Sharda Cropchem Limited

Tel.: +91 22 66782800 FAX: +91 22 66782828 / 66782808 E-mail: office@shardaintl.com



Regd. Office : Prime Business Park, Dashrathlal Joshi Road, Vile Parle (W),
Mumbai - 400056, India.
www.shardacropchem.com



24th January, 2023

To,

National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051	Phiroze Jeejeebhoi Tower, Dalal Street, Mumbai – 400 001
Trading Symbol: SHARDACROP	Scrip Code: 538666

Subject: <u>Investors / Analyst's Presentation for the quarter and nine months</u> ended 31st December, 2022:

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we are enclosing herewith the presentation to be made to the Investors/Analysts on the Financial Results of the Company for the quarter and nine months ended 31st December, 2022.

The presentation is also being uploaded on the website of the Company www.shardacropchem.com in accordance with Regulation 46 of the Listing Regulations.

We request you to take the same on record.

Yours Sincerely,

Jetkin Gudhka Company Secretary & Compliance Officer

Encl.: As above



Safe Harbor





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About Sharda Cropchem Limited

"We are a fast-growing global agrochemicals company with a peer position in the generic crop protection chemicals industry. Our vast and growing library of dossiers and IPRs provide us solid foundations for growth in the global marketplace, especially in Advanced Markets such as Europe, North America and Latin America. It equips us with the ability to operate in a diversified range of formulations and generic active ingredients space globally"







Intellectual Property (IP) driven company engaged in marketing and distribution of wide range formulations and generic active ingredients





Asset Light Business Model

Efficiently channelizing time and resources for strengthening core competency of identifying generic molecules and registration opportunities which offer scalable growth with limited capital requirements



Large Pipeline of Registrations*

Procured 2,776 registrations. Additionally, it has filed 1,131 applications for registrations globally pending at different stages



Diversified Sourcing Arrangements

Enduring relationship with multiple manufacturers and formulators enables to source and supply formulations or generic active ingredients at competitive prices



Consistently Increasing Global Presence

With diversified range of product portfolio, Company has grown by expanding business operations in 80+ countries, across Europe, NAFTA, Latin America and ROW



Widespread Distribution Network

Presence in the entire agrochemical value chain with 500 third party distributors and 400+ sales force serving the Company's esteemed clientele in 80+ countries

Company's apt domain knowledge and experience gives substantial competitive advantage for expanding business in existing markets and new geographies

*As on 31st December 2022



Overall Agrochemical Value Chain

Sharda's Operating Area









Basic & Applied Research

Identification

Registration

Active Ingredient Manufacturing

Formulation & Packaging

Marketing & Distribution

SHARDA CROPCHEM'S ASSET LIGHT BUSINESS MODEL

Focus on identification of generic molecules, preparing dossiers, seeking registrations, marketing & distributing formulations through third-party distributors and/or own sales force

Manufacturing of Als and formulations is outsourced

Highly flexible operating model resulting in

- · Overall cost competitiveness
- Efficient management of fluctuating market demand across various geographies
- Offering wide range of formulations and Als

Acts as a key differentiator from an innovator company, allowing the Company to save its capital, time and resources on R&D

Increasing Global Presence having a Widespread Distribution





80+ countries

across Europe, NAFTA, LATAM & RoW

Sales Force

400+

Distributors

500+

CAPEX incurred in 9MFY23*

Rs. 300 Cr.



In addition to newer markets, the wide global presence has allowed us to find new, specialised sales and local marketing talent.

Successfully adopted a factory-tofarmer approach to become a onestop solution provider to our global customers Strengthening and widening the sales force in Europe, USA, Canada, Mexico, Colombia, South Africa, India, and rest of the world, in addition to third party distributors with a goal to enhance its presence in the agrochemical value chain

Over the years, we've built a strong brand franchise within our global markets; we are benefiting through the economies of scale in our portfolio and leveraging value of our supply chain to deliver value to our customers across geographies

Company has gained a great deal from globalization, including new customers and diverse geocentric revenue streams. Over the years, we have mastered flexibility and adopted innovative ways to grow our business overseas



It enables the Company to penetrate its formulations and generic active ingredients in various countries backed by the third-party distributors and presence of its own sales force

^{*} Plus related revenue expenditure on registrations





THE SHARDA ADVANTAGE

Global Reach

Wide Product
Range

Healthy
relationships
with suppliers

Quality with
Affordability

Faster Sales
Service

One Stop
Solution
Provider for
Crop Care
Products

Way Forward



Forward Integration - Build Sales Force

- Leverage market presence and execution capabilities
- Adopt the factory to farmer approach and be a one stop solution provider
- Strategy on ground in different regions of NAFTA, Europe, LATAM and other key markets in ROW

Continual Investment in Product Registrations

- Continue to identify generic molecules going off patent
- Investing in preparing dossiers and seeking registrations in own name



Expand & Strengthen Distribution Presence

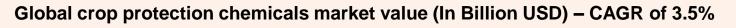
- Expand geographical reach using existing library of dossiers
- Two-fold strategy of further penetrating existing markets and entering new markets

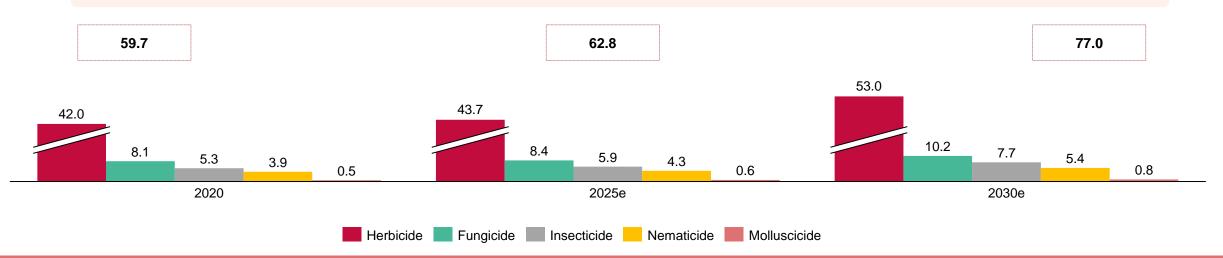
Focus on Operational Efficiencies

- Accelerated focus on revenue generating investments
- Margin improvements
- Better cost management and eliminate NVAs

Industry Outlook and Growth Drivers







INDUSTRY DRIVERS

A growing population: the global population is set to increase by 1.2 billion by 2030 and 2 billion by 2050, while the middle class will more than double to 4.9 billion by 2030

A growing middle class fuels demand for increased food and protein production, which in turn drives demand for grain to support growth

See to increase by 1.2 billion by 2030 and 2 billion by 2030 and 2 billion by 2050, while the middle class will are growth

A growing middle class fuels demand for continue to maximise farmer yields; arable land is expected to decrease from half an acre per person today to less than one-third of an acre per person by 2050



Mr. Ramprakash V. Bubna Chairman & Managing Director

- Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- He has over 53 years of experience in chemicals, agrochemicals and related businesses
- He is responsible for the Company's overall business operations and strategy



Mr. Ashish Bubna Whole Time Director

- Holds a Bachelor's Degree in Commerce from the University of Mumbai
- Over 30 years of experience in marketing of chemicals, agrochemicals and related businesses.
- Instrumental in strategizing early investment in product registrations and building the library of product dossiers.
- Responsible for marketing, procurement, registrations and logistics functions of the agrochemical business.



Mr. Manish Bubna Whole Time Director

- Holds a Bachelor's Degree in Chemical Engineering from the Department of Chemical Technology, Bombay University.
- Over 28 years of experience in chemicals, agrochemicals and related businesses
- Spearheaded the Company's foray into the conveyor belt and general chemicals business
- Also oversees the information technology, logistics and documentation functions of the Company



Mr. Ashok Vashisht Chief Financial Officer

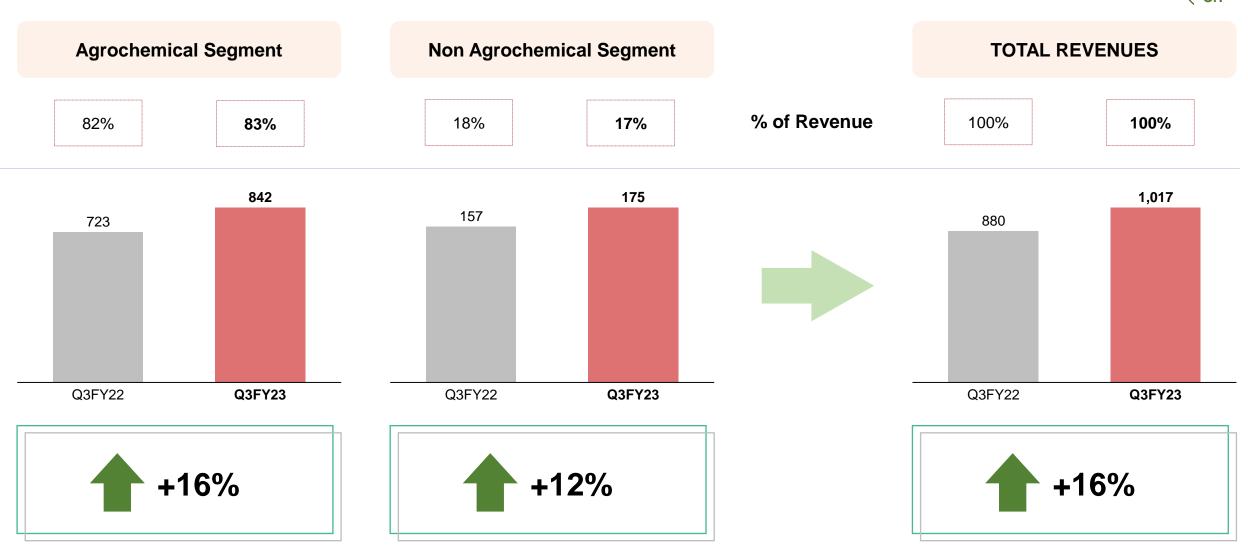
- He is Fellow member of Chartered Institute of Management Accountants UK & accredited CGMA, Fellow member of CPA Australia, Fellow member of The Institute of Cost Accountants of India and Associate member of The ICSI. He has also done DipIFR from ACCA UK and qualified Independent Director from IICA
- 25+ years of rich professional corporate experience in global and Indian MNCs in the field of Strategy, M&A, Financial Management, Direct & Indirect Taxation, Strategic Cost Management, Project Management, Statutory Audits & Internal Audits, Governance & Risk Management



Q3 FY23 Financial Highlights

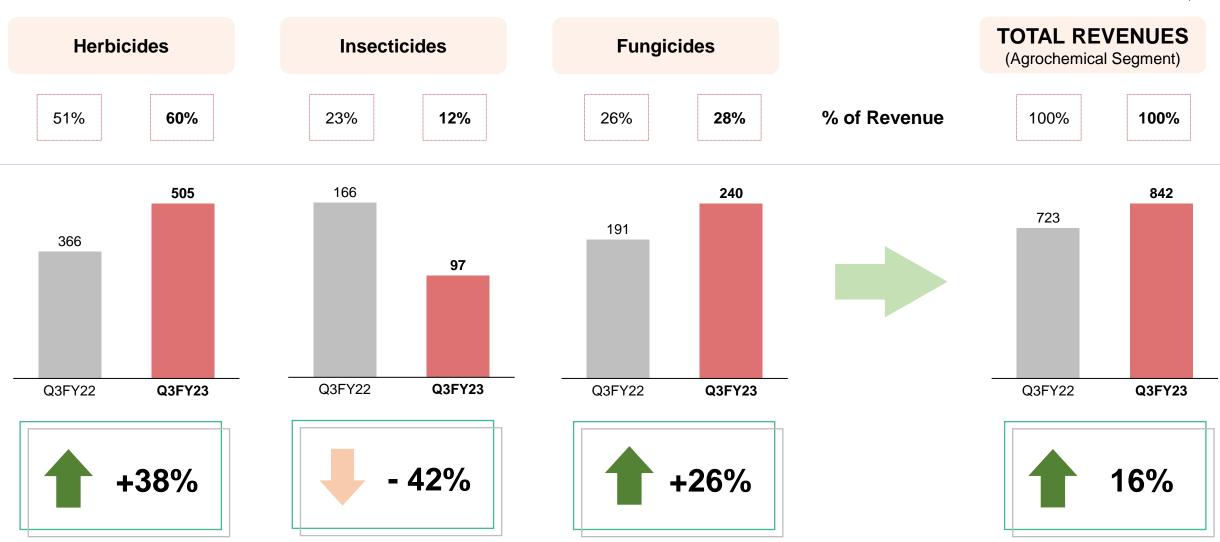
Q3 FY23: Segment Wise Highlights









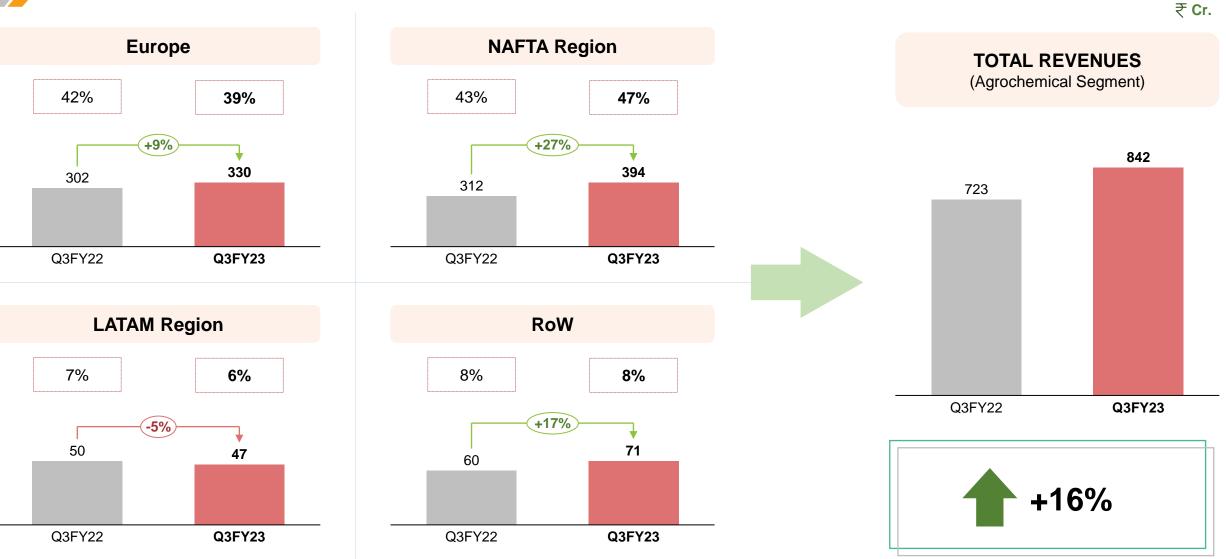


Q3 FY23: Region Wise Breakup (Agrochemical Segment)

% of Revenue



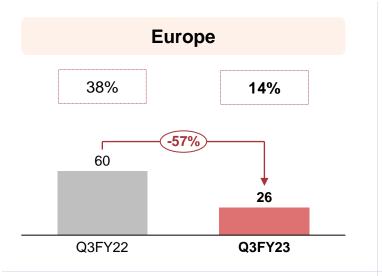


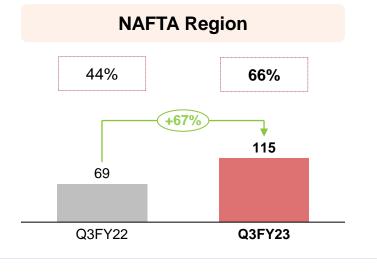


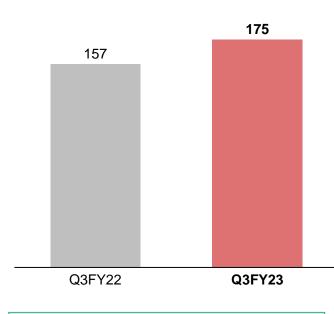
Q3 FY23: Region Wise Breakup (Non Agrochemical Segment)



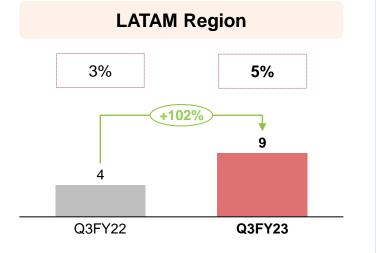


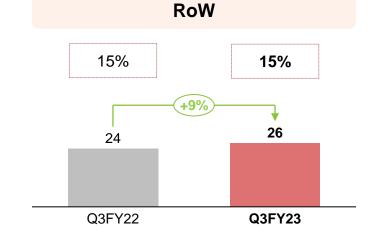






TOTAL REVENUES
(Non - Agrochemical Segment)



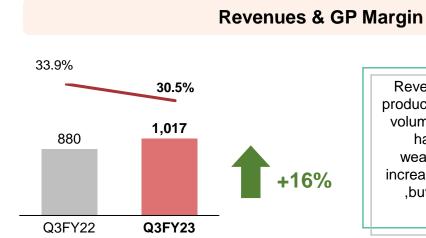




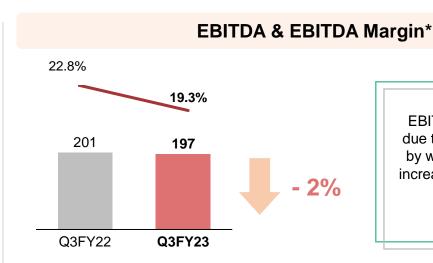
% of Revenue

Q3 FY23: Financial Highlights

₹ Cr.



Revenue growth led by better product mix, price realization and volume growth. Gross Margins have been impacted by weakening of €/\$ leading to increased input cost vs Q3FY23 ,but improved vs Q2FY23.



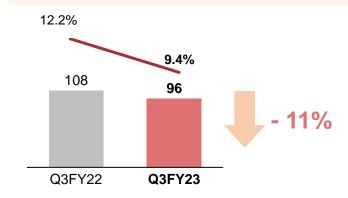
EBITDA and Margin impacted due to lower GP Margins driven by weakening of €/\$ leading to increased input cost and general inflation.





PAT growth was led by volume growth, better price mix and fav impact of forex gain during the quarter ending Q3 FY23.

Profit After Tax & PAT Margin (Excluding Forex Impact)

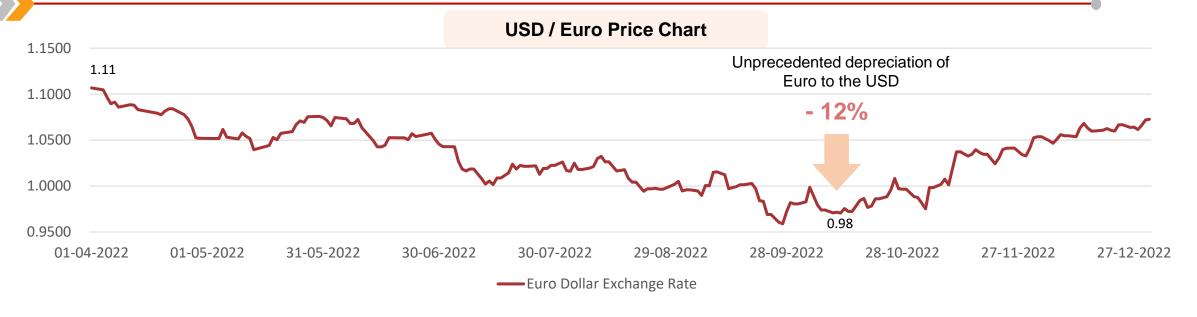


De-growth mainly due to lower GP Margins driven by weakening of €/\$ leading to increased input cost

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 2.2 cr. in Q3 FY23; Rs. 7.0 cr. in Q3 FY22

Impact of weakened Euro to the Dollar in the last nine months

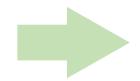




Major currencies have depreciated to the USD in the first six months of the financial year due to the ongoing war between Russia & Ukraine. In Q3FY23, we have seen a rebound of these currencies.

Over 44% of 9M FY23 Sales from Agrochemical business have been to the Europe whereas majority of the Company's Raw Material is imported from China and payments are done in US Dollar

This has impacted the Company's Gross Margin and overall profitability as the Euro had considerably depreciated against the dollar



MEASURES TAKEN BY COMPANY

- Increased sales focus on NAFTA region
- Sourcing in Euro currency
- Optimal Hedging of currencies
- Seeking Price increase to minimize this forex impact

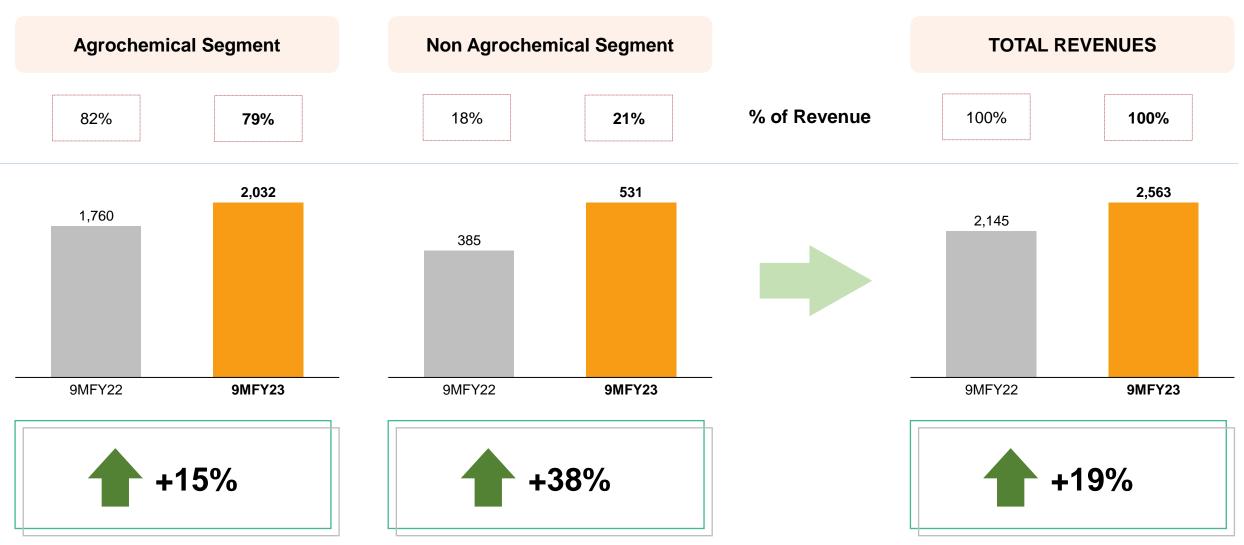


9M FY23 Financial Highlights

9M FY23 Segment Wise Highlights



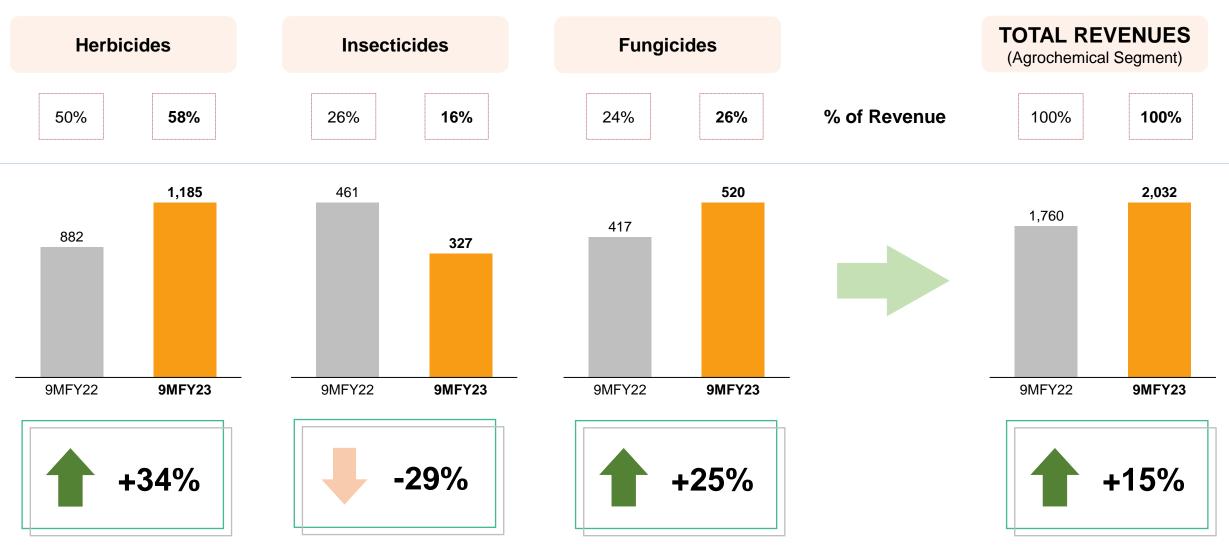




9M FY23: Product Wise Highlights (Agrochemical Segment)







9M FY23: Region Wise Breakup (Agrochemical Segment)

9MFY22

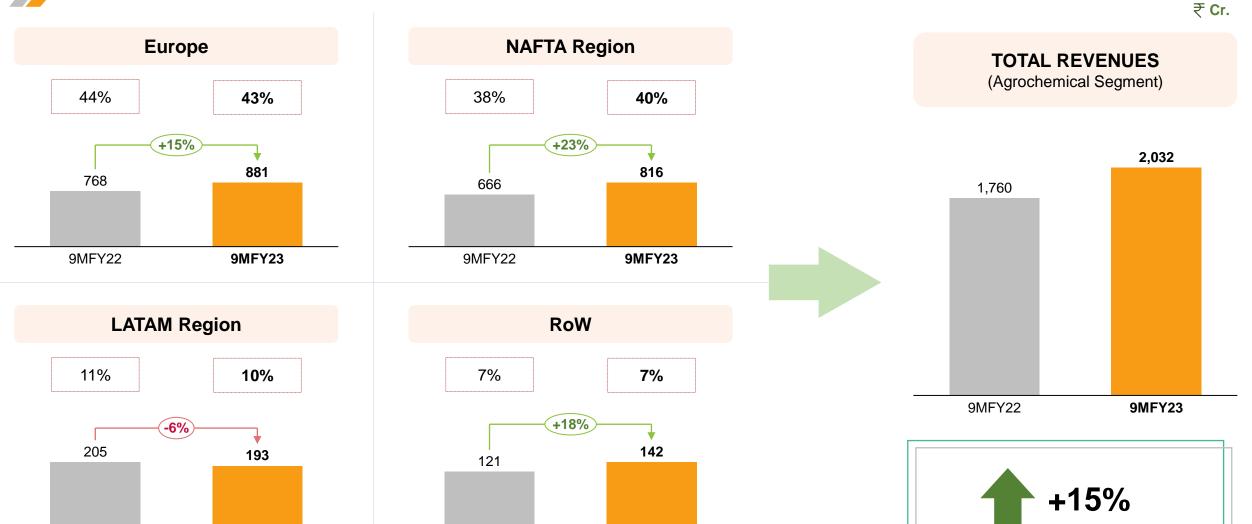
9MFY22

% of Revenue

9MFY23







9MFY23

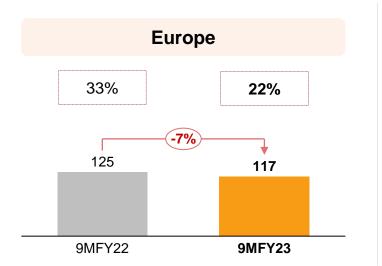
On Consolidated Basis

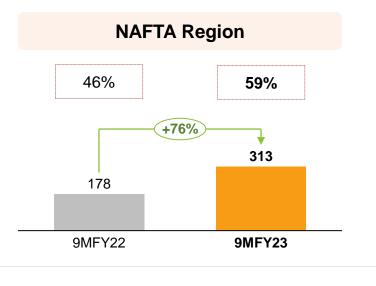
9M FY23: Region Wise Breakup (Non Agrochemical Segment)

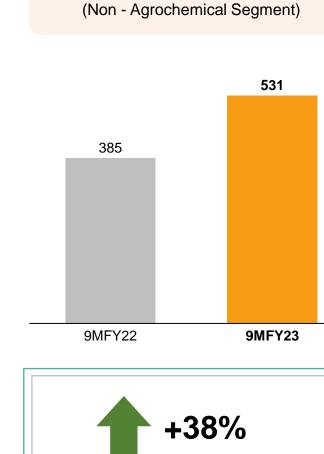




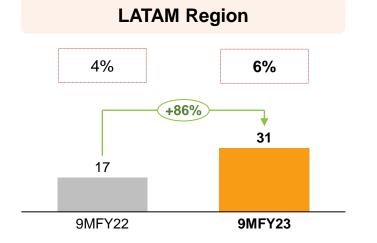
₹ Cr.

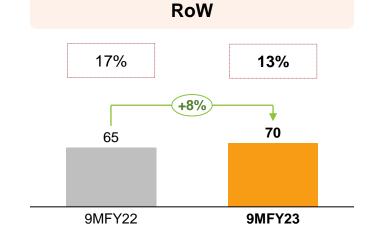






TOTAL REVENUES





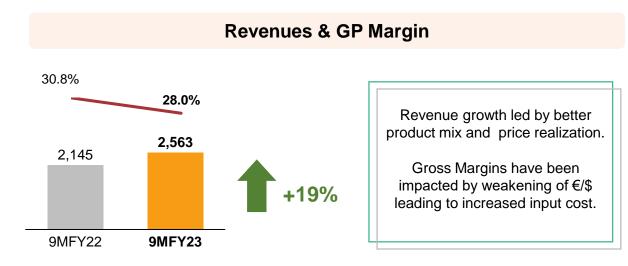


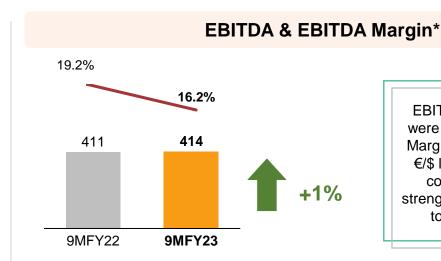
% of Revenue

9M FY23: Financial Highlights

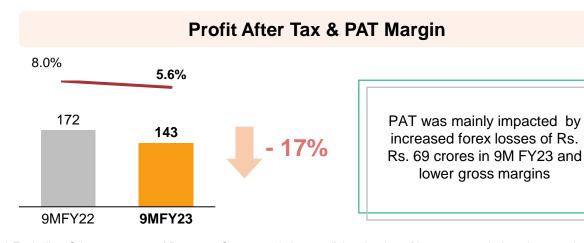




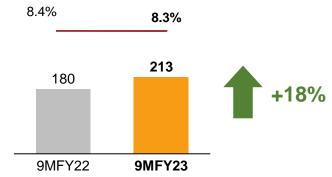




EBITDA and EBIDTA Margins were impacted due to lower GP Margins driven by weakening of €/\$ leading to increased input cost, general inflation and strengthening of global workforce to support future growth.







Mainly due to revenue growth, better product mix and operational efficiencies.

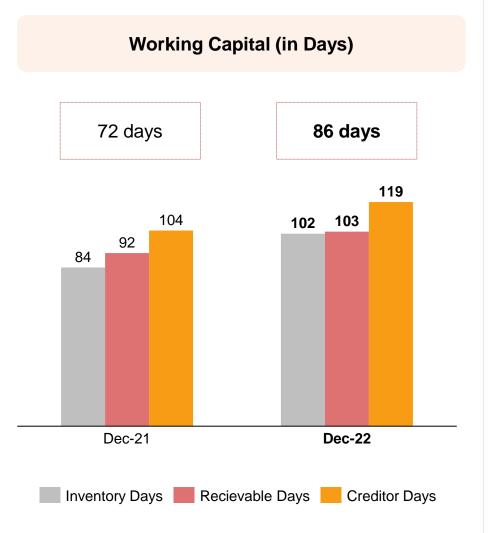
^{*} Excluding Other expenses of Rs 13.25 Crs. towards loss on fair valuation of investments during nine months ended December 31, 2022 as against gain of Rs.4.84 Crs. for corresponding nine months ended December 31, 2021 which has been included under Other Income

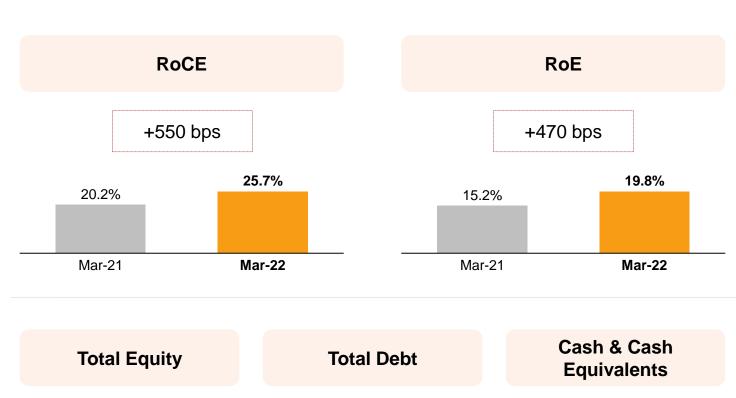
^{*} EBITDA is excluding IA & IAUD write-off (Rs. 2.2 cr. in Q3 FY23; Rs. 7.0 cr. in Q3 FY22; Rs. 6.5 cr. in 9M FY23; Rs. 11.4 cr. in 9M FY22

Strong Balance Sheet













Rs. 303
crores
Rs. 300 crores as on Mar'22



Annexure



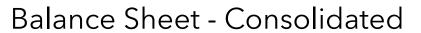
Q3 & 9M FY23 Financial Highlights



Particulars	Q3 FY23	Q3 FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
Revenue from Operations	1,017.3	879.8	16%	2,563.3	2,145.3	19%
COGS	707.3	581.4		1,846.9	1,484.5	***************************************
Gross Profit	310.0	298.4		716.5	660.8	
Gross Margin %	30.5%	33.9%		28.0%	30.8%	
Employee Expenses	12.6	10.8		29.6	31.4	***************************************
Other Expenses	102.8	93.6		292.5	229.4	
EBITDA*	196.7	200.9	(-2%)	414.1	411.3	1%
EBITDA Margin %	19.3%	22.8%		16.2%	19.2%	
Forex (Gain)/Loss	-12.4	5.6		69.5	7.2	
Depreciation	65.3	59.0		180.5	173.6	
Other Income	2.7	6.9		33.2	26.2	
EBIT	144.3	136.2		177.6	245.3	
EBIT Margin %	14.2%	15.5%		6.9%	11.4%	
Finance Cost	0.9	0.4		2.0	1.5	
PBT	143.4	135.8		175.6	243.8	
Tax Expense	35.0	33.6		32.5	71.5	
PAT	108.4	102.2	6%	143.1	172.3	(-17%)
PAT Margin %	10.7%	11.6%		5.6%	8.0%	
Earnings Per Share (EPS) In Rs.	12.01	11.33		15.86	19.10	
PAT (Excluding Forex Impact)	96.0	107.7	(-11%)	212.6	179.5	18%
PAT Margin % (Excluding Forex Impact)	9.4%	12.2%		8.3%	8.4%	

^{*} Excluding Other expenses of Rs 13.25 Crs. towards loss on fair valuation of investments during nine months ended December 31, 2022 as against gain of Rs.4.84 Crs. for corresponding nine months ended December 31, 2021 which has been included under Other Income

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 2.2 cr. in Q3 FY23; Rs. 7.0 cr. in Q3 FY22; Rs. 6.5 cr. in 9M FY23; Rs. 11.4 cr. in 9M FY22)





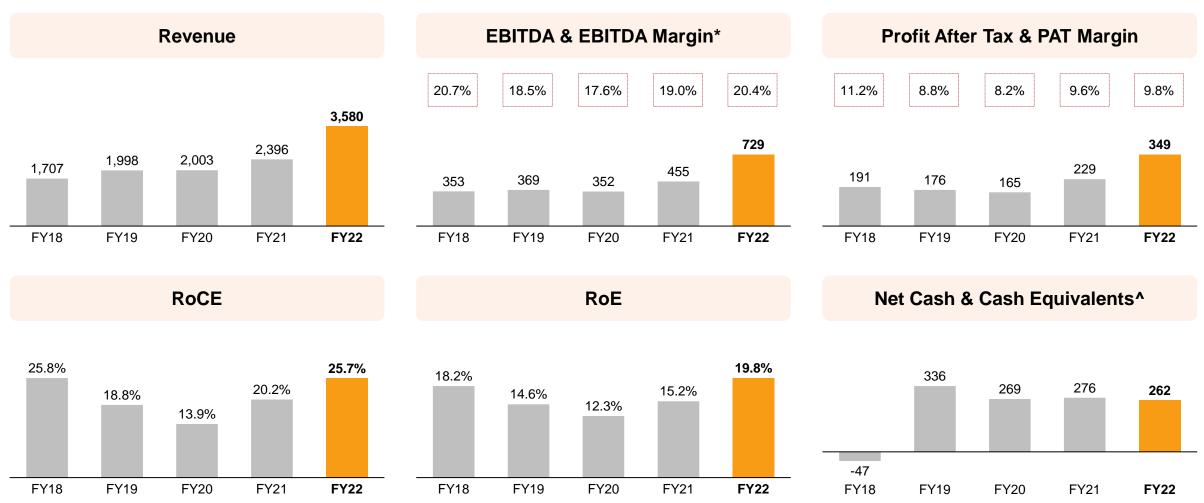
EQUITY & LIABILITIES	Dec-22	Mar-22
Equity		
Equity share capital	90.2	90.2
Other equity	1,958.1	1,822.2
Equity attributable to equity holders of the Company	2,048.3	1,912.5
Non-controlling interests	0.3	0.3
Total Equity	2,048.6	1,912.8
Non-current liabilities		
Financial liabilities		
Lease liabilities	0.7	3.5
Trade payables		
total outstanding dues of micro enterprises and small enterprises		0.0
other than micro enterprises and small enterprises		2.4
Other financial liabilities		1.6
Provisions	2.5	2.3
Deferred tax liabilities (net)	142.4	128.9
Total non-current liabilities	145.5	138.6
Current liabilities		
Financial liabilities		
Borrowings	2.6	38.0
Lease liabilities	4.1	5.1
Trade payables		
total outstanding dues of micro enterprises and small enterprises	4.4	8.8
other than micro enterprises and small enterprises	1,374.1	1,168.8
Other financial liabilities	415.4	324.8
Other current liabilities	55.0	55.4
Provisions	103.6	86.7
Income Tax Provisions	2.5	4.2
Total current liabilities	1,961.8	1,691.8
Total Equity & Liabilities	4,155.9	3,743.1

ASSETS	Dec-22	Mar-22
Non-current assets		
Property, plant and equipment	9.4	14.4
Goodwill	0.0	0.0
Intangible assets	685.7	577.4
Intangible assets under development	193.9	212.2
Financial assets		
Other Financial Assets	21.2	11.2
Deferred Tax Assets	7.2	4.9
Income tax assets (net)	83.6	71.6
Total non-current assets	1,000.9	891.7
Current assets		
Inventories	1,427.4	892.8
Financial assets		
Investments	112.8	134.4
Trade receivables	1,313.0	1,540.0
Cash and cash equivalents	74.6	56.7
Bank balance other than cash and cash equivalents	116.4	109.3
Loans	0.0	0.5
Other financial assets	33.0	48.9
Other current assets	77.9	68.9
Total current assets	3,155.0	2,851.5
Total Assets	4,155.9	3,743.1

Key Financial Performance Indices







^{*} EBITDA is excluding IA & IAUD write-off





					<
Particulars	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	3,579.8	2,395.6	2,003.0	1,997.6	1,706.6
COGS	2,499.8	1,636.0	1,388.8	1,387.3	1,143.7
Gross Profit	1,080.0	759.7	614.3	610.2	562.8
Gross Margin %	30.2%	31.7%	30.7%	30.5%	33.0%
Employee Expenses	44.2	37.3	34.9	33.5	33.5
Other Expenses	336.4	305.5	282.4	250.1	183.9
EBITDA*	728.6	455.2	351.7	368.8	353.3
EBITDA Margin %	20.4%	19.0%	17.6%	18.5%	20.7%
Forex (Gain)/Loss	16.5	-19.9	15.1	4.5	-8.5
Depreciation	245.3	170.4	137.1	99.4	69.9
Other Income	28.9	45.9	42.1	20.6	8.1
EBIT	466.5	312.2	186.8	243.4	292.1
EBIT Margin %	13.0%	13.0%	9.3%	12.2%	17.1%
Finance Cost	2.2	2.8	1.9	8.4	4.9
PBT	464.2	309.5	184.9	235.0	287.2
Tax Expense	115.0	80.2	20.2	58.7	96.4
PAT	349.3	229.2	164.7	176.3	190.8
PAT Margin %	9.8%	9.6%	8.2%	8.8%	11.2%
Earnings Per Share (EPS) In Rs.	38.71	25.40	18.25	19.55	21.15

^{*} EBITDA is excluding IA & IAUD write-off





					<
Equities & Liabilities	FY22	FY21	FY20	FY19	FY18
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	1,822.2	1,524.1	1,312.6	1,193.7	1,044.6
Non-controlling Interest	0.3	0.3	0.3	0.2	0.2
Total Equity	1,912.8	1,614.6	1,403.1	1,284.1	1,135.0
Non-Current Liabilities					
Borrowings	-	<u>-</u>	0.1	0.1	0.1
Гrade Payables	2.4	2.4	2.4	2.9	3.0
∟ease Liabilities	3.5	8.4	-	-	-
Other Financial Liabilities	1.6	3.2	13.1	1.4	0.3
Provisions	2.3	3.0	2.7	2.2	2.1
Deferred Tax Liabilities (net)	128.9	92.9	69.3	91.0	83.1
Total Non-Current Liabilities	138.6	109.9	87.5	97.6	88.6
Current Liabilities					
Borrowings	38.0	67.8	0.0	0.0	169.6
ease Liabilities	5.1	4.5	-	-	-
rade Payables	1,177.6	806.8	686.7	636.2	633.8
Other Financial Liabilities	324.8	149.1	89.7	104.0	106.2
Other Current Liabilities	55.4	58.0	54.4	60.7	56.1
Current Tax Liabilities	4.2	3.2	1.5	0.6	24.0
Provisions	86.7	50.0	24.4	20.1	12.9
Total Current Liabilities	1,691.8	1,139.4	856.7	821.7	1,002.6
Total Equity & Liabilities	3,743.1	2,863.9	2,347.2	2,203.3	2,226.2





ASSETS	FY22	FY21	FY20	FY19	FY18
Assets					
Non-Current Assets					
Property, Plant and Equipment	14.4	20.9	27.8	13.5	10.7
Goodwill	0.0	0.4	0.4	0.4	0.4
Other Intangible assets	577.4	523.1	388.1	357.8	215.2
Intangible assets under development	212.2	131.0	161.4	219.8	359.9
Deferred Tax Assets (net)	4.9	6.0	3.9	5.5	40.0
Non-Current Tax Assets	71.6	73.6	72.5	49.2	29.3
Other financial assets	11.2	9.4	11.6	8.9	7.3
Total Non-Current Assets	891.7	764.5	665.7	655.2	662.9
Current Assets					
Inventories	892.8	525.5	382.2	364.9	530.4
nvestments	134.4	83.0	115.5	211.9	22.1
Trade Receivables	1,540.0	1,162.6	988.4	811.4	891.9
Cash & Cash equivalents	56.7	85.6	77.8	50.6	61.3
Other Bank balances	109.3	175.0	75.7	73.0	39.3
_oans	0.5	<u>-</u>	<u>-</u>	-	-
Other Financial Assets	48.9	28.1	11.3	11.9	0.0
Other Current Assets	68.9	39.6	29.6	24.3	18.3
Total Current Assets	2,851.5	2,099.3	1,681.5	1,548.2	1,563.3
Total Assets	3,743.1	2,863.9	2,347.2	2,203.3	2,226.2



CSR initiatives taken up by the Company are in the areas of Promoting Education, Healthcare, Eradicating Hunger, Empowerment of Women, Animal Welfare, Promotion of Sports and Rural Development Projects

Promoting Education







Animal Welfare





Medical Aid & Relief

'मरीजों की देखभाल सच्चा परमार्थ'

राज्यपाल कोश्यारी ने युवाओं में बढ़ते नशा पर जताई चिंता

सिंह कोश्यारी ने मरीजों की देखभाल को सच्चा परमार्थ बताते हुए कहा कि अगर लोग टीबी के मरीजों को गोद लें और देश को टीबी मक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें तो यह भी दान होगा। इस दौरान उन्होंने यवाओं में तंबाक के साथ नशे की बढ़ती प्रवृति पर चिंता जताई। वह परमार्थ रत्न पुरस्कार समारोह में बोल रहे थे।

सामाजिक संस्था परमार्थ सेवा समिति की तरफ से राजभवन में आयोजित पुरस्कार और दीपावली स्नेह कार्यक्रम का आयोजन किया गया था। इसमें राज्यपाल ही. अविनाश साबले को परमार्थ खेल रत्न

कैंसर: डॉ. राजेंद्र बडवे ने कहा कि भारत ओर से किए जा रहे कार्यों की रूपरेखा



में कैंसर की दर पश्चिमी देशों की तुलना में कम है. यह संतोष की बात है। लेकिन, बड़े पैमाने पर कैंसर को नियंत्रित किया में से तंबाक के सेवन से होने वाले कैंसर रोगियों की संख्या 40 प्रतिशत है। संस्था शहरीकरण के साथ बढ़ रहा अध्यक्ष मनमोहन गोयनका ने संस्था की रखी। संस्था के चेयरमैन लक्ष्मीनारायण वियानी ने 18 मंजिला कीमोधेरेपी तापडिया, ज्योतिप्रसाद तापडिया, दिलीप पिरामल, रवि लालपरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।



THANK YOU

Company: Sharda Cropchem Limited



Sharda Cropchem Limited

CIN: L67120MH1995PLC086696

Mr. Ashok Vashisht - CFO

cfo@shardaintl.com

Tel: +91 22 6678 2800

Investor Relation Advisors: Strategic Growth Advisors Pvt. Ltd.

 $SGA \underline{^{Strategic\ Growth\ Advisors}}$

CIN: U74140MH2010PTC204285

Mr. Deven Dhruva

deven.dhruva@sqapl.net

Tel: +91 98333 73300