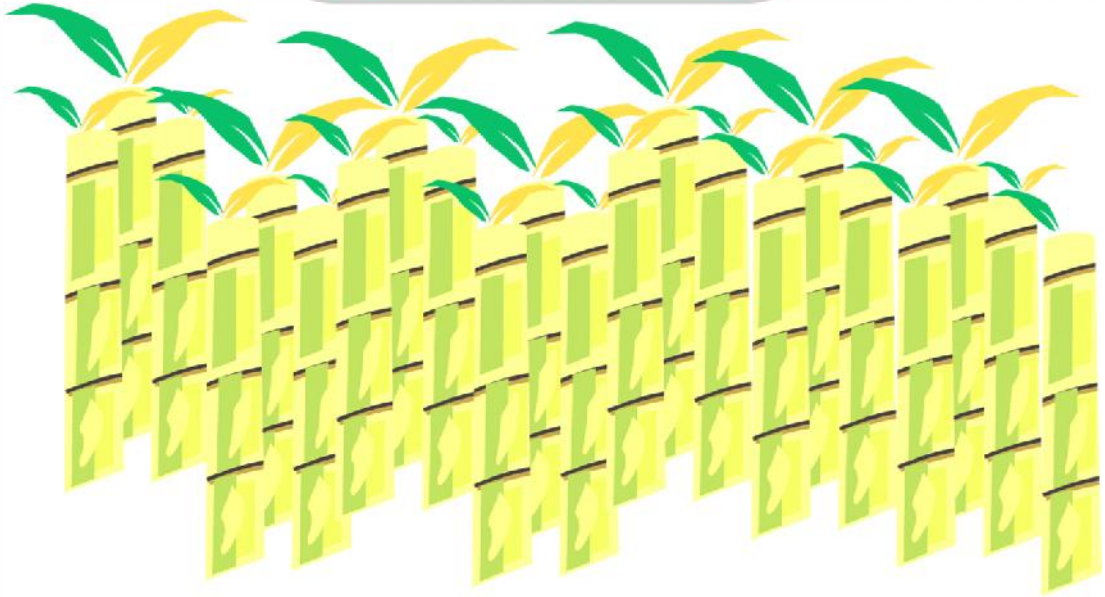
DHANUKA KHETI KI NAI TAKNEEK

HAR KISAN KI KHUSHALI KE LIYE



Dhanuka *Agritech Limited*

Un-Audited Financial Results for the Quarter ended 30th June, 2016

11th August, 2016

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AASMAAN CHHUNE KI...

Dhanuka Agritech: An Overview

Dhanuka is the second largest Indian agrochemicals formulation Company in domestic brand sales.

4 manufacturing facilities located in NCR, J&K, Gujarat and Rajasthan.

Strong product portfolio of over 80 brands with 100% domestic sales.

Second largest rural distribution networks in India with over 8,800 direct dealers, selling to approx. 80,000 retailers.

Products are used by over 10 million farmers across India.

The legend of Indian cinema, Mr.Amitabh Bachchan is Brand Ambassador of Dhanuka.

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Wide Range of Products

Dhanuka *Agritech Limited*

Portfolio of over 80 brands,
two third sales from
'Specialty molecules'

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Key Product Portfolio

Insecticides

- Aaatank, Adfyre, Apple, Areva, Bombard, Caldan, Cover, Danfuron, Dhanpreet, Em-1, Fax, Markar, Media, Mortar, Omite, Pager, Super-D, Superkiller

Herbicides

- Barrier Craze, D-Era, Dhanutop, Fuzi Super, Maxx-soy, Nabood, Noweed, Oxykill, Ozone, Qurin, Sakura, Sempra, Targa Super, Weedmar

Fungicides

- Cursor, Dhanteam, Dhanuka M-45, Dhanustin, Hexadhan, Kasu-B, Vitavax Power, Lustre, Protocol, Sheathmar, Sixer, Zerox

Plant Regulator Nutrients

- Dhanvarsha,
- Dhanuvit, Dhanzyme Gold, Maxyld, Wetcit

Strategic Partnerships

Nissan Chemical
Japan

Mitsui Chemicals
Inc.
Japan

Sumitomo
Chemical
Japan

Hokko Chemical
Japan

Oat Agri Japan

Arysta Life Science

FMC Corporation
USA

DUPONT
USA

ORO AGRI
USA

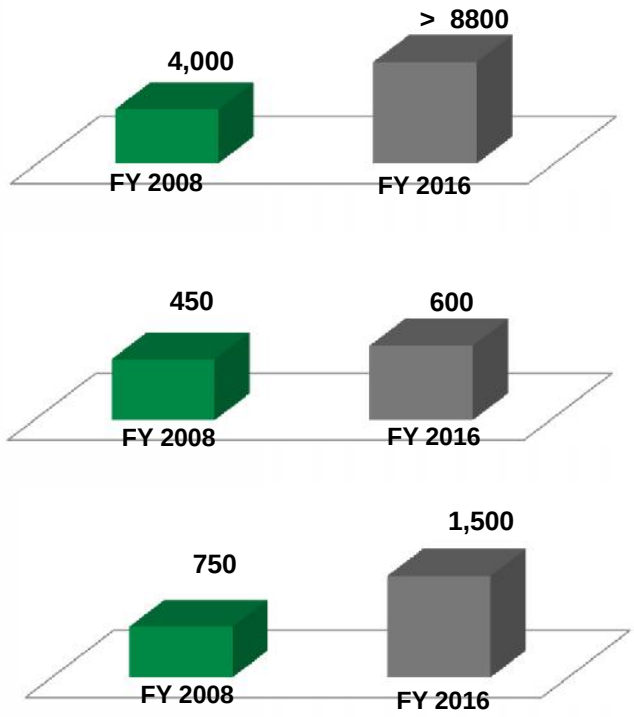
The Company enjoys long lasting relationships with its global partners.
Most of the relationships have been active for more than a decade.

Marketing Network

Total Distributors

Reach – Districts covered through distributors

Dhanuka Doctors – Dissemination of information to farmers on "Dhanuka Kheti ki Nayee takneek"



Products are used by over 10 million farmers across India

Key Growth Drivers (1/2)

Manifold increase in rural income

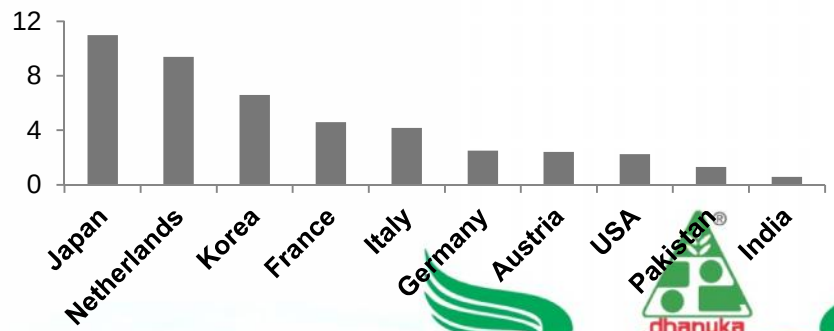
- Government guaranteed minimum prices for the majority of crops have increased by 30-110% in the past seven years giving thrust to rural incomes

Minimum Support Prices India								
Crop Marketing Season (Price in INR/quintal)								
Commodity	**2009-10**	**2010-11**	**2011-12**	**2012-13**	**2013-14**	**2014-15**	**2015-16**	**% incease from FY10 to FY16**
Paddy	950	1,000	1,080	1,250	1,310	1,360	1,410	48.42%
Red Gram (Arhar/Tur)	2,300	3,000	3,200	3,850	4,300	4,350	4,625	101.09%
Green Gram (Moong)	2,760	3,170	3,500	4,400	4,500	4,600	4,850	75.72%
Black Gram (Urad)	2,520	2,900	3,300	4,300	4,300	4,350	4,625	83.53%
Groundnut	2,100	2,300	2,700	3,700	4,000	4,000	4,030	91.90%
Soyabean	1,390	1,440	1,690	1,690	2,560	2,560	2,600	87.05%
Cotton	2,500	2,500	2,800	3,600	3,700	3,750	3,800	52.00%
Wheat	1,080	1,120	1,285	1,350	1,400	1,450	1,450	34.26%

Low level consumption of plant-protection chemicals in India

- One of the lowest consumption levels in the world, at ~0.5 kg per hectare

Consumption of Agrochemicals (Kg / Hectare)



Source: Reply to unstarred question no.3732 by the Union Minister in Loksabha, 10 Sept, 2007 and the report of Joint Parliamentary Committee, 14-2-2004

Key Growth Drivers (2/2)

Prevention of large crop wastages

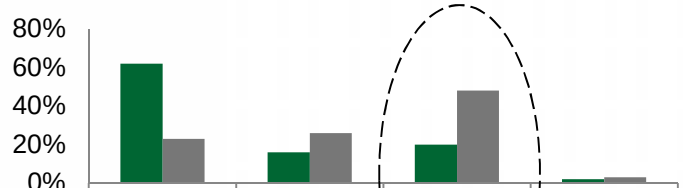
- Insects, fungus and weeds destroy crops worth billions of dollars annually
- Despite large area under cultivation of paddy and wheat, we lag behind in total production

Category	Area (Mn Ha)	World Ranking In Area	Production (Mn tons)	World Ranking In Production
Paddy	44	#1	91	#2
Wheat	28	#1	74	#2
Maize	8	#4	14	#6
Gram	8	#1	6	#1
Red Gram	4	#1	3	#1
Soybean	8	#5	9.0	#5
Cotton	9	#1	21	#2
Sugarcane	5	#2	323	#2

Disruptive growth in herbicides

- Herbicides share in India quite low at 20%, versus ~ 48% globally
- Rising farm labour prices are lifting herbicide demand; replacing manual weeding
- Dhanuka is a beneficiary with strong herbicides portfolio

Break-up of agrochemical consumption (2009)



	Insecticide	Fungicides	Herbicides	Others
India	62%	16%	20%	2%
Global	23%	26%	48%	3%

Source: Varshney, 2009

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Management Team

Mr. Ram Gopal Agarwal; Chairman, started pesticides business more than 40 years ago; a philanthropist; a man of vision with utmost sincerity and devotion; mentors and provides strategic leadership; also served for two terms as Chairman of "Crop Care Federation of India".

Mr. Mahendra Kumar Dhanuka; Managing Director, co-founded the Company; has 40 years of experience; He is a President of HPMA (Haryana Pesticide Manufacturers Association) for over a decade. He oversees the overall operations of the Company.

Mr. A. K. Dhanuka; Director (Works), looks after manufacturing operations at Gurgaon factory. He joined the Company after completing his graduation and has been looking after production since then.

Mr. Rahul Dhanuka; Director (Marketing), Masters in Business Administration from S.P. Jain, Mumbai; oversees the entire marketing function of the Company; leads the large marketing team from the fore-front & maintains cordial relations with International collaborators.

Mr. Mridul Dhanuka; Director (Operations), Masters in Business Administration from NITIE, Mumbai; oversees the manufacturing and supply chain functions across the Company's four production facilities; spear-heads expansion projects; brought technological and managerial excellence in the company's operations.

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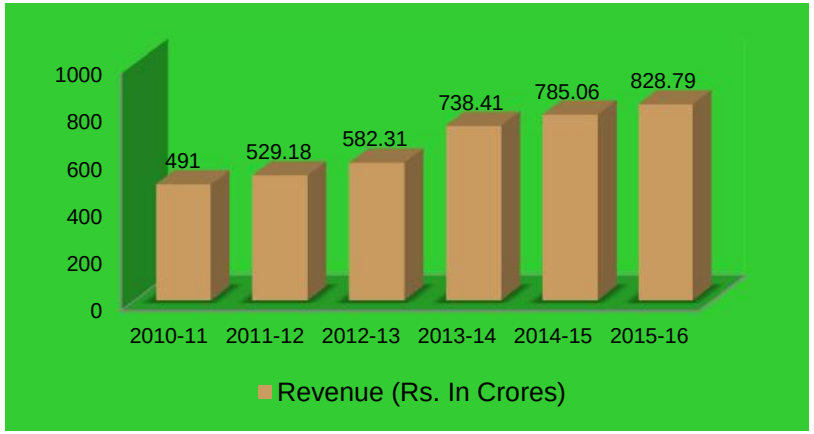
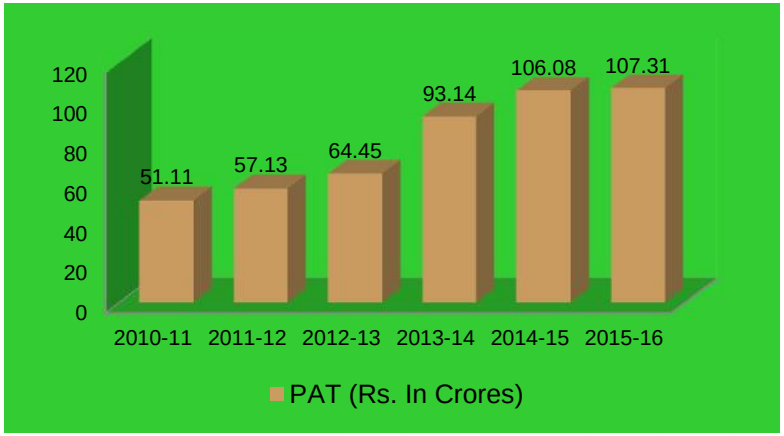
Historical Financial Performance

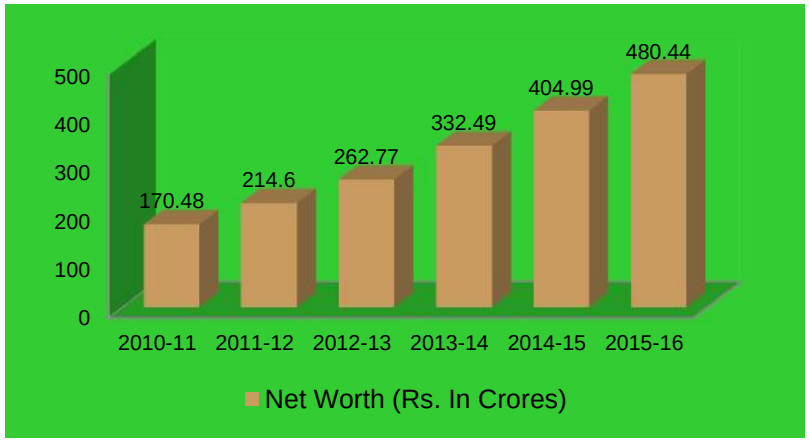
(Rs. in Crores)

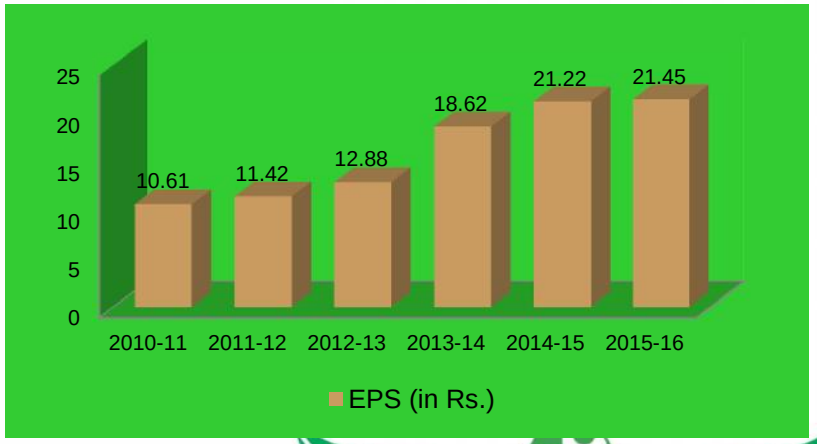
Particulars	FY 12	FY 13	FY 14	FY15	FY16
Revenue	529.18	582.31	738.41	785.08	828.79
EBIDTA	80.04	88.84	125.34	137.84	152.35
PAT	57.13	64.45	93.14	106.08	107.31
Revenue Growth (%)	7.3%	11.2%	26.1%	6.32%	5.57%
As % to Sales					
EBIDTA	15.13%	15.26%	16.97%	17.56%	18.38%
PAT	10.80%	11.07%	12.61%	13.51%	12.95%
Net Worth	214.60	262.77	332.49	404.99	480.44
Debt	39.41	33.01	39.41	15.80	7.69
Financial Ratios					
Long term Debt- Equity Ratio	0.03	0	0	0	0
RoCE	32%	30.2%	34.3%	30.6%	30.25%
RoNW	26.6%	24.5%	28.01%	25.8%	22.34%

Historical Financial Performance









Operational Highlights - Result Period 30.06.2016

(Rs.in Crores)

Particulars	Q.E. June-16	Q.E. June-15	rise / fall%	Audited FY 15-16	Audited FY 14-15	rise / fall%
Net Turnover	198.40	180.41	9.97%	828.79	785.08	5.57%
EBIDTA	31.29	25.51	22.66%	152.35	137.84	10.53%
EBIDTA% to Net Sales	15.77	14.14	163bps	18.38%	17.56%	82bps
PAT	19.35	18.56	4.26%	107.31	106.08	1.16%
PAT% to Net Sales	9.75	10.28	-53bps	12.95%	13.51%	-56bps
EPS (Rs.) Diluted	3.87	3.71	.4.31%	21.45	21.21	1.13%
EPS (Rs.) Basic	3.87	13.72	-71.79%	41.93	25.86	62.14%

Products launched

FY 2015-16	FY 2016-17
COVER 9(4)	MAXX-SOY(Herbicides)
DHANVARSHA	CONIKA (Fungicide)
DOZO 9(4)	FUJITA (Fungicide)
THIRAM 9(4)	HI-DICE SUPER (Fungicide)
GOLDY 9(4)	

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THANK YOU!!

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