



NACL Industries Limited

Ref: NACL/SE/2022-23

August 08, 2022

1) BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street,
Fort, Mumbai,
Mumbai – 400001
Stock Code: 524709

2) National Stock Exchange of India Ltd

Exchange Plaza, 5th Floor
Plot No.C/1 G Block,
Bandra –Kurla Complex, Bandra (E)
Mumbai-400051.
Symbol: NACLIND

Dear Sir,

Sub: Investor Presentation — reg.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the investor presentation for the first quarter ended June 30, 2022.

Kindly take the same into records.

Thanking you,

for **NACL Industries Limited**

Satish Kumar Subudhi

Vice President-Legal & Company Secretary

Encl: As above





NACL INDUSTRIES LIMITED

Investor Presentation | Q1 FY2023

This presentation may include statements, which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward-looking statements are based on certain assumptions and expectations of future events.

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Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations.

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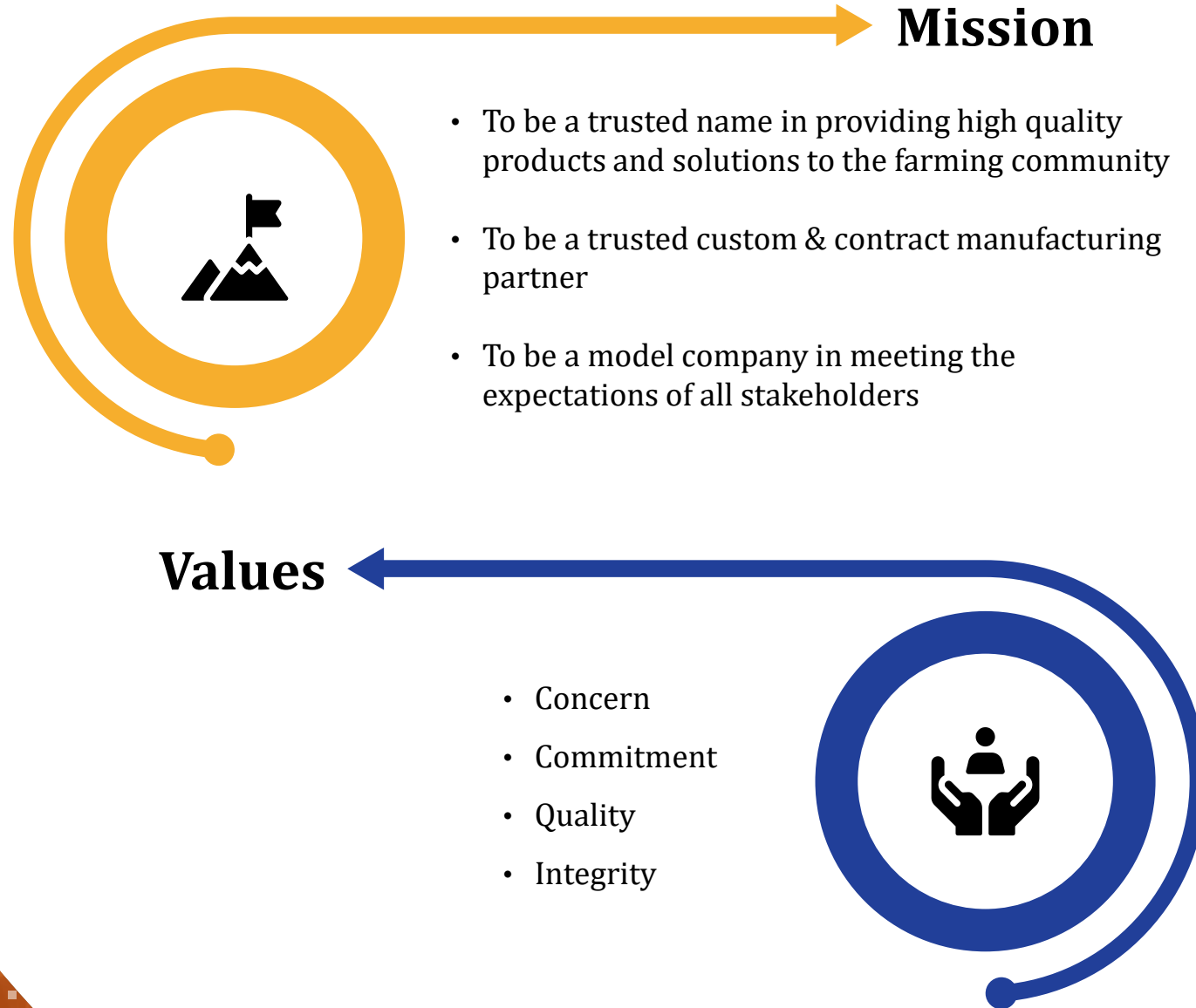
CORPORATE IDENTITY





NACL has been an established player in the Agrochemical industry since 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





12,500

Retailers



30

Geographical
Presence



5

Million Farmers
(Customers)



3

Manufacturing
Units



25+

Years of
Experience



57

Branded Products



1,200+

Employee Strength



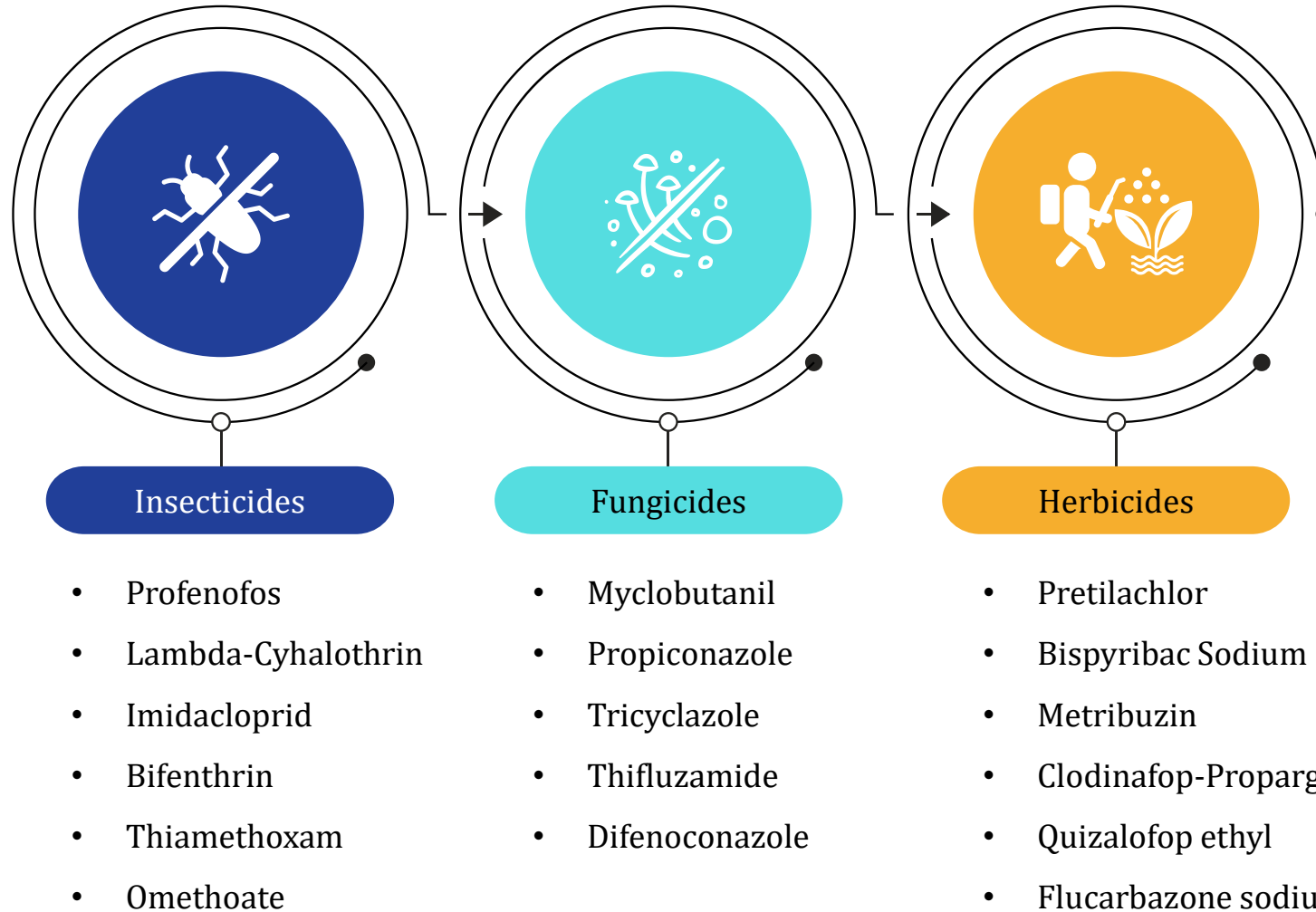
30 - Countries

12,500 - Retailers

35 - Revenue from International (%)

03 - Manufacturing Plants

Technicals



Insecticides



- Cairo
- Cannon
- Dxtar
- Dxtar FS
- Ennova

- Fenny
- Fury
- Force Super
- Hurricane Plus
- Monocrown

- Nagarjuna 4G
- Nagarjuna Mida
- Nagarjuna Mantle
- Nagarjuna Spice
- Pest Lock

- Profex
- Profex Super
- Pymet
- Quick 50% SP

- Status
- Syndicate
- Task Gr
- Task SC

- Trust
- Warrior
- Warrior Plus

Fungicides



- Combi plus
- Font
- Index

- Kazan
- Mass
- Mass Plus

- Result
- Sivic
- Slogan

- Subtle
- Trica
- Zeb

- Zen
- Rhizostar
- Oscar

Herbicides



- Eraze
- Eraze N
- Eraze Plus
- Eraze Strong

- Globus
- Globus SG
- Geomon
- Imax

- Nagarjuna Cubit
- Nagarjuna Dicaught
- Nagarjuna Dicaught Plus
- Nagastra

- Nagastra
- Strong
- Narilon
- Point
- Rhino

- Senior
- Sirius
- Smash
- Surya
- Twofour

Plant Growth Regulators



- Atonik
- Gallant EG
- Gallant Gold

OPERATIONAL HIGHLIGHTS

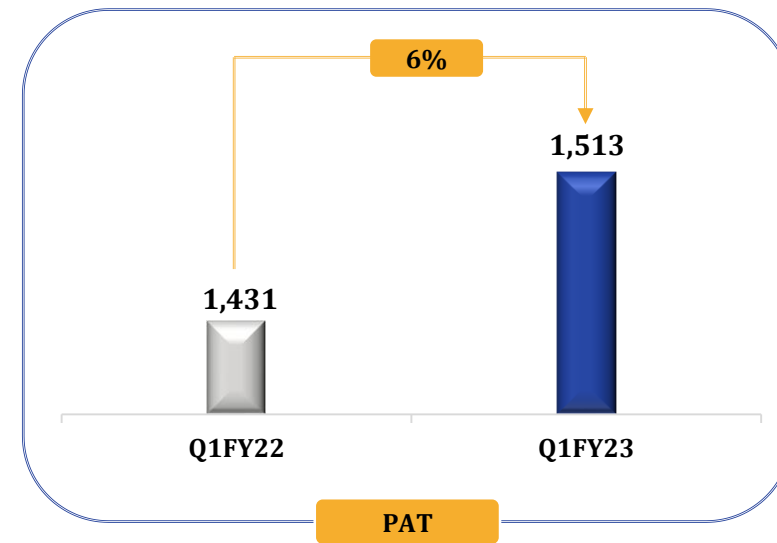
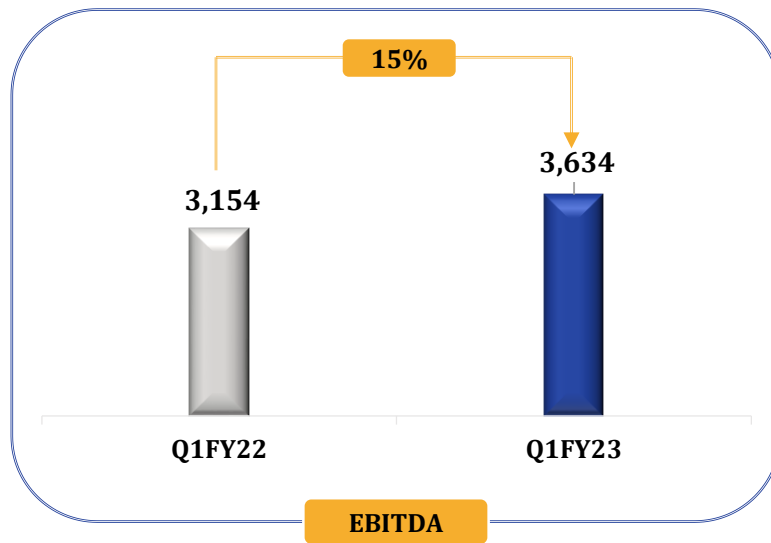
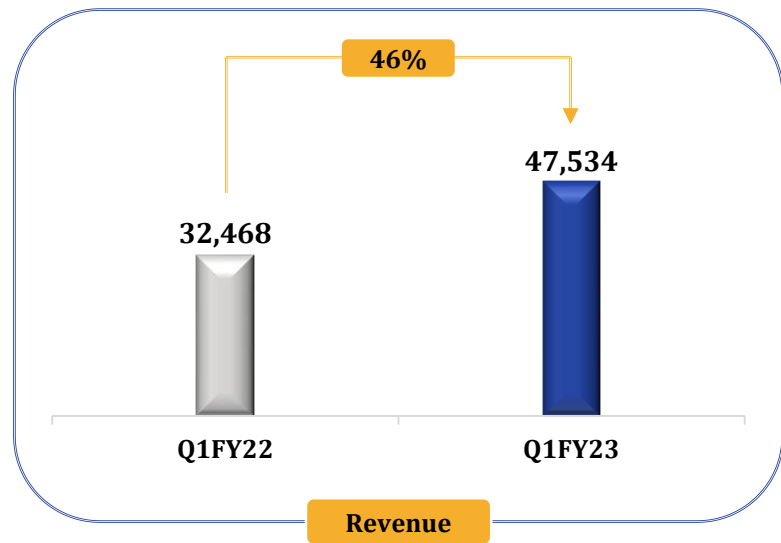




- NACL Industries Limited records its highest ever quarterly revenue in Q1 FY2023, as revenue grows by 46% YoY
- Top line growth has significantly improved this quarter, but EBITDA and PAT might have been better, but for the steep increase in the cost of raw material, inputs and energy, which could not be fully recovered
- Exports grew significantly in Q1, with more than 100% growth over the previous corresponding quarter, despite the global supply chain disruptions. A relentless focus on productivity, quality and meeting delivery schedules, have helped keep the order book healthy. The outlook for FY'23 looks promising, with a good forecast for Active Ingredients (AI) and improved Formulations and Trading business
- Domestic retail business witnessed a growth of 16% over the corresponding quarter of last year, despite the rainfall deficit and delayed monsoons prevalent across many parts of the country. This was possible due to higher acceptance of our key brands in the market during placement season and introduction of Herbicides for Soybean & Cotton
- There was an overall growth of 22% over the previous quarter in our domestic Institutional business facilitated by a growth in volume and higher price realization
- The Srikakulam plan has achieved a 13% increase in production over the corresponding previous quarter. Approvals for capacity expansion are already in place and projects are progressing as planned. They are expected to be commissioned from Q2 onwards
- R&D Function is working not only on various AIs and Formulations for overseas and Indian Customers, but also on process improvement projects focused on cost and effluent reduction
- The Greenfield project at Dahej, Gujrat is on the verge of commissioning, and is scheduled to start production soon
- Mr. Pavan Kumar has been reappointed as the Managing Director & Chief Executive Officer (MD&CEO) of the Company for a further period of three (3) years with effect from June 01, 2022, subject to shareholders approval
- Mr. Chantati Varada Rajulu has been appointed as an Additional Director as well as Whole-time Director, designated as Executive Director - Corporate affairs of the Company, for a period of 1 (one) year with effect from June 24, 2022, subject to shareholder approval

RESULTS SUMMARY





Revenue Breakup

Insecticides



26%

Herbicides



55%

Fungicides



79%

Plant Growth Regulators



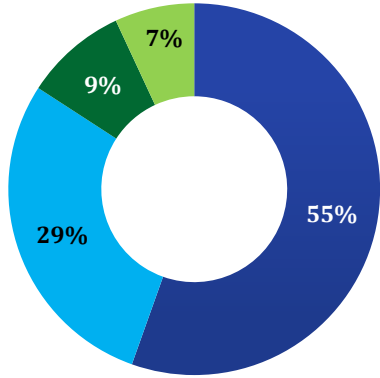
10%

	Insecticides	Herbicides	Fungicides	Plant Growth Regulators
Q1FY23	17,665	9,352	17,941	1,872
Q1FY22	14,058	6,047	10,017	1,706

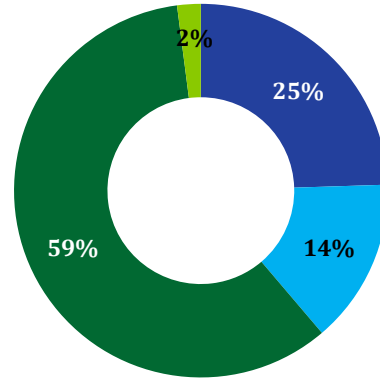
Q1FY23

Product Category-wise (%)

Formulation



Technical



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

Geographical Revenue Split (₹ lakhs)

28,171

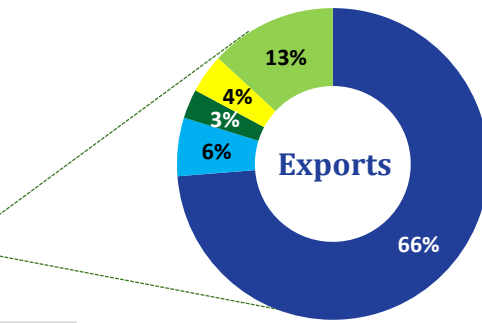


Domestic

19,363



Export

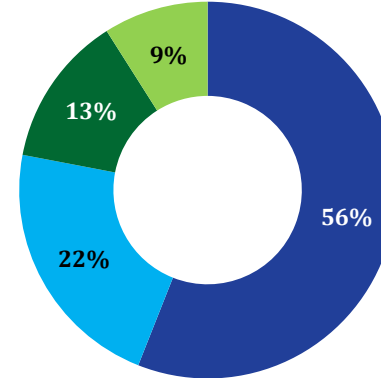


■ America ■ Europe ■ Australia ■ Africa ■ Asia

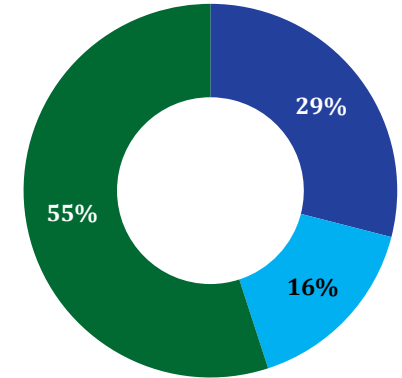
Q1FY22

Product Category-wise (%)

Formulation



Technical



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

Geographical Revenue Split (₹ lakhs)

23,901

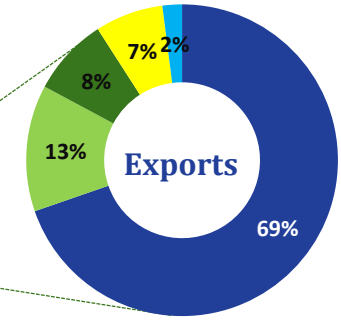


Domestic

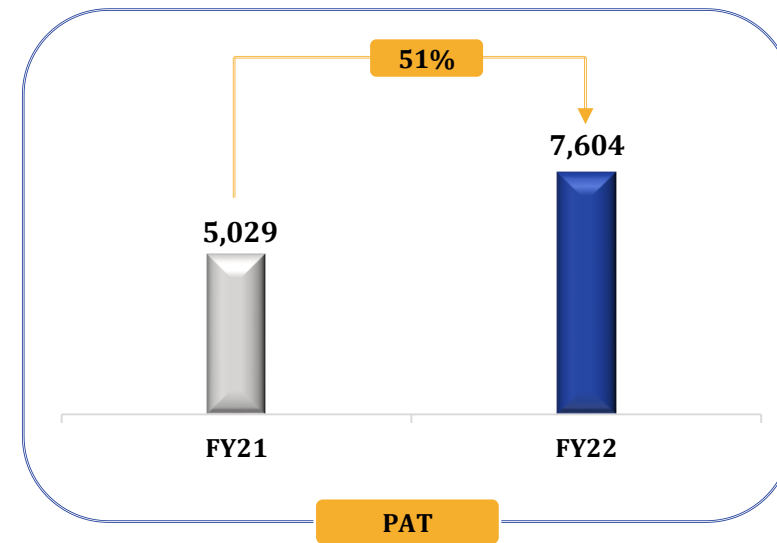
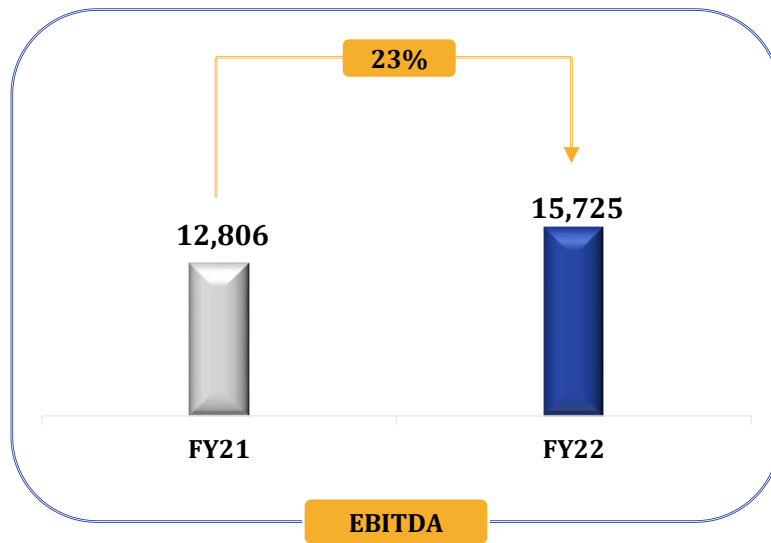
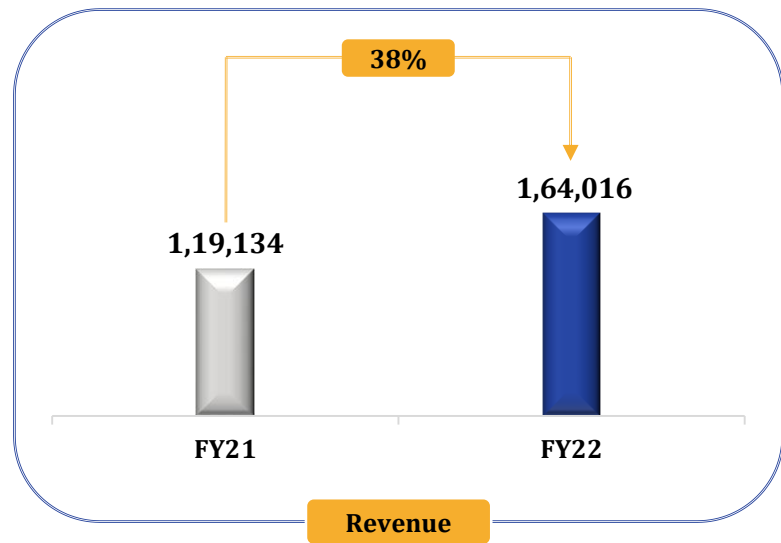
8,567



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia



Revenue Breakup

Insecticides



28%

Herbicides



33%

Fungicides



52%

Plant Growth Regulators



48%

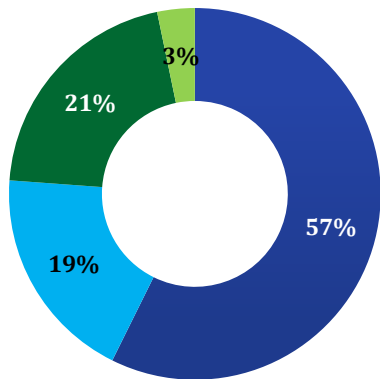
	Insecticides	Herbicides	Fungicides	Plant Growth Regulators
FY22	68,618	26,842	61,211	3,789
FY21	53,578	20,253	40,143	2,569



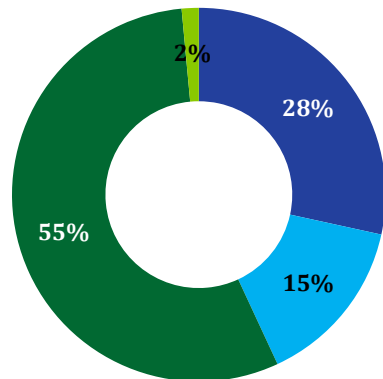
FY22

Product Category-wise (%)

Formulation



Technical

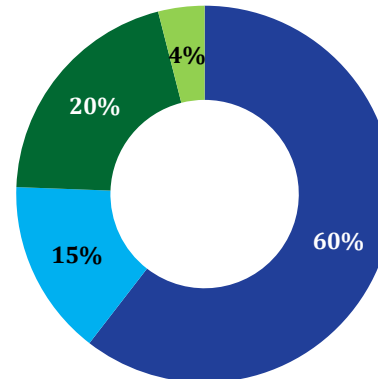


■ Insecticides ■ Herbicides ■ Fungicides ■ Plant Growth Regulators, Nematicides & others

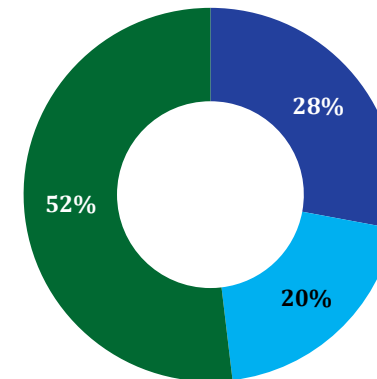
FY21

Product Category-wise (%)

Formulation



Technical



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

Geographical Revenue Split (₹ lakhs)

1,03,967

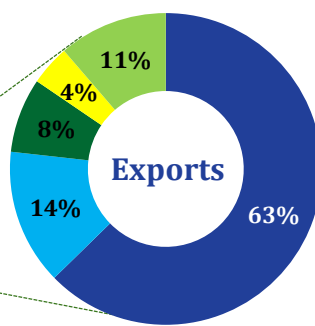


Domestic

60,049



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia

Geographical Revenue Split (₹ lakhs)

86,129

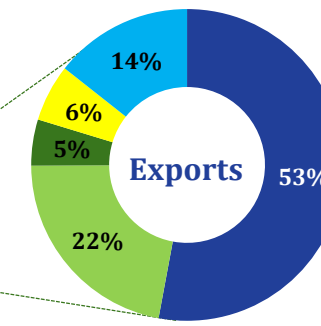


Domestic

33,008



Export



■ America ■ Europe ■ Australia ■ Africa ■ Asia

Profit and Loss – Q1FY23 (Standalone)

Particulars (₹ in lakhs)	Q1FY23	Q1FY22	Y-o-Y (%)	Q4FY22	Q-o-Q (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	47,534	32,468	46%	47,287	1%	164,016	119,137	38%
Other income	417	315	32%	274	52%	1,640	1,536	7%
Total Income	47,951	32,783	46%	47,561	1%	165,656	120,673	37%
Expenses:								
(a) Cost of materials consumed	41,267	26,424	56%	37,330	11%	123,767	81,479	52%
(b) Purchase of stock-in-trade	1,938	1,450	34%	1,512	28%	7,540	4,719	60%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-6,786	-4,156	63%	-3,492	94%	-10,117	-2,708	274%
(d) Employee benefits expense	2,624	2,327	13%	2,881	-9%	9,993	9,394	6%
(e) Finance costs	936	638	47%	845	11%	2,984	2,880	4%
(f) Depreciation and amortisation expense	657	611	8%	636	3%	2,495	2,530	-1%
(g) Other expenses	5,274	3,584	47%	5,053	4%	18,748	14,983	25%
Total Expenses	45,910	30,878	49%	44,765	3%	155,410	113,277	37%
Profit before tax	2,041	1,905	7%	2,796	-27%	10,246	7,396	39%
Tax expense:								
(a) Current tax	544	526	3%	710	-23%	2,691	2,606	3%
(b) Deferred tax (net)	-16	-52	-69%	-16	0%	-49	-239	-79%
Total Tax Expense	528	474	11%	694	-24%	2,642	2,367	12%
Profit for the period	1,513	1,431	6%	2,102	-28%	7,604	5,029	51%
Earnings Per Share:								
(a) Basic (in ₹)	0.76	0.72		1.06		3.84	2.60	
(b) Diluted (in ₹)	0.76	0.72		1.06		3.83	2.60	



Profit and Loss – Q1FY23 (Consolidated)



Particulars (₹ in lakhs)	Q1FY23	Q1FY22	Y-o-Y (%)	Q4FY22	Q-o-Q (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	47,534	32,468	46%	47,287	1%	164,016	119,137	38%
Other income	286	267	7%	161	78%	1,342	1,466	-8%
Total Income	47,820	32,735	46%	47,448	1%	165,358	120,603	37%
<u>Expenses:</u>								
(a) Cost of materials consumed	41,267	26,424	56%	37,330	11%	123,767	81,479	52%
(b) Purchase of stock-in-trade	1,938	1,450	34%	1,512	28%	7,540	4,719	60%
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-6,786	-4,156	63%	-3,492	94%	-10,117	-2,708	274%
(d) Employee benefits expense	2,624	2,335	12%	2,881	-9%	10,008	9,428	6%
(e) Finance costs	816	580	41%	749	9%	2,665	2,792	-5%
(f) Depreciation and amortisation expense	658	611	8%	637	3%	2,496	2,530	-1%
(g) Other expenses	5,274	3,574	48%	5,056	4%	18,735	14,954	25%
Total Expenses	45,791	30,818	49%	44,673	3%	155,094	113,194	37%
Profit before share of profit of associate	2,029	1,917	6%	2,775	-27%	10,264	7,409	39%
Share of profit / (loss) from Associate	-9	-18		-43		-280	57	-591%
Profit before tax	2,020	1,899	6%	2,732	-26%	9,984	7,466	34%
Tax expense:								
(a) Current tax	544	526	3%	710	-23%	2,691	2,606	3%
(b) Deferred tax (net)	-16	-52	-69%	-16	0%	-49	-239	-79%
Total Tax Expense	528	474	11%	694	-24%	2,642	2,367	12%
Profit for the period	1,492	1,425	5%	2,038	-27%	7,342	5,099	44%
<u>Earnings Per Share:</u>								
(a) Basic (in ₹)	0.75	0.72		1.03		3.71	2.63	
(b) Diluted (in ₹)	0.75	0.72		1.03		3.70	2.63	





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

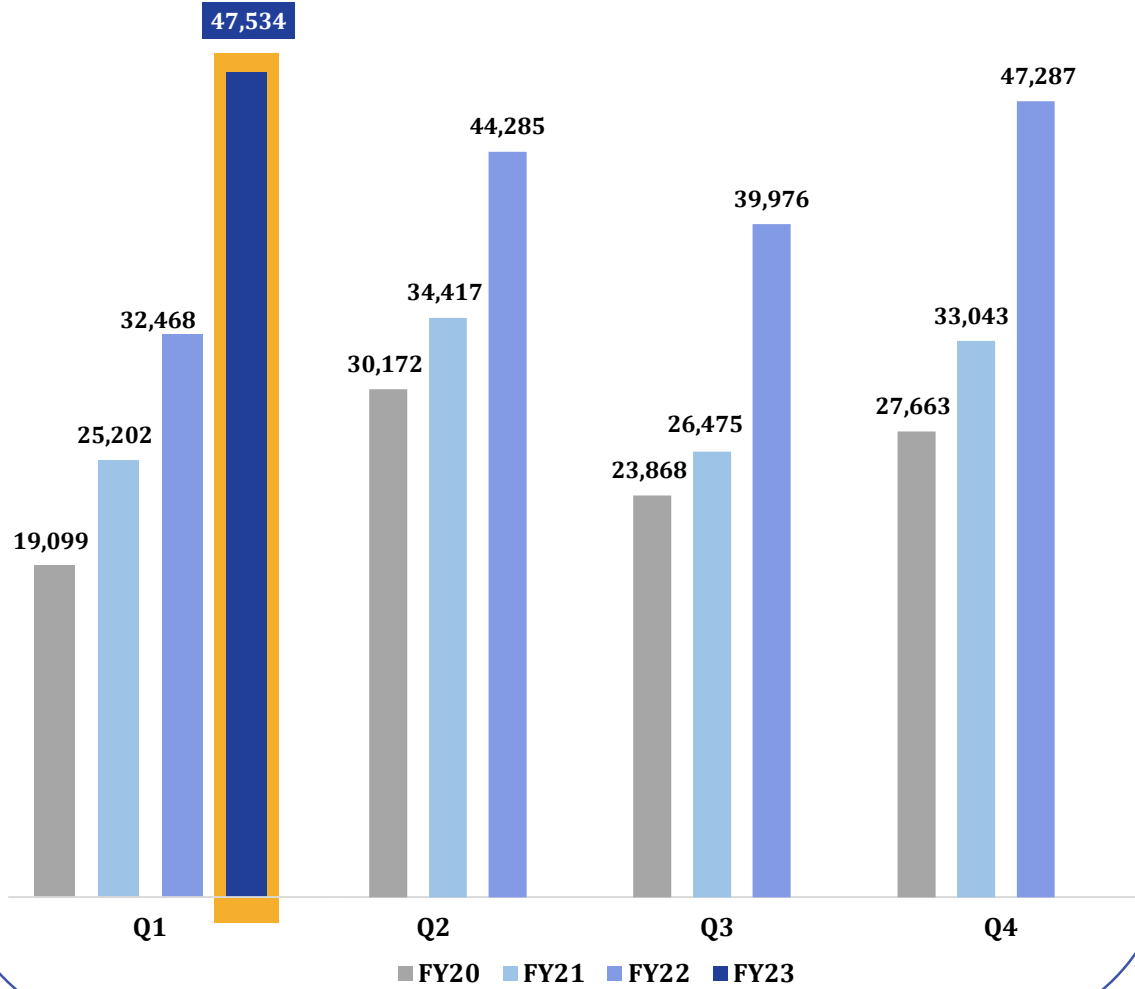


Particulars (₹ in lakhs)	Standalone		Consolidated	
	FY22	FY21	FY22	FY21
EQUITY AND LIABILITIES				
Equity				
(a) Equity share capital	1,983	1,962	1,983	1,962
(b) Other equity	46,412	39,186	46,854	39,898
Total equity	48,395	41,148	48,837	41,860
Non-current liabilities				
(a) Financial liabilities				
(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

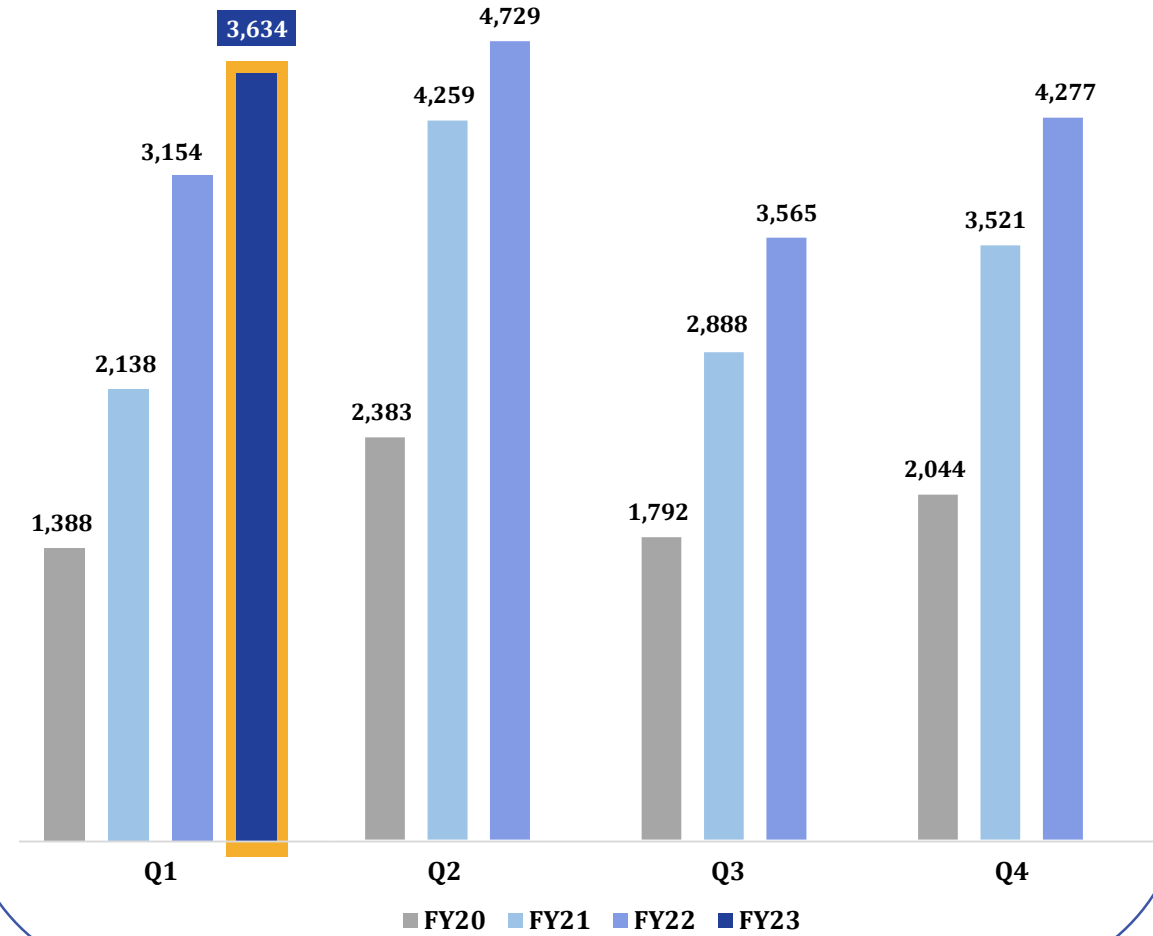
PERFORMANCE TRACK RECORD



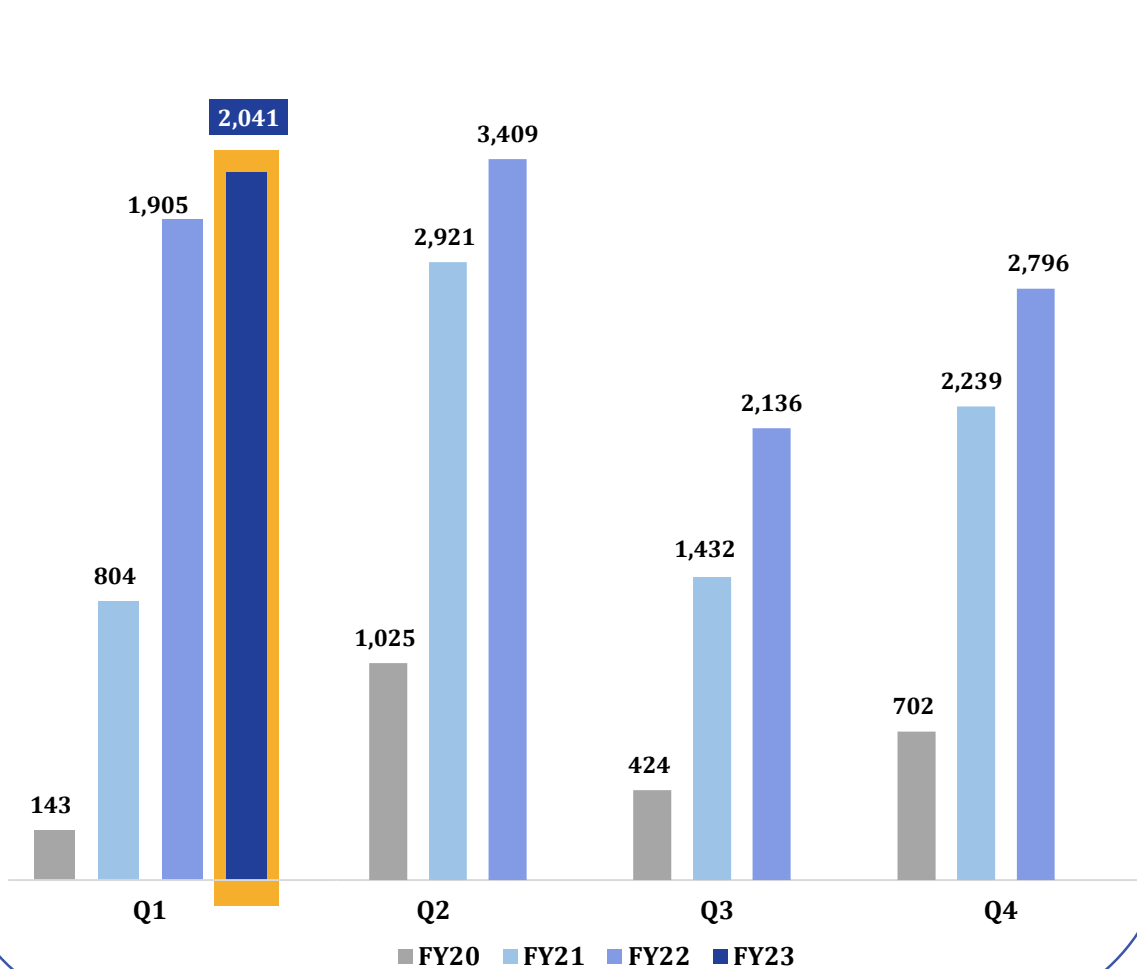
Revenue from operations



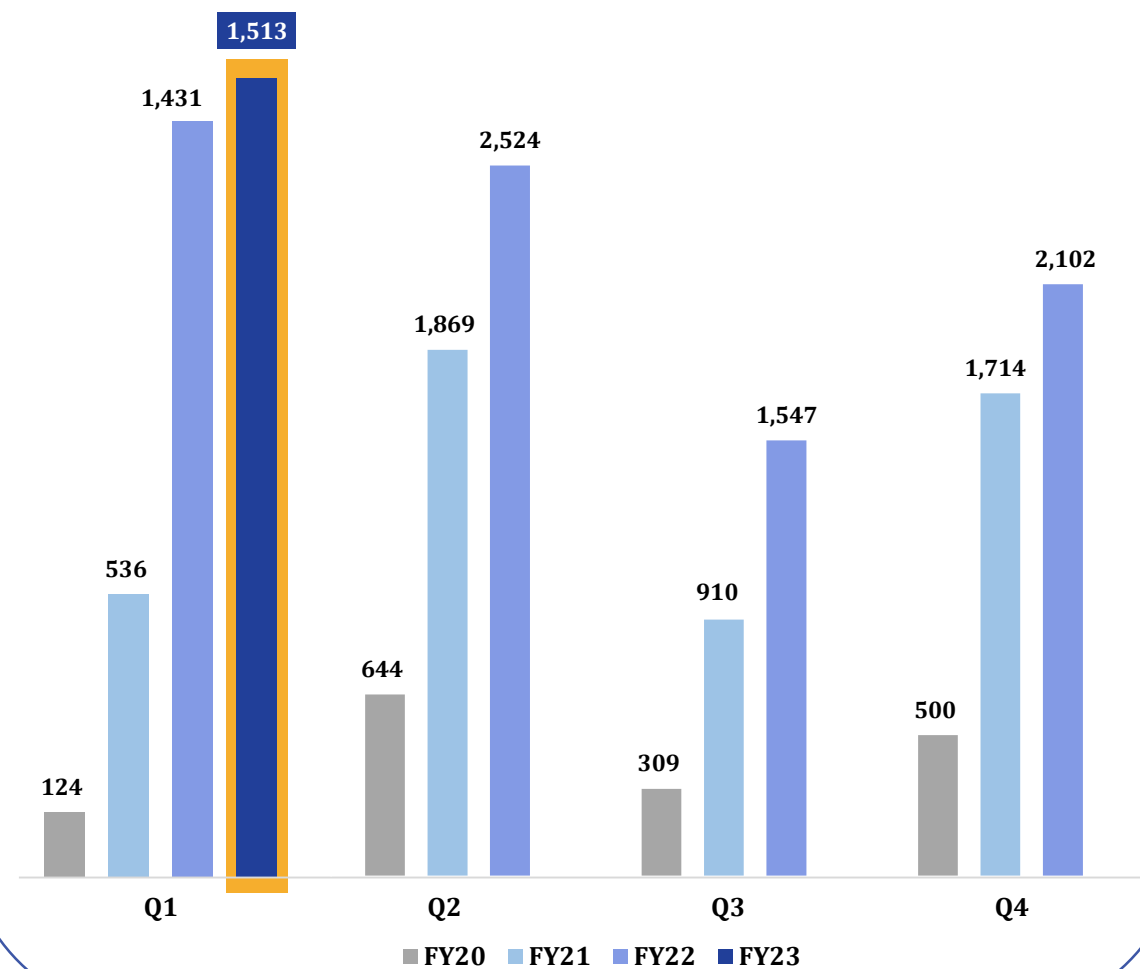
EBITDA



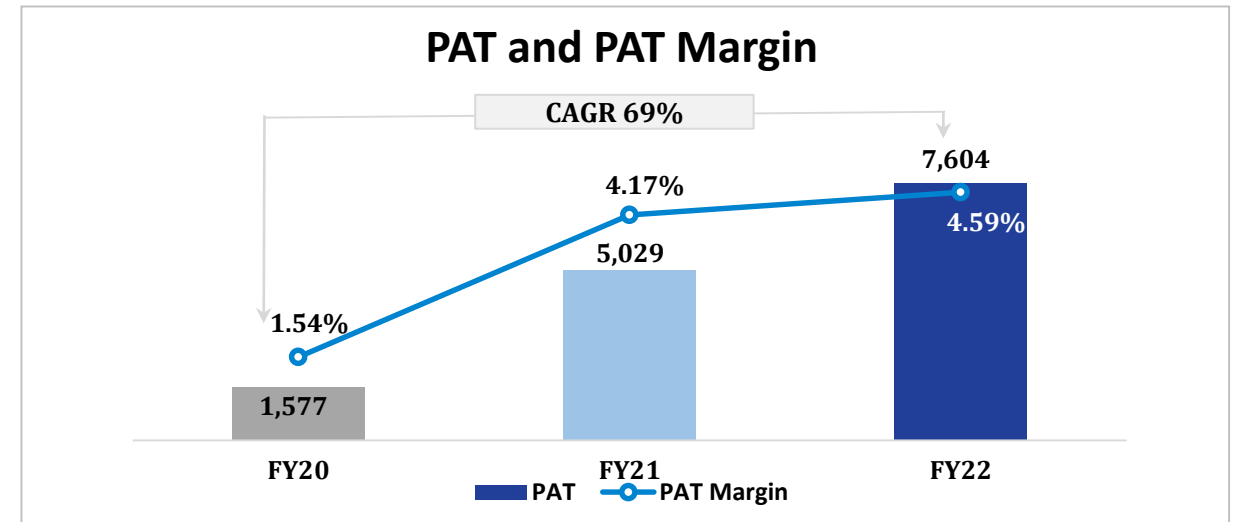
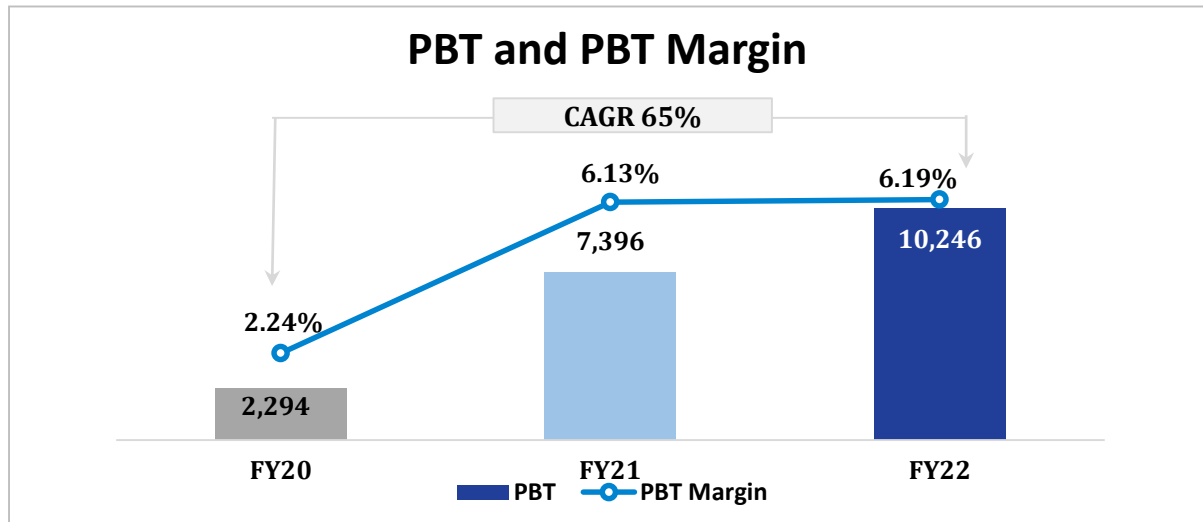
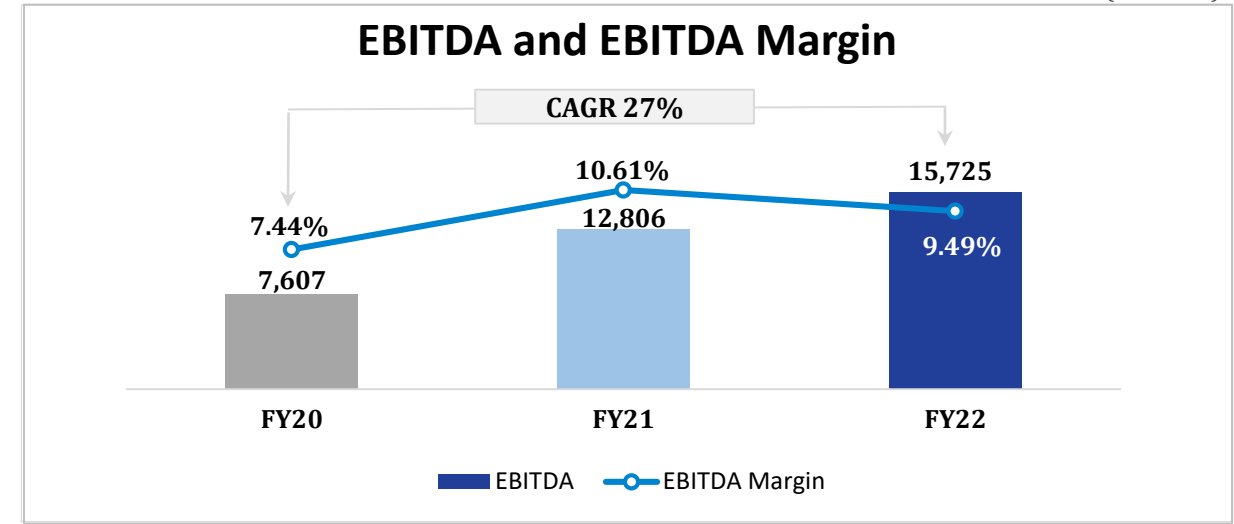
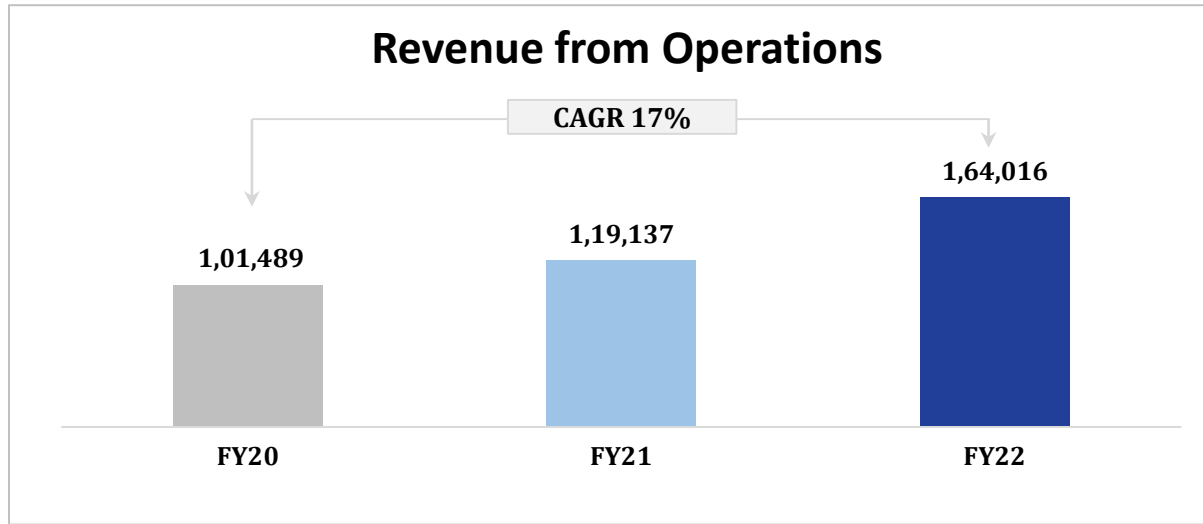
PBT



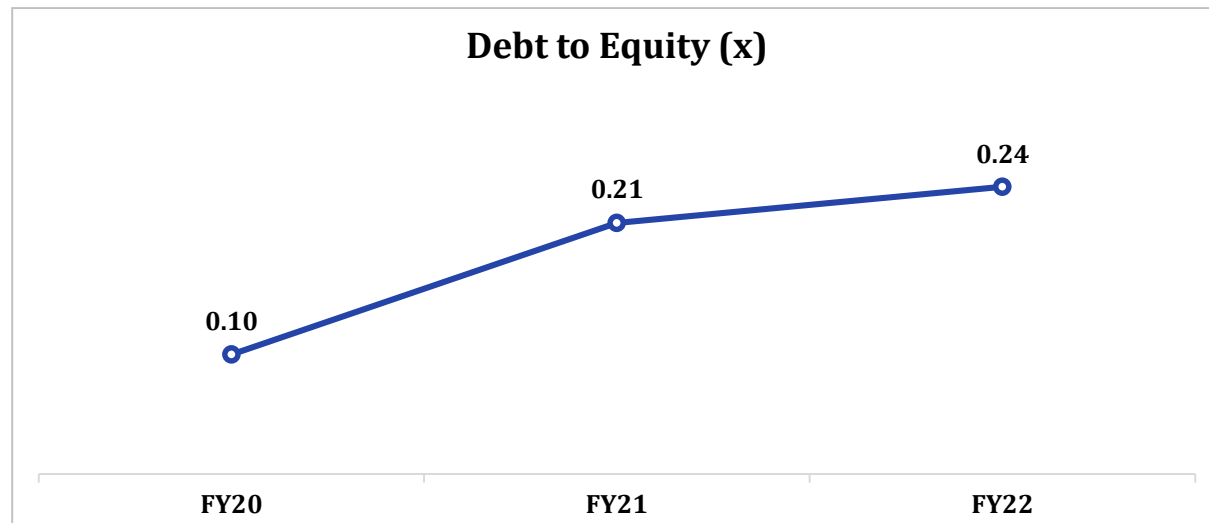
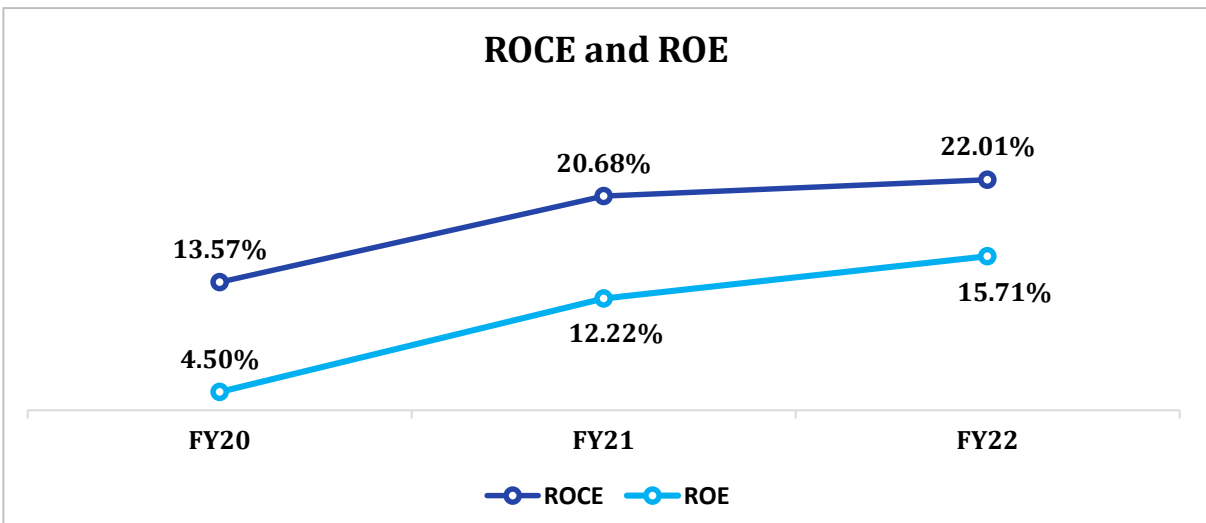
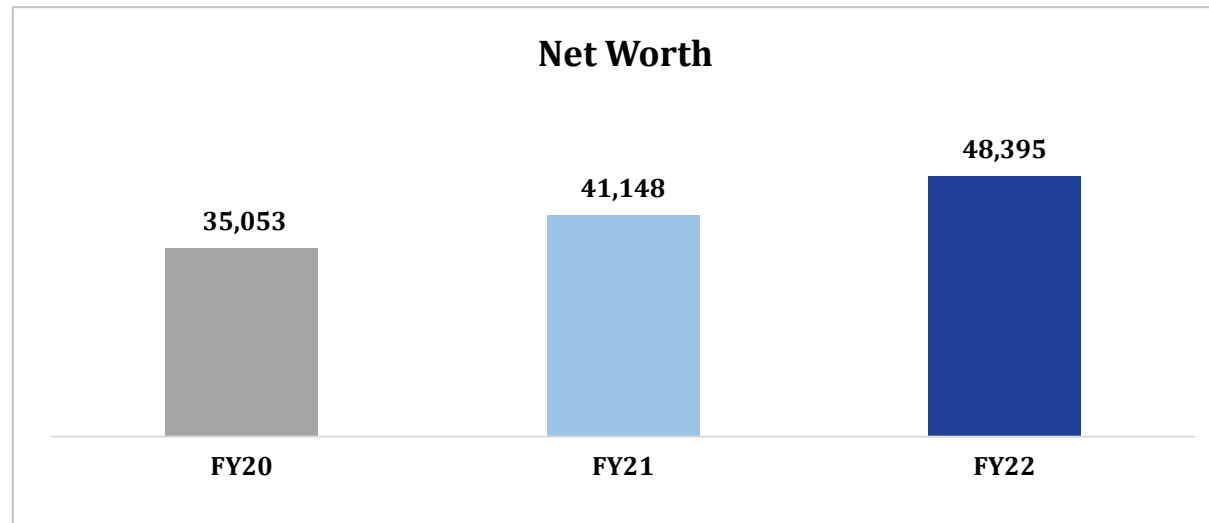
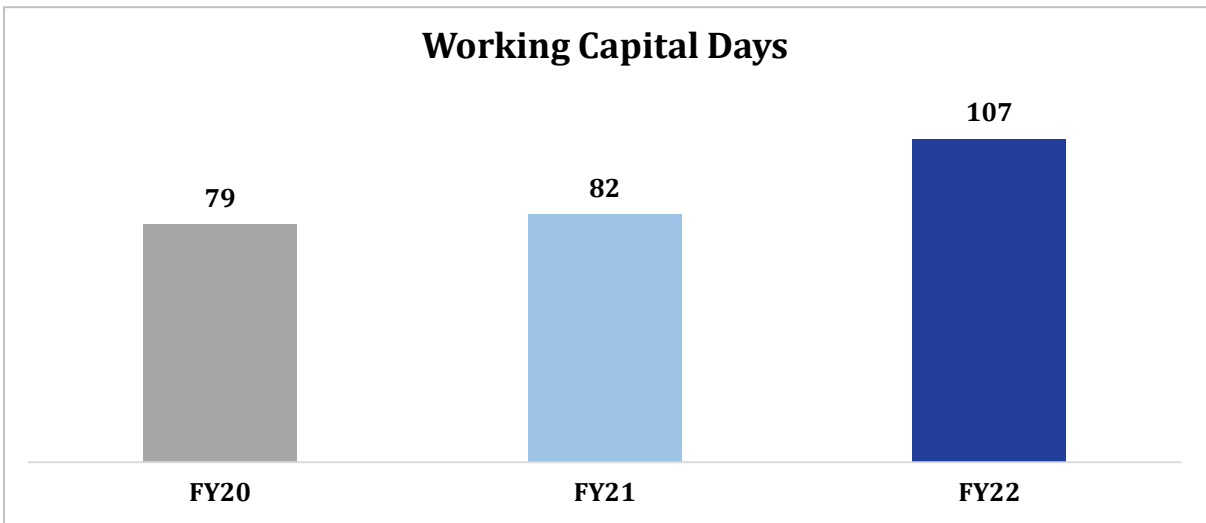
PAT



(₹ in lakhs)



(₹ in lakhs)





Reaffirmed

(A One)

CARE A1

₹ 115.00 Crores

Short Term Bank Facilities



Long Term Bank Facilities

₹ 400.38 Crores

CARE A; Negative

(Single A; Outlook: Negative)

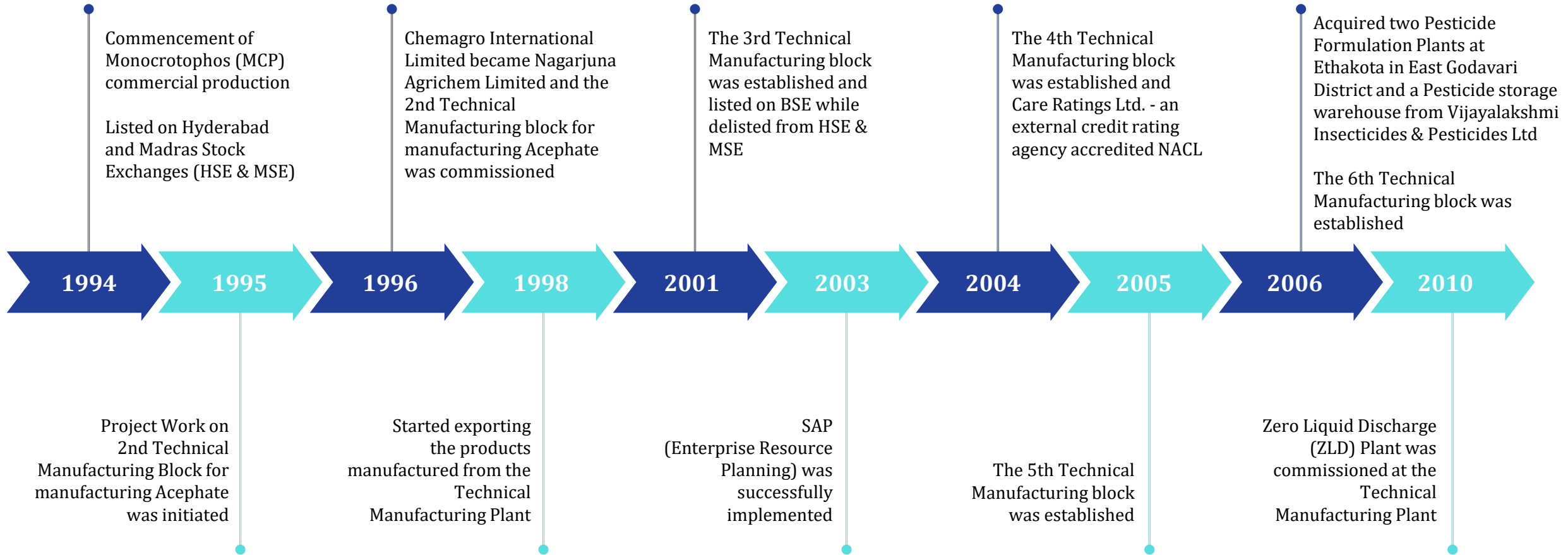
Reaffirmed

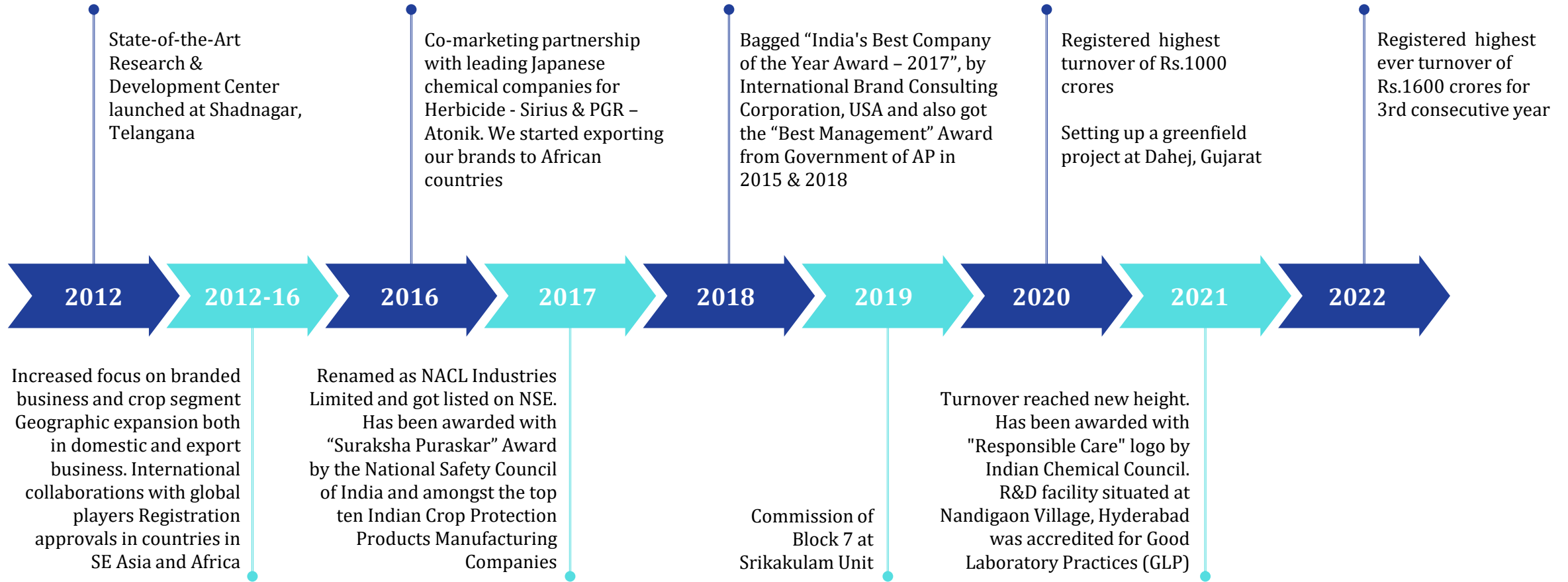
ANNEXURE





Timeline (1/2)







Mrs. K Lakshmi Raju
Chairperson &
Non-Executive Director



Mr. M Pavan Kumar
Managing Director &
CEO



Mr. C. Varada Rajulu
Executive Director -
Corporate Affairs



Mr. N Vijayaraghavan
Independent Director



Mr. Sudhakar Kudva
Independent 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. C. Varada Rajulu
Executive Director -
Corporate Affairs



Mr. G. Jagannadha Rao
President – International key
accounts



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



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



Mr. Harish Chandra Bijlwan
Senior VP – Operations &
Technology



Mr. Amit Tandon
Vice President - Domestic
Sales & Marketing



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



Roshan Mammen
Vice President - Exports



Mr. S. Mani Prasad
Head – Human Potential
Development



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



Seshagiri Rao
Senior General Manager &
Head - Plant Operations
(Technical Plant)



Dr. Sunil Kumar Singh
Head - Research & Development



Dr. Kuppusamy A
Senior General Manager
& Head - Regulatory
Affairs & Product
Development



Mr. Praveen Dubey
Senior General Manager &
Head - Institutional Business &
Strategic Sourcing



Mr. Rajesh Iyer
General Manager -
Procurement



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

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

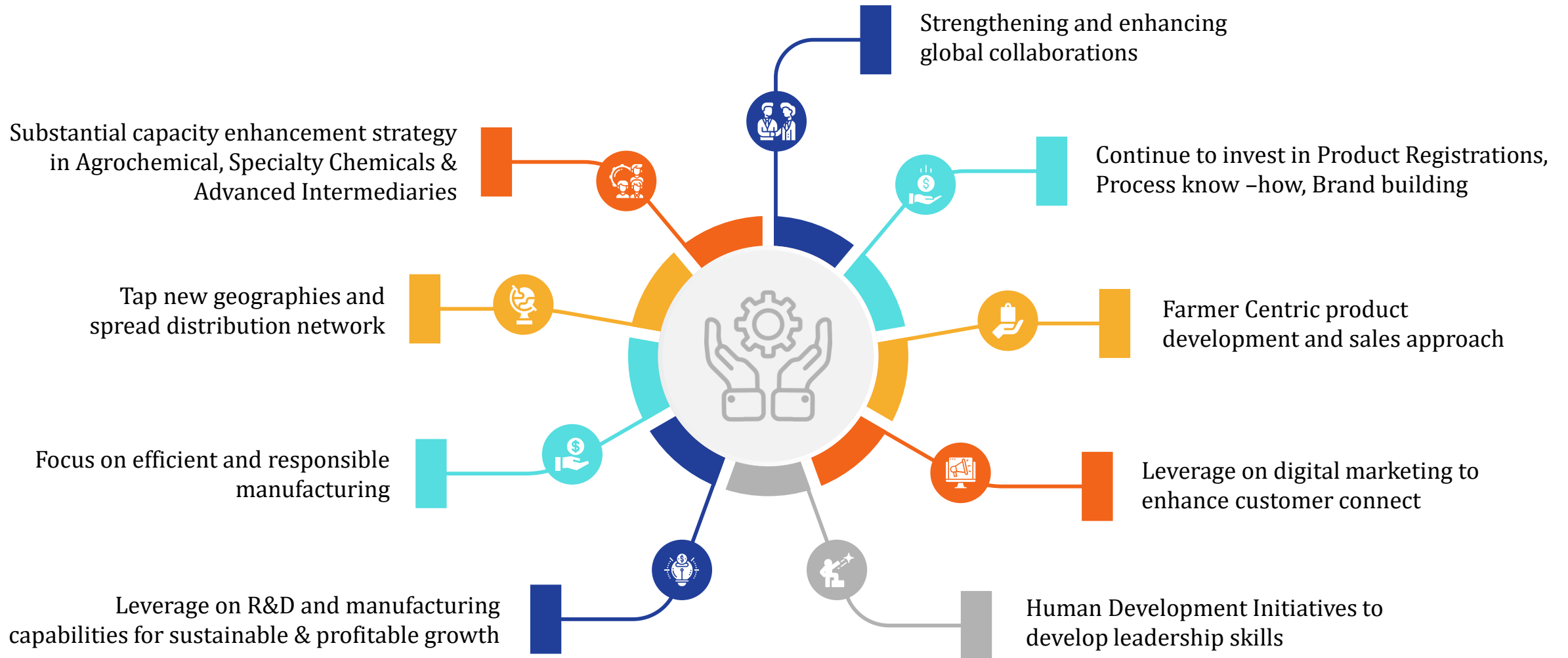


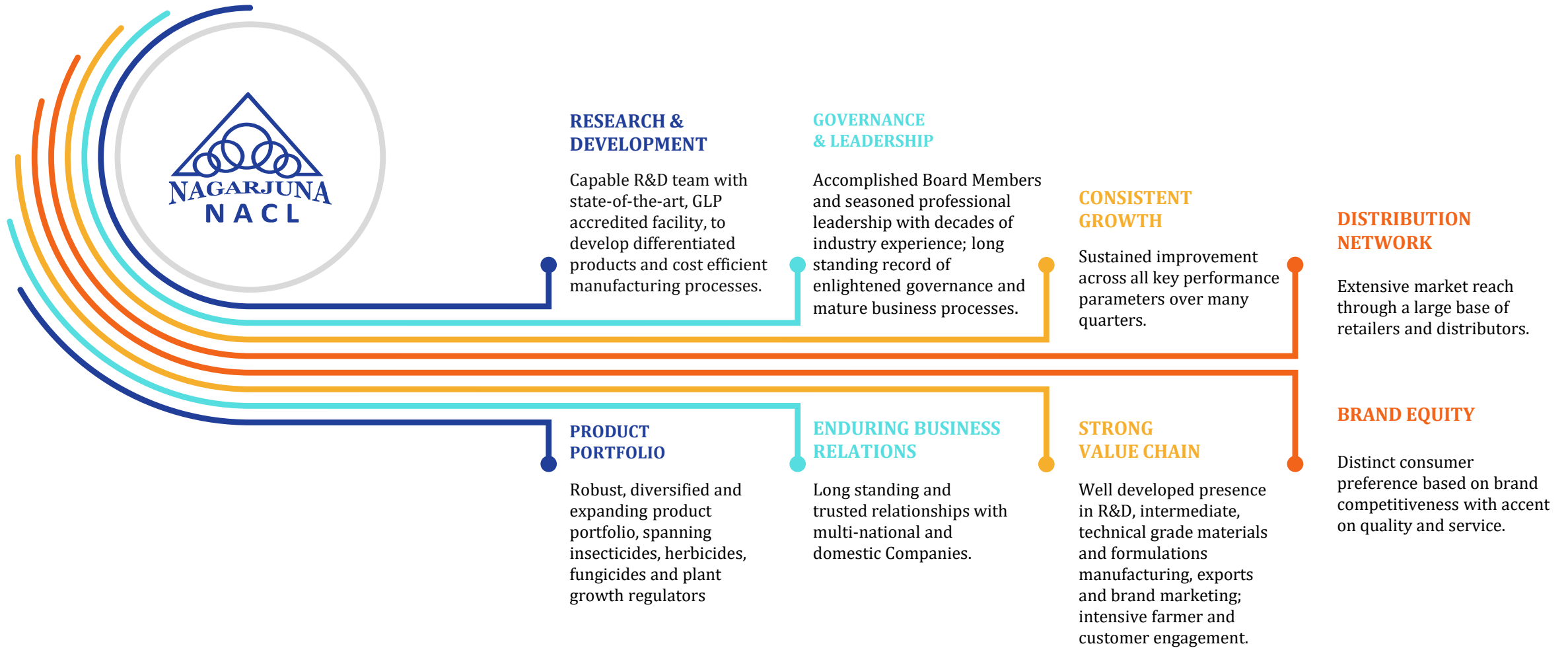
Formulation unit with
packaging facility for
handling large capacities
of liquids, powders and
granules

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



Knowledge Delivery
Based Farmer Outreach
Programmes across
India for empowering
farmers





RC certificate



GLP certificate



ISO Accreditations



ISO 45001:2018



ISO 14001:2015



ISO 9001:2015

NABL Accreditations



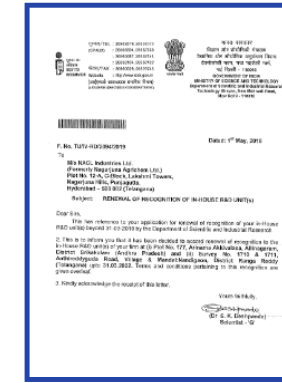
R&D Facility



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.

01



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.

02



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 agrochemical world.

03



Exports

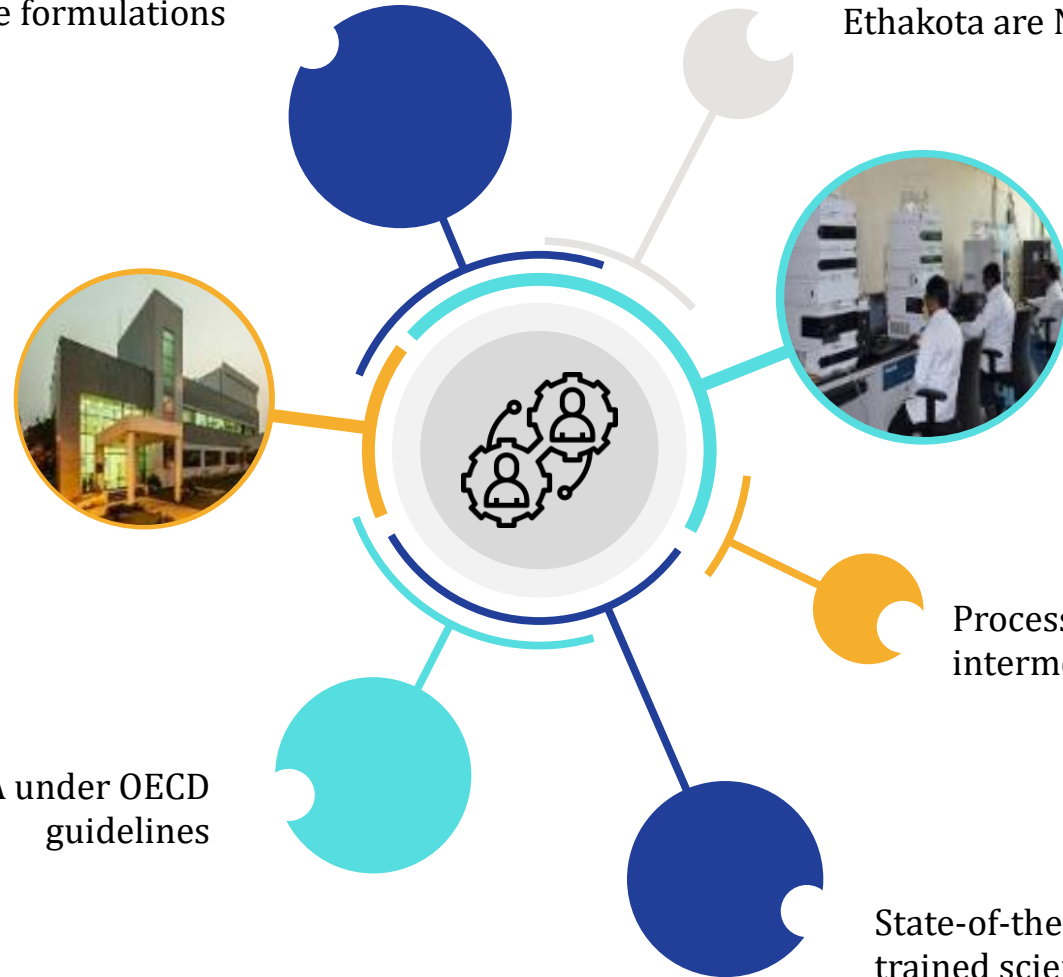
In crop protection chemicals, India is a net exporter. With considerable technical manufacturing capabilities coming up in the Country, India is emerging as a leading destination for sourcing agrochemical active ingredients. The country's exports have increased on account of competitive manufacturing,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

04



Development of New generation, environment friendly and safe formulations

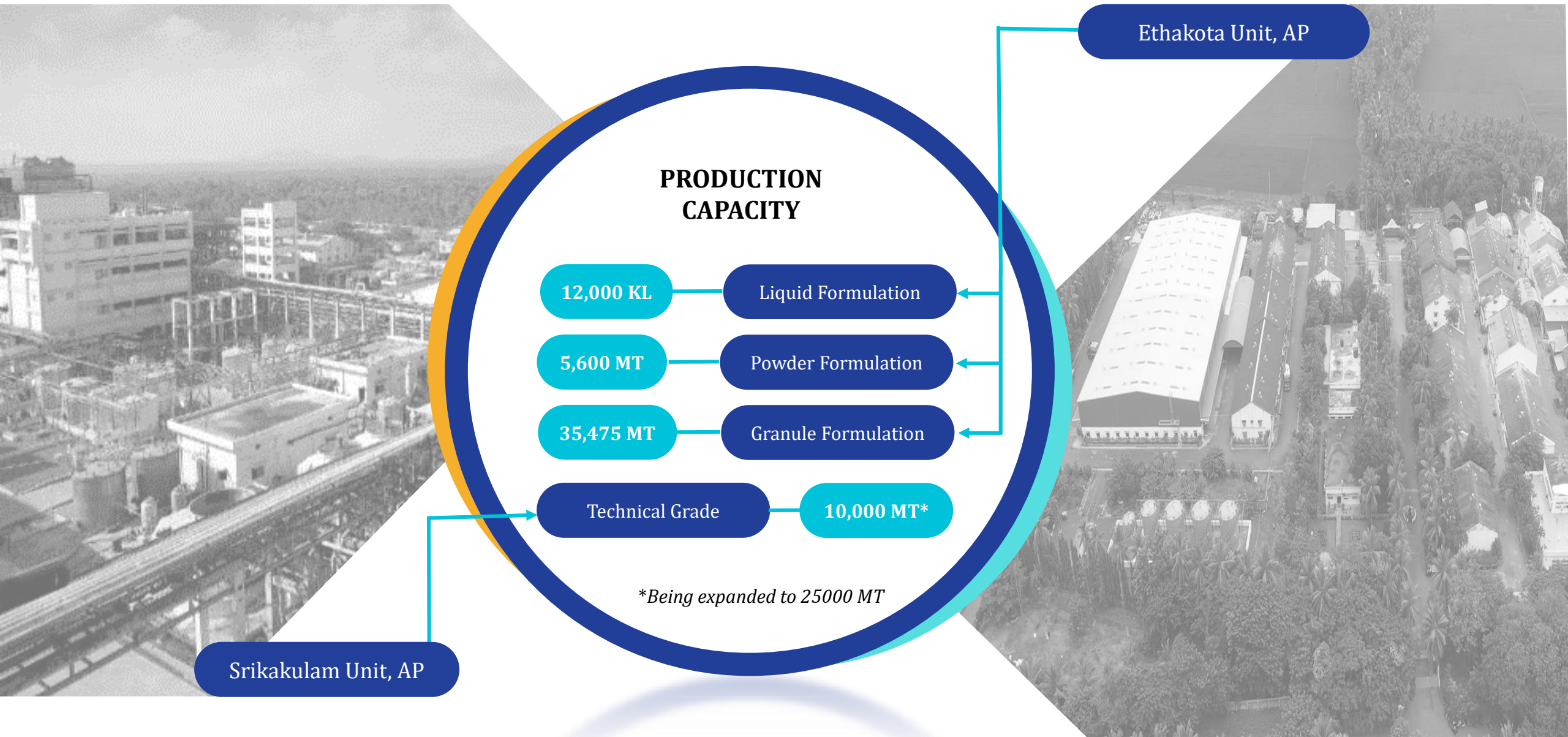
R&D labs at Shadnagar and Srikakulam are DSIR recognized. Quality Control labs in the above locations and Ethakota are NABL accredited.



Process development of active ingredients and intermediates

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

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



PRODUCTION CAPACITY

12,000 KL

Liquid Formulation

5,600 MT

Powder Formulation

35,475 MT

Granule Formulation

Technical Grade

10,000 MT*

**Being expanded to 25000 MT*

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 of Agrochemicals Active Ingredients & Formulation.



NACL Multichem Pvt. Ltd, Ranasthalam Mandal, Srikakulam

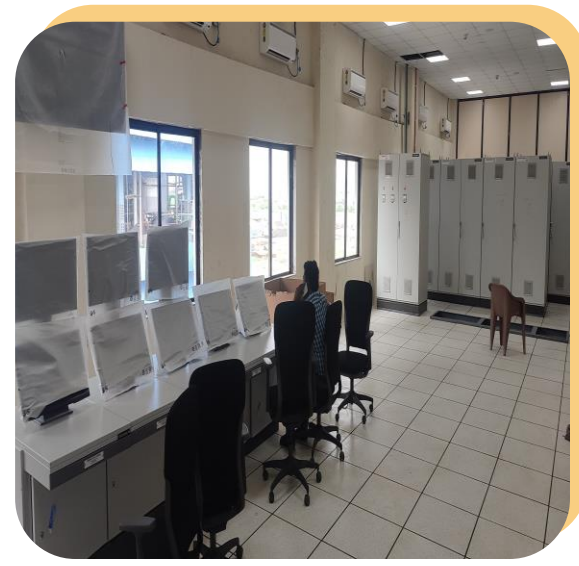
NACL Multichem Private Limited, a wholly owned subsidiary of NACL is planning to setup a greenfield Project for manufacturing of Agrochemicals and Synthetic Organic Chemicals.

CAPACITY

38,000
MT/ Annum in phases



Green Field Project at Dahej (Gujarat) Nearing Completion





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

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.

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

Efficient equipment for reduced energy consumption.



SHAREHOLDER'S INFORMATION

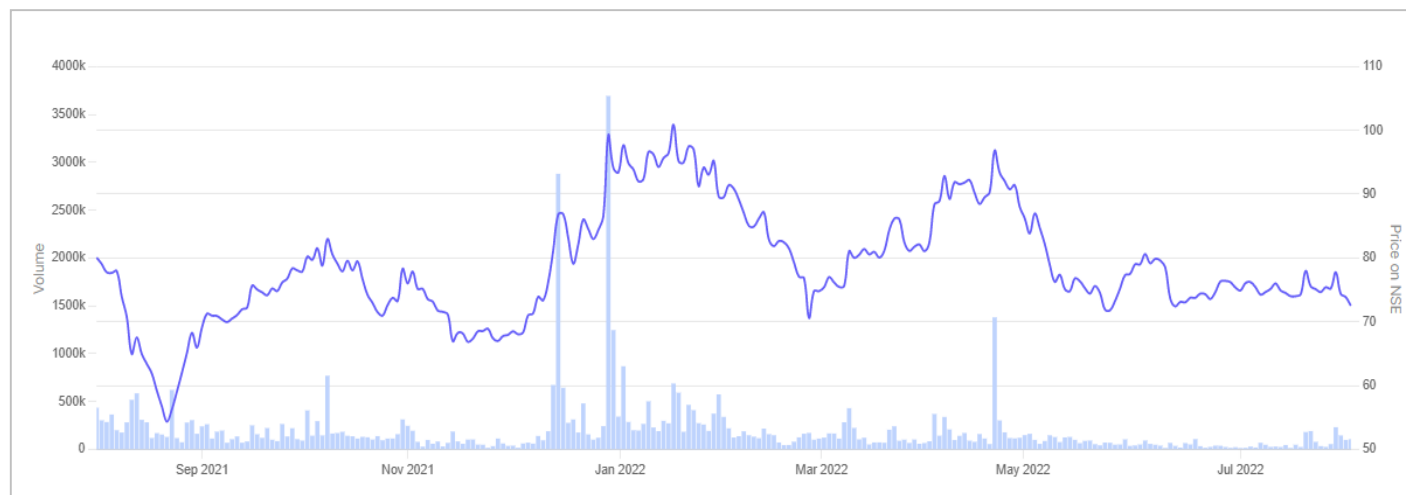


Stock Information (as on 2nd August, 2022)

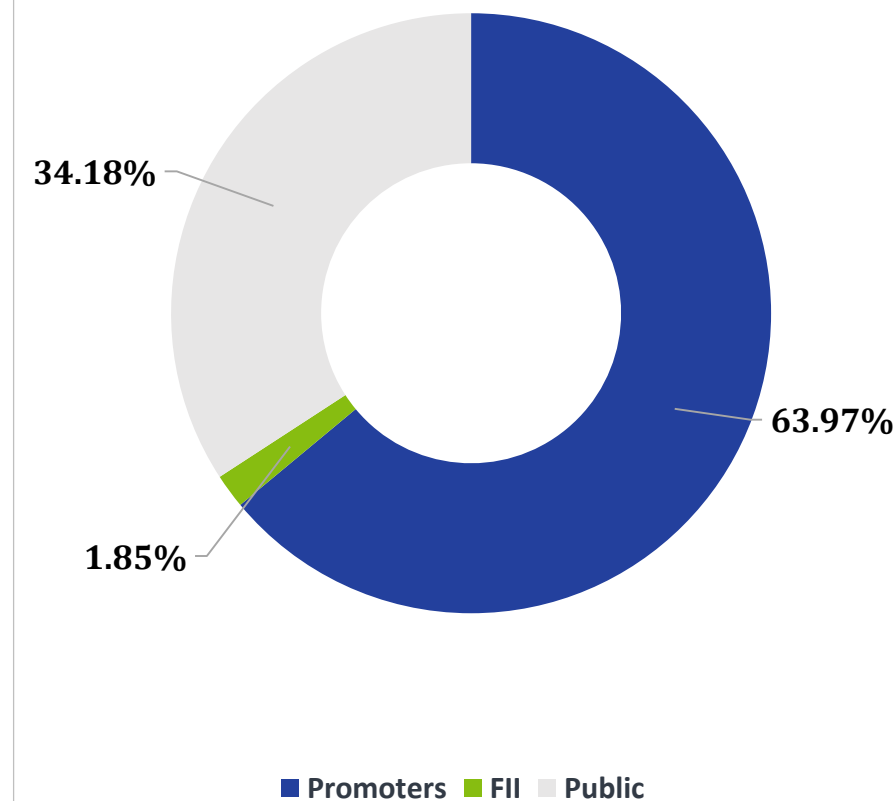
Market Capitalization (₹)	1,444.28 Cr
Shares Outstanding	19.83 Cr
Free Float	288.86 Cr
Symbol (BSE) / (NSE)	524709 / NACLIND

(As on 30th June 2022)

Stock Performance Chart (as on 2nd August, 2022)



Shareholding Pattern (%)



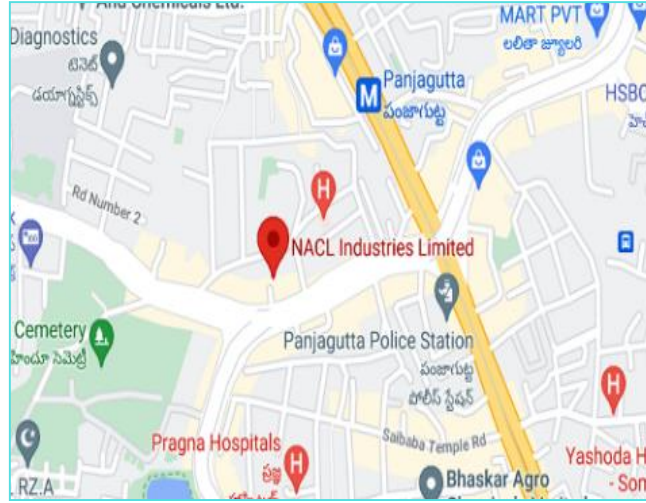
NACL Industries Limited

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Nagarjuna Hills, Punjagutta, Hyderabad - 500082,
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S-ancial Technologies Pvt. Ltd.

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+91 808 274 8577

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THANK YOU

