

# **NACL Industries Limited**

Ref: NACL/SE/2021-22

January 30, 2022

### 1) BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street,

Fort, Mumbai,

Mumbai - 400001

Stock Code: 524709

Dear Sir,

### 2) National Stock Exchange of India Ltd

Exchange Plaza, 5thFloor

Plot No.C/1 G Block,

Bandra -Kurla Complex, Bandra (E)

Mumbai-400051.

Symbol: NACLIND

Sub: Investor Presentation — reg.

Further to our letter dated 29<sup>th</sup> January, 2022 regarding to the submission of the Investor Presentation for the third quarter and nine months ended 31<sup>st</sup> December, 2021, we wish to inform that certain typographical errors have crept in Page No. 21 & 22 (Historic Quarterly Trend). The revised Investor Presentation is enclosed herewith.

Kindly take the same into records.

Thanking you,

for NACL Industries Limited

Satish Kumar Subudhi

Vice President-Legal & Company Secretary











# NACL INDUSTRIES LIMITED

**Investor Presentation** Q3 FY2022





### FORWARD LOOKING STATEMENT



This presentation contains forward-looking statements, including, but not limited to, the statements and expectations contained in this presentation. Statements herein, other than statements of historical fact, regarding future events or prospects, are forward-looking statements. The words "may", "will", "should", "expect", "anticipate", "believe", "estimate", "plan", "predict", "intend" or variations of these words, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements.

NACL Industries Limited has based these forward-looking statements on its current views with respect to future events and financial performance. These views involve a number of risks and uncertainties, which could cause actual results to differ materially from those predicted in the forward-looking statements and from the past performance of NACL.

Although NACL believes that the estimates and projections reflected in the forward-looking statements are reasonable, they may prove materially incorrect, and actual results may materially differ, e.g. as the result of risks related to the Agriculture sector and Agriculture input industry in general or NACL in particular.

As a result, you should not rely on these forward-looking statements. NACL undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent required by law.









# CORPORATE IDENTITY OPERATIONAL HIGHLIGHTS

PERFORMANCE TRACK RECORD

**RESULTS SUMMARY** 

**ANNEXURE** 

SHAREHOLDERS INFORMATION

# **Table Of Content**





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 crops. major In formulations, the Company manufactures products in all major categories such as Insecticides, Herbicides, Fungicides and Plant Growth Regulators



- 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

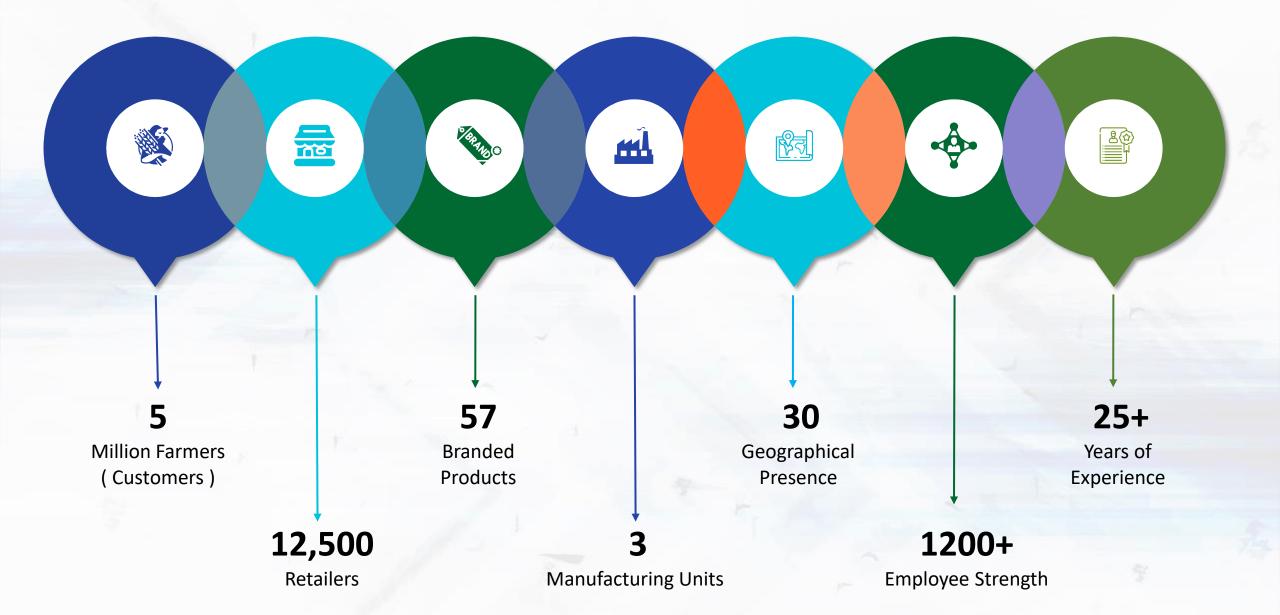






























## **Technicals**

### Insecticides



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

- Myclobutanil
- **Propiconazole**
- Tricyclazole
- **Thifluzamide**
- Difenoconazole



**Fungicides** 

### Herbicides



- **Pretilachlor**
- **Bispyribac Sodium**
- Metribuzin
- **Clodinafop-Propargyl**
- **Quizalofop ethyl**
- Flucarbazone sodium











### Insecticides



Cairo

- Pest Lock
- Cannon
- Profex

Dxtar

- Profex Super
- Dxtar FS
- Pymet
- Ennova
- Quick 50%

Fenny

SP

Fury

- Status
- Hurricane Plus
- Task Gr
- Monocrown
- Task SC
- Nagarjuna 4G
- Trust
- Nagarjuna
- Warrior

Mida

Warrior Plus

Nagarjuna

**Spice** 

- Combi plus
- Zeb

**Font** 

Zen

- Index
- Rhizostar
- Kazan
- Mass
- **Mass Plus**
- Result
- **Sivic**
- Slogan
- Subtle

**Fungicides** 



### Herbicides



- Eraze
- **Point**
- Eraze N
- Rhino
- Eraze Plus
- Senior
- Eraze Strong
- **Sirius**
- Globus
- Smash
- Globus SG
- Surya
- Geomon
- Twofour
- **Imax**
- Nagarjuna
  - Cubit
- Nagastra
- Nagastra
  - Strong
- **Narilon**

- Atonik
- Gallant EG
- Gallant Gold

**Plant Growth** Regulators















# **Nagastra Strong**

Nagastra strong (Pendimethalin 38.7 % CS) is herbicide which is an advance version of Nagastra. It belongs to the Dinitroaniline group. It inhibits cell division and cell elongation by microtubule assembly inhibition.

- Nagastra strong is a selective pre emergence herbicide to control annual grasses and certain broadleaf weeds
- Prevents germination of weeds by forming a thin layer at the soil surface



# **Hurricane Plus**

Hurricane Plus is combination of two active ingredients Novaluran 5.25% + Emamectin Benzaote 0.9% in SC formulation

Hurricane Plus gives effective control against wide range of Lepidopteron pests in crops like Chilli, Pulses, Paddy, Vegetables

- Long Lasting & Broad spectrum of insect control
- Faster knock down effect on pests
- Trans laminar action for better control
- Effective tool for IRM



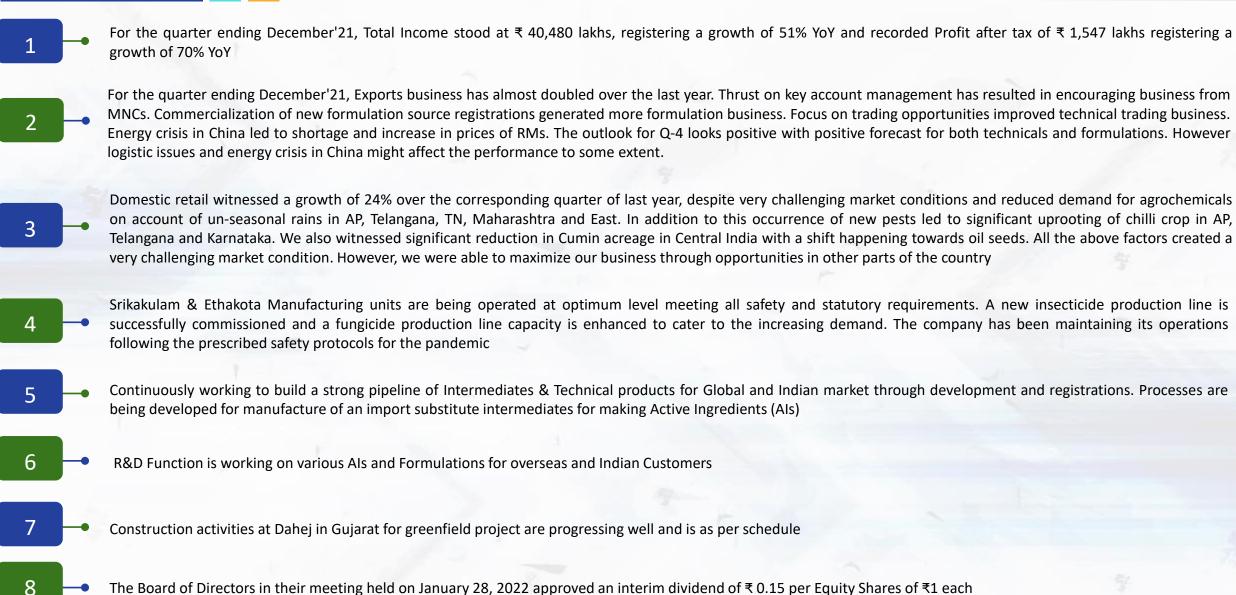






### **OPERATIONAL HIGHLIGHTS FOR Q3FY22**





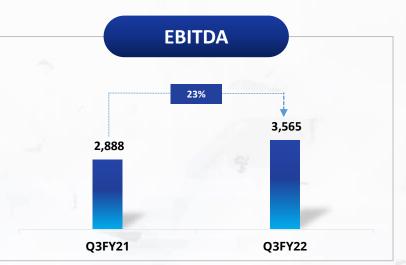


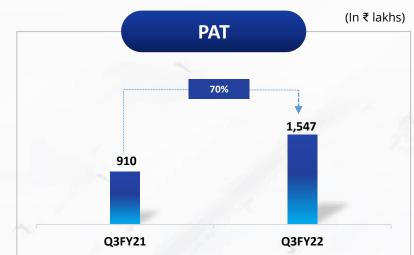






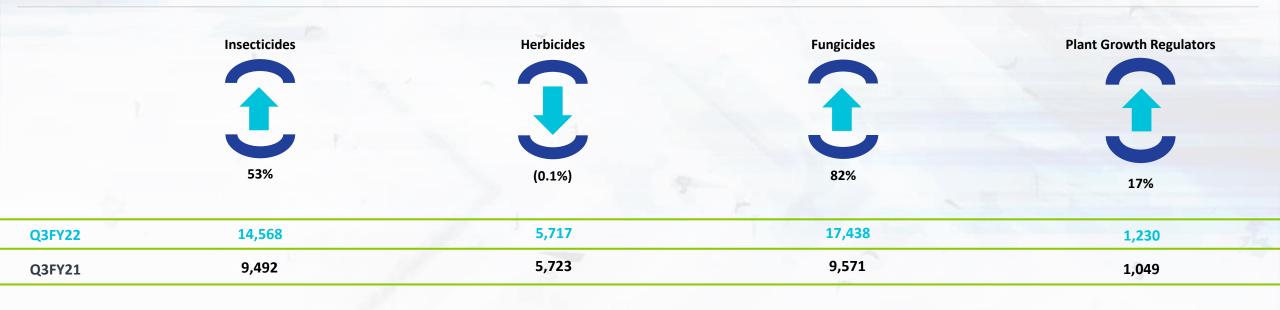






**Revenue Breakup** 

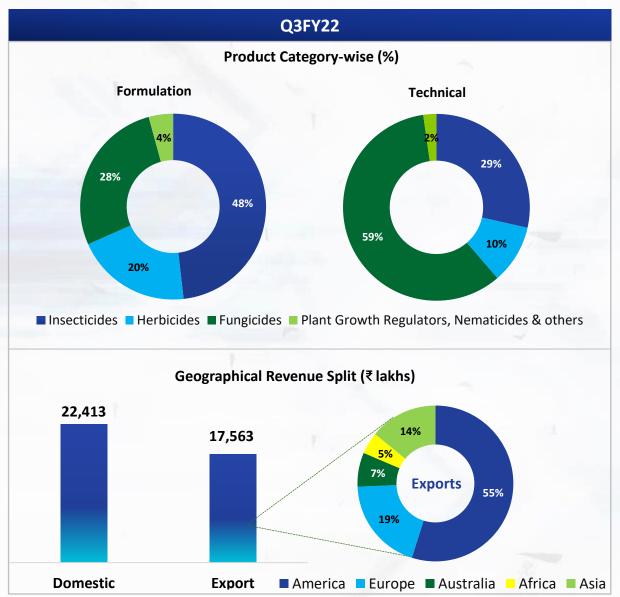
(₹ in lakhs)

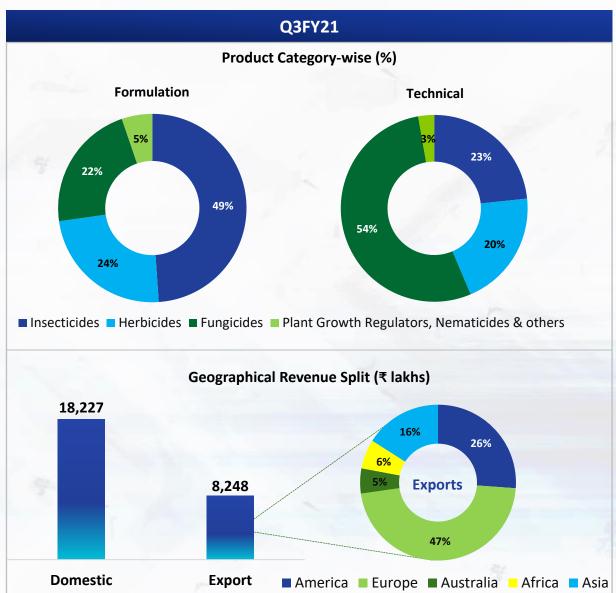












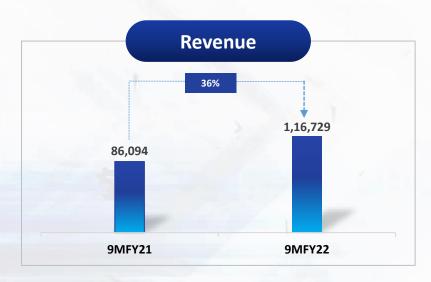


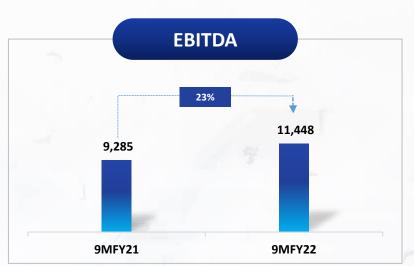


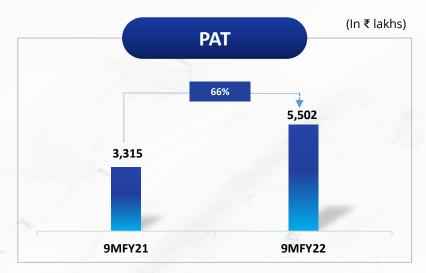






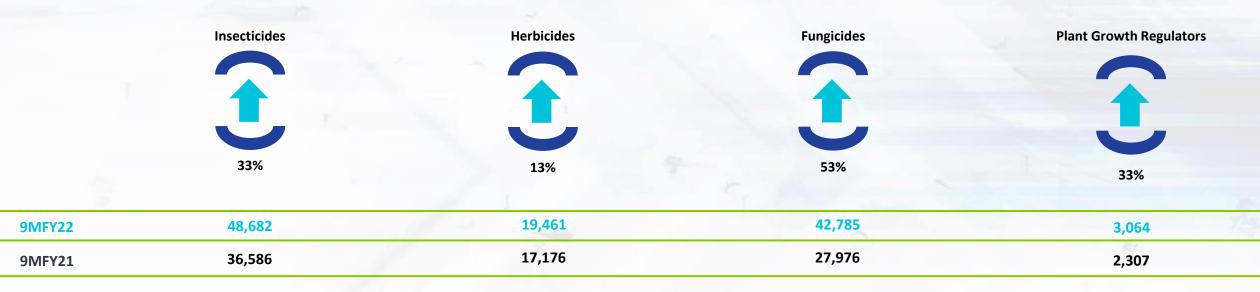






**Revenue Breakup** 

(₹ in lakhs)

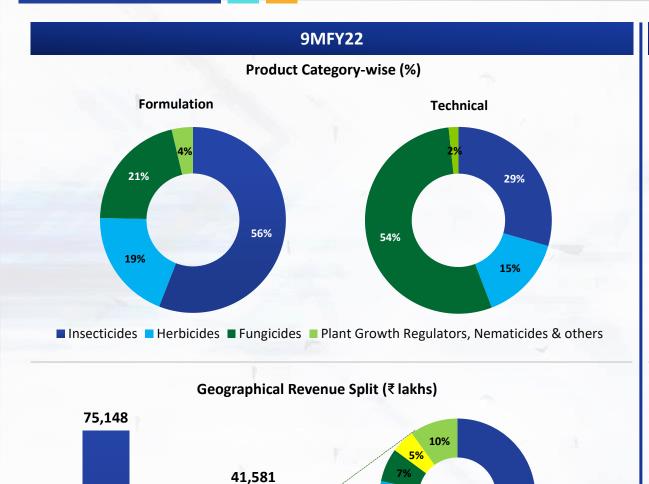






**Domestic** 





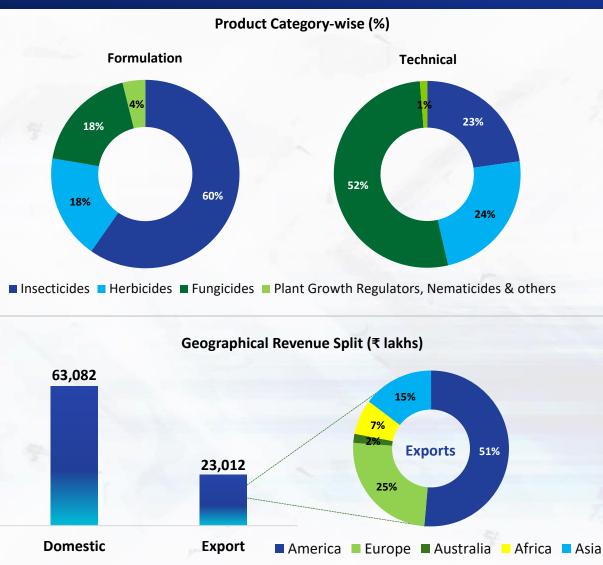
**Export** 

**Exports** 

■ America ■ Europe ■ Australia ■ Africa ■ Asia

61%

17%



**9MFY21** 







# PROFIT AND LOSS - Q3FY22 (Standalone)



(₹ in lakhs)

Particulars	Q3FY22	Q3FY21	Q2FY22	Y-o-Y (%)	9MFY22	9MFY21	Y-o-Y (%)
Revenue from operations	39,976	26,475	44,285	51%	1,16,729	86,094	36%
Other income	504	307	547	64%	1366	887	54%
Total Income	40,480	26,782	44,832	51%	1,18,095	86,981	36%
Expenses:							
(a) Cost of materials consumed	29,213	18,525	30,800	58%	86,437	61,000	42%
(b) Purchase of stock-in-trade	1,853	1,099	2,725	69%	6,028	3,465	74%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1,358)	(1,550)	(1,111)	(12%)	(6,625)	(4,376)	51%
(d) Employee benefits expense	2,378	2,266	2,407	5%	7,112	6,672	7%
(e) Finance costs	798	829	703	-4%	2,139	2,194	(3%)
(f) Depreciation and amortisation expense	631	627	617	1%	1,859	1,934	(4%)
(g) Other expenses	4,829	3,554	5,282	36%	13,695	10,935	25%
Total Expenses	38,344	25,350	41,423	51%	1,10,645	81,824	35%
Profit before tax	2,136	1,432	3,409	49%	7,450	5,157	44%
Tax expense:							
(a) Current tax	557	504	898	11%	1,981	1,879	5%
(b) Deferred tax (net)	32	18	(13)	78%	(33)	(37)	(11%)
Total Tax Expense	589	522	885	13%	1,948	1,842	6%
Profit for the period	1,547	910	2,524	70%	5,502	3,315	66%
Earnings Per Share:							
(a) Basic (in ₹)	0.78	0.47	1.28		2.78	1.72	
(b) Diluted (in ₹)	0.78	0.47	1.27		2.77	1.72	





# PROFIT AND LOSS – Q3FY22 (Consolidated)



(₹ in lakhs)

Particulars	Q3FY22	Q3FY21	Q2FY22	Y-o-Y (%)	9MFY22	9MFY21	Y-o-Y (%)
Revenue from operations	39,976	26,475	44,285	51%	116,729	86,094	36%
Other income	431	301	483	43%	1181	882	34%
Total Income	40,407	26,776	44,768	51%	117,910	86,976	36%
Expenses:							
(a) Cost of materials consumed	29,213	18,525	30,800	58%	86,437	61,000	42%
(b) Purchase of stock-in-trade	1,853	1,099	2,725	69%	6,028	3,465	74%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1,358)	(1,550)	(1,111)	(12%)	(6,625)	(4,376)	51%
(d) Employee benefits expense	2,380	2,274	2,412	5%	7,127	6,696	6%
(e) Finance costs	711	829	625	(14%)	1,916	2,194	(13%)
(f) Depreciation and amortisation expense	631	627	617	1%	1,859	1,934	(4%)
(g) Other expenses	4,828	3,545	5,277	36%	13,679	10,912	25%
Total Expenses	38,258	25,349	41,345	51%	110,421	81,825	35%
Profit before share of profit of associate	2,149	1,427	3,423	51%	7,489	5,151	45%
Share of profit / (loss) from Associate	(119)	15	(100)	(893%)	(237)	41	(678%)
Profit before tax	2,030	1,442	3,323	41%	7,252	5,192	40%
Tax expense:							
(a) Current tax	557	504	898	11%	1,981	1,879	5%
(b) Deferred tax (net)	32	18	(13)	78%	(33)	(37)	(11%)
Total Tax Expense	589	522	885	13%	1,948	1,842	6%
Profit for the period	1441	920	2,438	57%	5,304	3,350	58%
Earnings Per Share:							
(a) Basic (in ₹)	0.73	0.48	1.23		2.68	1.74	
(b) Diluted (in ₹)	0.73	0.48	1.23		2.67	1.74	



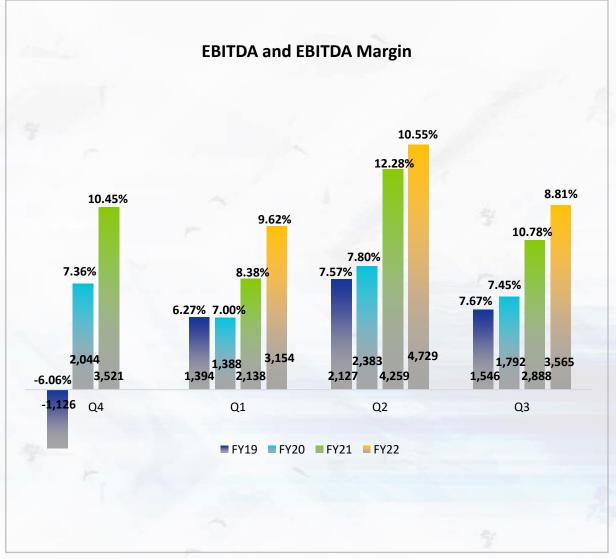






(₹ in lakhs)



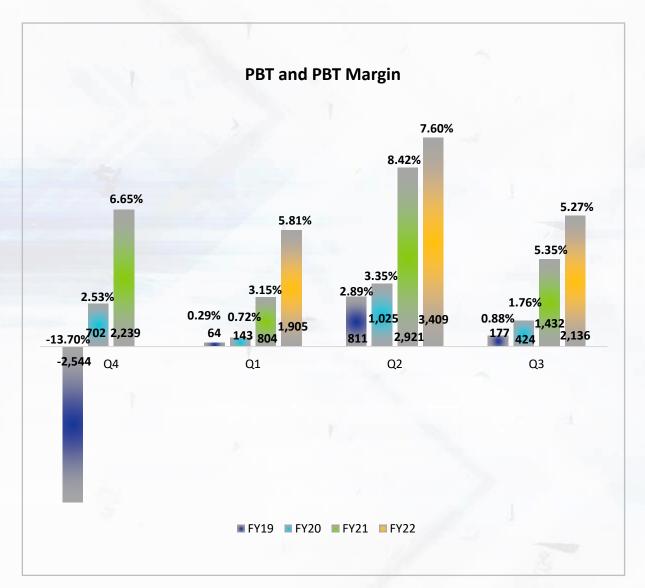


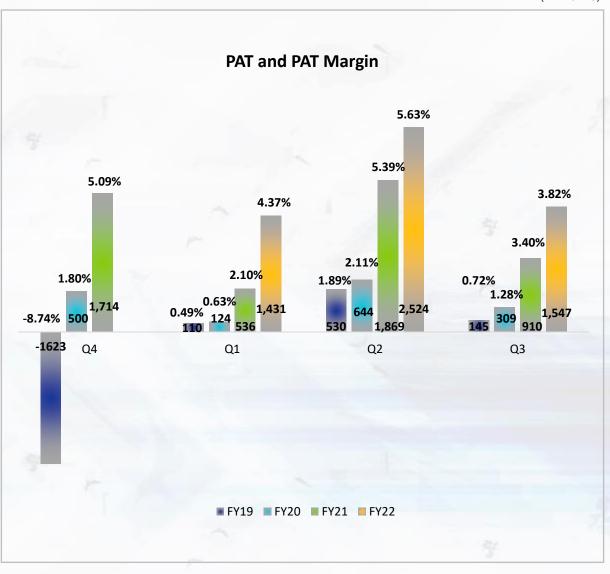








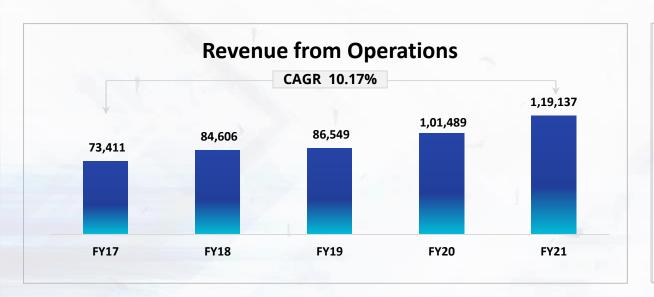


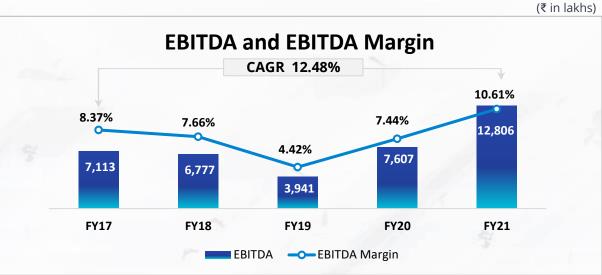


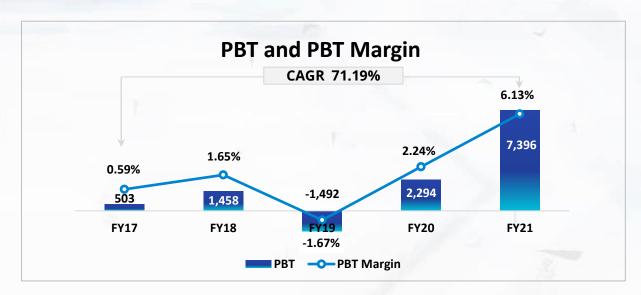


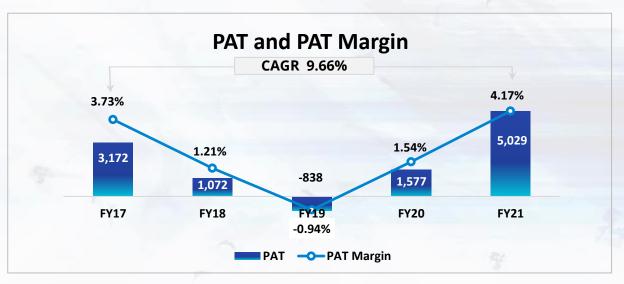










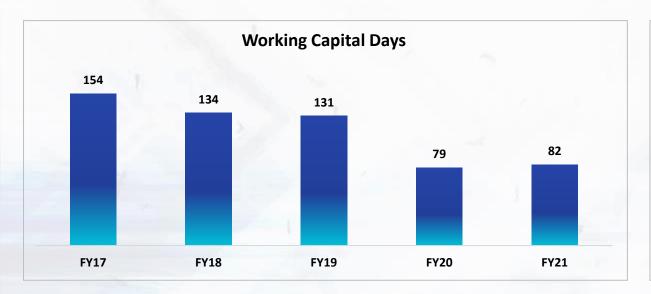




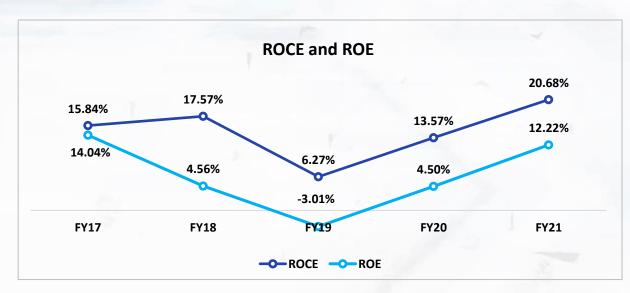


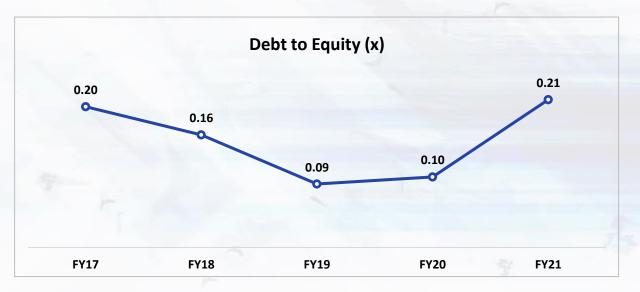


















# **Long Term Bank Facilities**

**Short Term Bank Facilities** 

₹ 400.38 **Crores** 

CARE A; **Stable** 

(Single A; Outlook: Stable)

Reaffirmed

₹ 115.00 **Crores** 

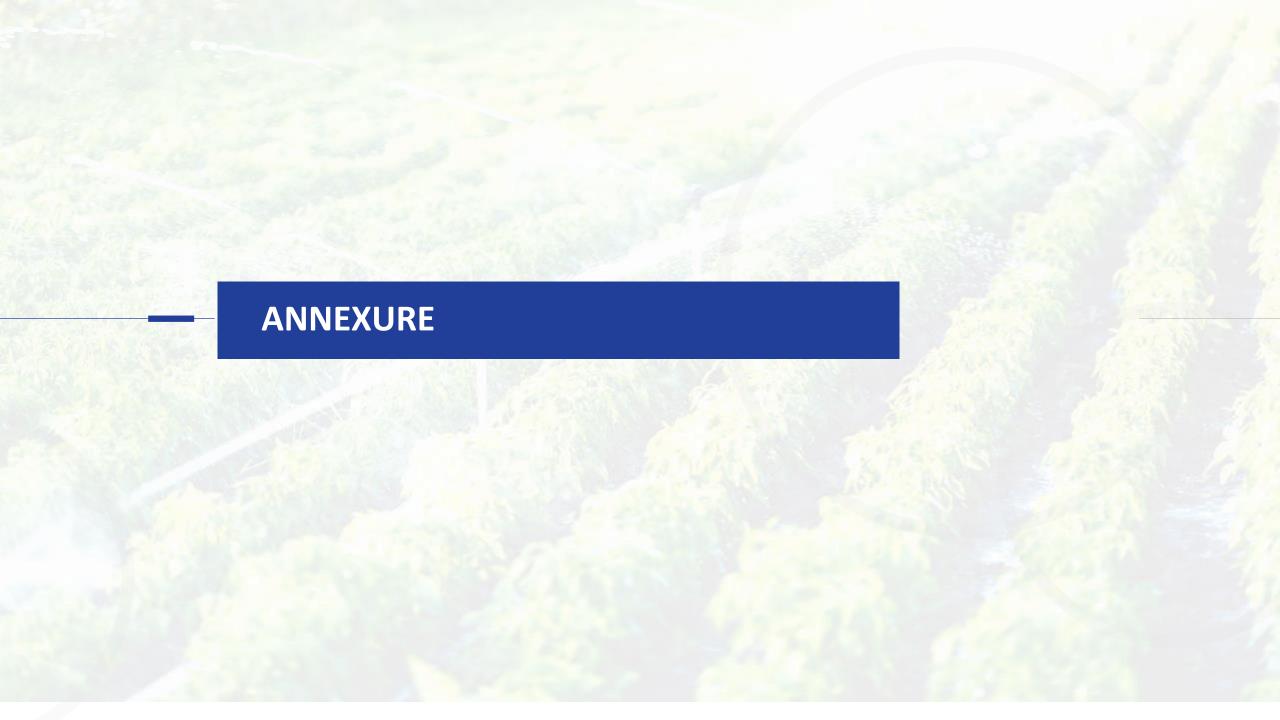
**CARE A1** 

(A One)

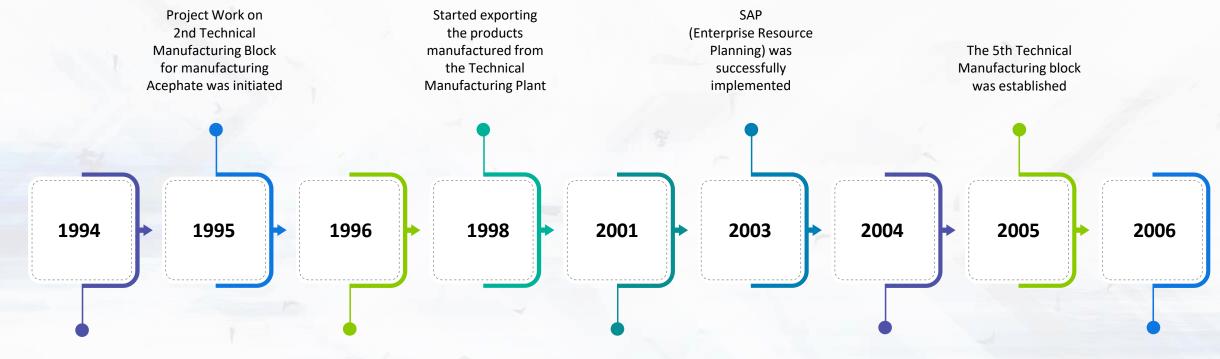
Reaffirmed











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

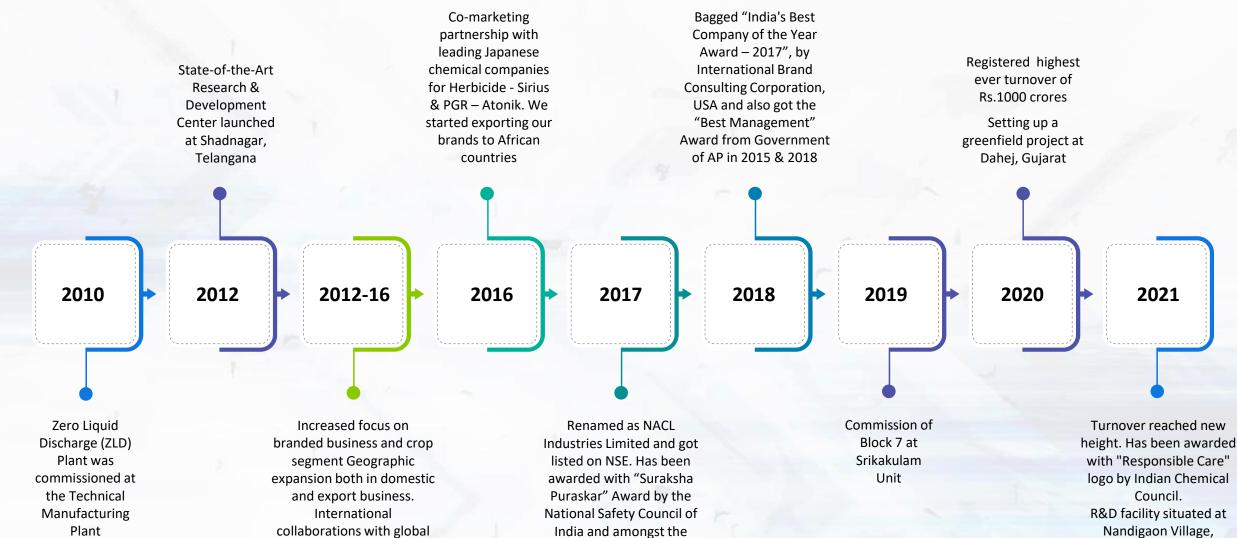
The 6th Technical
Manufacturing block was
established











top ten Indian Crop

**Protection Products** 

Manufacturing

Companies

players Registration

approvals in countries in

SE Asia and Africa







Hyderabad was accredited

for Good Laboratory

Practices (GLP)







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** 











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)

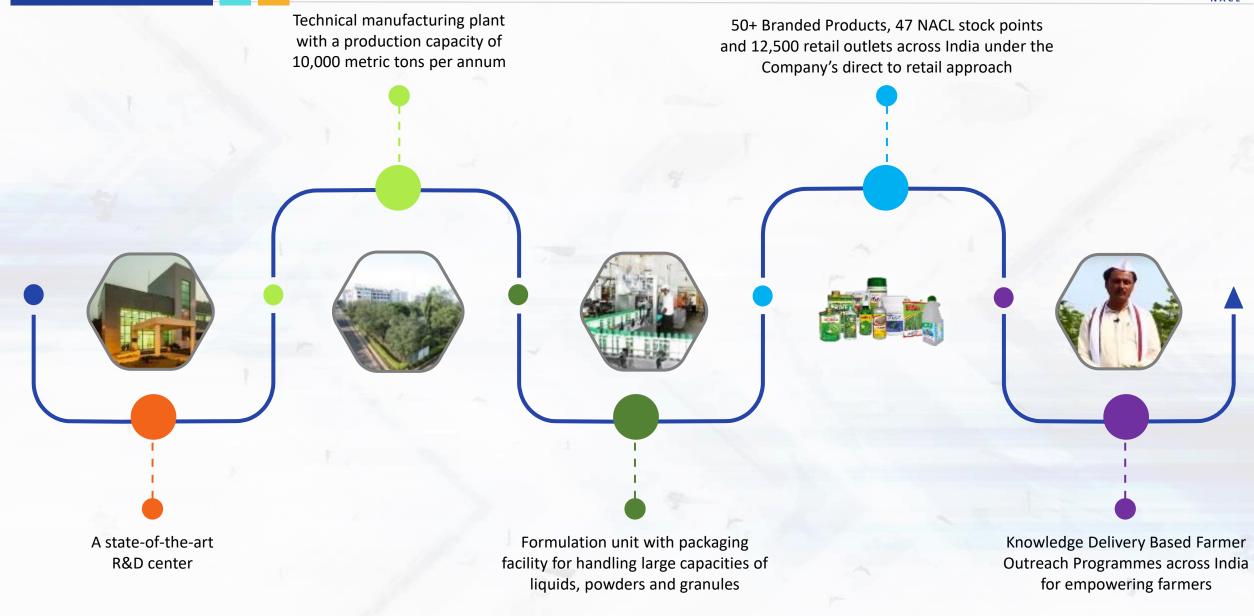










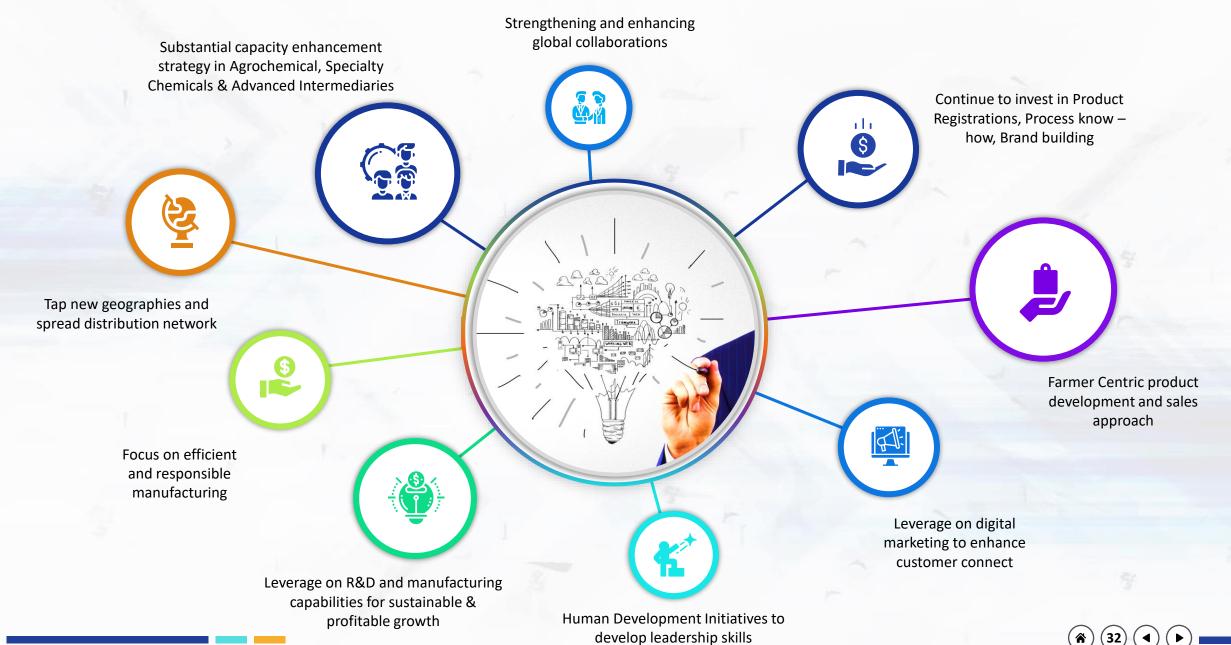


















### **RC** certificate



### **ISO ACCREDITATIONS**



ISO 45001:2018



ISO 14001:2015



ISO 9001:2015

### **GLP** certificate



### **NABL ACCREDITATIONS**









**R&D Facility** 

**Ethakota Unit** 

Srikakulam Unit

DSIR













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 matured 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 agrochemcial 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.











Process development of active ingredients and intermediates R&D labs at
Shadnagar and
Srikakulam are DSIR
recognized. Quality
Control labs in the
above locations and
Ethakota are NABL
accredited.



State-of-the-art R&D manned by highly qualified and trained scientists



Development of New generation, environment friendly and safe formulations

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











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











# **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.

**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 of Agrochemicals** Active Ingredients & Formulation.

# **GREENFIELD PROJECTS**



### **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



























Manufacturing
Plants are certified
Integrated
Management
Systems related to
quality,
environment, health
and safety (ISO) with
adequately green
belt cover

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,
professional
trained staff and
instituted
practices

Strong EHS
systems,
processes,
inspection and
training who
enhance
awareness and
ensure practices









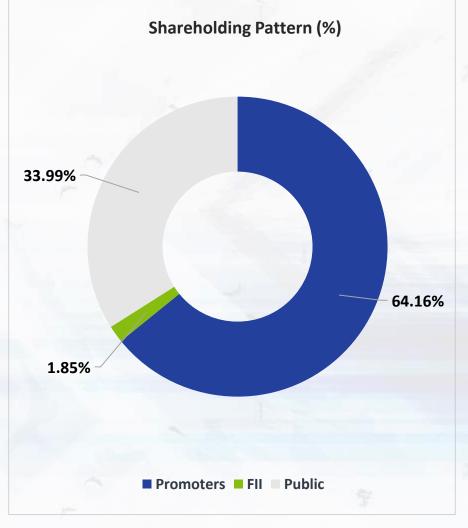
### **Stock Information** (as on 28<sup>th</sup> January 2022)

Market Capitalization (₹)	1,887.89 Cr
Shares Outstanding	19.78 Cr
Free Float	377.58 Cr
Symbol (BSE) / (NSE)	524709 / NACLIND

### Stock Performance Chart (as on 28th January 2022)



(As on 31st December 2021)













### **NACL Industries Limited**

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**Thank You**