



Date: 16th May, 2025

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G. Block,
Bandra- Kurla Complex,
Bandra East, Mumbai-400 051

The Department of Corporate Services-
Listing
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Symbol: DHANUKA

Scrip Code: 507717

Sub: Investors Presentation on Audited Financial Results for the Quarter and Financial Year Ended on 31st March 2025

Dear Sir,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation on Audited Financial Results for the Quarter and Financial Year Ended on 31st March 2025.

We hope you will find the same in order.

Thanking You,
Yours faithfully,

For Dhanuka Agritech Limited

JITIN
SADANA

Digitally signed
by Jitin SADANA
Date: 2025.05.16
15:05:49 +05'30'

Jitin Sadana
Company Secretary and Compliance Officer
FCS-7612

Encl: a/a

Dhanuka Agritech Limited

(BSE: 507717; NSE: DHANUKA)

Q4 FY2024-2025
Earnings Presentation
May 16, 2025



**INDIA KA PRANAM
HAR KISAN KE NAAM**

www.dhanuka.com

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Dhanuka Agritech Limited (“Dhanuka Agritech” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Dhanuka Agritech undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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Mr. Mahendra Kumar
Dhanuka
Chairman

Dhanuka Agritech is a leading Indian agrochemical company. Dhanuka is working with the vision of Transforming India through Agriculture. We have a pan-India presence in all major states to reach out to more than 10 million farmers with our products and services. Dhanuka's key focus has been on introduction of novel chemistries and extensive product development distinguishing us from the rest of the industry.

With four manufacturing units and 41 warehouses across India, we cater to around 6,500 distributors and around 80,000 retailers. Dhanuka has a strong Sales and Marketing team to promote and develop new products. Dhanuka's strong R&D division has world-class NABL accredited laboratory as well as an excellent team for new product registration and development. Dhanuka has international collaboration with ten leading global agrochemical companies from Japan, US and Europe, which helps us to introduce the latest technology in India. It is my privilege to address you at the close of what has been a landmark year for Dhanuka Agritech. FY 2024–25 was a period marked by bold decisions, strategic partnerships, and excellent financial performance—anchored in our vision to serve farmers with science-led, high-impact solutions.

Among our most significant achievements this year was achieving a milestone of revenue of Rs 2000 crores as well as acquisition of international rights for two key fungicide molecules—Iprovalicarb and Triadimenol—from Bayer AG. This deal is not just a product expansion; it is a strategic gateway to global growth. With these molecules, we now have a presence in more than 20 countries across Latin America, Europe, Asia, and Africa, marking a monumental step in our journey from an Indian leader to a global agrochemical player.

This year, we have aggressively increased our presence in Corporate Sales in Indian market, paving the way for future growth for products being manufactured at Dahej. We have approved the next product for manufacturing in the existing plant for which the revenue will start from Q2. Our investment in process research is yielding good results with many more products in the pipeline.

The Board of Directors has recommended 100% dividend that is Rs.2/- per equity share having face value of Rs.2 per share which will absorb Rs. 9.02 Crores. The said dividend will be subject to the approval of the Shareholders in 40th Annual General Meeting scheduled on 1st August 2025.

Why Dhanuka Agritech?



Creating breakthroughs in Chemical Synthesis

Synthesis plant at Dahej supported by Fully equipped R&D Lab with 30 Chemists to master new chemistry



Rural FMCG Play

41 warehouses, 6,500+ distributors and 80,000+ retailers to service the needs of over 10 million farmers



Diverse Product Portfolio

300+ registrations across Herbicides, Insecticides, Fungicides and Plant Growth Regulators, ~90 Products across all segments



Global Innovator Tie Ups

World's leading agrochemical companies from the US, Japan and Europe have partnered with Dhanuka Agritech to introduce latest technology to Indian farmlands



Robust Pipeline

Focus on margin accretive "9(3) product" portfolio. Target to launch 8 new products across all segments including "me-too" over the next two years



Profitable Growth

Higher contribution of specialty products, growth in volumes from existing products to drive return ratios

Applying the concept of “seeing is believing” establishing the value for LaNevo on 20th February 2025



First harvest day at Gangireddy Palem village, AP

Project "Swarn Kanak" was initiated to understand, capture and demonstrate the value that Maxyld delivers in Wheat Crop to DAL sales team (Punjab, Haryana & Western UP) & farmers of respective areas on 6th March 2025



Territories Visited: Amritsar, Phagwara, Fazilka, Sirsa, Karnal, Kurukshetra, Jind
Farmer Participation: 400 +

Harvest Day Conduct under Pragati Ka Bulb: 30th March 2025



40 Farmers witnessed the difference in Dhar, Madhya Pradesh.
30 Farmers witnessed the difference in Ujjain, Madhya Pradesh

World Water Day, PHD House, Delhi: 22nd March 2025



Dr. R.G. Agarwal organized World Water Day 2025 in collaboration with PHDCCI

Co-sponsored by DAL which had talk sessions of representatives from various other Agri-input companies and eminent scientists



HOKKO Team Visit to Dahej Plant – 31st March 2025



Delegates from HOKKO CHEMICAL, JAPAN: **HIDEHIRO TAJINO, KATSUHIKO IWASAKI, TAKASHI MIZOTE, KOHICHI OGITA**

Digital Accomplishments – YouTube & Influencer Campaign



YouTube Growth Highlights

- **200K+** subscribers
- **Silver button** received (For crossing 100 K)
- **Monetization** enabled (earning from YouTube)



Influencer Campaign Success

- **15 product** influencer videos: **560 K** views
- **10 corporate** influencer videos: **600K** views
- Campaign formats: **long-form**, reels, live videos



माईकोर सुपर - "दो कदम आगे"

32K views • 4 months ago

Regional Film Impact

- 26 New Product films and 10 Brand film TVC in the respective regional languages for Product and
- Achieved 500K+ reach



धानुका का लानेवो - अ संभावनाएं।

13K views • 6 months



एक बार फिर...इंडिया का प्रणाम हर किसान के नाम

535K views • 8 months ago



694K

Content Excellence

- Consistent content strategy:-Regular regional language content uploaded
- User-generated content (farmer-friendly videos, anchor driven videos, testimonial videos etc.)



आइए इस वीडियो में सेम्रा के सफलतापूर्ण 10 वर्षों के उत्सव की झलक देखें।

34K views • 2 months ago

Digital Accomplishments – New Initiatives



LaNevo Game

- **5K Plays** for the game and **>50 K engagement**
- Awarded the **lucky farmers** who won the game
- Promoted on Van campaigns as well



LaNevo Lead Generation

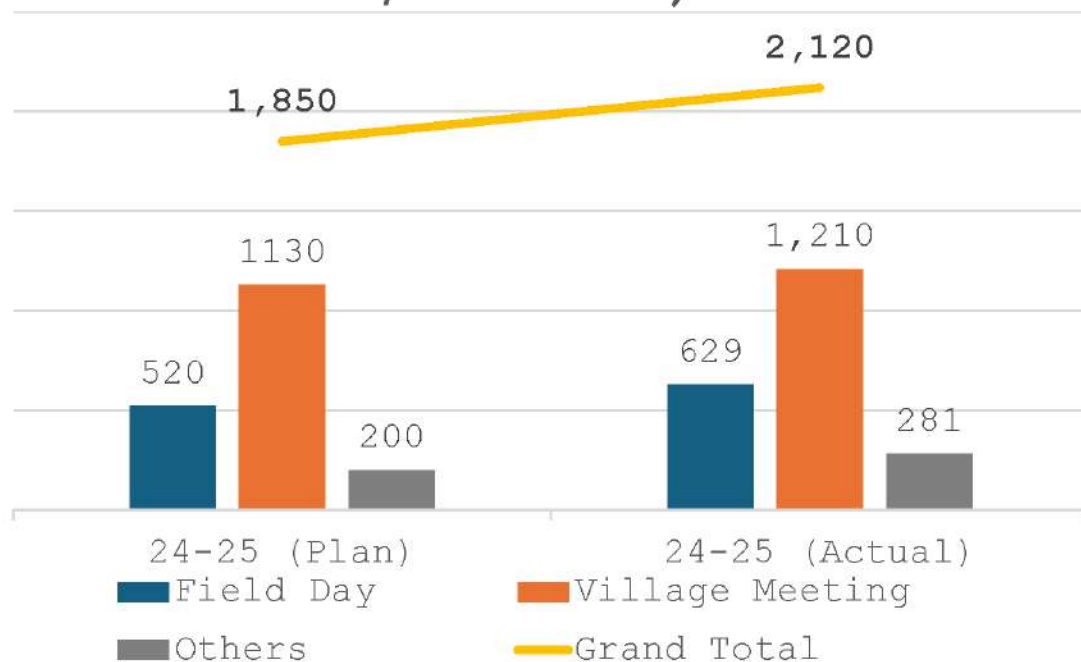
Generated around **20 K leads** of farmers
With **11000 K reach** and **29000 K impressions**

**Reach refers to the number of unique individuals who have seen our content

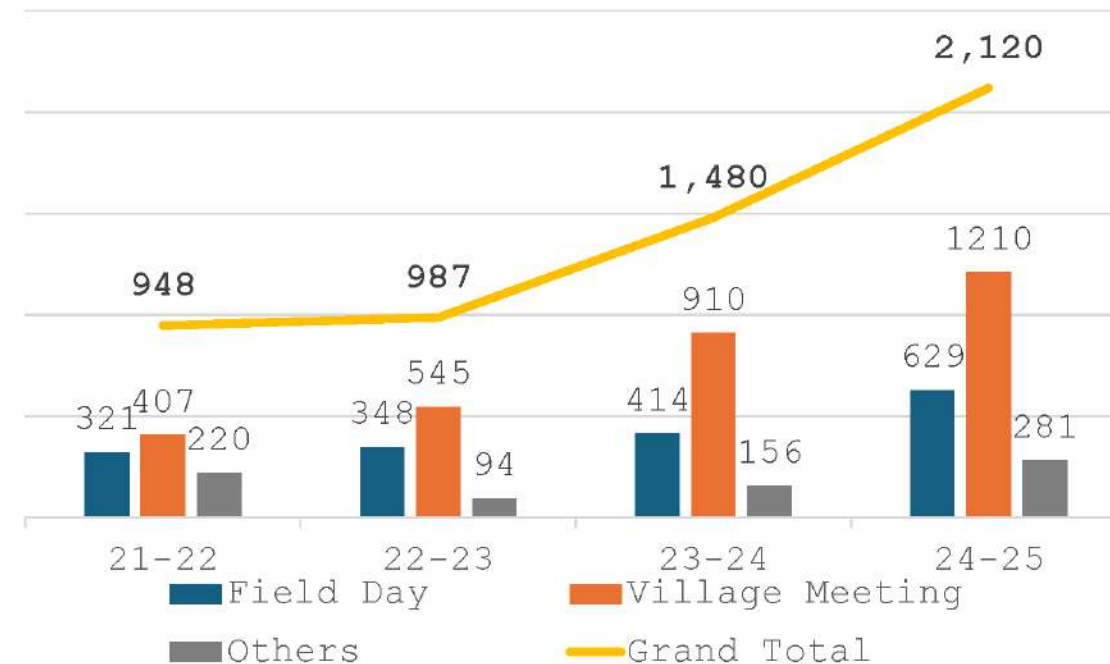
**Impressions represent the total number of times our content has been displayed

Farmer Reach in '1000s

Physical Reach FY 24-25 (Plan V/s Actual)



Physical Reach YOY

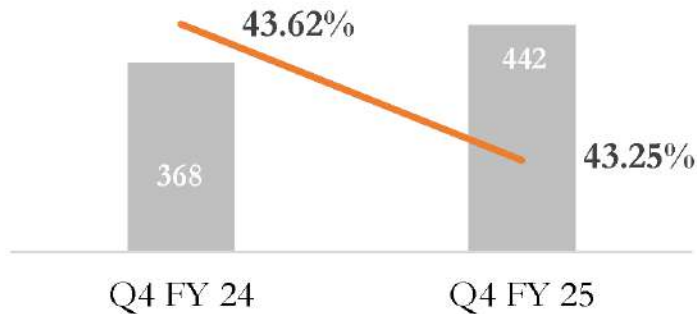


Q4 FY2024-25 Result Highlights

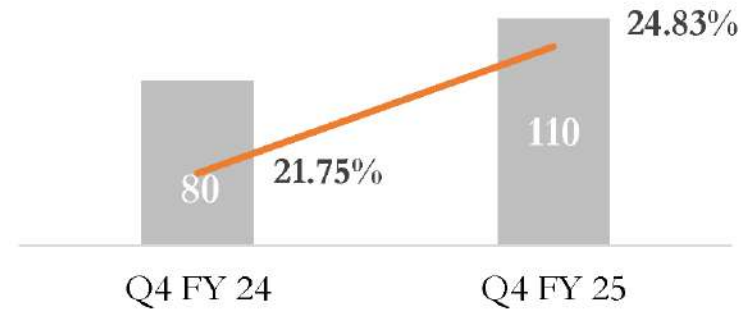


Q4 FY2024-25 vs Q4 FY2023-24

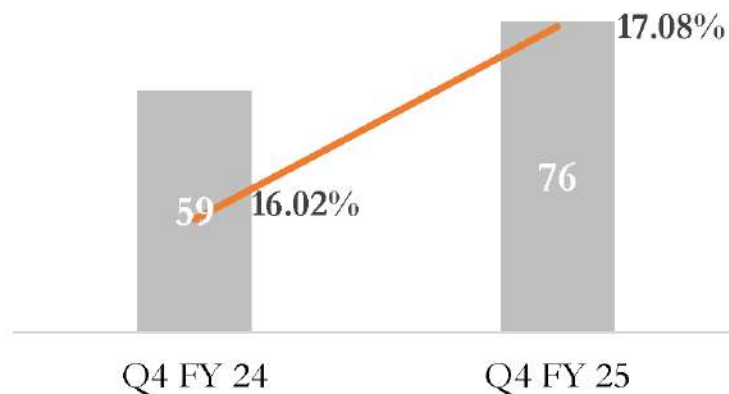
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



Performance Discussion

- **Revenue from Operations:** Revenues from Operations stood at Rs. 442.02 Crores in Q4 FY2024-25 vs Rs. 368.31 Crores in Q4 FY2023-24.
- **EBITDA:** EBITDA stood at Rs. 109.75 Crores in Q4 FY2024-25 vs Rs. 80.09 Crores in Q4 FY2023-24.
- **PAT:** Profit after tax was at Rs. 75.50 Crores in Q4 FY2024-25 vs Rs. 59.02 Crores in Q4 FY2023-24.

FY 2025-26 Guidance

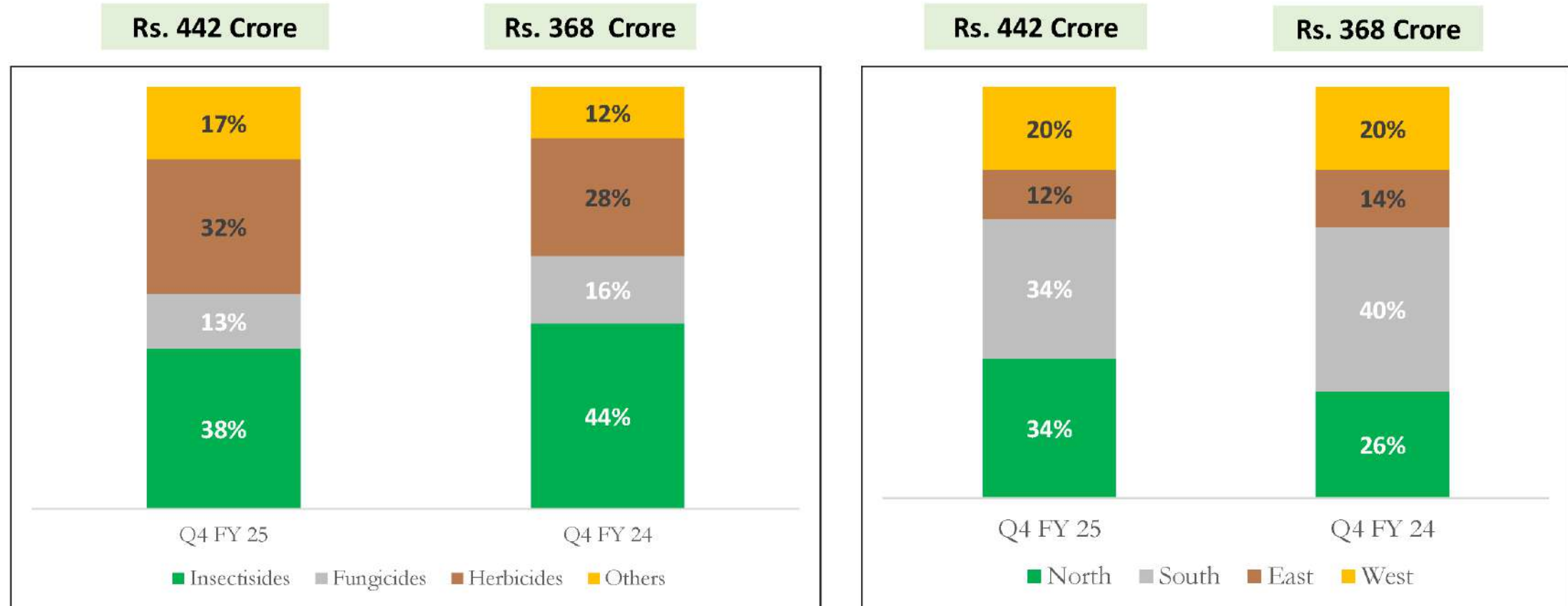
- **Revenue from Operations:** expecting higher double digit growth.
- **EBITDA:** In line with 2024-25.

Q4 FY2024-25 Income Statement



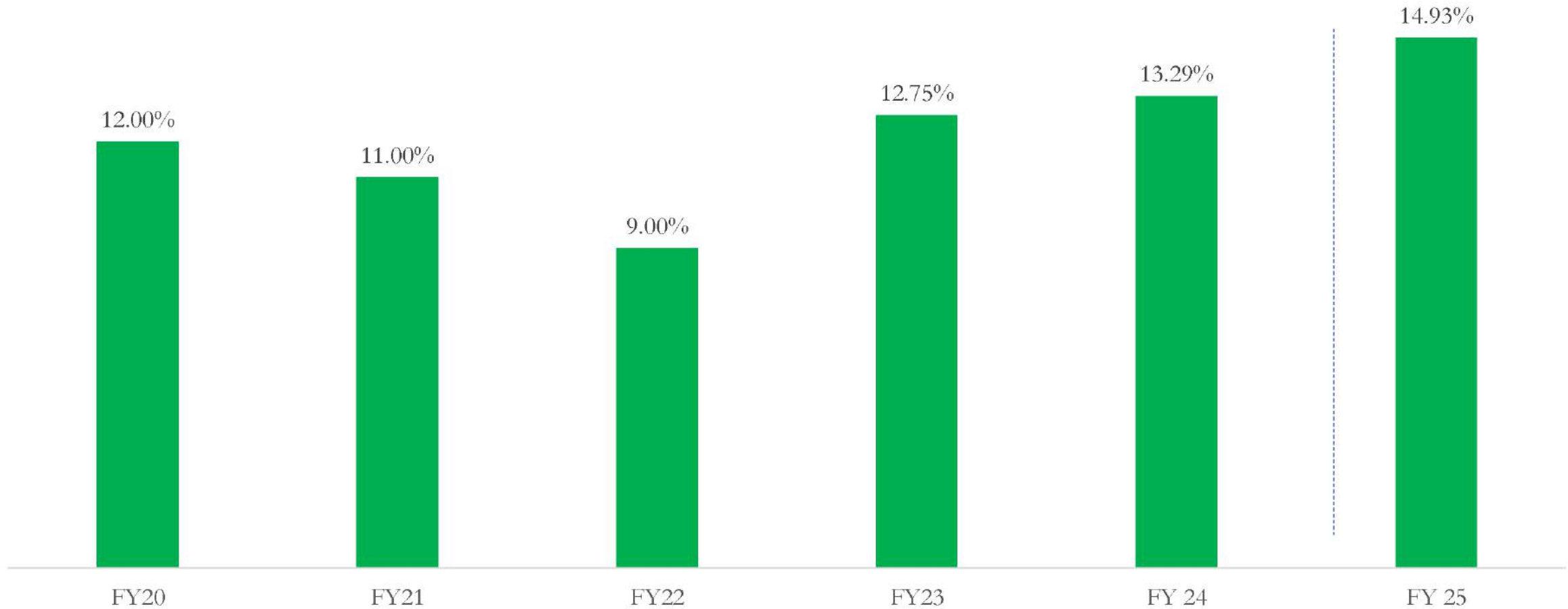
Particulars (Rs.in Crores)	Q4 FY 25	Q4 FY 24	YoY%	FY 25	FY 24	YoY%
Revenue from Operations	442.02	368.31	20.0%	2035.15	1758.54	15.7%
COGS	250.86	207.66	20.8%	1219.06	1072.19	13.7%
Gross Profit	191.16	160.65	19.0%	816.09	686.35	18.9%
<i>Gross Profit Margin(as a % of sales)</i>	<i>43.25%</i>	<i>43.62%</i>		40.10%	39.03%	
Employee Benefit Expenses	40.21	37.17	8.2%	172.07	155.36	10.8%
Other expenses	41.20	43.40	(5.1%)	227.42	203.55	11.7%
EBITDA	109.75	80.09	37.0%	416.61	327.44	27.2%
<i>EBITDA Margin(as a % of sales)</i>	<i>24.83%</i>	<i>21.75%</i>		20.47%	18.62%	
Depreciation and amortisation expenses	17.45	13.18	32.4%	55.46	40.56	36.7%
EBIT	92.30	66.91	37.9%	361.15	286.88	25.9%
<i>EBIT Margin(as a % of sales)</i>	<i>20.88%</i>	<i>18.17%</i>		17.75%	16.31%	
Finance Cost	1.79	0.70	155.7%	5.11	3.09	65.4%
Other Income	11.16	15.28	(27.0%)	36.10	34.96	3.3%
PBT	101.66	81.50	24.7%	392.14	318.75	23.0%
Total tax	26.16	22.48	16.4%	95.18	79.66	19.5%
PAT	75.50	59.02	27.9%	296.96	239.09	24.2%
<i>PAT Margin(as a % of sales)</i>	<i>17.08%</i>	<i>16.02%</i>		14.59%	13.60%	
Basic EPS	16.74	12.95	29.3%	65.55	52.46	25.0%

Q4 FY2024-25 Revenue Mix (By Geography and Segment)



- Well diversified portfolio across business segment and key geographies

New Molecules as a % of Total Revenue



Annual P&L Trend: Focus on Profitable Growth



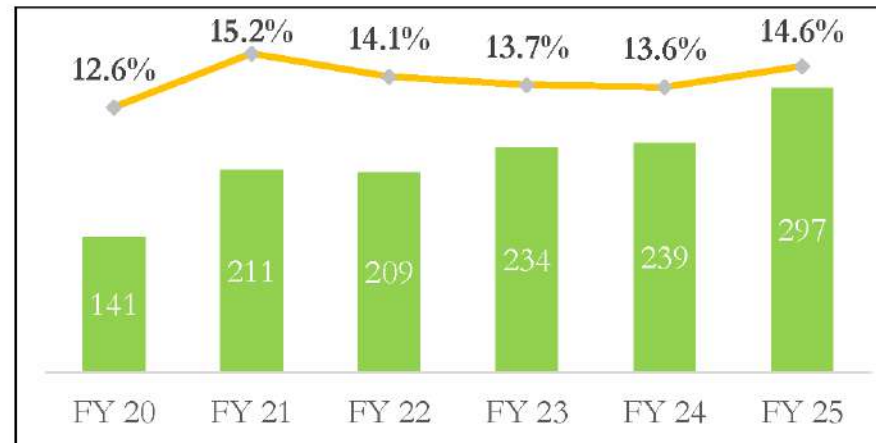
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



Dhanuka Agritech Limited

(CIN: L24219HR1985PLC122802)

Global Gateway Towers Near Guru Dronacharya
Metro Station, MG Road, Gurgaon -122002,
Haryana.

Contact No: +91-124-4345000

Email: Investors@dhanuka.com



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इंडियाचा सलाम प्रत्येक शेतकऱ्याच्या नावे

ਇੰਡੀਆ ਦਾ ਪ੍ਰਣਾਮ ਹਰ ਕਿਸਾਨ ਦੇ ਨਾਮ

ઇન્ડિયા ના પ્રણામ દરેક ખેડૂતોને નામ

THANK YOU

ইন্ডিয়ার প্রণাম সমস্ত কৃষকের নামে

ଭାରତର ପ୍ରଣାମ ପ୍ରତିଟି କୃଷକ ଭାଇଙ୍କୁ

ಪ್ರತಿ ರೈತನಿಗೂ ಇಂಡಿಯಾದ ನಮಸ್ಕಾರ

యావత్ భారతావని నమస్కరిస్తుంది ప్రతి రైతుకీ పేరు పేరున

ஒவ்வொரு விவசாயிக்கும் இந்தியாவின் வணக்கம்

इंडिया का प्रणाम हर किसान के नाम