



NATH SEEDS®

**Nath Bio-Genes (I) Ltd.**

(CIN L01110MH1993PLC072842)

22<sup>nd</sup> April 2023

The Manager-Listing  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001

The Manager-Listing  
National Stock Exchange of India Ltd.,  
Exchange Plaza, Bandra-Kurla Complex  
Bandra (E)  
Mumbai-400051

BSE Code-537291

NSE Code-NATHBIOGEN

Dear Sir/Madam,

Subject- Presentation on Unaudited financial results.

Please find the attached herewith, presentation on Audited financial results for the period ended 31<sup>st</sup> March 2023.

This is for your information and record purpose

Thanking You

For Nath Bio-Genes (India) Limited

Devinder Khurana  
Chief Financial Officer

NATH SEEDS

हर बीज खरा, शक्ति भरा

■ Nath House, Nath Road, Aurangabad - 431005 (MS) Tel : 0240-2376314/5/6/7  
Email : info@nathseeds.com www.nathbiogenes.com

■ 1, Chateau Windsor, 86 Veer Nariman Road, Mumbai - 400020 (MS) Tel : 022-22871001, 22875653/4/5

**NATH**  
GROUP

# Nath Bio-Genes (I) Limited

Q1FY24 Investor  
Presentation



# Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.

Nath Bio Genes (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



NATH SEEDS®

**Nath Bio-Genes (I) Ltd.**

# Strategy for Sustainable Value Creation

**1**

## **TAILOR MADE PRODUCTS**

Customized products to address key farmer requirements

**2**

## **PRODUCT PERFORMANCE**

High Yield and Strong Pest and Disease Resistance

**3**

## **STRONG R&D FOCUS**

Bio-tech integrated innovation

**4**

## **INVESTMENT GRADE BALANCE SHEET**

Zero Long Term Debt



NATH SEEDS®

Nath Bio-Genes (I) Ltd.



# Competitive Positioning in a Tough Sector

## Focus Area

### Product Selection

- Build a dream-product basket with superior and diversified products
- Build an Un-paralleled Supply Chain Network

## Winning Strategies

- Focus on Cotton, Vegetables, Fodder Bajra
- Empower Stakeholders; Build long-term, loyal, symbiotic relationships with our production growers and organisers.

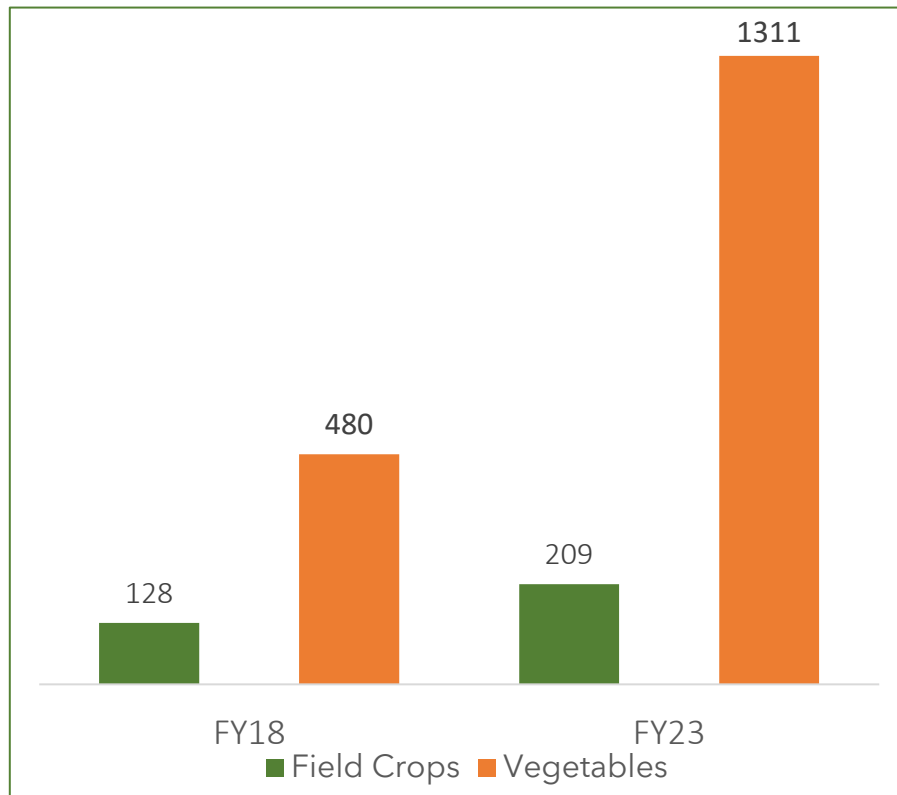


***Network of approximately 20,000 distributors and dealers, 17 branch offices, 10 processing plants, and warehouses spread across 23 states of India***

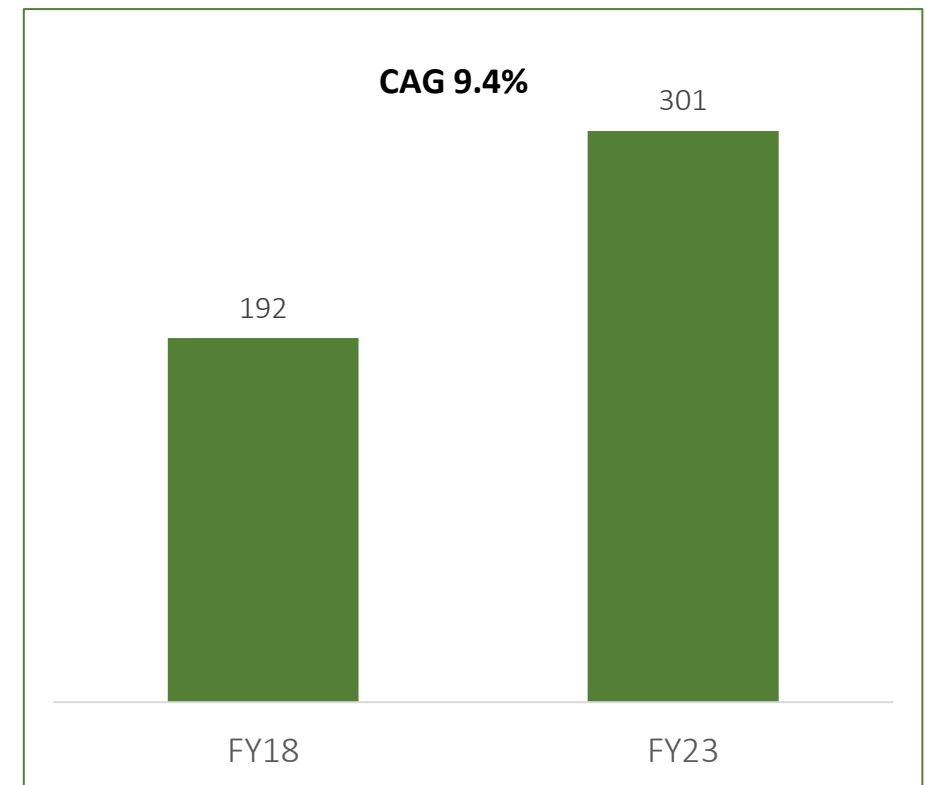


# What our Business Delivered in Last 5 Years

Average Selling Price (Rs/kg) is Increasing



Revenue Growth (INR Cr)



# Tailor Made Products



Understand key farmer requirements based on deep market research



Develop products to suit various agri climatic conditions



Focus on disease and pest resistance which automatically results in higher yield



Stringent multistage trials before commercial development





# Focussed on R&D



- Produce Genetically Pure and Premium Quality Seeds
- Prioritise Disease and Pest resistance breeding
- Well Invested, DSIR recognized R&D Innovation Centers
- Cold storage facilities, warehouses, and conditioning godowns having a capacity of 25,000MT
- R&D Team of experienced scientists and experts
- Large and Diverse collection of Germplasm



# Focussed on Shareholder Value Creation



## **Growing Business**

Strong Positions in important crops



## **Product Excellence**

Innovation and solution that drive productivity and create value for farmers



## **Differentiated Customer Experience**

Expanding market reach through new and innovative products such as Sanket



## **Margin Expansion**

Growing EBITDA margins through efficient operations



# Our Success Stories



Akhand Tomato



Super-27 Bajra



Nath Sanket

# Nath Sanket - #1 BT Cotton Hybrid

## Overview and Outlook

- Leading BT-Cotton hybrid in the Market
- Non preferred hybrid to pink bollworm.
- Less input cost with higher output.
- High customer satisfaction.
- Recognized by ICAR for its consistent performance through repeated All India Coordinated Trials
- Expected to have a dominated market share in its segment.

### Market Need:

- High level of resistance to sucking pest
- Yield losses

### What our R&D Produced:

- Worked with highly characterized germplasm
- Highest Yielder
- Rigorously tested in trials

### How Nath Sanket is Solving the Problem

- Healthy in the field with very attractive appearance
- Very high level of resistance against Sucking Pests
- Minimal dependence on purchased inputs





# Testimonials: "Nath Sanket"



"खर्च काम वाला काँटन, कीड़े कण्ट्रोल में और खर्चा भी कम "

Farmers on "Sanket"

"कीड़ा कम दवा कम और ज्यादा कपास "



# Super 27- Deep-Rooting into Bajra

## Overview and Outlook

- Product is seeing strong traction.
- Toll plant size without lodging problem
- Dual purpose - grain and fodder
- Addressable market of 3000 tons
- NBIL is expected to gain 50% market share in this segment in next two-three years



### Market Need

- High Yielding dual Purpose Hybrids
- Crop window exploitation

### Our R&D efforts

- High level of blast tolerance
- High biomass

### How Super 27 is Solving the Problem

- Giant Bajra hybrid with largest panicle size and highest yields
- Dual Purpose bajra hybrids grown for both grain and fodder





# Testimonials: "Super 27"



## Farmers on "Sanket"

"इतने बड़े सिट्टेवाला बाजारा मैंने कभी देखा नहीं था। सिट्टा बहुत मजबूत है और दाना भर भर के है"

"पिछले साल मुझे सुपर 27 के उत्पाद भैजते वक्त 100 रूपया प्रति क्विंटल ज्यादा मिले, इनके दानोंका साइज और रंग देसी टाइप है"

"डबल धमाके वाला बाजरा है - साफ चारा और ज़बरदस्त उपज है"





# Akhand- Best Performing Hybrid Tomato Seeds

## Overview and Outlook

- Strong demand seen in the market
- Addressable market size of Rs 150 cr.
- Firm fruit fit for long transportation.
- Non-cracking fruit result in hi yielding.

## Market Need

- Very deep red colour fruits with better shelf life
- Virus resistant hybrid
- Higher Yield

## Our R&D Efforts

- Shift from conventional breeding to Biotech-Integrated Crop Development (BICD) Platform
- Low wastage in long-distance transportation

## How Akhand is Solving the problem

- Can be grown continuously in all seasons
- Yield is intact due to its unbroken resistance to Viruses; uniform fruit size of 80 -100g
- Bright Red Colour





# Testimonials: "Akhand"

## Farmers on " Akhand "

"ठोस और मजबूत फल, दूर भेजने के लिए  
जबरदस्त हैं! नुकसान भी कम हैं"

"लाल और टेस्टी फल, एक सामान साइज  
हैं"

"एक जैसा फल और जबरदस्त नफा होता  
है"





# Q1 FY24 PERFORMANCE





# Key Operating and Financial Highlights

## Operating Performance

- Revenue growth of 424% in Q1FY 24 QoQ;
- Cotton volumes increased by 23% and that of Paddy by 17%
- Company is moving towards hybrid paddy sales which is driving value growth
- Cotton and Paddy portfolio contribution at 71 % of total revenues
- Bajra segments continues to deliver growth in value by 27 % (QoQ)

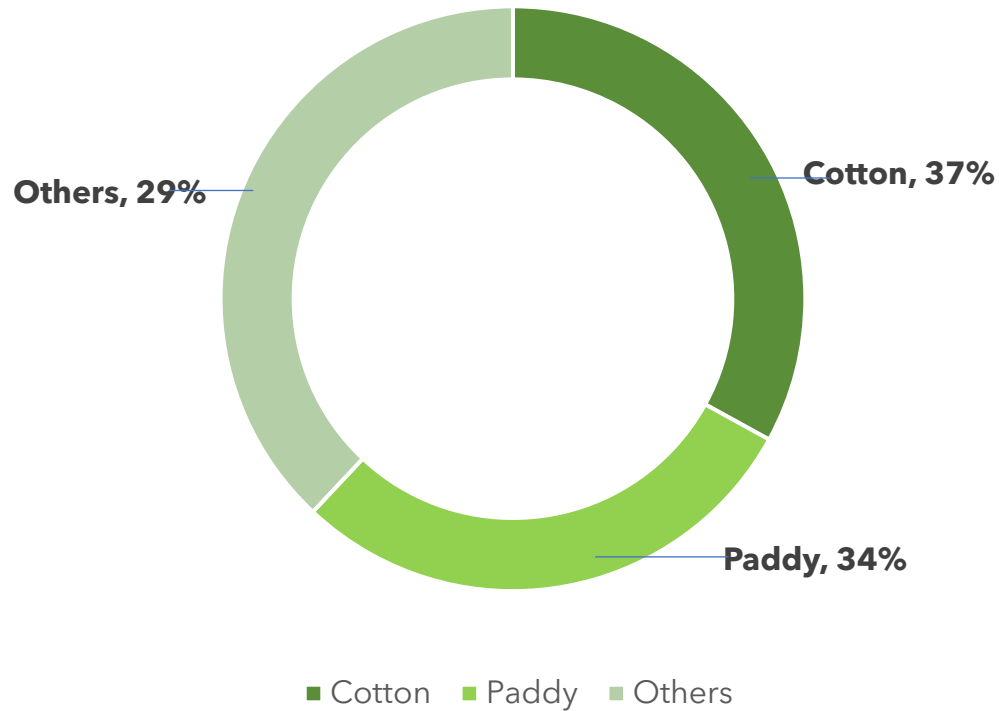
## Financial Performance

- Revenue in Q1 FY24 increased to Rs 235.28cr
- Gross margin maintained at 48%

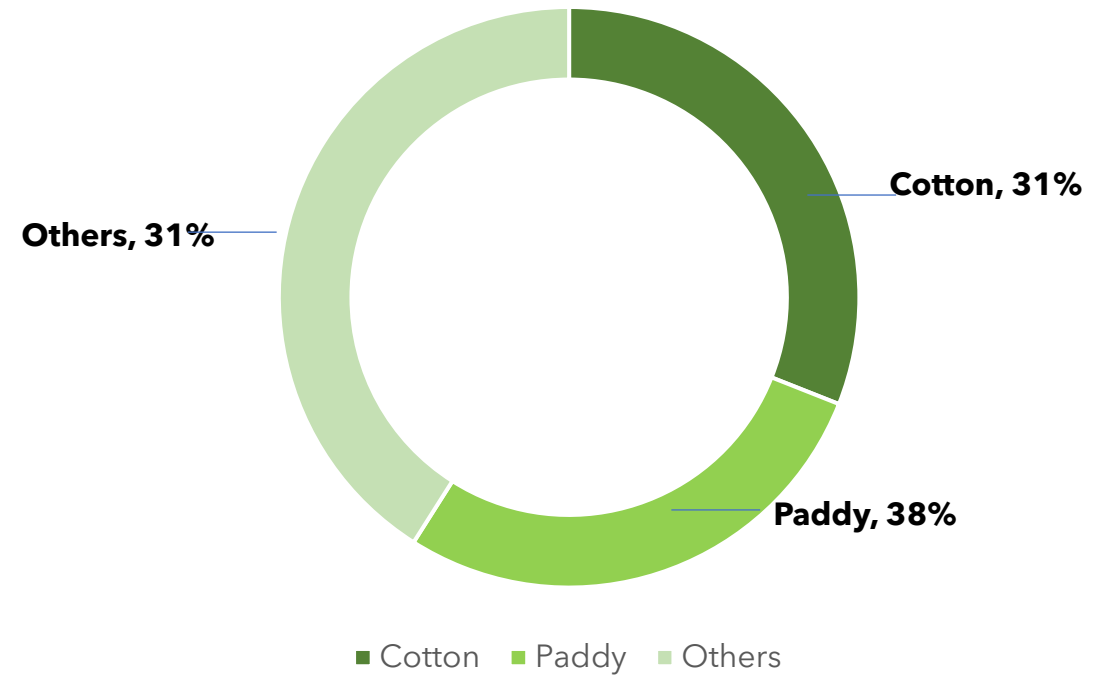


# Segmental Revenue Contribution FY24

Q1FY24 Revenue  
INR 2,353 Mn



Q1FY23 Revenue  
INR 2,093 Mn



• Others include: Jowar, Bajra, Maize, Mustard, Wheat



# Segment wise Operating Performance

Products	Metric	Q1FY24	Q1FY23	YOY Growth	FY23
Cotton	Packets in lakhs	13.27	10.15	30.73%	11.90
Paddy	Quintals	57,394	47,081	21.90%	59,176
Other Crops (Bajra)	Quintals	10,932	9,062	20.63%	8,545



# Income Statement

Particulars (INR Mn)	Q1FY24	Q1FY23	%Change (YoY)	FY23	FY22
Total Revenue	2353	2093	12.4%	3,013	2,783
<b>Gross Profit</b>	1125	1059	6.2%	1,668	1,544
<i>Gross Margin (%)</i>	47.8%	50.6%	-	55.3%	55.5%
<b>EBITDA</b>	370	345	7.2%	489	373
<i>EBITDA Margin (%)</i>	15.7%	16.5%	-	16.2%	13.4%
Depreciation	8	7	14.2%	30	31
Finance Cost	28	29	-3.4%	101	106
<b>PBT</b>	336	310	8.4%	363	-634
<i>Tax Rate (%)</i>	0.7%	0.5%	-	3%	-
<b>PAT</b>	334	308	8.6%	352	-673
<b>EPS</b>	17.6	16.2	8.6%	18.5	-35.4



NATH SEEDS®

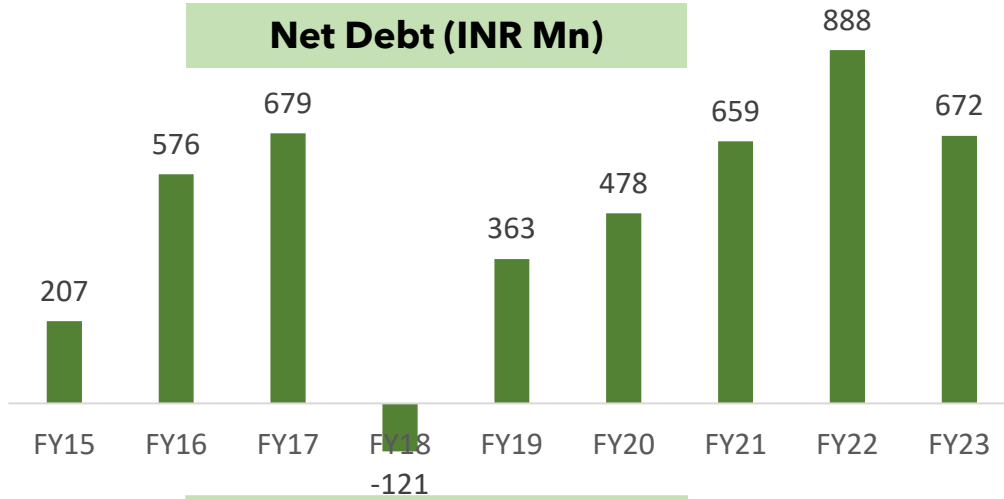


# APPENDIX

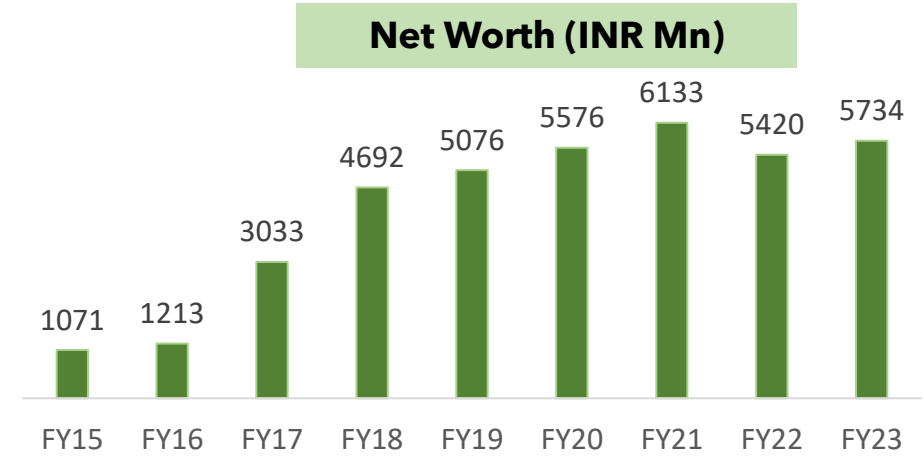


# Maintaining Profitability; Strong Balance Sheet

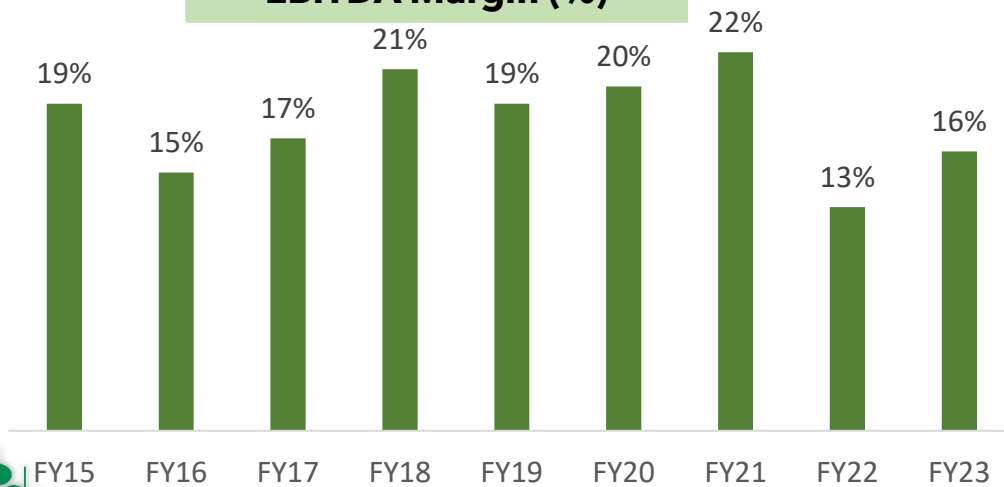
### Net Debt (INR Mn)



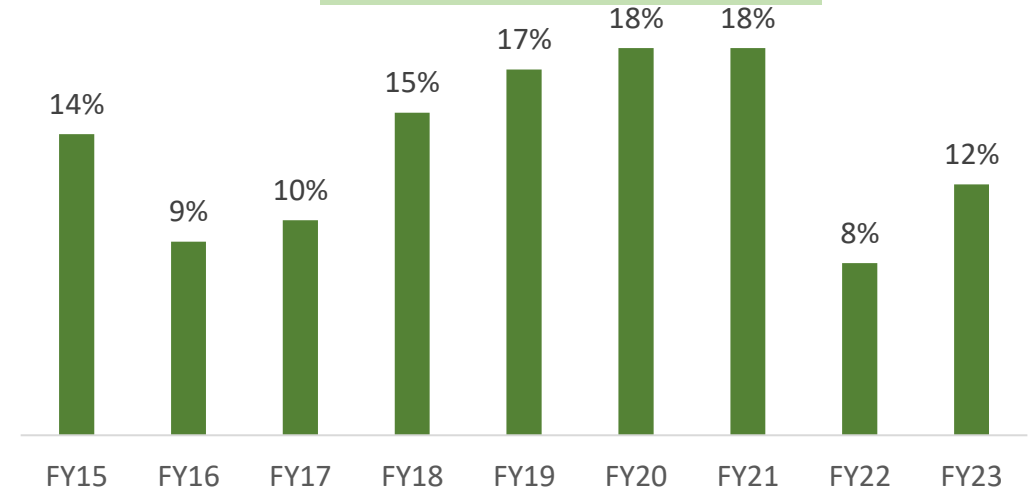
### Net Worth (INR Mn)



### EBITDA Margin (%)



### PAT Margin (%)



# Visionary Leadership; Attracting the Best Talent



**Mr. N Kagliwal**  
Chairman



**Mr. Satish Kagliwal MD**

## Leadership Team



**Mr. Devinder Khurana**  
CFO



**Dr S Raina**  
Head - Genetic Research



**Dr VN Kulkarni**  
Head- R & D



**Mr K Reddy**  
Head - Supply Chain



**Harish Pandey**  
Business Lead

*Nath Promoters are committed to sustainable growth and are working towards making Nath one of the best seeds companies globally.*



# Historical Income Statement

## Nath Bio-Genes' P&L Statement

Particulars (INR Mn)	FY23	FY22	FY21	FY20
Total Revenue	3,013	2,783	3,076	2,799
Gross Profit	1,668	1,544	1,715	1,536
<i>Gross Margin (%)</i>	55%	56%	56%	55%
EBITDA	489	373	667	547
<i>EBITDA Margin (%)</i>	16%	13%	22%	20%
Depreciation	30	31	28	14
Finance Cost	101	106	88	65
PBT (before exceptional)	363	254	568	485
Adjusted PAT	352	215	557	505
<i>PAT Margin (%)</i>	12%	9%	18%	18%
EPS	18.5	11.3	29.3	26.3



# Historical Balance Sheet

Assets (INR Mn)FY	FY23	FY22	FY21	FY20	Liabilities	FY23	FY22	FY21	FY20
Fixed Assets	2,444	2,449	2,469	2,460	Share Capital	190	190	190	190
Financial Assets	51	51	53	52	Reserves & Surplus	5,544	5,230	5,943	5,386
Other Non-current Assets	225	218	134	15	Long-Term Borrowings	4	7	7	3
Inventories	2,078	2,203	2,263	2,043	Long-term Provisions	28	26	26	24
Trade Receivables	973	879	1,094	1,070	Short Term Borrowings	1,048	923	944	695
Cash & Bank Balances	380	42	292	220	Trade Payables	277	551	452	682
Loans & Advances	1,711	1,502	1,554	1,346	Other Current Liabilities	830	482	328	310
Other Current Assets	68	76	36	93	Short Term Provisions	9	11	5	10
<b>Total</b>	<b>7,930</b>	<b>7,419</b>	<b>7,895</b>	<b>7,299</b>	<b>Total</b>	<b>7,930</b>	<b>7,419</b>	<b>7,895</b>	<b>7,299</b>



# Thank You



CIN\_NBIL\_L01110MH1993PLC072842

For further information, please get in touch with:

Sheetal Khanduja  
[sheetal@GoIndiaadvisors.com](mailto:sheetal@GoIndiaadvisors.com)  
M:+91 97693 64166

Deepika Sharma  
[deepika@GoIndiaadvisors.com](mailto:deepika@GoIndiaadvisors.com)  
M:+918451029510