



NACL INDUSTRIES LIMITED

Investor Presentation

Q4 FY2022



Forward Looking Statement



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CORPORATE IDENTITY

NACL is an established agrochemical Company in India, founded in 1993. The Company started as an Active Ingredient manufacturer and has built a sizable business in Domestic Retail, B2B and Exports, with many of the customers being large MNCs with long-standing relationships.

The Company has also emerged as a strong player in the formulations business with over 50 products covering all major crops. In formulations, the Company manufactures products in all major categories such as Insecticides, Herbicides, Fungicides and Plant Growth Regulators



Mission

- To be a trusted name in providing high quality products and solutions to the farming community
- To be a trusted custom & contract manufacturing partner
- To be a model company in meeting the expectations of all stakeholders



- Concern
- Commitment
- Quality
- Integrity

Values



Quick Facts



12,500

Retailers



30

Geographical
Presence



5

Million Farmers
(Customers)



3

Manufacturing
Units



25+

Years of
Experience



57

Branded
Products



1200+

Employee
Strength

Geographical Reach



30

Countries

12,500

Retailers

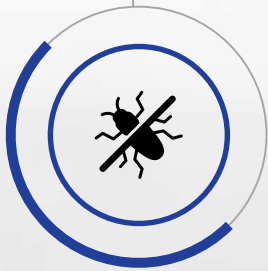
35

Revenue from International (%)

03

Manufacturing Plants

Technicals



Insecticides

- Profenofos
- Lambda-Cyhalothrin
- Imidacloprid
- Bifenthrin
- Thiamethoxam
- Omethoate



Fungicides

- Myclobutanil
- Propiconazole
- Tricyclazole
- Thifluzamide
- Difenoconazole



Herbicides

- Pretilachlor
- Bispyribac Sodium
- Metribuzin
- Clodinafop-Propargyl
- Quizalofop Ethyl
- Flucarbazone Sodium

Product Portfolio (2/2)

Insecticides



- Cairo
- Cannon
- Dxtar
- Dxtar FS

- Ennova
- Fenny
- Fury
- Hurricane Plus

- Monocrown
- Nagarjuna 4G
- Nagarjuna Mida
- Nagarjuna Spice

- Pest Lock
- Profex
- Profex Super
- Pymet

- Quick 50% SP
- Status
- Task Gr
- Task SC

- Trust
- Warrior
- Warrior Plus

Fungicides



- Combi plus
- Font
- Index

- Kazan
- Mass
- Mass Plus

- Result
- Sivic
- Slogan

- Subtle
- Zeb
- Zen

- Rhizostar
- Oscar

Herbicides



- Erazе
- Erazе N
- Erazе Plus
- Erazе Strong

- Globus
- Globus SG
- Geomon
- Imax

- Nagarjuna Cubit
- Nagastra
- Nagastra Strong
- Narilon

- Point
- Rhino
- Senior
- Sirius

- Smash
- Surya
- Twofour

Plant Growth Regulators



- Atonik
- Gallant EG
- Gallant Gold



OPERATIONAL HIGHLIGHTS

Highest Ever Performance - FY-2022

Highest ever Sales Revenue (for 3rd consecutive year)
(includes Highest ever Exports and Domestic sales)

R 1,605 Crs

Highest ever Profit before Tax

R 102 Crs

Highest ever AI/Technical production (SKKLM plant)

9,243 MT

Highest ever Formulation production (ETK plant)

25,165 MT/KL

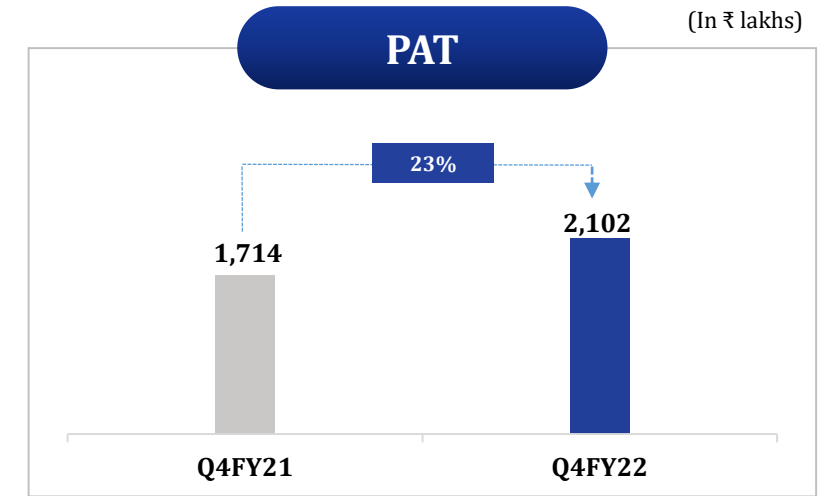
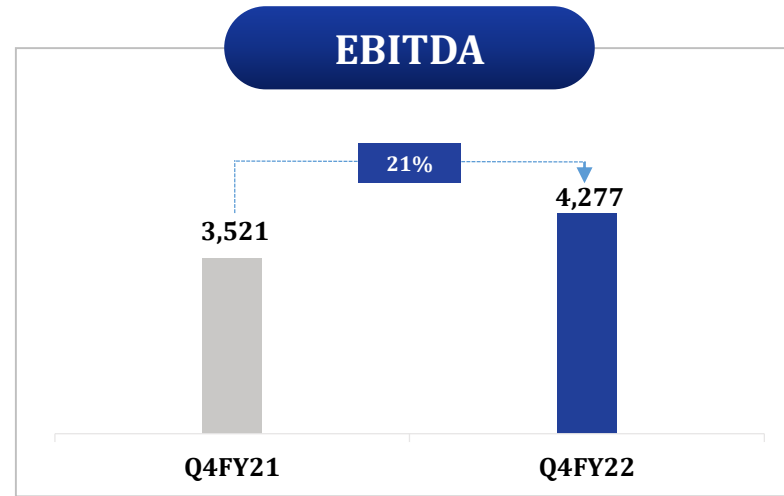
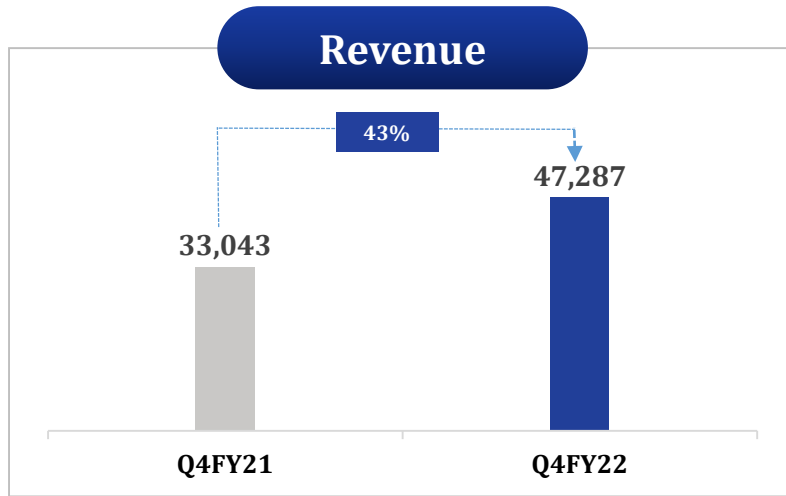
Operational Highlights for Q4FY22

- Exports grew significantly in Q4, with 85% growth over the previous corresponding quarter. Overall business for the FY' 2021-22 saw a YOY growth of 82%. Strong relationships with MNCs, commercialization of new formulation registrations, and a focus on trading opportunities have contributed to this performance, despite the challenges posed due to disrupted supply schedules, raw material price volatility and logistic issues. The outlook for FY'23 looks promising, with both the existing products and commercialization of new registrations
- Domestic retail business witnessed a growth of 37% over the corresponding quarter of last year. This was mainly on account of significant growth in herbicides and introduction of new products in the market. There was an overall growth of 20% over the previous year in our domestic retail business facilitated by growth in volume and higher price realization, despite the challenging market conditions, on account of un-seasonal rains, exotic pests and changes in cropping patterns
- Srikakulam & Ethakota Manufacturing units have shown significant increase in production by 26% and 24% respectively over the previous year, while meeting all safety and statutory norms. Both the plants have achieved highest ever production through their diligent efforts and by responding to customer demands in a timely manner. Srikakulam Plant received the prestigious CII Andhra Pradesh Industrial Safety Leadership Award for Andhra Pradesh from CII, and the Industry Champion Award from the Govt. of Andhra Pradesh
- The Srikakulam plant has received “Environment Clearance” from the Ministry of Environment, Forest and Climate Change (MoEF&CC) to more than double its manufacturing capacity from 30 Tonnes Per Day (TPD) to 70.1 TPD
- R&D Function is working not only on various Active Ingredients (Als) and Formulations for overseas and Indian Customers, but also on process improvement projects focussed on cost and effluent reduction
- Construction activities at Dahej in Gujarat for the Greenfield project are progressing well and getting closer to commissioning
- The Board of Directors in their meeting held on May 12, 2022 have recommended a final dividend of ₹ 0.15 per Equity Shares of ₹ 1 each. The total dividend for the year ended March 31, 2022 is ₹ 0.55 per Equity Shares of ₹ 1 each



RESULTS SUMMARY

Result Summary – Q4FY22



(In ₹ lakhs)

Revenue Breakup

(₹ in lakhs)

Insecticides



19%

Herbicides



109%

Fungicides



52%

Plant Growth Regulators



440%

Q4FY22 20,140

7,359

18,061

907

Q4FY21 16,914

3,523

11,848

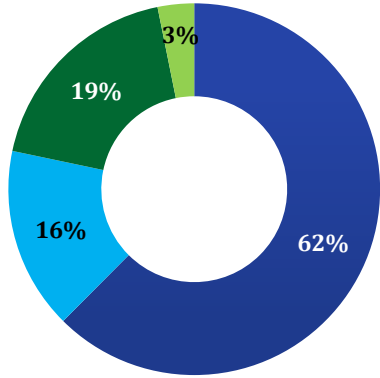
168

Revenue Split - Q4FY22

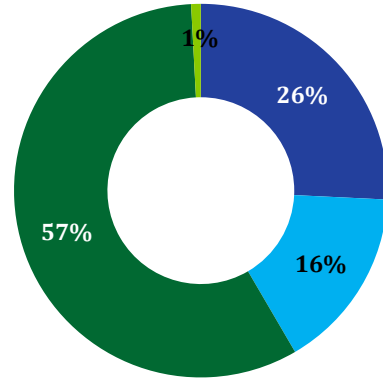
Q4FY22

Product Category-wise (%)

Formulation



Technical



■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

Geographical Revenue Split (₹ lakhs)

28,820

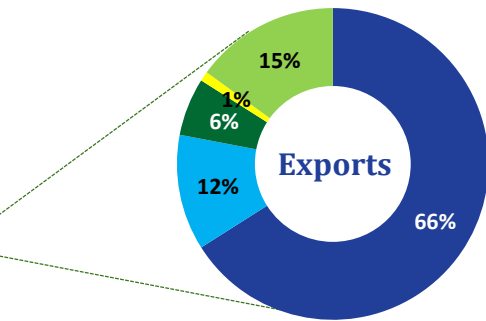


Domestic

18,467



Export

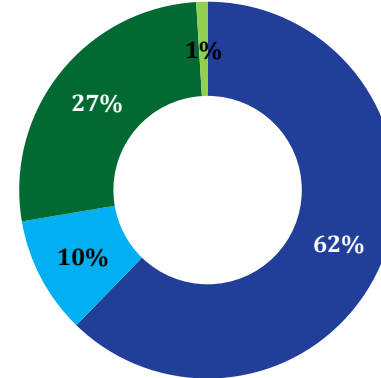


■ America ■ Europe ■ Australia ■ Africa ■ Asia

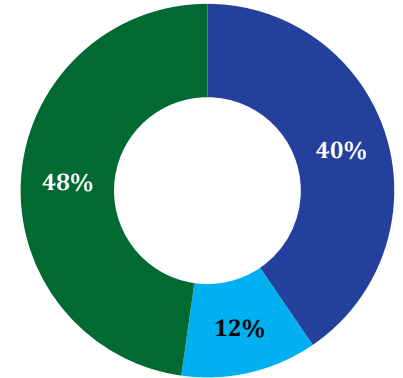
Q4FY21

Product Category-wise (%)

Formulation



Technical



■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

Geographical Revenue Split (₹ lakhs)

23,047

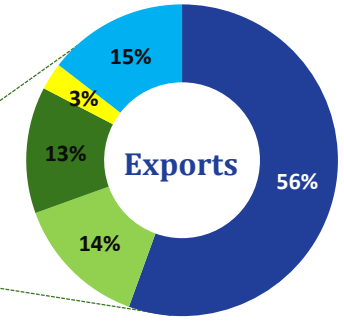


Domestic

9,996

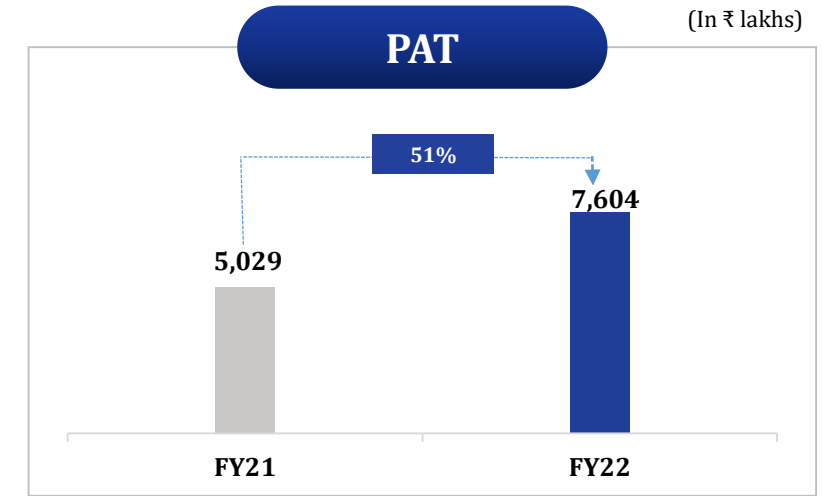
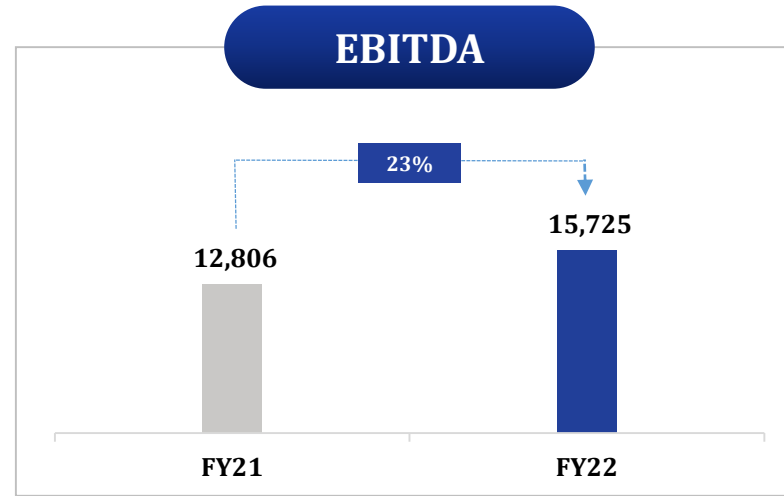
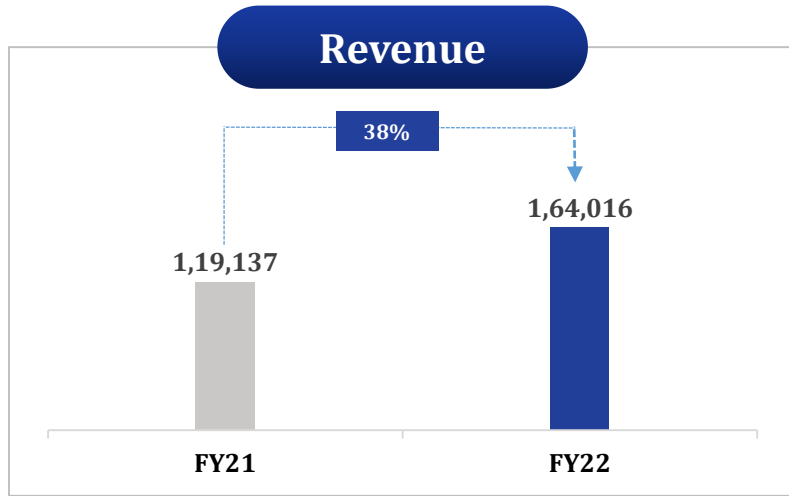


Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia

Result Summary – FY22



Revenue Breakup

(₹ in lakhs)

Insecticides



28%

Herbicides



33%

Fungicides



52%

Plant Growth Regulators



48%

FY22

68,618

26,842

61,211

3,789

FY21

53,578

20,253

40,143

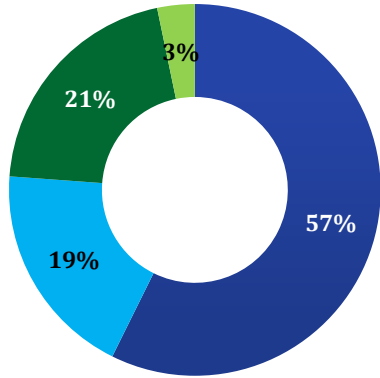
2,569

Revenue Split – FY22

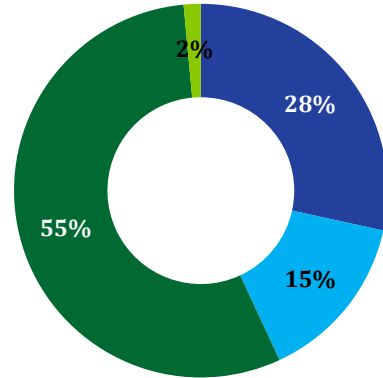
FY22

Product Category-wise (%)

Formulation



Technical

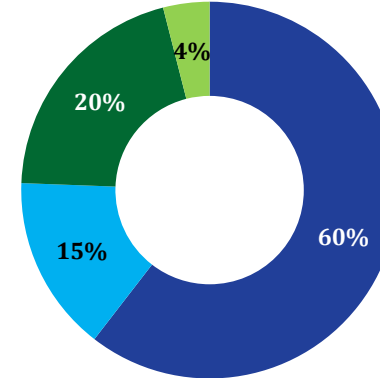


■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

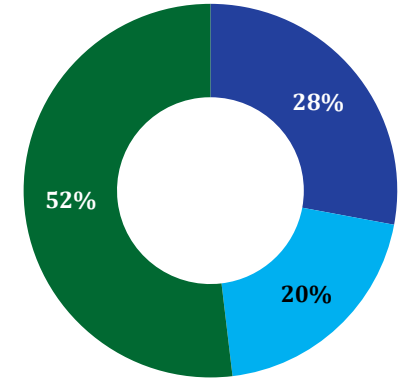
FY21

Product Category-wise (%)

Formulation



Technical



■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

Geographical Revenue Split (₹ lakhs)

1,03,967

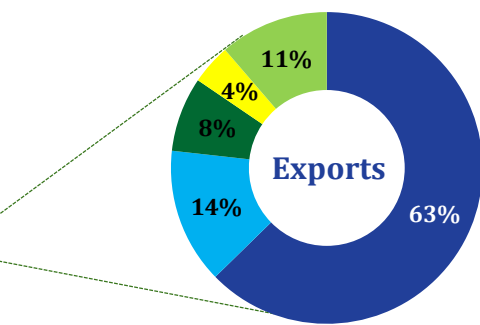


Domestic

60,049



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia

Geographical Revenue Split (₹ lakhs)

86,129

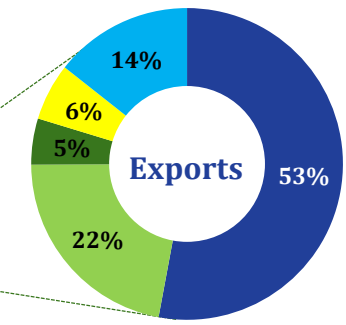


Domestic

33,008



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia

Profit and Loss – Q4FY22 (Standalone)

Particulars (₹ in lakhs)	Q4FY22	Q4FY21	Y-o-Y (%)	Q3FY22	Q-o-Q (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	47,287	33,043	43%	39,976	18%	164,016	119,137	38%
Other income	274	649	-58%	504	-46%	1,640	1,536	7%
Total Income	47,561	33,692	41%	40,480	17%	165,656	120,673	37%
<u>Expenses:</u>								
(a) Cost of materials consumed	37,330	20,479	82%	29,213	28%	123,767	81,479	52%
(b) Purchase of stock-in-trade	1,512	1,254	21%	1,853	-18%	7,540	4,719	60%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-3,492	1,668	-309%	-1,358	157%	-10,117	-2,708	274%
(d) Employee benefits expense	2,881	2,722	6%	2,378	21%	9,993	9,394	6%
(e) Finance costs	845	686	23%	798	6%	2,984	2,880	4%
(f) Depreciation and amortisation expense	636	596	7%	631	1%	2,495	2,530	-1%
(g) Other expenses	5,053	4,048	25%	4,829	5%	18,748	14,983	25%
Total Expenses	44,765	31,453	42%	38,344	17%	155,410	113,277	37%
Profit before tax	2,796	2,239	25%	2,136	31%	10,246	7,396	39%
Tax expense:								
(a) Current tax	710	727	-2%	557	27%	2,691	2,606	3%
(b) Deferred tax (net)	-16	-202	-92%	32	-150%	-49	-239	-79%
Total Tax Expense	694	525	32%	589	18%	2,642	2,367	12%
Profit for the period	2,102	1,714	23%	1,547	36%	7,604	5,029	51%
<u>Earnings Per Share:</u>								
(a) Basic (in ₹)	1.06	0.89		0.78		3.84	2.60	
(b) Diluted (in ₹)	1.06	0.88		0.78		3.83	2.60	

Profit and Loss – Q4FY22 (Consolidated)

Particulars (₹ in lakhs)	Q4FY22	Q4FY21	Y-o-Y (%)	Q3FY22	Q-o-Q (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	47,287	33,043	43%	39,976	18%	164,016	119,137	38%
Other income	161	584	-72%	431	-63%	1,342	1,466	-8%
Total Income	47,448	33,627	41%	40,407	17%	165,358	120,603	37%
Expenses:								
(a) Cost of materials consumed	37,330	20,479	82%	29,213	28%	123,767	81,479	52%
(b) Purchase of stock-in-trade	1,512	1,254	21%	1,853	-18%	7,540	4,719	60%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-3,492	1,668	-309%	-1,358	157%	-10,117	-2,708	274%
(d) Employee benefits expense	2,881	2,732	5%	2,380	21%	10,008	9,428	6%
(e) Finance costs	749	598	25%	711	5%	2,665	2,792	-5%
(f) Depreciation and amortisation expense	637	596	7%	631	1%	2,496	2,530	-1%
(g) Other expenses	5,056	4,042	25%	4,828	5%	18,735	14,954	25%
Total Expenses	44,673	31,369	42%	38,258	17%	155,094	113,194	37%
Profit before share of profit of associate	2,775	2,258	23%	2,149	29%	10,264	7,409	39%
Share of profit / (loss) from Associate	-43	16	-369%	-119	-64%	-280	57	-591%
Profit before tax	2,732	2,274	20%	2,030	35%	9,984	7,466	34%
Tax expense:								
(a) Current tax	710	727	-2%	557	27%	2,691	2,606	3%
(b) Deferred tax (net)	-16	-202	-92%	32	-150%	-49	-239	-79%
Total Tax Expense	694	525	32%	589	18%	2,642	2,367	12%
Profit for the period	2,038	1,749	17%	1,441	41%	7,342	5,099	44%
Earnings Per Share:								
(a) Basic (in ₹)	1.03	0.9		0.73		3.71	2.63	
(b) Diluted (in ₹)	1.03	0.9		0.73		3.70	2.63	

Balance Sheet (1/2)

Particulars (₹ in lakhs)	Standalone		Consolidated	
	FY22	FY21	FY22	FY21
ASSETS				
Non-current assets				
(a) Property, plant and equipment	20,354	18,572	20,381	18,572
(b) Right-to-use assets	461	349	3,331	3,249
(c) Capital work-in-progress	955	2,748	10,456	2,846
(d) Other intangible assets	109	149	109	149
(e) Intangible assets under development	1,179	799	1,179	799
(f) Financial assets				
(i) Investments	5,760	3,022	1,263	1,559
(ii) Other financial assets	408	401	412	401
(g) Income tax assets (net)	469	461	474	467
(h) Other non-current assets	1,804	1,056	929	257
Total non-current assets	31,499	27,557	38,534	28,299
Current assets				
(a) Inventories	41,071	22,830	41,071	22,830
(b) Financial assets				
(i) Trade receivables	52,897	33,582	52,897	33,582
(ii) Cash and cash equivalents	4,455	6,663	6,994	6,805
(iii) Other bank balances	3,210	821	3,210	821
(iv) Other financial assets	614	392	614	392
(c) Other current assets	7,287	4,950	7,728	4,830
Total current assets	109,534	69,238	112,514	69,260
Total assets	141,033	96,795	151,048	97,559

Balance Sheet (2/2)

Particulars (₹ in lakhs)	Standalone		Consolidated	
	FY22	FY21	FY22	FY21
EQUITY AND LIABILITIES				
Equity				
(a) Equity share capital	1,983	1,962	1,983	1,962
(b) Other equity	46,412	39,186	46,854	39,898
Total equity	48,395	41,148	48,837	41,860
Non-current liabilities				
(a) Financial liabilities				
(i) Borrowings	8,777	7,149	17,243	7,149
(ia) Lease liabilities	261	226	261	226
(ii) Other financial liabilities	1,340	1,176	1,188	1,176
(b) Provisions	1,039	749	1,039	749
(c) Deferred tax liabilities (net)	1,013	1,076	1,013	1,076
Total non-current liabilities	12,430	10,376	20,744	10,376
Current Liabilities				
(a) Financial liabilities				
(i) Borrowings	35,275	12,662	35,275	12,662
(ia) Lease liabilities	238	164	238	164
(ii) Trade payables				
(a) total outstanding dues of micro enterprises and small enterprises	1,891	1,108	1,891	1,108
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	36,997	26,298	37,000	26,343
(iii) Other financial liabilities	3,484	3,006	4,730	3,006
(b) Other current liabilities	1,644	1,338	1,654	1,345
(c) Income tax liabilities (net)	398	452	398	452
(d) Provisions	281	243	281	243
Total current liabilities	80,208	45,271	81,467	45,323
Total equity and liabilities	141,033	96,795	151,048	97,559

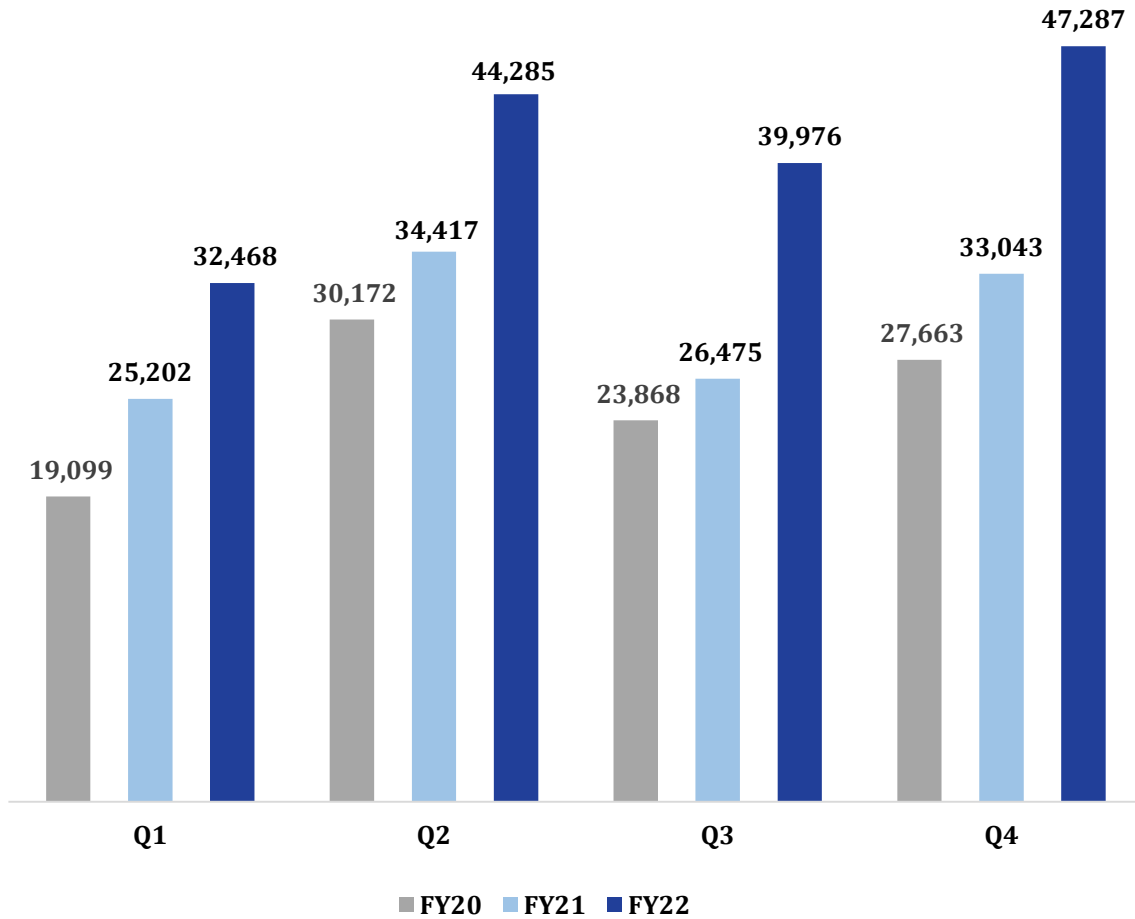


PERFORMANCE TRACK RECORD

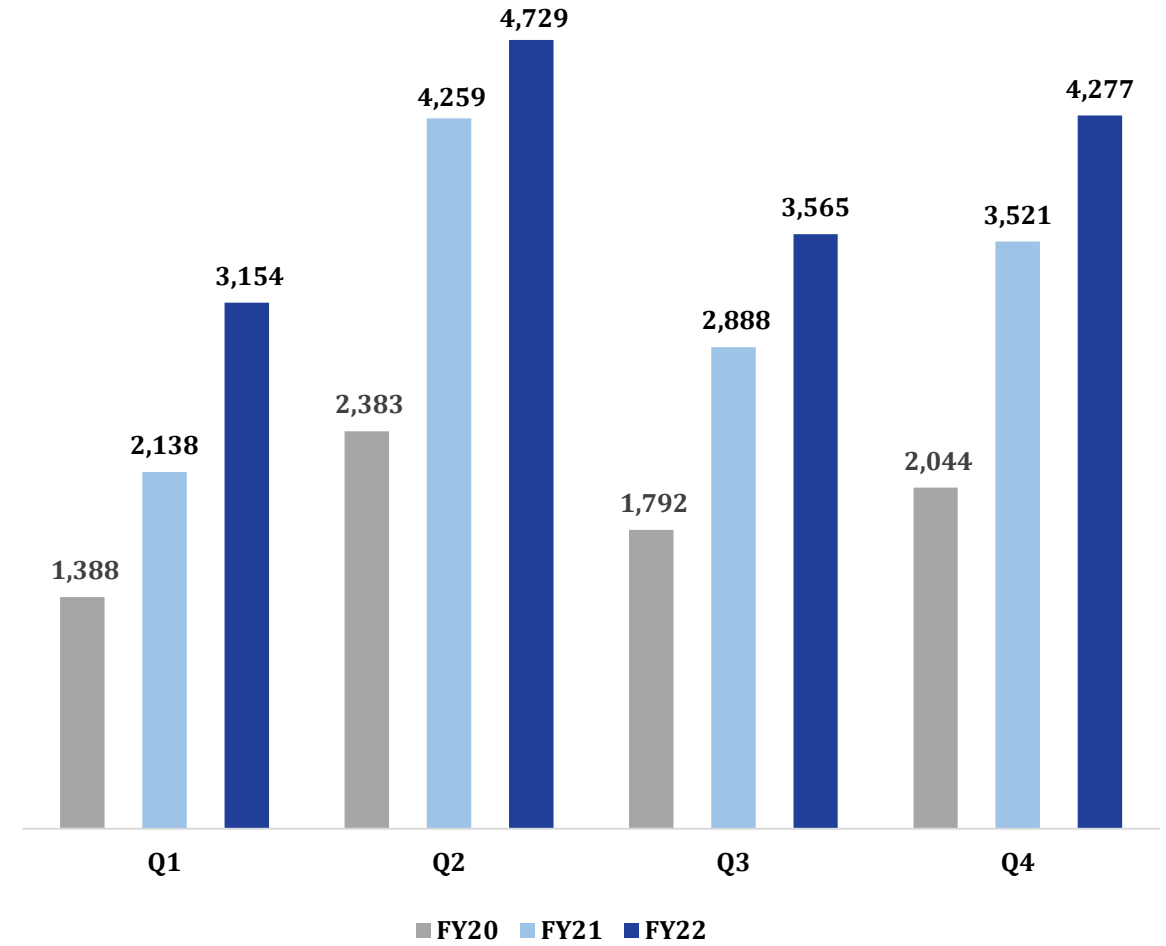
Historic Quarterly Trend (1/2)

(₹ in lakhs)

Revenue from operations



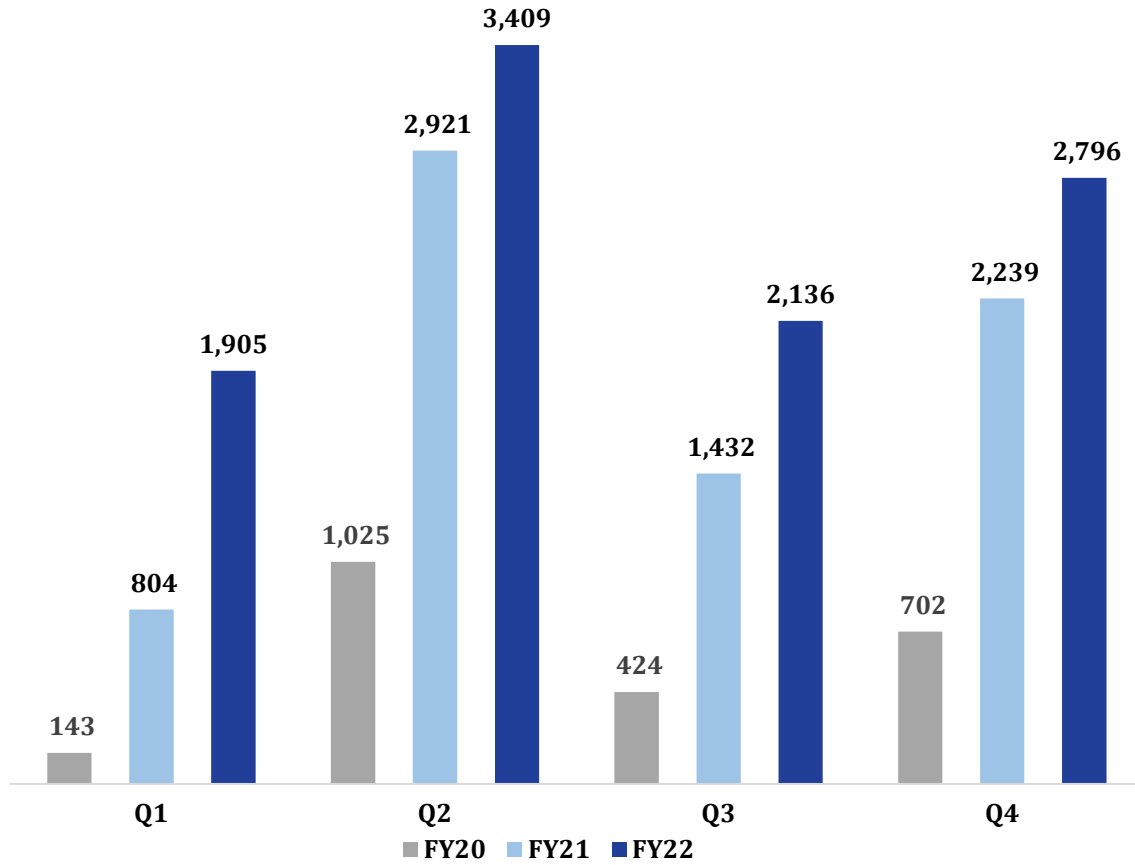
EBITDA



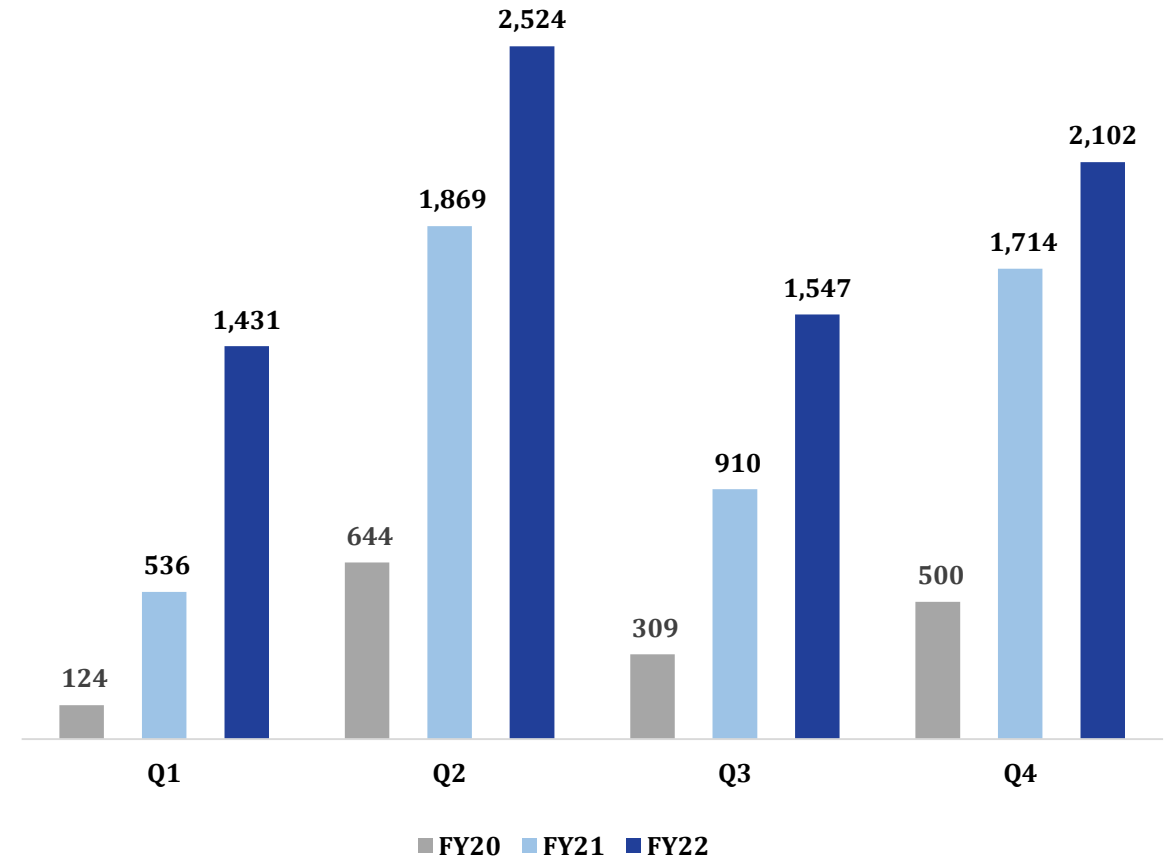
Historic Quarterly Trend (2/2)

(₹ in lakhs)

PBT



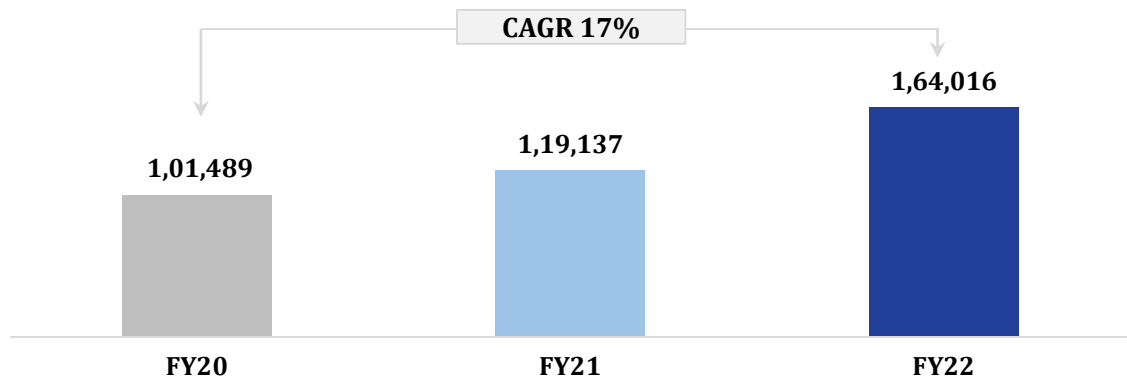
PAT



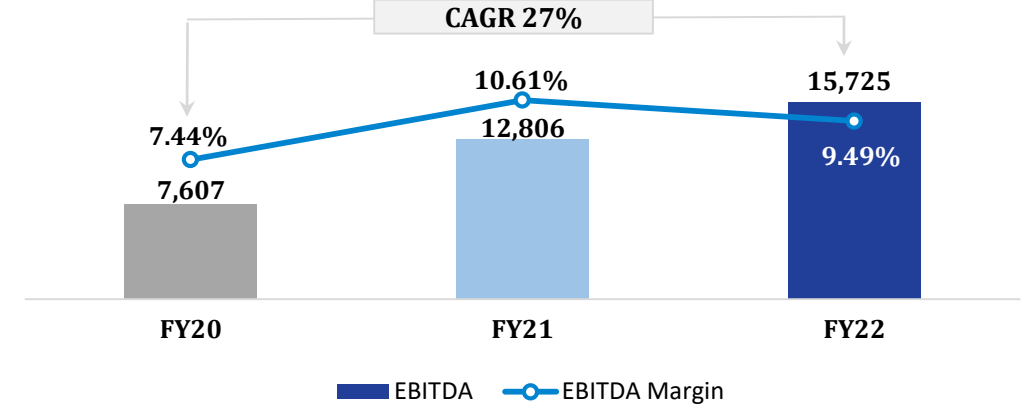
Financial Performance (1/2)

(₹ in lakhs)

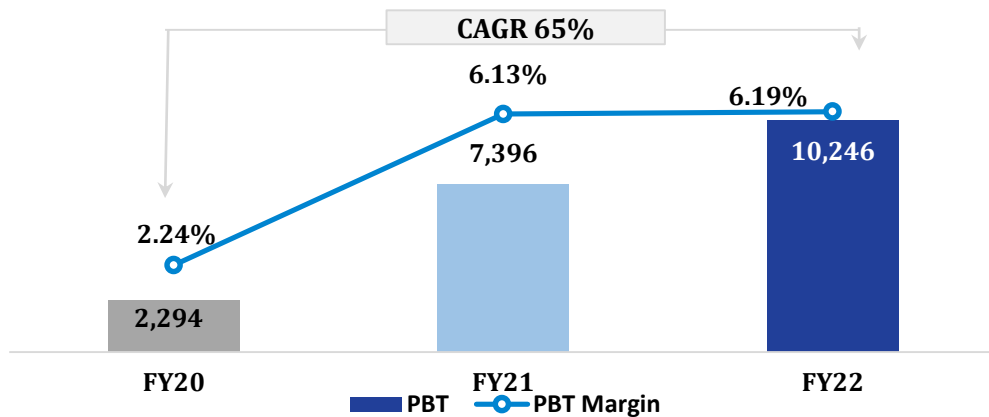
Revenue from Operations



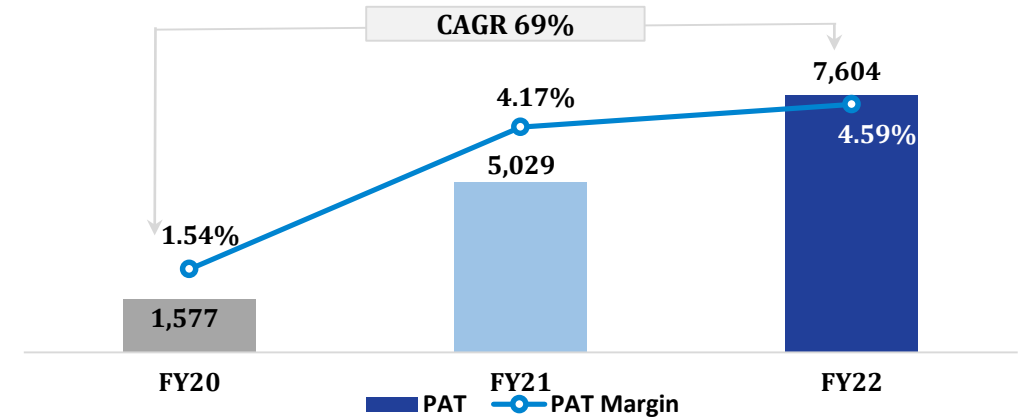
EBITDA and EBITDA Margin



PBT and PBT Margin



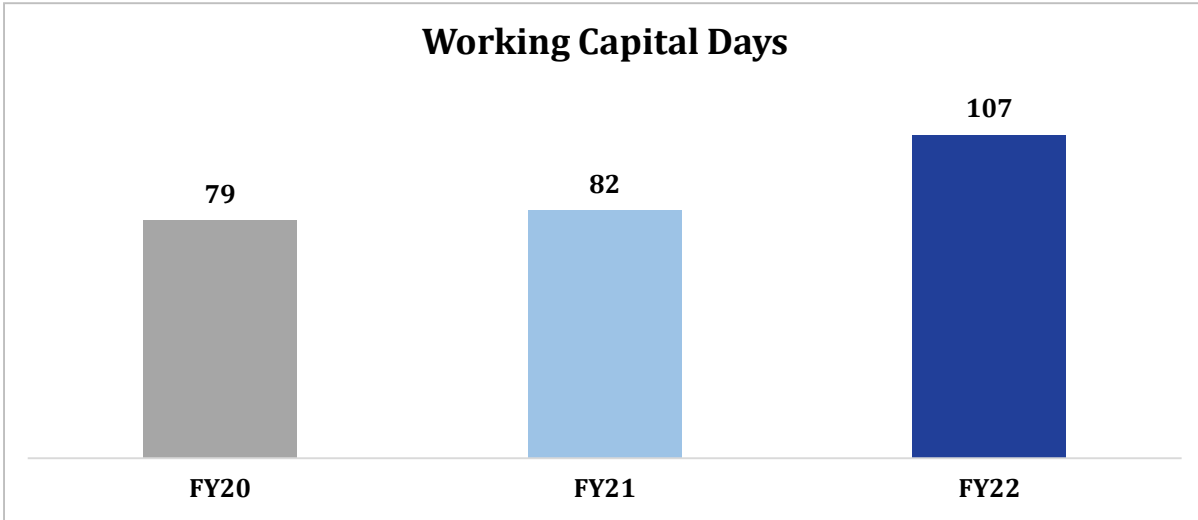
PAT and PAT Margin



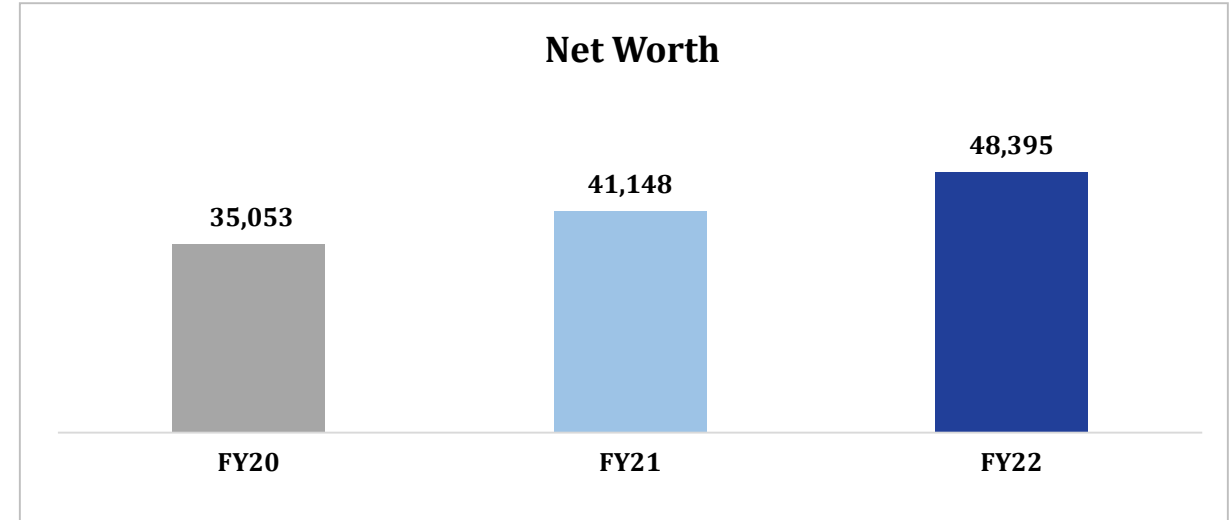
Financial Performance (2/2)

(₹ in lakhs)

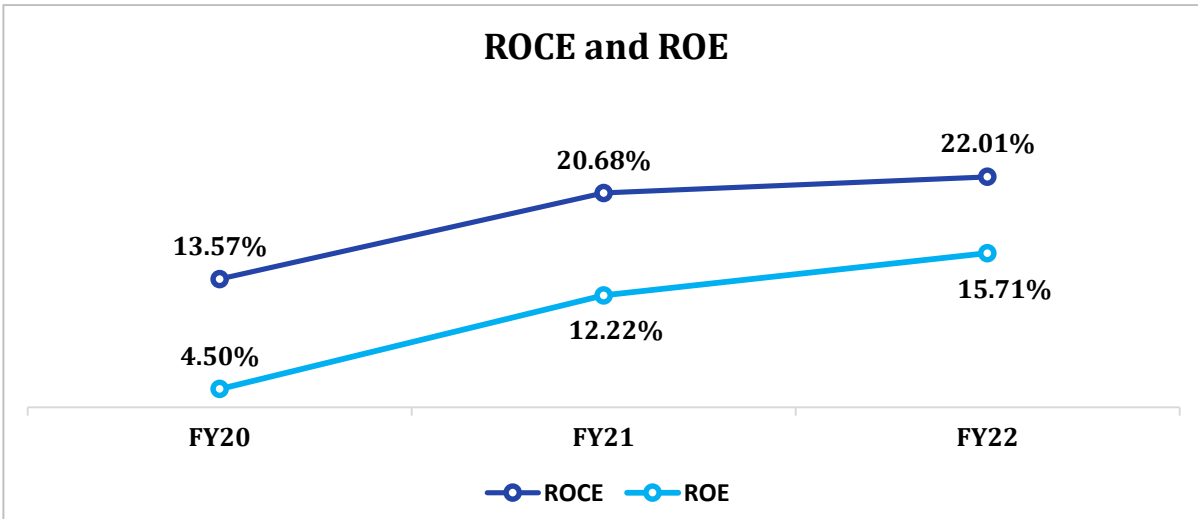
Working Capital Days



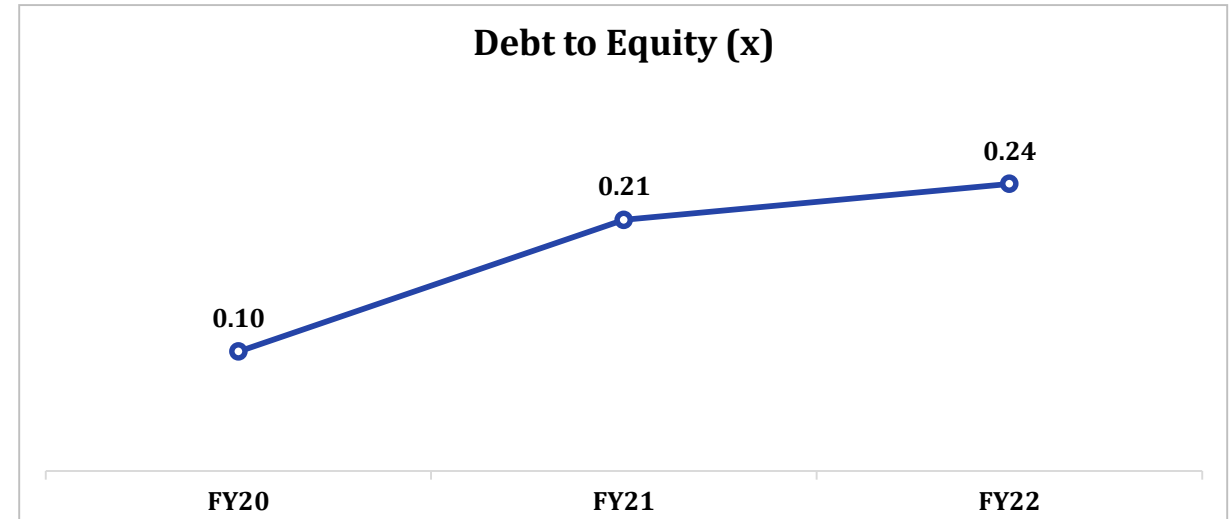
Net Worth



ROCE and ROE



Debt to Equity (x)



Reaffirmed

(A One)

CARE A1

₹ 115.00 Crores

Short Term Bank Facilities



Long Term Bank Facilities

₹ 400.38 Crores

CARE A; Stable

(Single A; Outlook: Stable)

Reaffirmed



ANNEXURE

Timeline (1/2)

Commencement of Monocrotophos (MCP) commercial production
Listed on Hyderabad and Madras Stock Exchanges (HSE & MSE)

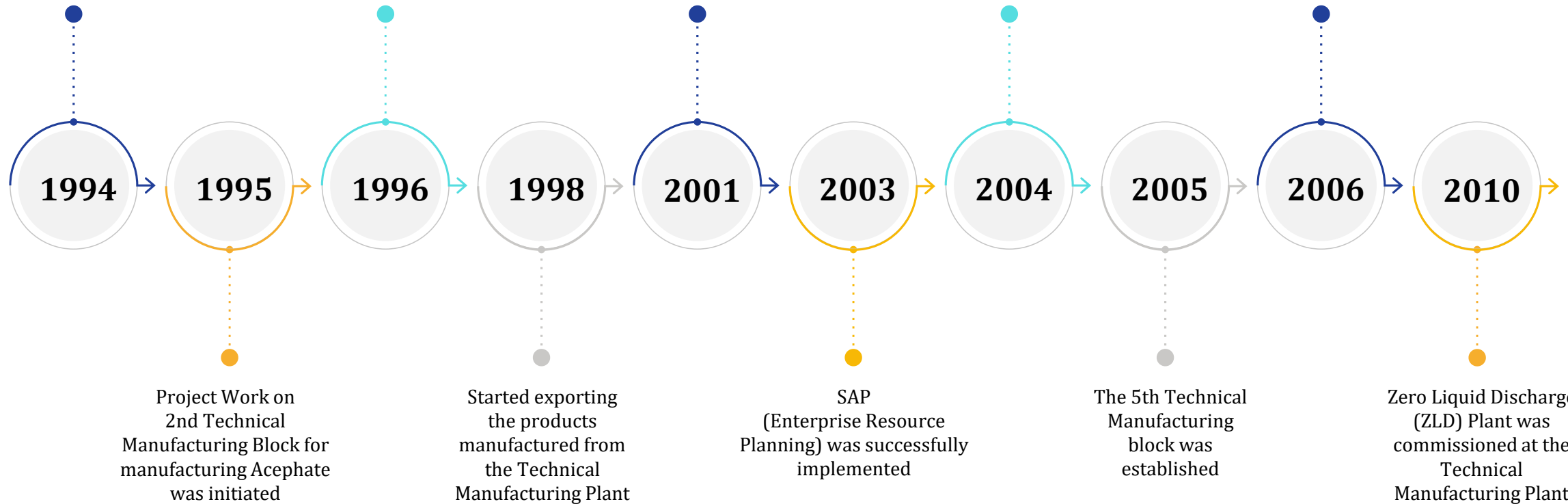
Chemagro International Limited became Nagarjuna Agrichem Limited and the 2nd Technical Manufacturing block for manufacturing Acephate was commissioned

The 3rd Technical Manufacturing block was established and listed on BSE while delisted from HSE & MSE

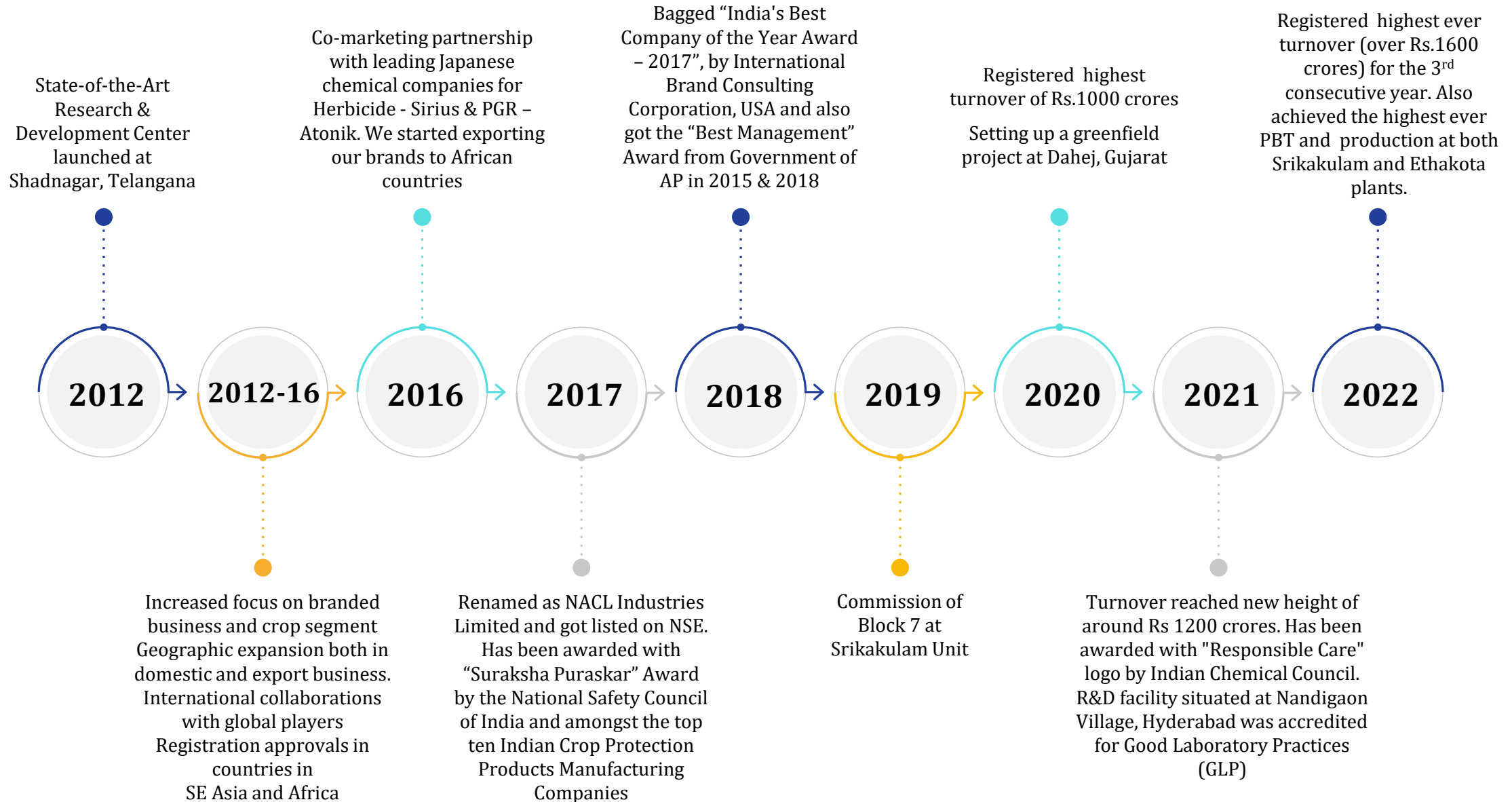
The 4th Technical Manufacturing block was established and Care Ratings Ltd. - an external credit rating agency accredited NACL

Acquired two Pesticide Formulation Plants at Ethakota in East Godavari District and a Pesticide storage warehouse from Vijayalakshmi Insecticides & Pesticides Ltd

The 6th Technical Manufacturing block was established



Timeline (2/2)



Board of Directors



Mrs. K Lakshmi Raju
Chairperson &
Non-Executive Director



Mr. M Pavan Kumar
Managing Director &
CEO



Mr. Sudhakar Kudva
Independent Director



Mr. N Vijayaraghavan
Non-Executive Director



Mr. Raghavender Mateti
Independent Director



Mr. Ramkrishna Mudholkar
Independent Director



Mr. N Sambasiva Rao
Independent Director



Ms. Veni Mocherla
Independent Director



Mr. Atul Churiwal
Investor Nominee Director



Mr. Rajesh Kumar Agarwal
Investor Nominee Director

Key Management Team



Mr. M Pavan Kumar
Managing Director & CEO



Mr. R.K.S Prasad Executive
VP – Finance & CFO



Mr. G. Jagannadha Rao
Executive VP – Exports
Sales & Marketing



Mr. C. Varada Rajulu
Senior VP –Operations
(Srikakulam and Ethakota
Plants)



**Mr. Harish Chandra
Bijlwan**
Senior VP – Operations &
Technology



Mr. Amit Taparia
Senior VP – SCM,
Procurement, IT and
Registrations & RA



Mr. Amit Tandon
Vice President - Domestic
Sales & Marketing



**Mr. Satish Kumar
Subudhi**
Vice President - Legal &
Company Secretary



Mr. S. Mani Prasad
Head – Human
Potential
Development



Mr. Srinivasa Rao Bitra
Senior General Manager
& Head Plant Operations
(Formulations Unit)

A state-of-the-art
R&D center



Formulation unit with packaging
facility for handling large capacities
of liquids, powders and granules



Knowledge Delivery Based
Farmer Outreach
Programmes across India
for empowering farmers



Technical manufacturing plant with a
production capacity of 10,000 metric
tons per annum

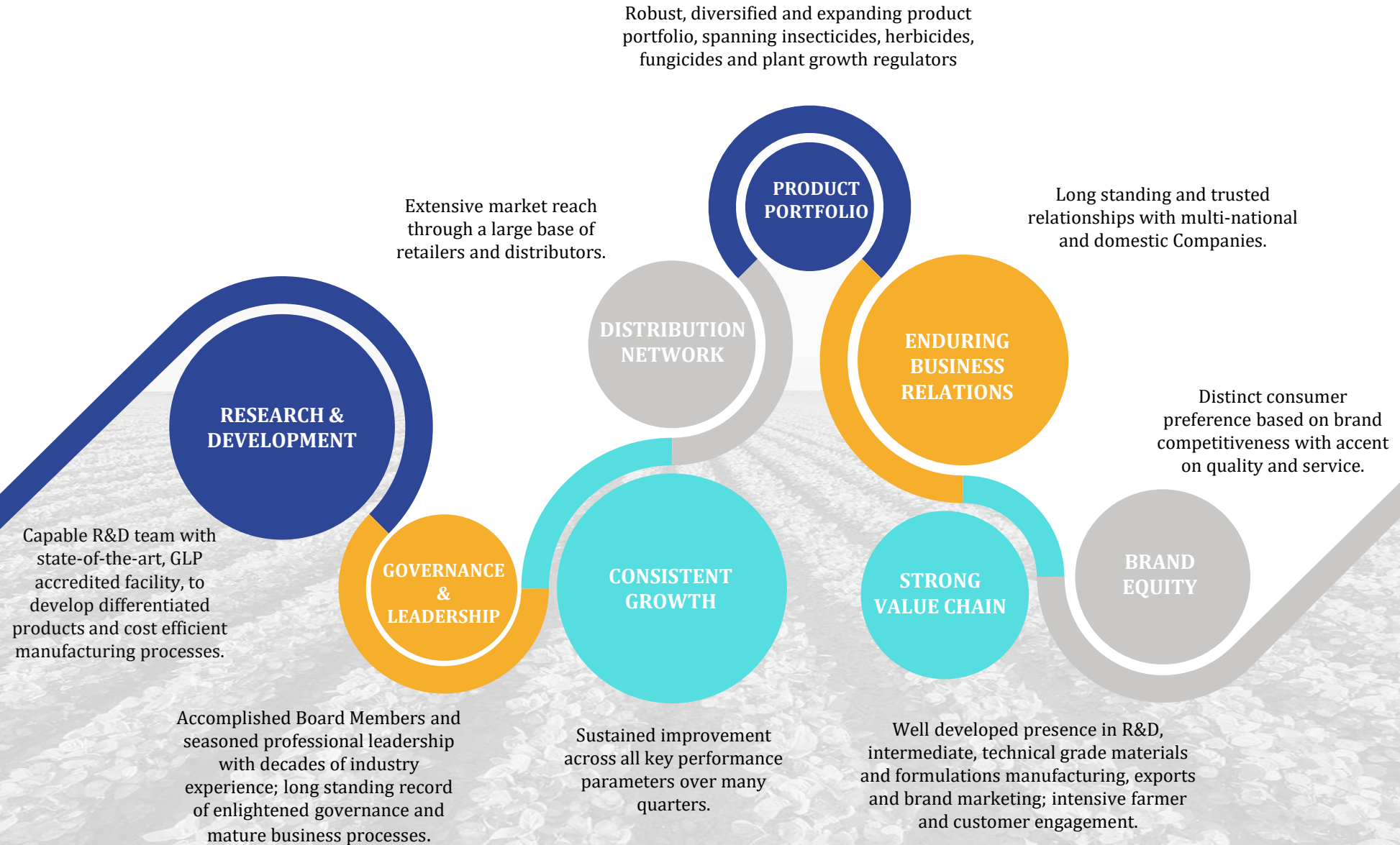


50+ Branded Products, 47 NACL stock points
and 12,500 retail outlets across India under
the Company's direct to retail approach

BUSINESS STRATEGY



NACL – A Unique Investment Case



RC certificate



GLP certificate



ISO Accreditations

NABL Accreditations



ISO 45001:2018



ISO 14001:2015



ISO 9001:2015



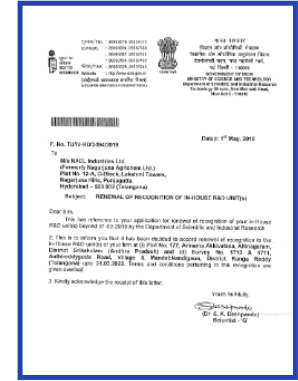
R&D Facility



Ethakota Unit



Srikakulam Unit



DSIR



Best Company of the Year 2017

NACL has been awarded “Best Company of the Year 2017” presented by International Brand Consulting Corporation (IBCC), USA.



Greentech Award

NACL has bagged the “Greentech Environment Silver Award” for the year 2018 from New Delhi-based Greentech Foundation, for its best efforts towards environment protection and conservation.



Suraksha Puraskar

NACL’s Srikakulam Unit has bagged the prestigious “Suraksha Puraskar” Award for the year 2017 from the National Safety Council of India, for its best safety practices.



Certificate of Appreciation

NACL’s Ethakota Unit has bagged the prestigious SAFETY AWARD for the year 2018,2019 & 2020 from the National Safety Council of India, for its best safety practices.



Best Management Award

NACL’s manufacturing units situated at Srikakulam and Ethakota, Andhra Pradesh have been conferred with “Best Management Award” by the Government of Andhra Pradesh for the years 2015 & 2018.



Water Management Award

Srikakulam won CII National Award in Water management for the year 2019.



Industry Champion Award 2021

NACL’s Srikakulam Unit bagged prestigious “Andhra Pradesh Industry Champion Award 2021” from the Government of Andhra Pradesh.



● Indian Agrochemical Market

The agrochemicals market in India is expected to register 8% CAGR to reach US\$ 3.7 billion by FY22 and US\$ 4.7 billion by FY25. With the government propagating the development of the agricultural sector and with the recent proposals under the 'Aatmanirbhar Bharat' package pertinent for the upliftment of the agrarian economy focused on boosting agriculture and its allied, the demand for agrochemicals seems promising.

● Food Security

According to an estimate, India would require more than 450 million tonnes of food grains to feed 1.65 billion people by 2050 which will be a very difficult task. Similar challenges the world would face in terms of stepping up food production to meet the growing needs of the world population.

● Government Initiative

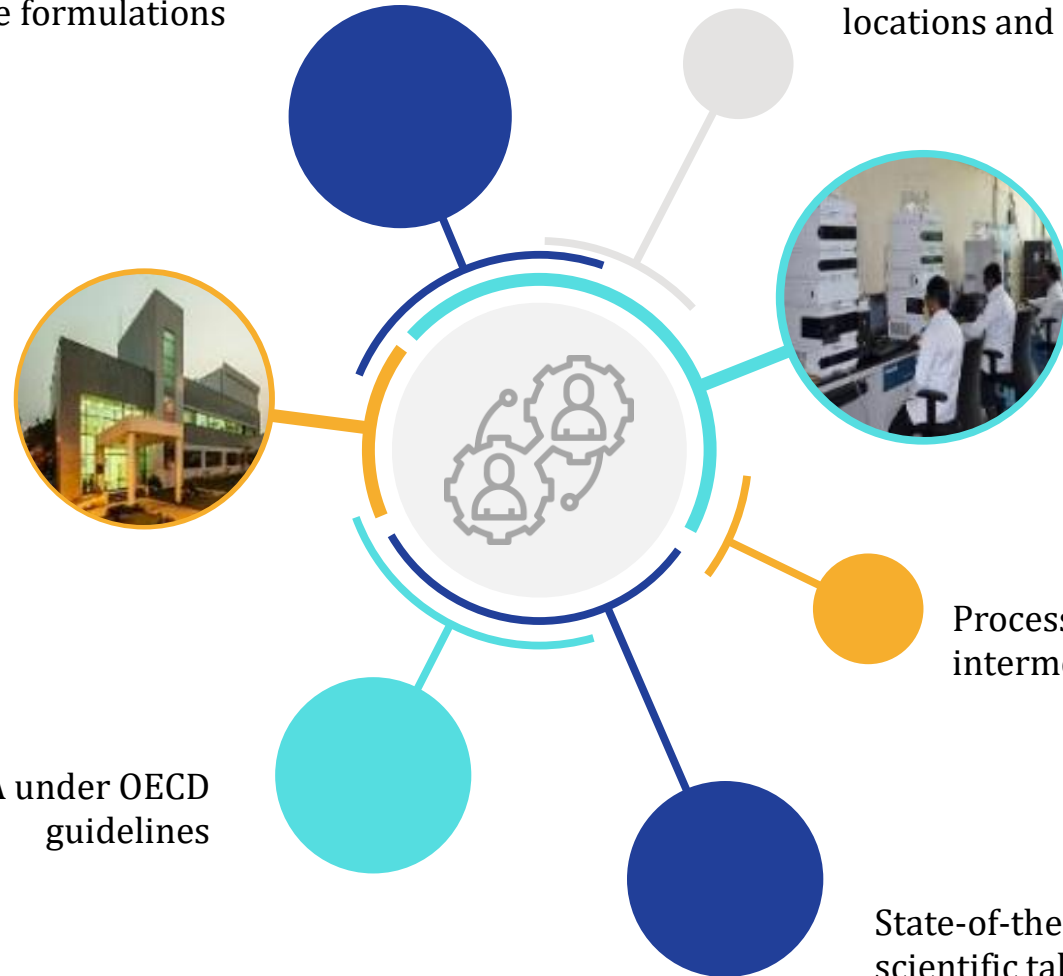
The mature agro chemical sector has an excellent opportunity to grow in the domestic market and gain considerable share in the global market. The industry is adding sizeable capacities in active ingredients / technicals and formulations manufacturing and also integrating backward into intermediates with increased investment in R&D and sustainable practices. The domestic industry is emerging as a course to reckon within agrochemical world.

● Exports

In crop protection chemicals, India is a net exporter. With considerable technical manufacturing capabilities coming up in the Country, India is emerging as a leading destination for sourcing agrochemical active ingredients. The country's exports have increased on account of competitive manufacturing, growing domestic demand, capacity augmentation, product and process development capabilities and technical trained manpower.

Development of New generation, environment friendly and safe formulations

R&D facilities at Shadnagar (Hyderabad) and Srikakulam are DSIR recognized. Quality Assurance labs in the above locations and Ethakota are NABL accredited.

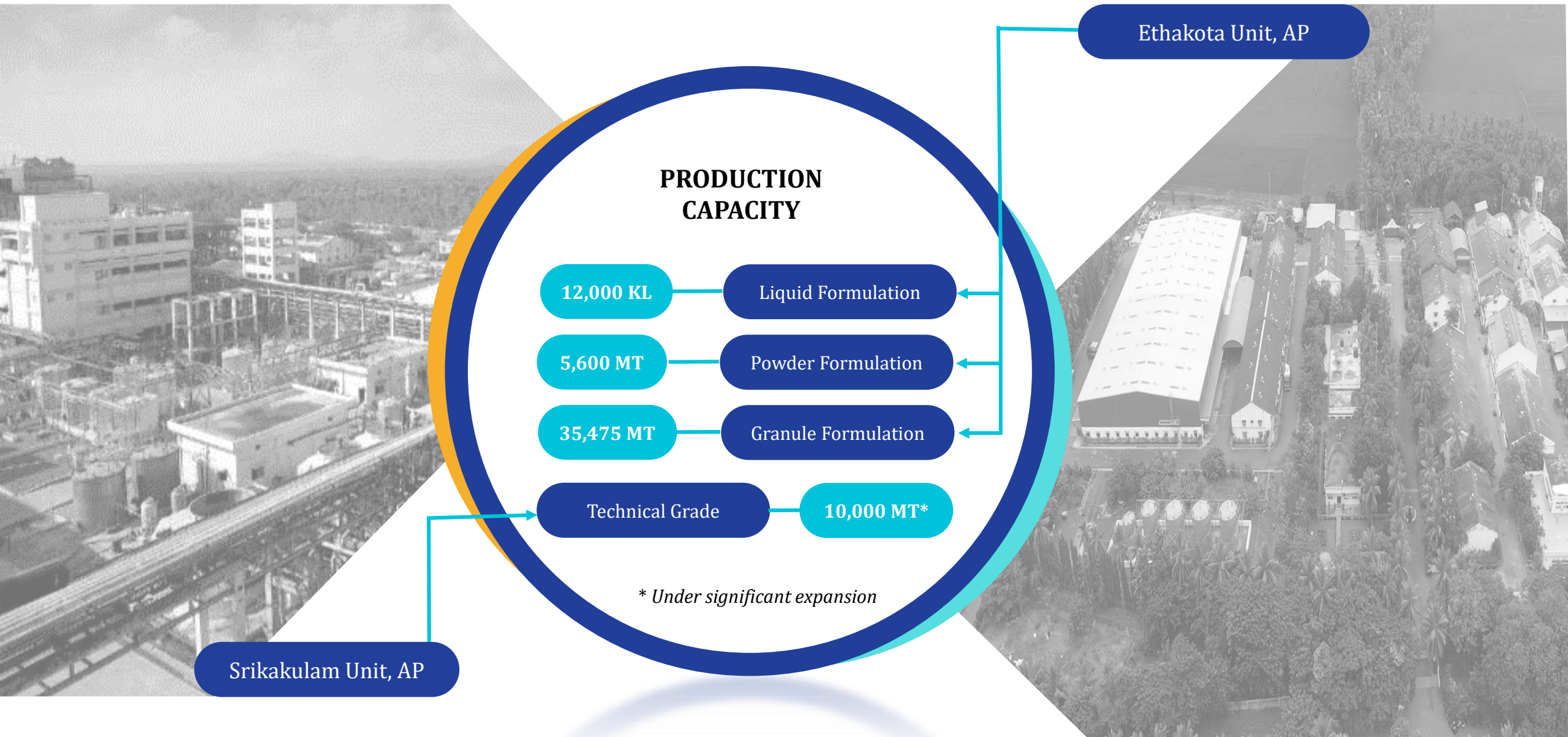


Process development of active ingredients and intermediates

State-of-the-art R&D facilities with qualified and trained scientific talent.

R&D lab is GLP Certified by NGCMA under OECD guidelines

Production Capacity



PRODUCTION CAPACITY

12,000 KL

Liquid Formulation

5,600 MT

Powder Formulation

35,475 MT

Granule Formulation

Technical Grade

10,000 MT*

** Under significant expansion*

Ethakota Unit, AP

Srikakulam Unit, AP

BROWNFIELD PROJECT

NACL Industries Limited, Srikakulam, Andhra Pradesh

NACL is in process of increasing the existing Plant capacity of **10,000** MT/Annum to **25,000** MT/Annum.

GREENFIELD PROJECTS

CAPACITY

25,000

MT/ Annum in phases

NACL Spec-Chem Limited, Dahej, Gujarat

NACL Spec-Chem Limited, a wholly owned subsidiary of NACL is setting up a Greenfield Project for Agrochemical Active Ingredients & Formulation.



NACL Multichem Pvt. Ltd, Ranasthalam Mandal, Srikakulam

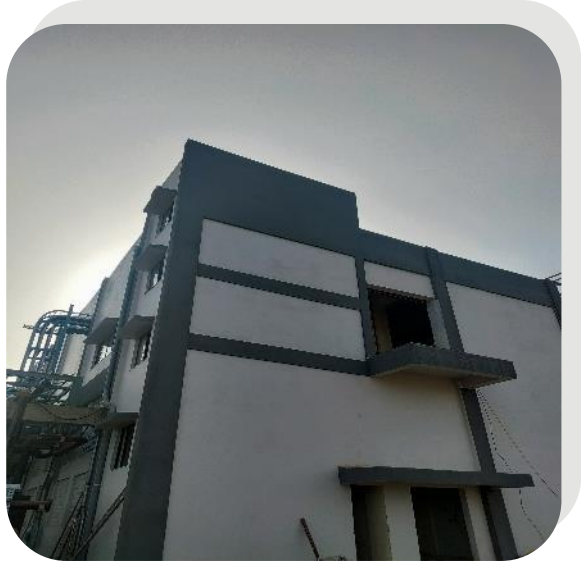
NACL Multichem Private Limited, a wholly owned subsidiary of NACL is planning to setup a greenfield Project for manufacturing of Agrochemicals and Synthetic Organic Chemicals.

CAPACITY

38,000

MT/ Annum in phases

Green Field Project at Dahej (Gujarat) - Nearing Completion



Manufacturing Plants are Integrated Management Systems (IMS) certified with regard to Quality, Environment, Health and Safety (QEHS)

State-of-the-art Zero Liquid Discharge (ZLD) plants at Srikakulam and Ethakota

Efficient equipment for reduced energy consumption.

Plants equipped with occupational health facilities, along with professionally trained staff and instituted practices





Advanced EHS systems and processes which enhance awareness and facilitate adoption and compliance



SHAREHOLDERS INFORMATION

Shareholders Information

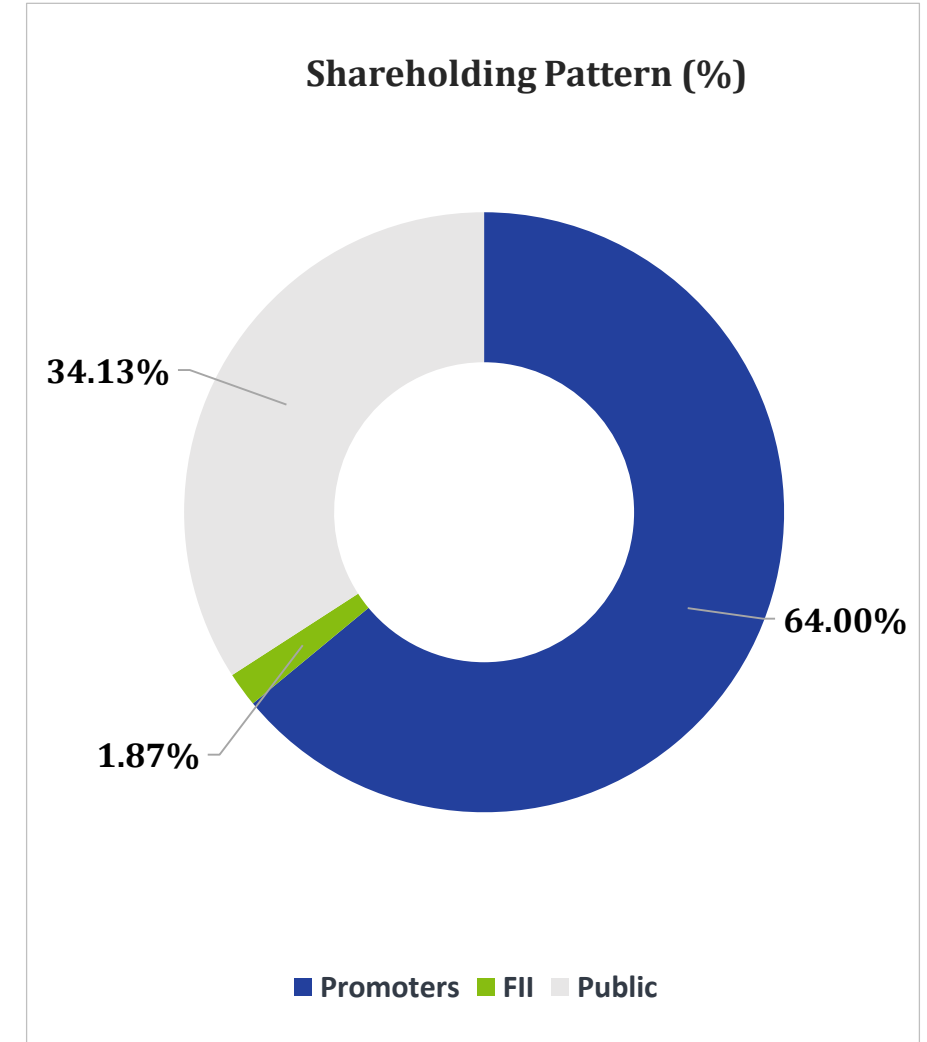
Stock Information (as on 16th May, 2022)

 Market Capitalization (₹)	1,490.28 Cr
 Shares Outstanding	19.83 Cr
 Free Float	283.15 Cr
 Symbol (BSE) / (NSE)	524709 / NACLIND

Stock Performance Chart (as on 16th May, 2022)



(As on 31st March 2022)





NACL Industries Limited

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Telangana, India

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Thank You