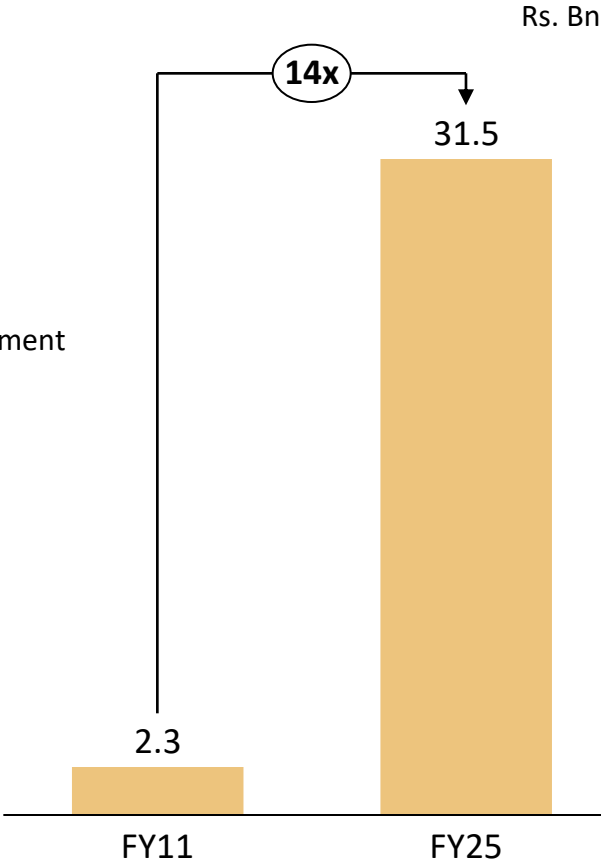


200+ Brands
700+ SKUs

25+ Patents
200+ Registrations

1600+ Employees
1500+ FDOs#

Grown 14x+ over FY11-25



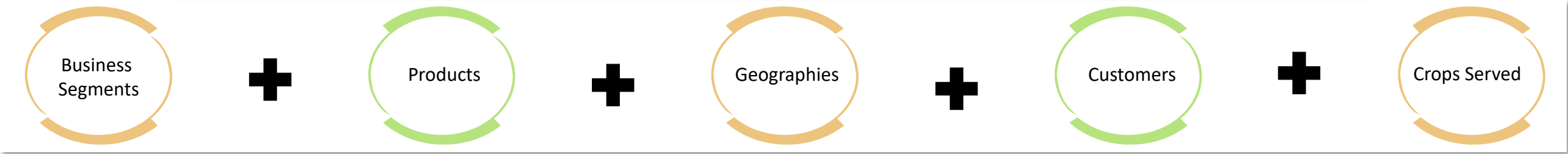
#FDOs - Field Development
Officers (contractual)

Key Products

Product Name	Product Category	Indicative Use
Fenpropathrin	Insecticide	Paddy, Cotton, F&V
Glyphosate	Herbicide	Tea Gardens, non-cropped
Profenophos	Insecticide	Cotton, Soya bean
Pyriproxyfen	Insecticide	Cotton
Clothianidin	Insecticides	Vegetables
Tebuconazole	Fungicides	Wheat, Soya bean, Chilli
Gibberallic Acid	Plant Growth Regulator	Citrus Fruits
Aluminum Phosphide	Fumigant	Warehousing of Food Grains
Chlorpyriphos	Insecticide	Paddy, Beans, Gram
DL-Methionine	Animal Nutrition	Poultry

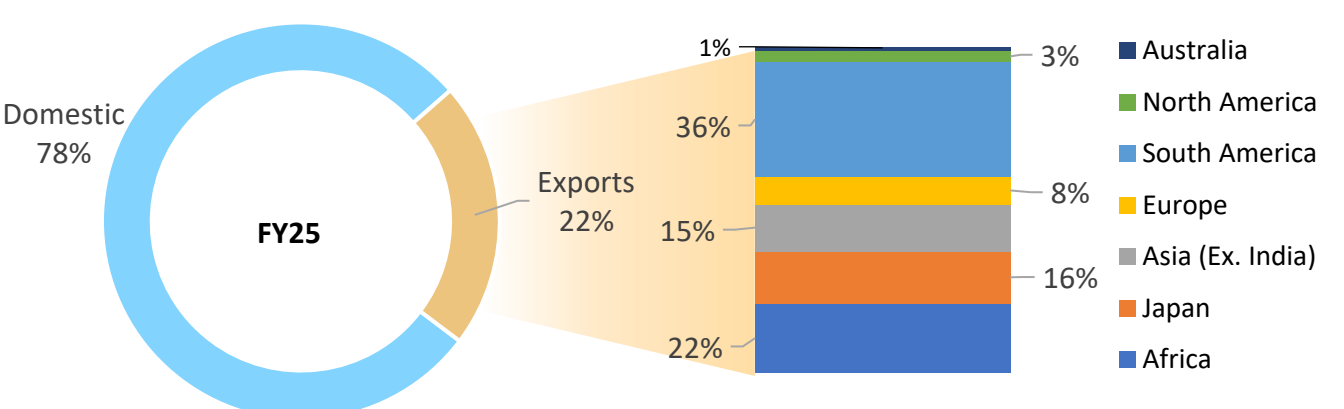
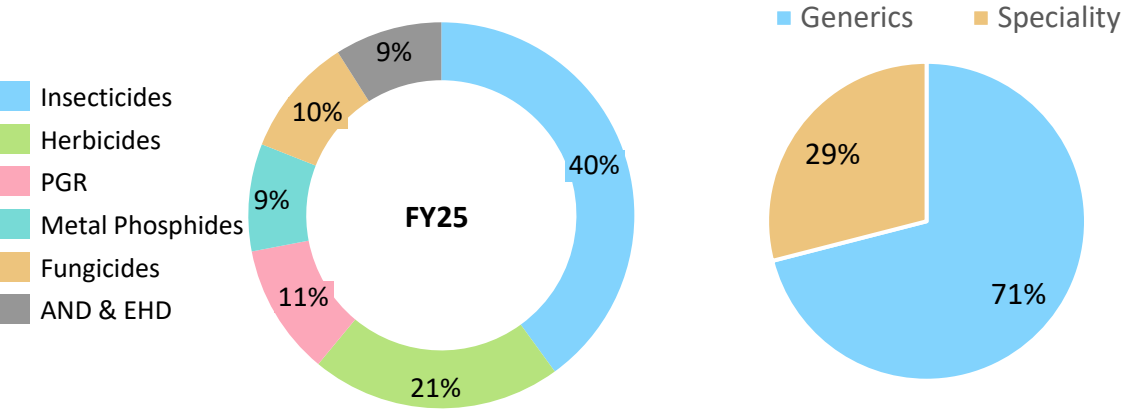
Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

Well-Diversified across multiple dimensions



Diversified Portfolio Across Segments

Geographic Diversification with Exports to ~50 countries



- ✓ Greater focus on high growth, stable and high profitable segments such as **Herbicides, PGR, Bio-rational products**
- ✓ Increasing contribution from PGR segment and offerings for both Kharif and Rabi crops to reduce seasonality in the business
- ✓ One of the highest proportion of environmentally-friendly products in the Industry

- ✓ **Top 10 products contributes less than 42% of Total Revenue**
- ✓ **No product / molecule contributes more than ~14% of Total Revenue**
- ✓ **Diversified across key crops - Concentrated efforts on fruits & vegetables, paddy, cotton and other high growth segments**

Strong Brand and Well-Entrenched Distribution Network

✓ **Strong brand** with market leading position across various product categories

✓ **Dual brand portfolio** can offer products at all price points serving multiple customer sub-segments

✓ **In-depth knowledge** of own research products, **proven go-to-market strategy and deep farmer connect** facilitates launch of Speciality products

✓ **On-field demonstration of products, training of farmers** in using the products, building awareness among stakeholders in relation to the products

✓ **Pan-India distribution network** ensures strong presence with both retailers and farmers and **on-time feedback mechanism**

✓ **Scale and diversity** of product offerings lead to **superior bargaining power** with distributors and provides **one-stop solution for farmers**

✓ Expanded teams for **strategic marketing, demand generation, product development and regulatory affairs** to focus on future growth



26 States



15,000+
Distributors



4.4 million+
Farmer Connect through
physical meetings
20 million+
Digital Connect



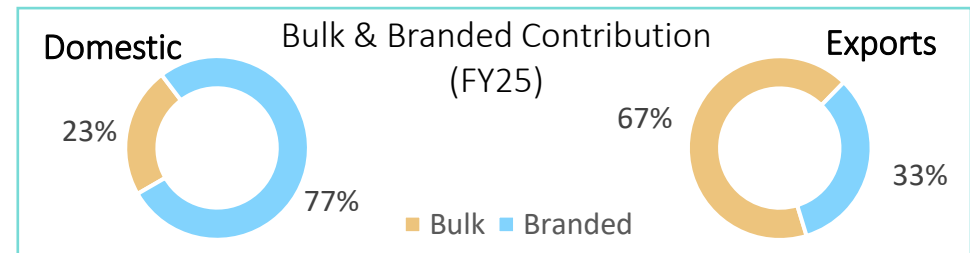
60 Depots



~40,000
Dealers



~600
Sales Team



Expanding Brand Visibility and Connect



- ✓ **Wide range of generics and speciality products** for Increased crop presence and providing crop protection solutions
- ✓ **More than 1,500+ Relationship managers** connecting to **4.4 million+ farmers** throughout crop cycle
- ✓ Over **200 brands** covering maximum of crops and pest segments
- ✓ **15,000+ distributors; 40,000+ dealers and 60 Depots** help in expanding brand visibility and connect
- ✓ More than **600+ Qualified and skilled managers** in Sales, Marketing and customer support
- ✓ Company with **20+ mega brands** with high brand recall
- ✓ Healthy geographical Brand coverage **throughout India** including North East and J&K
- ✓ Optimum use of **advertising media** with increased Digital Platforms presence



Resurging Through Phygital Transformation (1/2)

Rural India: Digitally Connected, Strategically Engaged

With rural India witnessing a digital revolution—boasting over 442 million internet users and 425 million smartphone owners—SCIL has strategically positioned itself to lead this wave. Our data-driven digital marketing framework now serves as a powerful catalyst for business growth and rural community engagement.

- ✓ 814+ localized landing pages across key dialects, optimized for voice search and rural accessibility
- ✓ 639 precision-targeted digital campaigns mapped to crop cycles, geographies, and farmer needs
- ✓ 14.2 crore digital touchpoints, contributing significantly to lead generation, brand affinity, and dealer inquiries
- ✓ 17.2% reduction in engagement costs, driven by smart segmentation and programmatic delivery
- ✓ Partnerships with hyper- local influencers, enhancing message authenticity
- ✓ Field activity tracking Apps- Sumitomo Connect & Sumitomo Field Connect

The Power of Phygital Field Days

Our Field Days evolved into immersive Phygital experiences—where digital interactivity met on-ground demonstration. A standout initiative was the “Live Field Days”, allowing farmers, distributors, and field executives to engage in real-time with our agronomists, R&D experts, Portfolio Managers, Demand Generation and Sales teams.

These live sessions:

- ✓ Enhanced farmer trust through live Q&A and transparent product demonstrations
- ✓ Drew strong participation from farmers, channel partners, and field teams across regions, fostering vibrant two-way engagement during each session



Resurging Through Phygital Transformation (2/2)

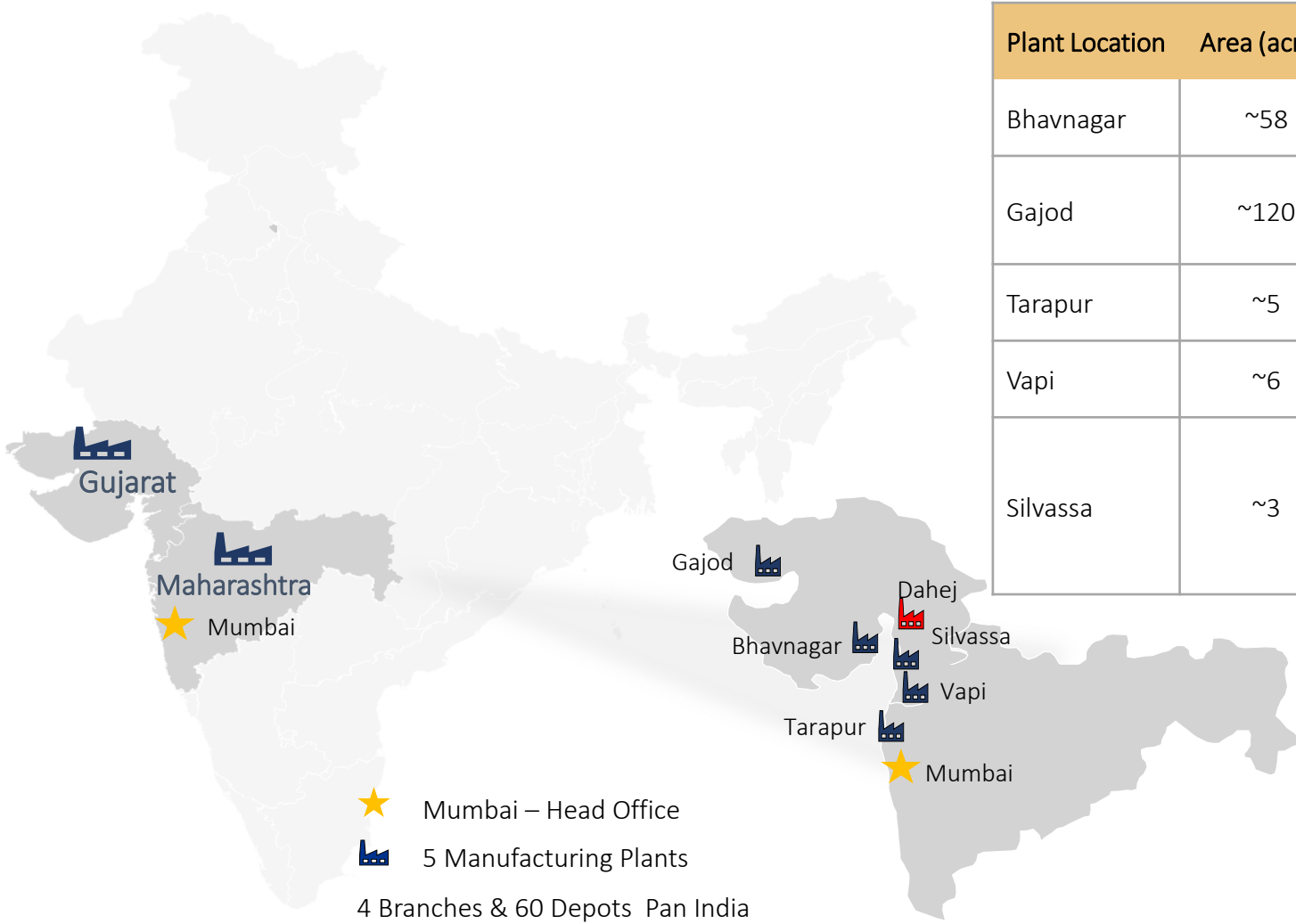


Glimpses of “Live Field Days”



Strategically Located Manufacturing Facilities

Connectivity to Major Cities and Proximity to Main Highways, Ports Reduces Logistic Time and Costs

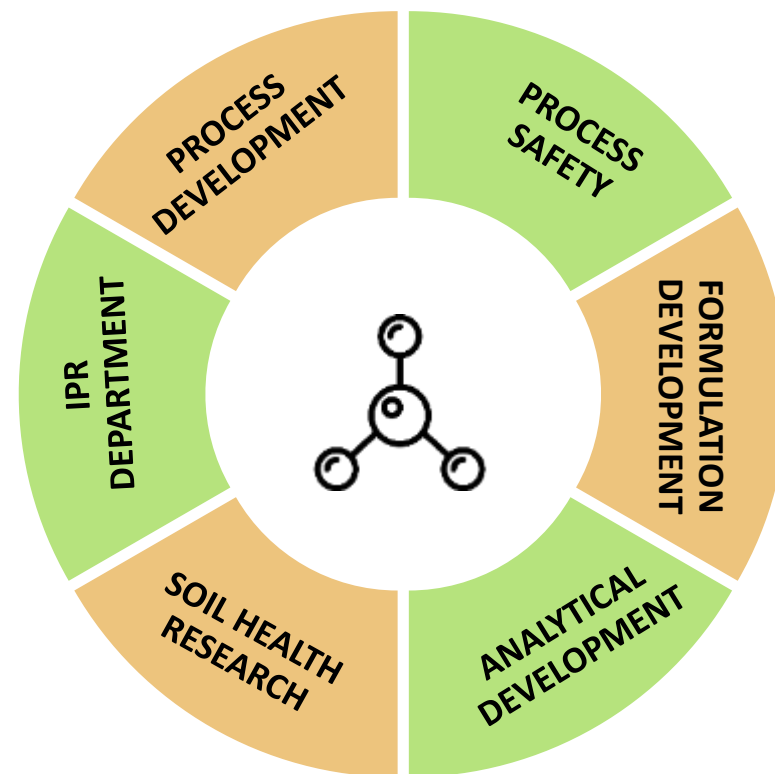


Plant Location	Area (acres)	Segment Served	Product Manufactured
Bhavnagar	~58	Manufacturing of Technical Grade Pesticides and Formulations	Technical Grade Products: Chlorpyrifos, Profenophos, Glyphosate, Tebuconazole Tech, Quinalphos, Imidacloprid, Thiacloprid, Acetamiprid, Byspyribac Sodium, Fluroxypyr, Aluminium Phosphide, Zinc Phosphide, Sulphur WDG, Fenpropathrin
Gajod	~120	Production and manufacturing of Metal Phosphides, Sulphur WDG and other WDG formulations	
Tarapur	~5	Production and manufacturing of Active Ingredients	
Vapi	~6	Formulation & Packaging	
Silvassa	~3	Formulation of Glyphosate and Other Speciality Products	Formulations for above TG products and several other speciality and generic products

- **Overall Optimal capacity utilization ~ 80% to 90% for TGAi's**
- **Bought 2 additional private owned land parcels for future expansion:**
 - ~20 acre adjoining our existing Bhavnagar site
 - ~50 acre at a prime location at Dahej within Chemical Zone (recently received environmental clearance)

R&D: End-to-End Product Development Capabilities

- ❑ **3 fully equipped, DSIR approved R&D labs** located at Mumbai, Bhavnagar and Gajod capable of synthesis, technical product and formulation development; Soil Health Research Laboratory and in-house field trials
- ❑ R&D Team comprises of **75+** qualified and dedicated engineers & scientists of which **10+** are PhDs with more than **15 years** of Experience
- ❑ **25+ patents** granted across various geographies; 9 applications filed
- ❑ R&D facilities to gain capability for creating new processes and new combinations using **SCC Japan's chemistries** which would help improve production processes and efficiency



Bhavnagar, Synthesis Lab



Bhavnagar, R&D Analytical lab













Bhavnagar, Soil Health Research Lab



Bhavnagar, Biopesticides Unit

Thrust on Safety, Health and Environment (SHE)

Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

-  Four Start Export House by Ministry of Commerce and Industry
-  Authorized Economic Operator AEO (Tier-2) Certification
-  ISO:9001:2015, ISO-14001:2015 and OHSAS18001:2007 for the manufacturing sites at Bhavnagar, Gajod, Tarapur and Silvassa; ISO:9001:2015 at Vapi
-  A8000 Certification for Social Accountability in Bhavnagar and Gajod
-  Efforts focused on reducing effluent load and effluent treatment cost, for staying innovative and competitive in the market
-  The quality of the products is maintained and upgraded to the applicable national and international standards through rigorous pursuit of Six Sigma initiative
-  Focused on energy conservation and energy cost reduction: 65% of total power requirement through wind and solar power generation plants
-  Expanding solar power plant capacity in line with towards green energy would also help in reducing dependence on outsourced power as well as in energy cost reduction
-  3R Principle: Recovery – Recycle – Reuse
-  Safety audit, training programmes and other safety management processes and programmes are carried out/conducted at regular intervals



Abiding by SCC Japan's EHS Policies



Dr. Vikram Sarabhai award for developing green technology from department of Science and Technology, Government of Gujarat



Certificates of appreciation received ten times from jointly by Gujarat Safety Council and Dish



Government of Gujarat for achieving 10 lakh accident free man-hours



Certificates of merits received from jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 20 lakh accident free man-hours





Certificates of honour received two times jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 30 lakh accident free man-hours


Focus on purity, quality and timely delivery of products to the customer


Awards & Accolades


Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites


 Jamnalal Bajaj Award for “Fair Business and Practices”

 Chemexcil Best Exporter's award: 2017-18 received in 2023

 First award for export of organic and inorganic chemicals


 ICMA award for innovation and purposeful programs for social progress


 First Sir P.C. Ray award for development of products and process with indigenous technology


 Punjab Haryana Delhi Chamber of Commerce and Industries award for ethical business

 Winner active ingredient trophy and certificate from M/s. Bayer


 Trishul award for the excellent performance for exports in international markets


 Global CSR award from SCC for one of our Integrated Village Development Programme


 ICMA award for innovation and purposeful programs for social progress


 Shramveer award for improvement of product efficiency received from national level Delhi

 Vishwakarma Rashtriya Puraskar received for process development

 National Safety Award by Labour Ministry, Government of India for safety performance

 Shramveer Award to employees from Labour Ministry, state level received six times

 Shram Bhushan Award to employees received five times

 Shram Ratna to employees, received seven times

 Shram Shri award to employees received three times

 Gujarat State Safety Certificate for safety commitment

 CSR Award from Federation of Gujarat Industries

Focus on **purity, quality and timely delivery** of products to the customer

Autonomous Board with Vast Industry Experience



Dr. Mukul Govindji Asher
Chairman and Independent Director

- Professorial Fellow at Lee Kuan Yew School of Public Policy at the National University of Singapore
- Advisor to Govts in Asia on tax policy & pension reforms; and to multi-lateral institutions including IMF, Asian Development Bank, PFRDA of India, Govt of Gujarat, & World Bank
- Member of the panel to review Crawford School of Public Policy at Australian National University



Preeti Gautam Mehta
Independent Non-executive Director

- 32 years of experience in corporate laws, foreign investment and collaborations, mergers and acquisitions and private equity investments, banking, franchising and hospitality



N. Sivaraman
Independent Director

- Qualified Chartered Accountant with close to 40 years of experience as finance professional and business and organizational leader.
- He had over 35 years of successful career with Larson & Toubro Group holding position of President and Whole-time Director of L&T Finance Holdings Limited and board membership of L&T Infrastructure Finance Limited where he played pivotal role. Managing Director and Group CEO at ICRA Limited and COO of IL&FS Limited



Ninad Dwarkanath Gupte
Non-executive Director

- Experience of 45 years in management of companies operating in fine chemicals, performance chemicals, industrial chemicals & agrochemicals
- Held senior positions at Excel Industries, BASF India, Herdillia Chemicals and worked as MD of Cheminova India and Agrocel Industries and as Joint MD of Excel Crop Care

Autonomous Board with Vast Industry Experience



Tadashi Katayama
Non-executive Director

- MBA from Vanderbilt University, U.S.A. and a Master's degree from Kyoto University in Japan
- Associated with Sumitomo Chemical, Japan since 1992 in the Health and Crop Science business unit in various positions



Masanori Uzawa
Non-executive Director

- MBA from University of Virginia, USA and a Bachelor's degree from the University of Tokyo in Japan
- Associated with Sumitomo Chemical, Japan and has experience of over 20 years in the areas of strategy, planning and business development for crop protection & other chemical businesses.



Chetan Shantilal Shah
Managing Director

- Commerce graduate from the University of Mumbai and holds a master's degree in Business Administration from North Rope University in the USA
- Over 45 years of industry experience in various leadership and senior management roles



Sushil Champaklal Marfatia
Executive Director

Chartered Accountant with over 44 years of industry experience
Worked with New Chemi Industries Limited for 33 years which was later merged with the Company



Dr Suresh Ramachandran
Deputy Managing Director

- Ph.D. in Entomology from The University of Georgia, USA
- 26 years of expertise - Sales and Distribution, Product Management, Regulatory, Business Management, R&D, Six Sigma & Enterprise Resource Planning, in Crop Protection & Seeds Business.

Board is supported by a strong and experienced management team associated with Company since long

Growth Strategies



Continued Investment in R&D and Pipeline

- Aim to invest in seamless integration of R&D between SCIL and SCC units which would help improve our production processes, enhancing yields and efficiency
- Introduce new products as per market demand



Capacity Expansion

- Driving operational efficiencies maintaining highest safety standards and Responsible Care compliances
- Invest ~15% of consolidated EBITDA every year for upgradation of manufacturing facilities and capacity expansion to cater to strong domestic/global demand



Further Brand Development

- Investments for marketing of new and existing products and brands
- On-field demonstrations, training of farmers for building ground-level demand generation supported by digital marketing
- Extraordinary preparations for new product launches underway



Product Pipeline

- Multiple products coming from initiatives
- Global Speciality Proprietary products to be launched in India
- New combination products / pre-mixtures currently under development for domestic and exports
- Off-patent products under development for domestic and exports
- Technical products for manufacturing and exports



Expand Export Business

- Enhance exports in regions like Africa Leverage SCC's Global supply chain and marketing network to drive exports in Latin America, Asia and Europe

Achieving Market Leadership in India

- Balanced portfolio of specialty products (including futuristic green products) and off-patent products
- Consolidate position as best agro-chemical marketer in India
- Strive for manufacturing excellence & expand Make in India Projects
- Making organization ready to handle future challenges (Transform)
- Sustainable and healthy financial results (Harvest)

Leverage expertise in successful product launches, demand generation and manufacturing capacity expansions to fuel future growth

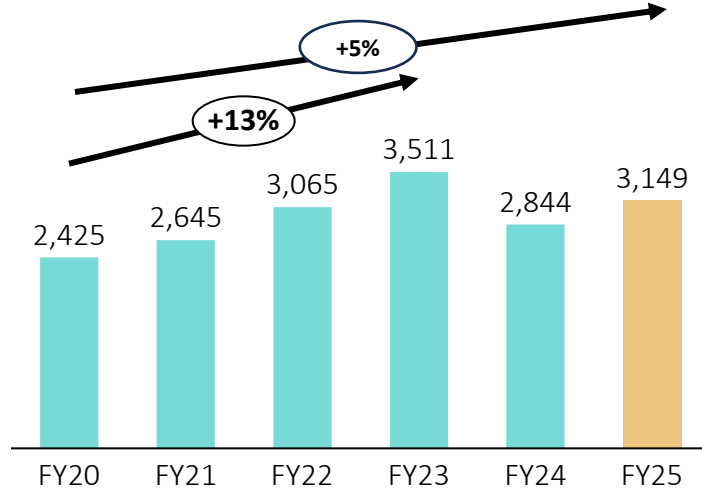


Financial Performance & Key Takeaways

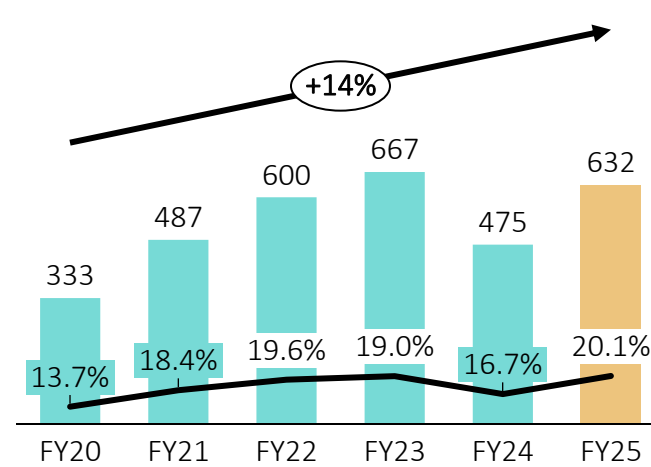


Historical Performance Highlights

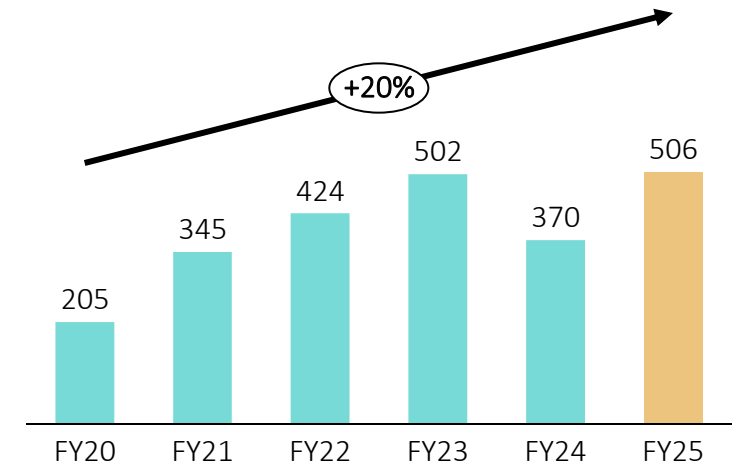
Revenue (Rs Crs)



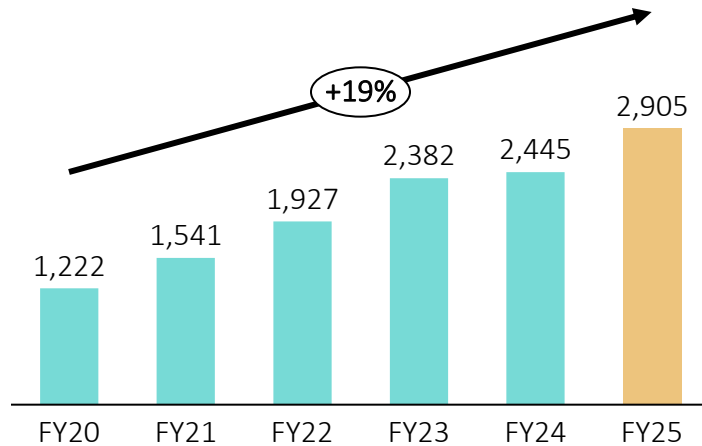
EBITDA (Rs. Crs) & EBITDA Margin (%)



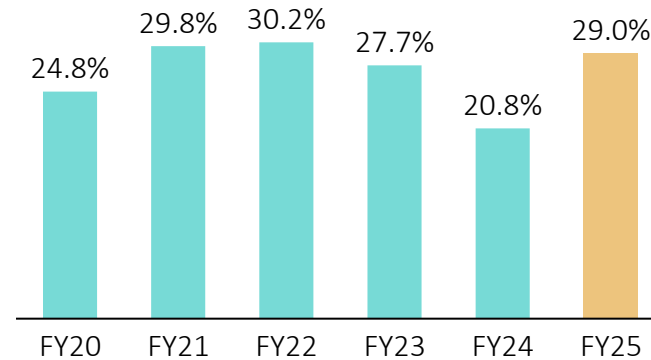
PAT (Rs Crs)



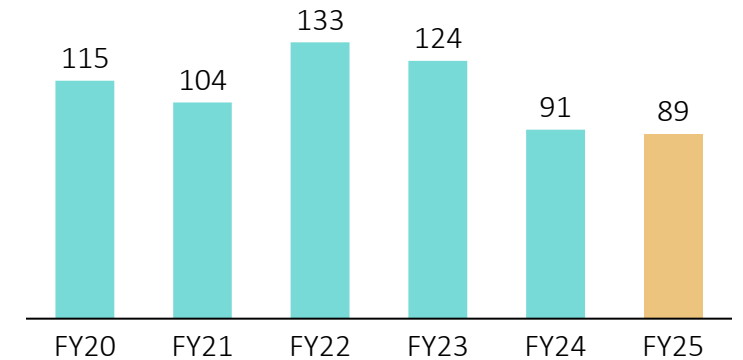
Networth (Rs Crs)



RoCE (%)^



Net Working Capital Days



^ ROCE – {EBIT/ (Net Worth + Borrowings)}

Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	FY25	FY24	FY23	FY22	FY21	FY20
Net Revenue from Operations	3,148.5	2,843.9	3,511.0	3,061.2	2,644.9	2,424.8
COGS	1,858.9	1,775.1	2,270.6	1,908.0	1,655.4	1,607.6
Gross Profit	1,289.6	1,068.9	1,240.3	1,153.2	989.5	817.2
Gross Profit %	41.0%	37.6%	35.3%	37.7%	37.4%	33.7%
Employee Expenses	264.7	232.0	218.4	202.0	194.3	179.3
Other Operating Expenses	392.9	362.3	355.4	351.3	308.4	304.7
Operating EBITDA	632.1	474.6	666.6	599.9	486.9	333.2
EBITDA Margin	20.1%	16.7%	19.0%	19.6%	18.4%	13.7%
Other Income	120.1	95.7	44.9	26.8	18.6	10.7
Depreciation	66.1	62.2	51.9	44.8	46.6	41.0
EBIT	686.1	508.1	659.6	581.9	458.9	302.9
EBIT Margin	21.8%	17.9%	18.8%	19.0%	17.3%	12.5%
Interest	5.9	5.1	5.4	6.2	5.6	5.5
Profit Before Tax & Exceptional	680.2	502.9	654.2	575.7	453.3	297.4
Exceptional Item Gain / (Loss)**	0.0	0.0	0.0	0.0	-	-30.9
Profit Before Tax	680.2	502.9	654.2	575.7	453.3	266.5
PBT Margin	21.6%	17.7%	18.6%	18.8%	17.1%	11.0%
Tax	173.8	133.2	152.0	152.2	107.9	61.8
Net Profit	506.4	369.7	502.2	423.5	345.4	204.7
Net Profit Margin	16.1%	13.0%	14.3%	13.8%	13.1%	8.4%
Other Comprehensive Income	-1.0	-0.4	2.3	2.4	1.6	-5.1
Total Comprehensive income for the period	505.5	369.4	504.5	425.9	347.0	199.6
EPS	10.13	7.40	10.06	8.49	6.9	4.1

1. Appointed date for merger of ECC and SCIL is 1st Apr'18

Consolidated Balance Sheet

Assets (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non-Current Assets (A)	944.1	640.4	581.2	487.6	367.6	360.6
Property, Plant and Equipment	425.8	451.7	392.8	349.6	277.6	282.9
Capital work-in-progress	9.4	4.0	53.5	21.1	4.3	6.5
Right to use an Asset	63.5	42.5	33.2	36.4	31.1	34.9
Goodwill	60.4	62.2	-	-	-	-
Other Intangible Assets	6.7	6.0	3.8	4.3	0.6	1.7
Intangible Assets under Development	19.1	18.7	17.7	14.1	10.0	3.8
Non-Current Financial Assets						
(i) Investments	67.1	0.1	0.1	0.1	0.1	0.1
(ii) Loans & other financial assets	247.9	13.8	36.4	30.8	6.0	5.3
Deferred tax Asset (net)	1.2	0.7	-	-	-	1.1
Non-Current tax Assets (net)	37.5	37.7	34.9	21.6	20.4	20.2
Other non-current Assets	5.7	2.8	8.7	9.5	17.6	4.2
Current Assets (B)	3,020.3	2,672.9	2,787.5	2,522.0	2,304.3	1,745.6
Inventories	703.7	610.4	888.7	937.8	754.4	588.0
Current Financial Assets						
(i) Investments	457.2	345.7	238.8	356.02	290.2	86.0
(ii) Trade receivables	783.4	715.9	946.1	843.13	848.2	849.8
(iii) Cash and cash equivalents	38.2	46.6	46.9	57.25	213.3	92.6
(iv) Bank balances other than (iii) above	4.6	136.7	256.0	21.88	28.8	0.9
(v) Loans	101.9	181.2	236.5	0.47	7.7	7.9
(vi) Other financial assets	814.5	536.5	48.5	174.50	11.4	21.8
Other Current Assets	116.9	99.8	126.1	131.03	150.3	98.6
Total Assets (A+B)	3,964.4	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2

Equity & Liabilities (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
EQUITY (A)	2,905.1	2,444.5	2,381.8	1,927.2	1,541.3	1,221.8
Equity Share Capital	499.1	499.1	499.1	499.1	499.1	499.1
Other Equity	2,402.0	1,942.4	1882.6	1428.1	1,042.2	722.6
Non-controlling Interests	3.9	3.0	0.0	0.0	0.1	0.0
Non-Current liabilities (B)	94.2	68.0	53.9	61.0	49.6	44.5
Non-current Financial liabilities						
Lease Liabilities	32.8	18.5	17.7	24.7	15.3	19.4
Provisions	34.8	25.9	22.6	22.3	29.2	25.1
Deferred tax liabilities (net)	26.6	23.6	13.6	13.9	5.0	-
Non-current Tax Liabilities	-	-	-	-	-	-
Current liabilities (C)	965.2	800.7	933.0	1,021.4	1,081.0	839.9
Current Financial liabilities						
(i) Borrowings	0.0	0.5	-	-	-	-
(ii) Trade Payables	489.4	430.0	490.2	517.2	591.2	490.9
(iii) Lease Liabilities	19.1	11.2	16.2	12.9	17.3	16.2
(iii) Other financial liabilities	377.3	294.8	366.2	399.7	356.8	235.4
Other current liabilities	64.7	53.2	51.2	79.8	108.2	80.2
Provisions	9.0	10.4	6.3	7.2	5.6	9.7
Current tax liabilities	5.6	0.5	2.8	4.7	1.9	7.4
Total Equity & Liabilities (A+B+C)	3,964.4	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2

Consolidated Working Capital Movement

Particulars (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Inventory (A)	703.7	610.4	888.7	937.8	754.4	588.0
<i>Inventory Days (Inventories/ COGS*365) (i)</i>	138	126	143	179	166	134
Trade Receivables (B)	783.4	715.9	946.1	843.1	848.2	849.8
<i>Trade Receivables Days (Trade Receivables / Revenue*365) (ii)</i>	91	92	98	100	117	128
Trade Payables (C)	489.4	430.0	490.6	517.2	598.3	490.9
<i>Trade Payables Days (Trade Payables/ COGS*365) (iii)</i>	96	88	79	99	132	111
Other Financial Liabilities (D)	377.3	294.8	366.2	399.7	349.8	235.4
<i>Other Financial Liabilities Days (Other Current Liabilities / Revenue*365) (iv)</i>	44	38	38	48	48	35
Net Working Capital (A+B-C-D)	620.3	601.5	978.0	864.0	654.5	711.4
<i>Net Working Capital Days (i + ii – iii – iv)</i>	89	91	124	133	103	115

Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Year ended 31-Mar-25	Year ended 31-Mar-24	Year ended 31-Mar-23	Year ended 31-Mar-22	Year ended 31-Mar-21	Year ended 31-Mar-20
Net Profit Before Tax	680.2	502.9	654.2	575.7	453.3	266.5
Adjustments for: Non-Cash Items / Other Investment or Financial Items	-45.6	-6.7	38.5	46.3	54.5	45.7
Operating profit before working capital changes	634.7	496.3	692.7	622.0	507.8	312.2
Changes in working capital	-18.0	392.6	-135.2	-257.6	25.6	-9.4
Cash generated from Operations	616.6	888.8	557.5	364.4	533.4	302.8
Direct taxes paid (net of refund)	163.9	129.0	168.1	142.6	107.9	81.4
Net Cash from Operating Activities	452.7	759.8	389.4	221.8	425.4	221.4
Net Cash from Investing Activities	-392.1	-431.7	-327.2	-290.2	-282.7	-117.9
Net Cash from Financing Activities	-69.1	-328.3	-72.5	-62.6	-47.1	-61.4
Net Increase /(Decrease) in Cash and Cash equivalents	-8.4	-0.3	-10.4	-131.1	95.7	42.2
Add: Cash & Cash equivalents at the beginning of the period	46.6	46.9	57.2	188.3	92.6	50.5
Cash & Cash equivalents at the end of the period	38.2	46.6	46.9	57.2	188.3	92.6

Key Takeaways

Formidable Player in the Indian Agro-chem Space <ul style="list-style-type: none"> Strong / leadership position across products and processes Ability to develop new combination products 	Experienced Management Team and Board of Directors <ul style="list-style-type: none"> Strong management and autonomous Board with vast experience and domain expertise Localized experience enables better understanding of market needs to drive growth 	Well-diversified Product Portfolio Across Agro-Chem Value Chain <ul style="list-style-type: none"> Multi-product, multi-geography, multi-customer de-risking Access to an impressive range of own actives along with significant exposure towards speciality products resulting in product offerings at all price points serving multiple customers sub-segment 	Strong Brand and Well-Entrenched Distribution Network <ul style="list-style-type: none"> 26 states, 60 depots, 15,000+ distributors, 40,000+ dealer network High credibility and brand recall amongst farmers and the trade on account of transparent and ethical business dealings
To Benefit from Strong Parentage of SCC Japan <ul style="list-style-type: none"> Benefits from international standing of SCC Japan; most well revered brand renowned for its quality Access to SCC's global supply chain and global R&D activities (one of the largest spenders) resulting in development of actives and broad range of formulation research 	State-of-the-art Manufacturing and R&D Facilities <ul style="list-style-type: none"> Operates five manufacturing facilities with state-of-the-art plants at strategic location which helps reduce logistic time and costs Capacity not a constraint allowing for significant growth on existing investments 	Strong Track Record of Driving Growth <ul style="list-style-type: none"> Grown 14X over FY11-25 driven by organic and inorganic expansion Debt free balance sheet with strong return ratios 	

Annexures

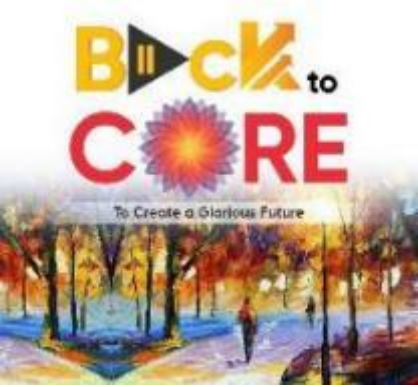
Glance of various events to bring people together



Glance of various events to bring people together



Strategic Workshop of senior and middle management to deliberate on growth acceleration



Logo for Annual Sales Team meeting - Manthan means joint efforts to squeeze out the results



Logo for Annual Distributors meeting - Bandhan means strong bonding



Logo showing Core Values

For further information, please contact:

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For further information, kindly visit our new website
www.sumichem.co.in

