Sharda Cropchem Limited

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12th May, 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 Year ended 31st March, 2023</u>

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 year ended 31st March, 2023.

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 2,821 registrations. Additionally, it has filed 1,143 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 March 2023



Distribution



Identification

Overall Agrochemical Value Chain Sharda's Operating Area Active Ingredient Formulation & Marketing & Registration

SHARDA CROPCHEM'S ASSET LIGHT BUSINESS MODEL

Manufacturing

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

Basic & Applied

Research

Manufacturing of Als and formulations is outsourced

Highly flexible operating model resulting in

Overall cost competitiveness

Packaging

- · 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

Global Resource Deployment

500+

Distributors

525+

CAPEX incurred in FY23*

Rs. 355 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

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

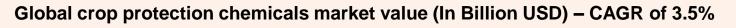
- Expand geographical reach using existing library of dossiers
- Two-fold strategy of further penetrating existing markets and entering new markets

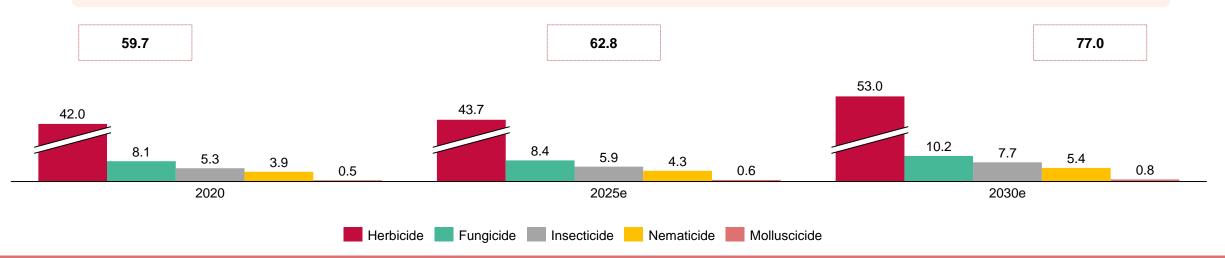
Focus on Operational Efficiencies

- 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

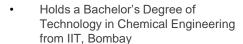
A growing middle class fuels demand for increased food and protein production, which in turn drives demand for grain to support growth

See to increase by 1.2 billion by 2030 and 2 billion by 2030 and 2 billion by 2050, while the middle class will an acre per person today to less than one-third of an acre per person by 2050





Mr. Ramprakash V. Bubna Chairman & Managing Director



- 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



- 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

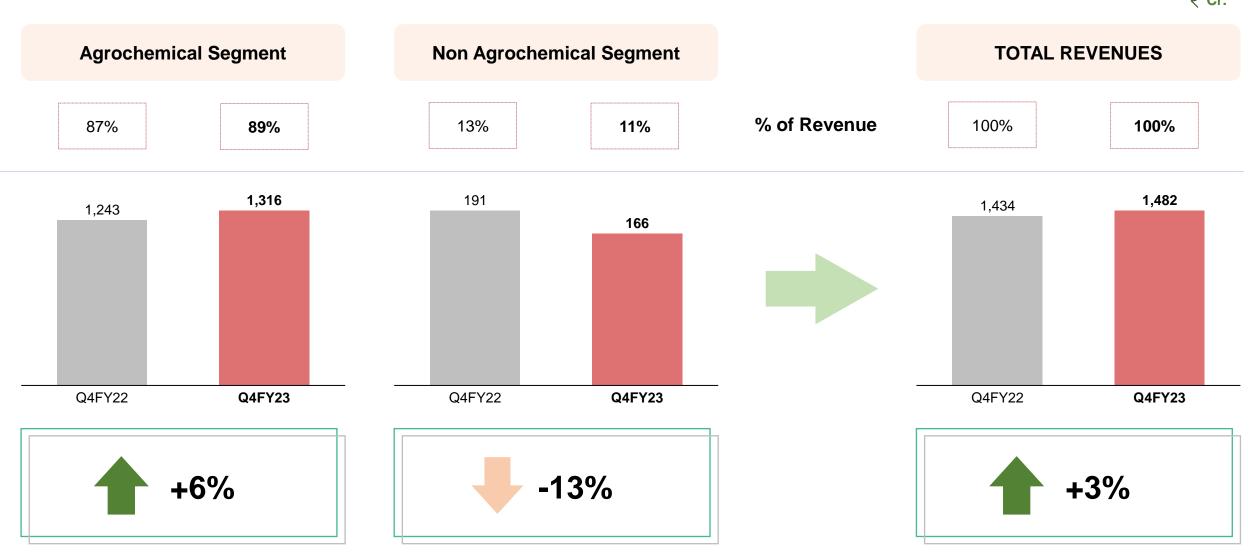
- He is Fellow member of Chartered Institute of Management Accountants UK & accredited CGMA, Fellow member of CPA Australia, Fellow member of The Institute of Cost Accountants of India and Associate member of The ICSI. He has also done DipIFR from ACCA UK and qualified Independent Director from IICA
- 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



Q4 FY23 Financial Highlights

Q4 FY23: Segment Wise Highlights

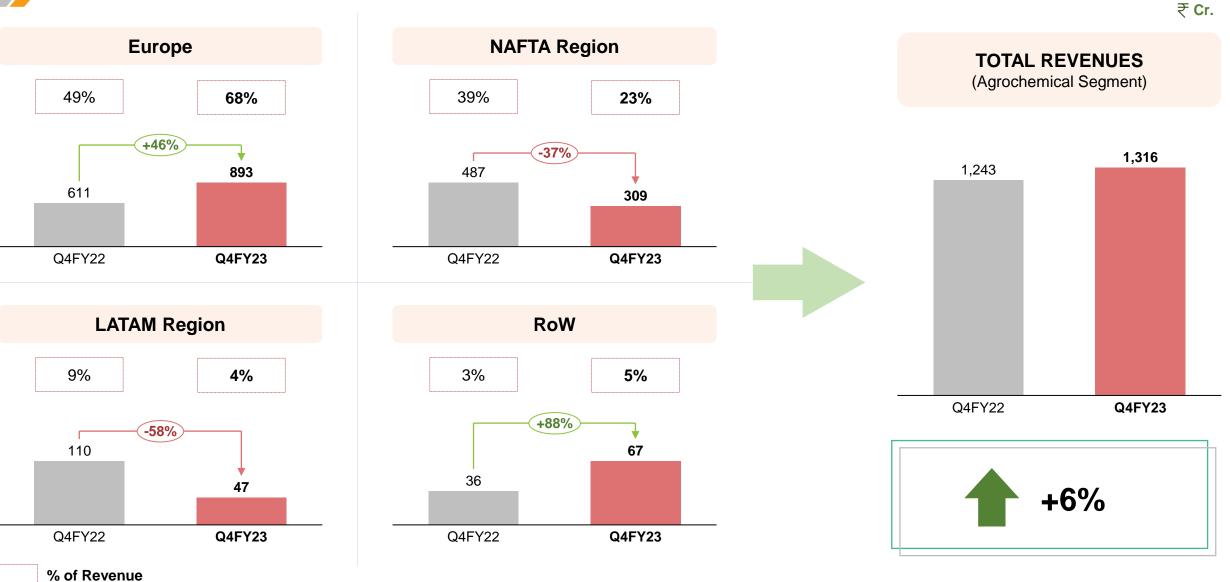




Q4 FY23: Region Wise Breakup (Agrochemical Segment)



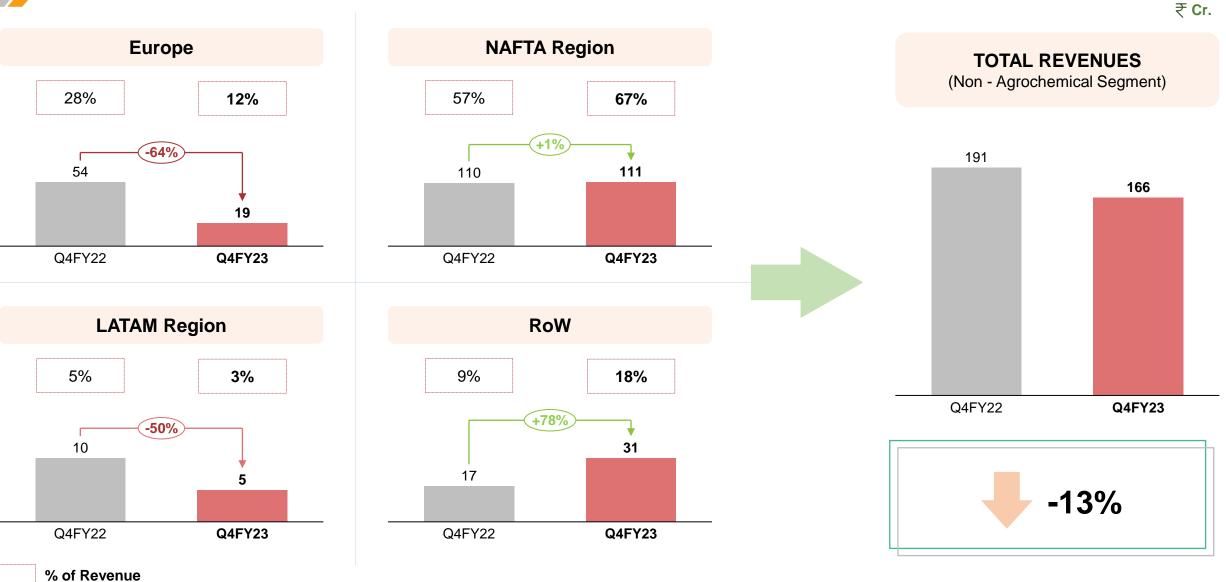




Q4 FY23: Region Wise Breakup (Non Agrochemical Segment)



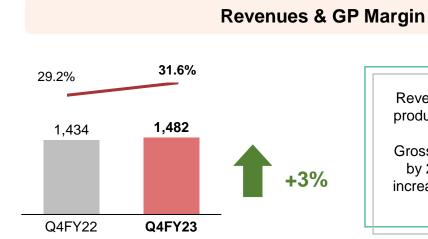




Q4 FY23: Financial Highlights

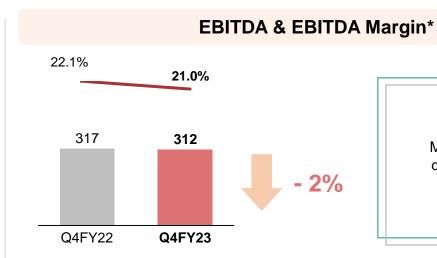


₹ Cr.



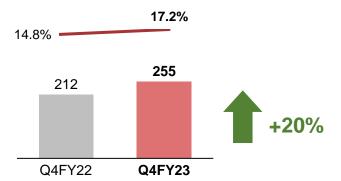
Revenue growth led by better product mix & price realization

Gross Margins have improved by 240 basis points due to increased sales in Europe and better margins



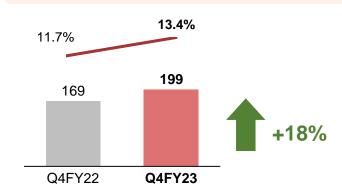
EBITDA and EBIDTA Margins were impacted due to general inflation and increase in local freight costs





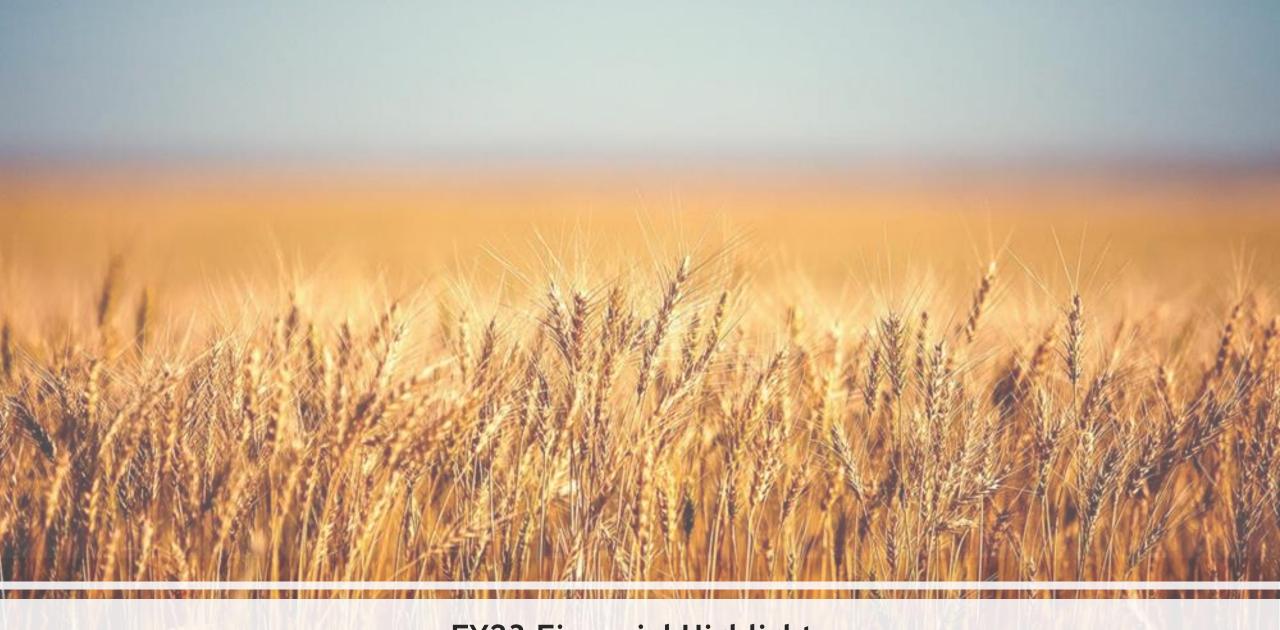
PBT has grown by 20% on account of increased Gross Profit Margins and a favourable impact of forex gain during the quarter

Profit After Tax & PAT Margin



PAT has grown by 18%, led by better product mix & price realization. A favourable impact of forex gain during the quarter also helped to improve margins

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 5.4 cr. in Q4 FY23; Rs. 17.8 cr. in Q4 FY22)

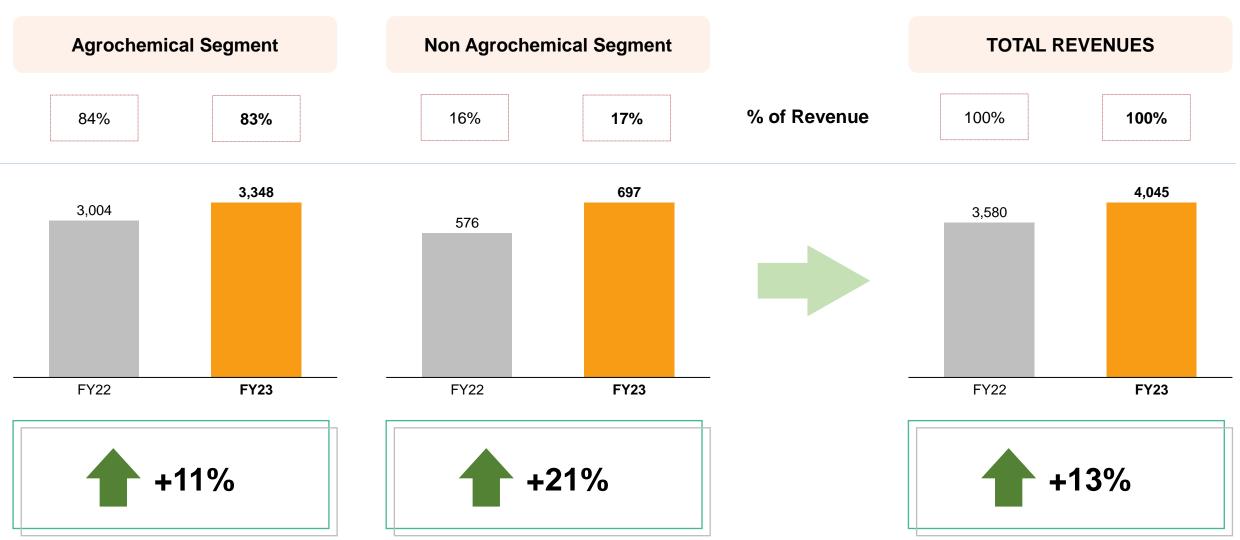


FY23 Financial Highlights

FY23 Segment Wise Highlights



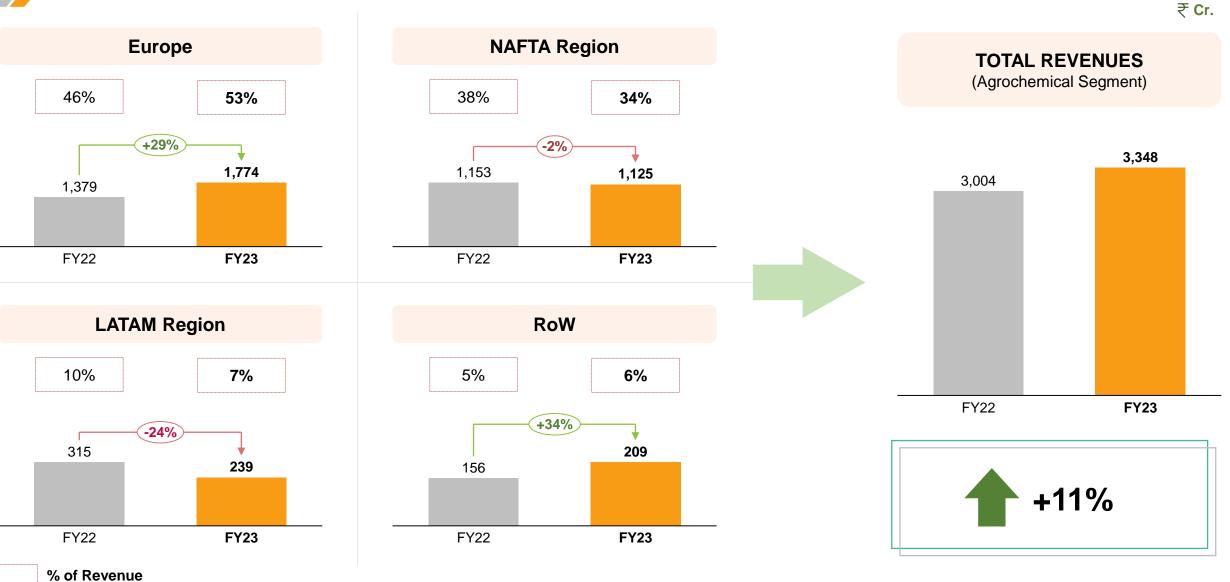




FY23: Region Wise Breakup (Agrochemical Segment)





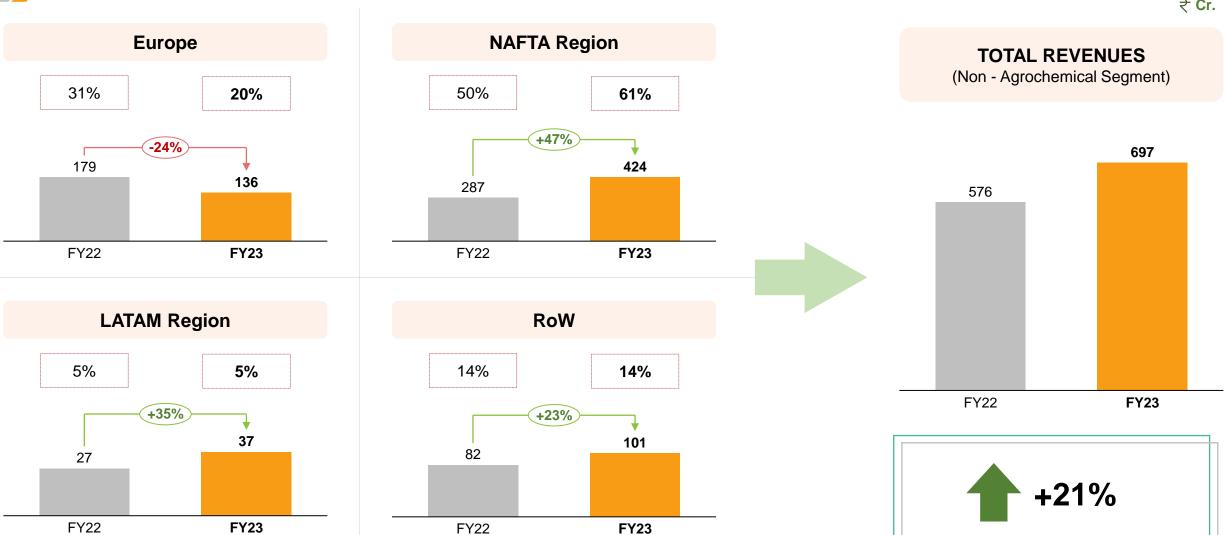


FY23: Region Wise Breakup (Non Agrochemical Segment)

% of Revenue



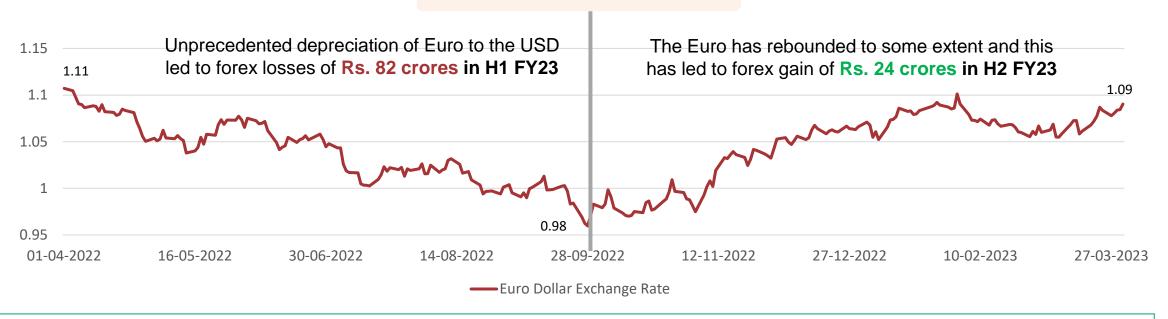




20



USD / Euro Price Chart



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 the second half of FY23, we have seen a rebound of these currencies.

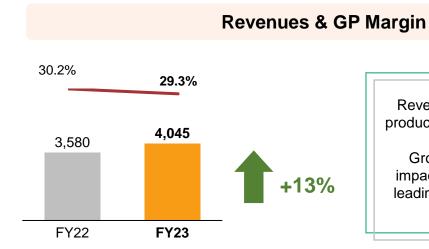
Over 53% of FY23 Sales from Agrochemical business have been to the Europe whereas majority of the Company's Raw Material is imported from China and payments are done in US Dollar.

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

FY23: Financial Highlights

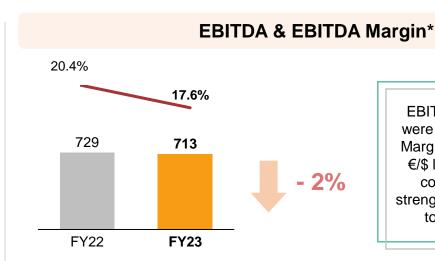


₹ Cr.

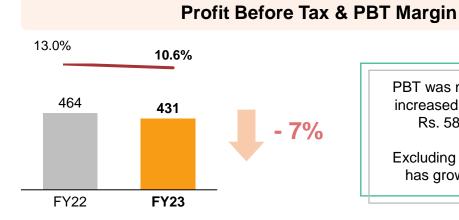


Revenue growth led by better product mix and price realization.

Gross Margins have been impacted by weakening of €/\$ leading to increased input cost mainly in H1 FY23

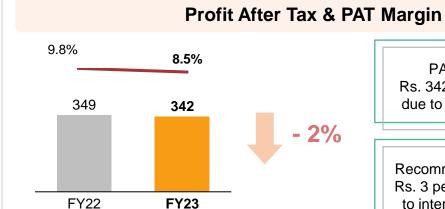


EBITDA and EBIDTA Margins were impacted due to lower GP Margins driven by weakening of €/\$ leading to increased input cost, general inflation and strengthening of global workforce to support future growth.



PBT was mainly impacted by increased forex losses of Rs. Rs. 58 crores in FY23

Excluding Forex Losses, PBT has grown by 2% in FY23



PAT de-grew by 2% to Rs. 342 crores for FY23, mainly due to lower profits in H1 FY23

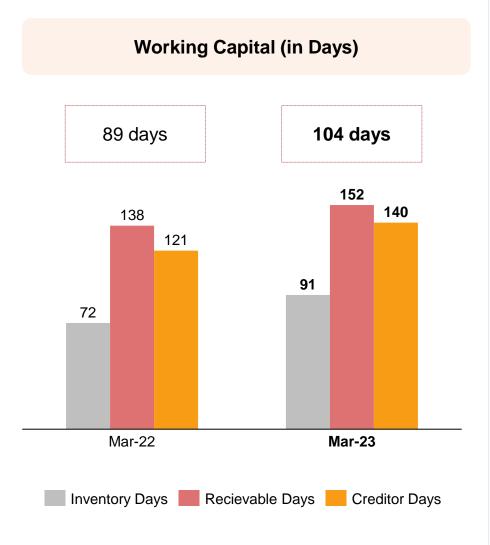
Recommended Final Dividend of Rs. 3 per equity share in addition to interim dividend of Rs. 3 per equity shares, aggregating to Rs. 6 per equity share for FY23

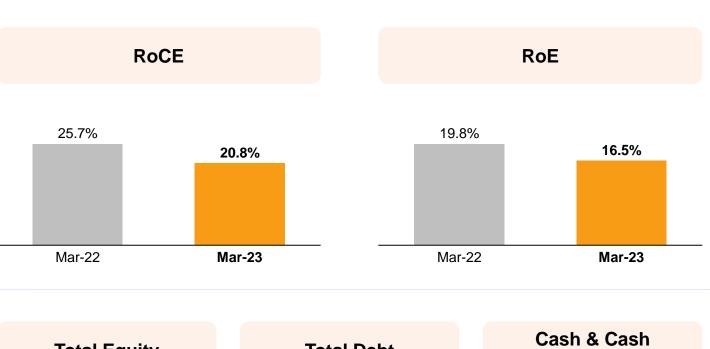
 $^{^{*}\} EBITDA\ is\ excluding\ IA\ \&\ IAUD\ write-off\ (Rs.\ 5.4\ cr.\ in\ Q4\ FY23;\ Rs.\ 17.8\ cr.\ in\ Q4\ FY22\ ;\ Rs.\ 11.9\ cr.\ in\ FY23;\ Rs.\ 29.2\ cr.\ in\ FY22\ respectively.$

Strong Balance Sheet









Total Equity

Total Debt

Cash & Cash Equivalents

Rs. 2,232 crores

Rs. 1,912 crores as on Mar'22

Rs. 3 crores

Rs. 38 crores as on Mar'22

Rs. 328 crores*

Rs. 300 crores as on Mar'22

^{*} Includes FDs of Rs. 114 crores clubbed in Non Current Other Financial Assets



Annexure



Q4 & FY23 Financial Highlights



Particulars	Q4 FY23	Q4 FY22	Y-o-Y	FY23	FY22	Y-o-Y
Revenue from Operations	1,481.8	1,434.5	3%	4,045.2	3,579.8	13%
COGS	1,013.9	1,015.3		2,860.8	2,499.8	
Gross Profit	467.9	419.2		1,184.4	1,080.0	
Gross Margin %	31.6%	29.2%		29.3%	30.2%	
Employee Expenses	15.2	12.7		44.8	44.2	
Other Expenses	146.4	107.0		438.9	336.4	
EBITDA*	311.8	317.3	-2%	712.6	728.6	-2%
EBITDA Margin %	21.0%	22.1%		17.6%	20.4%	
Forex (Gain)/Loss	-11.9	9.2		57.6	16.5	
Depreciation	67.7	71.7		248.1	245.3	
Other Income	7.0	2.7		40.3	28.9	
EBIT	257.6	221.2	20%	435.3	466.5	-7%
EBIT Margin %	17.4%	15.4%		10.8%	13.0%	
Finance Cost	2.5	0.7		4.5	2.2	
PBT	255.1	220.5	16%	430.7	464.2	-7%
PBT Margin	17.2%	15.4%		10.6%	13.0%	
Tax Expense	56.3	43.5		88.8	115.0	
PAT	198.9	177.0	12%	342.0	349.3	-2%
PAT Margin %	13.4%	12.3%		8.5%	9.8%	
Earnings Per Share (EPS) In Rs.	22.0	19.6		37.9	38.7	

^{*} EBITDA is excluding IA & IAUD write-off (Rs. 5.4 cr. in Q4 FY23; Rs. 17.8 cr. in Q4 FY22; Rs. 11.9 cr. in FY23; Rs. 29.2 cr. in FY22)



Balance Sheet - Consolidated

	SC
Sharda	Cropchem Limited

EQUITY & LIABILITIES	Mar-23	Mar-22
Equity		
Equity share capital	90.2	90.2
Other equity	2141.8	1822.2
Equity attributable to equity holders of the Company	2,232.0	1,912.5
Non-controlling interests	0.4	0.3
Total Equity	2,232.4	1,912.8
Non-current liabilities		
Financial liabilities		
Lease liabilities	-	3.5
Trade payables		
total outstanding dues of micro enterprises and small enterprises	0.0	0.0
other than micro enterprises and small enterprises	0.0	2.4
Other financial liabilities	1.7	1.6
Provisions	2.7	2.3
Deferred tax liabilities (net)	143.4	128.9
Total non-current liabilities	147.9	138.6
Current liabilities		
Financial liabilities		
Borrowings	3.0	38.0
Lease liabilities	0.0	5.1
Trade payables		
total outstanding dues of micro enterprises and small enterprises	1.9	8.8
other than micro enterprises and small enterprises	1375.7	1168.8
Other financial liabilities	431.4	324.8
Other current liabilities	78.1	55.4
Provisions	61.4	86.7
Income Tax Provisions	19.1	4.2
Total current liabilities	1,970.6	1,691.8
Total Equity & Liabilities	4,350.8	3,743.1

ASSETS	Mar-23	Mar-22
Non-current assets		
Property, plant and equipment	5.0	14.4
Goodwill	0.0	0.0
Intangible assets	663.0	577.4
Intangible assets under development	203.9	212.2
Financial assets		
Other Financial Assets	140.6	11.2
Deferred Tax Assets	7.9	4.9
Income tax assets (net)	72.3	71.6
Total non-current assets	1,092.7	891.7
Current assets		
Inventories	1,134.3	892.8
Financial assets		
Investments	31.9	134.4
Trade receivables	1,833.3	1,540.0
Cash and cash equivalents	176.4	56.7
Bank balance other than cash and cash equivalents	5.5	109.3
Loans	0.0	0.5
Other financial assets	28.7	49.9
Other current assets	48.1	67.9
Total current assets	3,258.2	2,851.5
Total Assets	4,350.8	3,743.1

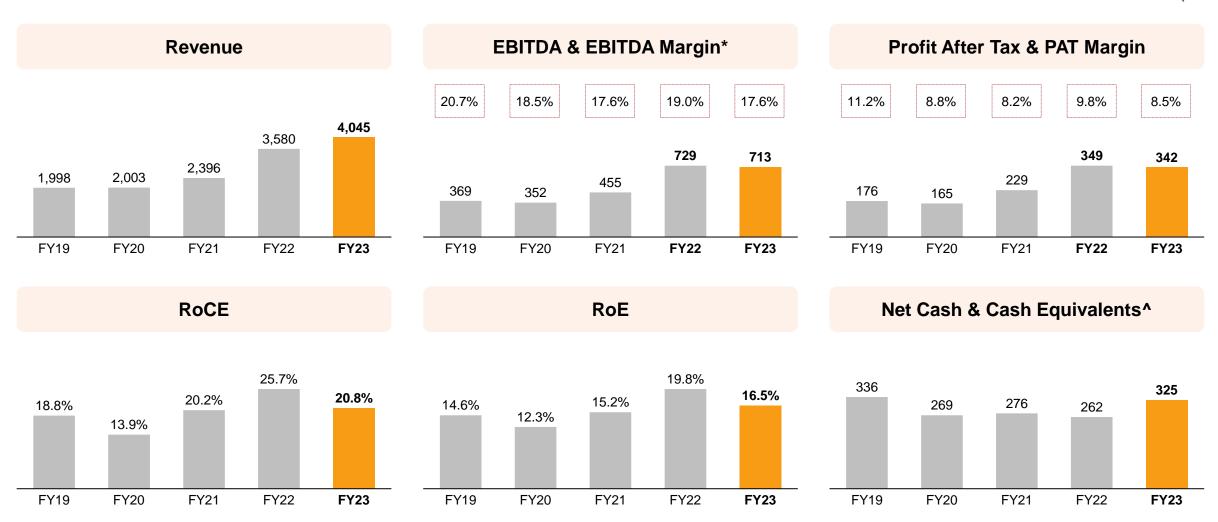




Particulars (Rs. Cr.)	FY23	FY22
Profit Before Tax	430.7	464.2
Adjustments	266.5	256.9
Operating profit before working capital changes	697.2	721.1
Changes in working capital	-303.7	-379.2
Cash generated from operations	393.5	341.9
Direct taxes paid (net of refund)	-65.3	-74.8
Net Cash from Operating Activities	328.3	267.1
Net Cash from Investing Activities	-145.2	-207.9
Net Cash from Financing Activities	-97.1	-91.0
Exchange difference arising on conversion debited/ (credited) to foreign currency translation reserve (D)	33.0	2.8
Net Change in cash and cash equivalents	119.0	-28.9
Opening Cash Balance	56.7	85.6
Effect of exchange rate changes on cash & cash equivalents held in foreign currencies	0.7	0.0
Closing Cash Balance	176.4	56.7







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





Particulars	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	4,045.2	3,579.8	2,395.6	2,003.0	1,997.6
COGS	2,860.8	2,499.8	1,636.0	1,388.8	1,387.3
Gross Profit	1,184.4	1,080.0	759.7	614.3	610.2
Gross Margin %	29.3%	30.2%	31.7%	30.7%	30.5%
Employee Expenses	44.8	44.2	37.3	34.9	33.5
Other Expenses	438.9	336.4	305.5	282.4	250.1
EBITDA*	712.6	728.6	455.2	351.7	368.8
EBITDA Margin %	17.6%	20.4%	19.0%	17.6%	18.5%
Forex (Gain)/Loss	57.6	16.5	-19.9	15.1	4.5
Depreciation	248.1	245.3	170.4	137.1	99.4
Other Income	40.3	28.9	45.9	42.1	20.6
EBIT	435.3	466.5	312.2	186.8	243.4
EBIT Margin %	10.8%	13.0%	13.0%	9.3%	12.2%
Finance Cost	4.5	2.2	2.8	1.9	8.4
PBT	430.7	464.2	309.5	184.9	235.0
Tax Expense	88.8	115.0	80.2	20.2	58.7
PAT	342.0	349.3	229.2	164.7	176.3
PAT Margin %	8.5%	9.8%	9.6%	8.2%	8.8%
Earnings Per Share (EPS) In Rs.	37.90	38.71	25.40	18.25	19.55

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



Balance Sheet - Equity & Liabilities

Equities & Liabilities	FY23	FY22	FY21	FY20	FY19
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2141.8	1,822.2	1,524.1	1,312.6	1,193.7
Non-controlling Interest	0.4	0.3	0.3	0.3	0.2
Total Equity	2,232.4	1,912.8	1,614.6	1,403.1	1,284.1
Non-Current Liabilities					
Borrowings	-	_	-	0.1	0.1
Trade Payables	-	2.4	2.4	2.4	2.9
Lease Liabilities	-	3.5	8.4	-	-
Other Financial Liabilities	1.7	1.6	3.2	13.1	1.4
Provisions	2.7	2.3	3.0	2.7	2.2
Deferred Tax Liabilities (net)	143.4	128.9	92.9	69.3	91.0
Total Non-Current Liabilities	147.9	138.6	109.9	87.5	97.6
Current Liabilities					
Borrowings	3.0	38.0	67.8	0.0	0.0
Lease Liabilities	-	5.1	4.5	-	-
Trade Payables	1,377.6	1,177.6	806.8	686.7	636.2
Other Financial Liabilities	431.4	324.8	149.1	89.7	104.0
Other Current Liabilities	78.1	55.4	58.0	54.4	60.7
Current Tax Liabilities	19.1	4.2	3.2	1.5	0.6
Provisions	61.4	86.7	50.0	24.4	20.1
Total Current Liabilities	1,970.6	1,691.8	1,139.4	856.7	821.7
Total Equity & Liabilities	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3





ASSETS	FY23	FY22	FY21	FY20	FY19
Assets					
Non-Current Assets					
Property, Plant and Equipment	5.0	14.4	20.9	27.8	13.5
Goodwill	0.0	0.0	0.4	0.4	0.4
Other Intangible assets	663.0	577.4	523.1	388.1	357.8
Intangible assets under development	203.9	212.2	131.0	161.4	219.8
Deferred Tax Assets (net)	7.9	4.9	6.0	3.9	5.5
Non-Current Tax Assets	72.3	71.6	73.6	72.5	49.2
Other financial assets	140.6	11.2	9.4	11.6	8.9
Total Non-Current Assets	1,092.7	891.7	764.5	665.7	655.2
Current Assets					
nventories	1,134.3	892.8	525.5	382.2	364.9
nvestments	31.9	134.4	83.0	115.5	211.9
Frade Receivables	1,833.3	1,540.0	1,162.6	988.4	811.4
Cash & Cash equivalents	176.4	56.7	85.6	77.8	50.6
Other Bank balances	5.5	109.3	175.0	75.7	73.0
_oans	0.0	0.5	<u>-</u>	-	<u>-</u>
Other Financial Assets	28.7	48.9	28.1	11.3	11.9
Other Current Assets	48.1	68.9	39.6	29.6	24.3
Total Current Assets	3,258.2	2,851.5	2,099.3	1,681.5	1,548.2
Total Assets	4,350.8	3,743.1	2,863.9	2,347.2	2,203.3



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: L51909MH2004PLC145007

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