

Sharda Cropchem Limited

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ISO 9001: 2015 Reg. No: 702949
CJN: L51909MH2004PLC145007



25th July, 2025

To,

National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Trading Symbol: SHARDACROP	BSE Limited Phiroze Jeejeebhoi Tower, Dalal Street, Mumbai – 400 001 Scrip Code: 538666
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Subject: Investors / Analyst's Presentation for the Quarter ended 30th June, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we are enclosing herewith the presentation to be made to the Investors/Analysts on the Unaudited Financial Results of the Company for the quarter ended 30th June, 2025.

The presentation is also being uploaded on the website of the Company www.shardacropchem.com in accordance with Regulation 46 of the Listing Regulations.

We request you to take the same on record.

Yours Sincerely,

Jetkin Gudhka
Company Secretary &
Compliance Officer

Encl.: As above



Sharda Cropchem Limited

Investor Presentation

July 2025

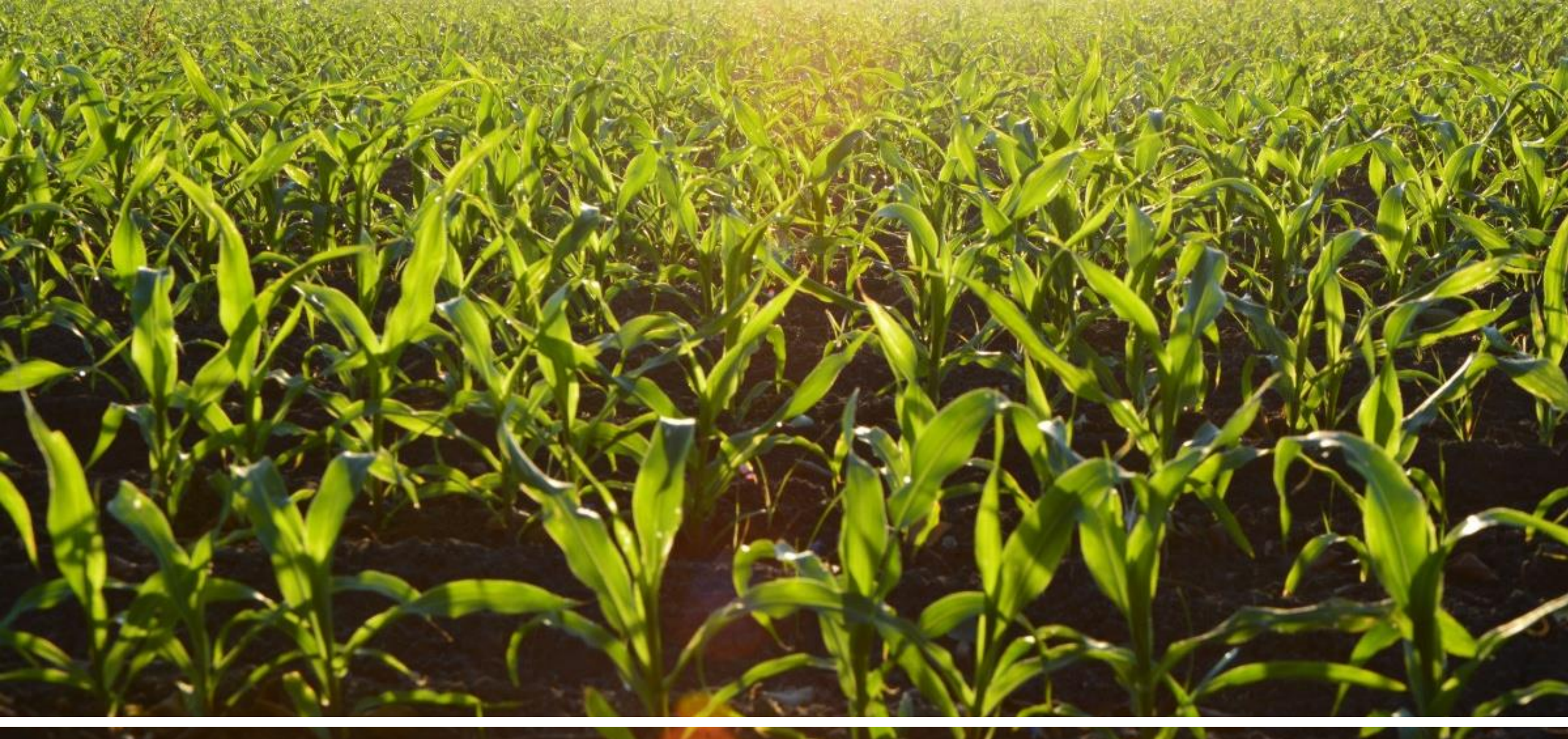
GROWING STRONGER, GOING FURTHER.

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About Sharda Cropchem Limited



“We are a fast-growing global agrochemicals company with a peer position in the generic crop protection chemicals industry. Our vast and growing library of dossiers and IPRs provide us solid foundations for growth in the global marketplace, especially in Advanced Markets such as Europe, North America and Latin America. It equips us with the ability to operate in a diversified range of formulations and generic active ingredients space globally”

AGROCHEMICAL FOCUSED COMPANY

Sharda Cropchem is an Intellectual Property (IP) driven company engaged in marketing and distribution of wide range of formulations and generic active ingredients



Asset Light Business Model : Efficiently channelizing time and resources for strengthening core competency of identifying generic molecules and registration opportunities which offer scalable growth with limited capital requirements



Large Pipeline of Registrations* : Procured 2,981 registrations. Additionally, it has filed 1,021 applications for registrations globally pending at different stages



Diversified Sourcing Arrangements : Enduring relationship with multiple manufacturers and formulators enables to source and supply formulations or generic active ingredients at competitive prices



Consistently Increasing Global Presence : With diversified range of product portfolio, Company has grown by expanding business operations in 80+ countries, across Europe, NAFTA, Latin America and ROW



Widespread Distribution Network : Presence in the entire agrochemical value chain with 525 third party distributors and 500+ sales force serving the Company's esteemed clientele in 80+ countries

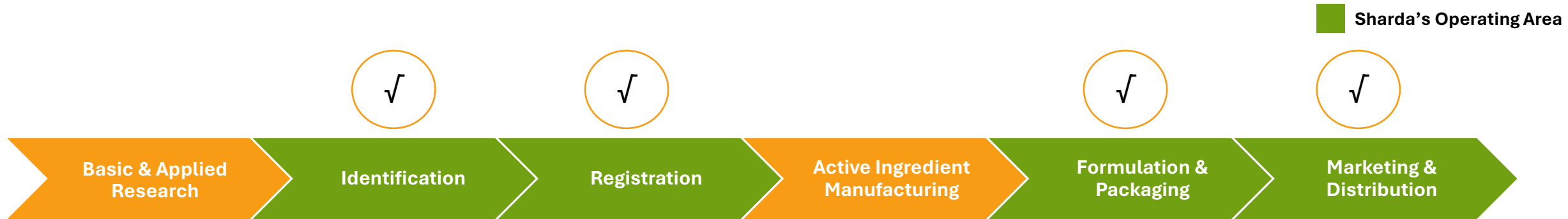
*As on 30th June 2025

Company's apt domain knowledge and experience gives substantial competitive advantage for expanding business in existing markets and new geographies



ASSET LIGHT BUSINESS MODEL

Overall Agrochemical Value Chain



Focus on identification of generic molecules, preparing dossiers, seeking registrations, marketing & distributing formulations through third-party distributors and/or own sales force

Manufacturing of AIs and formulations is outsourced

Acts as a key differentiator from an innovator company, allowing the Company to save its capital, time and resources on R&D

Highly flexible operating model resulting in :

- Overall cost competitiveness
- Efficient management of fluctuating market demand across various geographies
- Offering wide range of formulations and AIs

INCREASING GLOBAL PRESENCE WITH WIDESPREAD DISTRIBUTION



Presence

80+ countries

across Europe, NAFTA, LATAM
& RoW

Global Resource
Deployment

500+



Distributors

525+

CAPEX incurred in
Q1 FY26

Rs. 114 Cr.

Over the years, the Company has built a strong brand franchise within our global markets; we are benefiting through the economies of scale in our portfolio and leveraging value of our supply chain to deliver value to our customers across geographies

In addition to newer markets, the wide global presence has allowed us to find new, specialised sales and local marketing talent.

Successfully adopted a factory-to-farmer approach to become a one-stop solution provider to our global customers



Strengthening and widening the sales force in Europe, USA, Canada, Mexico, Colombia, South Africa, India, and rest of the world, in addition to third party distributors with a goal to enhance its presence in the agrochemical value chain



It enables the Company to penetrate its formulations and generic active ingredients in various countries backed by the third-party distributors and presence of its own sales force



Company has gained a great deal from globalization, including new customers and diverse geocentric revenue streams. Over the years, we have mastered flexibility and adopted innovative ways to grow our business overseas

GROWING STRONGER, GOING FURTHER.

The Sharda Advantage

Global Reach

Wide Product
Range

Healthy
Relationships with
Suppliers

Quality with
Affordability

Faster Sales
Service

One Stop Solution
Provider for Crop
Care Products

WAY FORWARD

1

Forward Integration - Build Sales Force

- ✓ Leverage market presence and execution capabilities
- ✓ Adopt the factory to farmer approach and be a one stop solution provider
- ✓ Strategy on ground in different regions of NAFTA, Europe, LATAM and other key markets in ROW

2

Expand & Strengthen Distribution Presence

- ✓ Expand geographical reach using existing library of dossiers
- ✓ Two-fold strategy of further penetrating existing markets and entering new markets

3

Continual Investment in Product Registrations

- ✓ Continue to identify generic molecules going off patent
- ✓ Investing in preparing dossiers and seeking registrations in own name

4

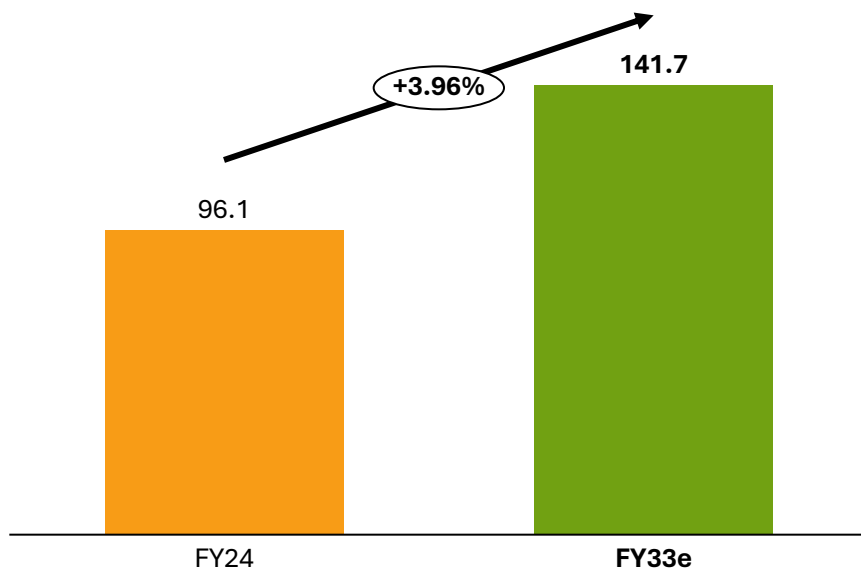
Focus on Operational Efficiencies

- ✓ Accelerated focus on revenue generating investments
- ✓ Margin improvements
- ✓ Better cost management and eliminate NVAs



INDUSTRY OUTLOOK & GROWTH DRIVERS

**Global crop protection
(In Billion USD) – CAGR of 3.96%**



Source : Annual Report (FY25)

INDUSTRY DRIVERS

A Growing Population: Global population is projected to rise from 7.6 Bn in 2025 to 8.6 Bn by 2030 and 9.8 Bn by 2050 placing unprecedented pressure on global food and protein systems

A growing middle class fuels demand for increased food and protein production, which in turn drives demand for grain to support growth

Fewer arable acres per capita means that products need to continue to maximise farmer yields; arable land is expected to decrease from half an acre per person today to less than one-third of an acre per person by 2050

Experienced Management



Sharda Cropchem Limited



Mr. Ramprakash V. Bubna
Chairman & Managing Director

- ✓ Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- ✓ He has over 57 years of experience in chemicals, agrochemicals and related businesses
- ✓ He is responsible for the Company's overall business operations and strategy



Mr. Ashish Bubna
Whole Time Director

- ✓ Holds a Bachelor's Degree in Commerce from the University of Mumbai
- ✓ Over 34 years of experience in marketing of chemicals, agrochemicals and related businesses.
- ✓ Instrumental in strategizing early investment in product registrations and building the library of product dossiers.
- ✓ Responsible for marketing, procurement, registrations and logistics functions of the agrochemical business.



Mr. Manish Bubna
Whole Time Director

- ✓ Holds a Bachelor's Degree in Chemical Engineering from the Department of Chemical Technology, Bombay University.
- ✓ Over 32 years of experience in chemicals, agrochemicals and related businesses
- ✓ Spearheaded the Company's foray into the conveyor belt and general chemicals business
- ✓ Also oversees the information technology, logistics and documentation functions of the Company



Q1 FY26 Financial Highlights

Q1 FY26: SEGMENT WISE HIGHLIGHTS

₹ Cr.

Agrochemical Segment

Non-Agrochemical Segment

TOTAL REVENUES

87%

86%

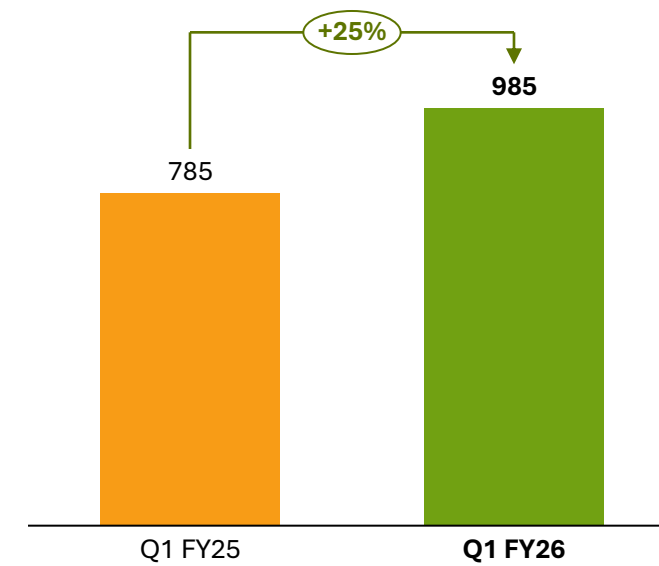
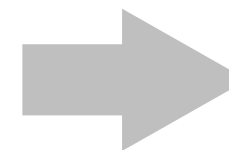
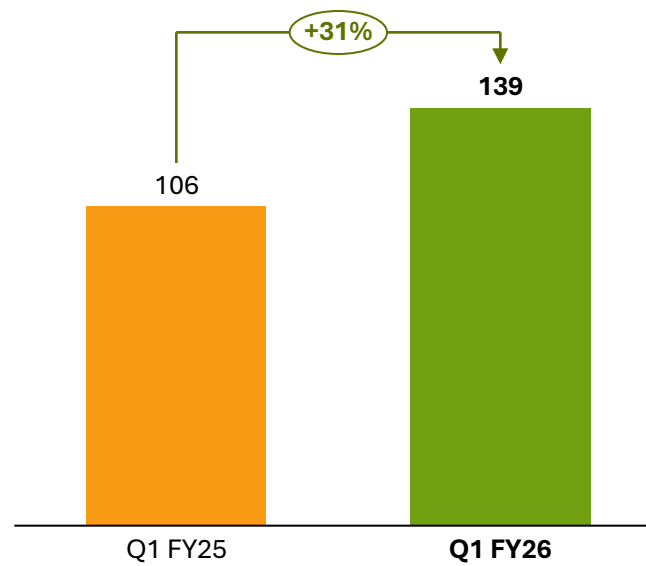
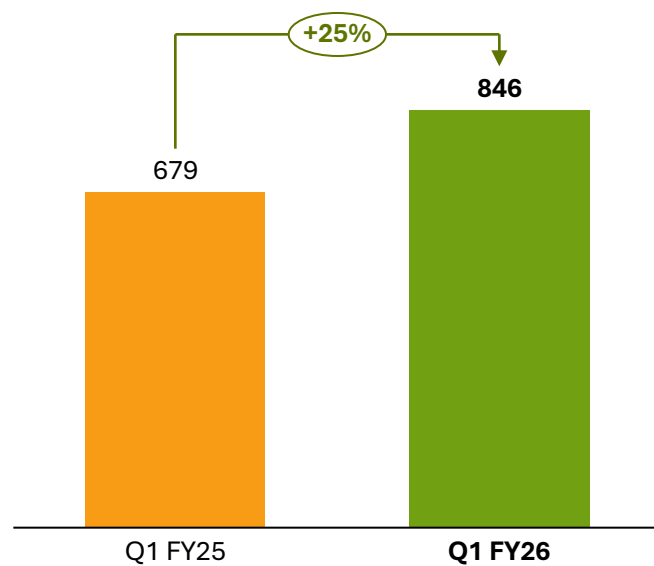
13%

14%

% of Revenue

100%

100%

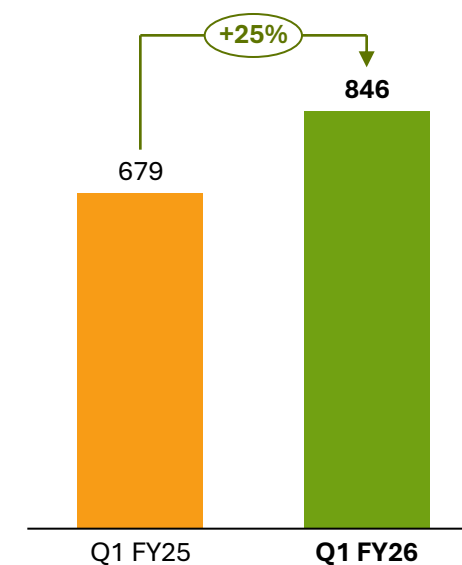
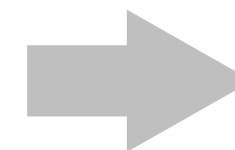
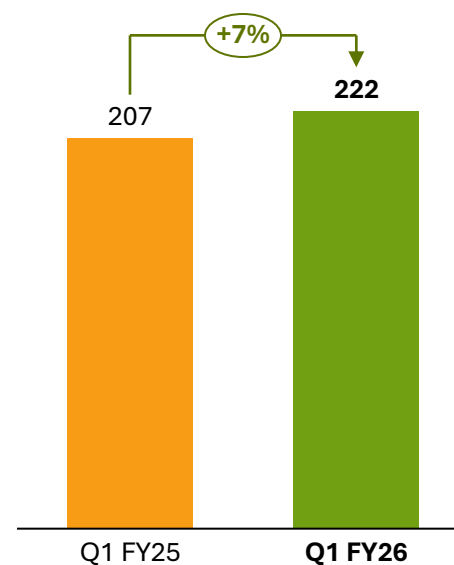
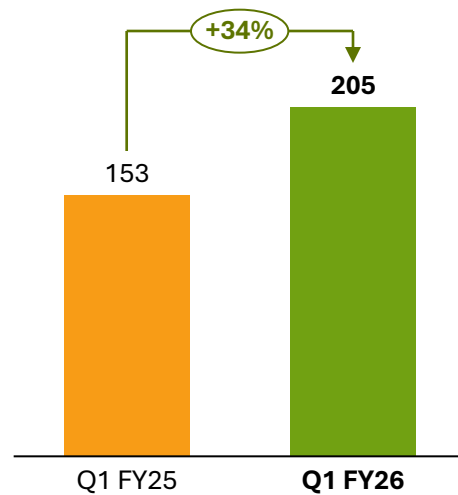
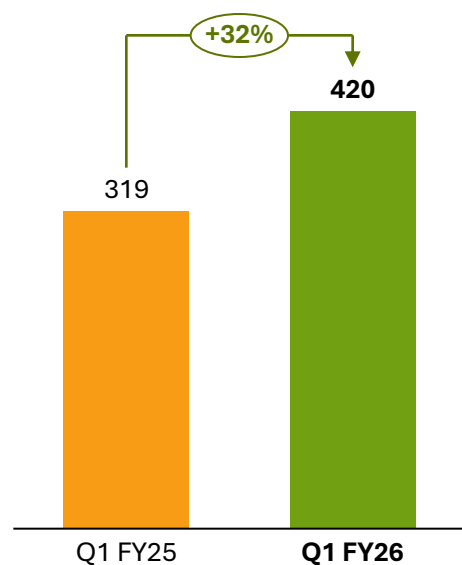


GROWING **STRONGER**, GOING **FURTHER**.

Q1 FY26: PRODUCT WISE HIGHLIGHTS (Agrochemical Segment)

₹ Cr.

Herbicides		Insecticides		Fungicides		% of Revenue	TOTAL REVENUES (Agrochemical Segment)	
47%	50%	23%	24%	31%	26%		100%	100%



GROWING **STRONGER**, GOING **FURTHER**.

Q1 FY26: REGION WISE BREAKUP (Agrochemical Segment)

₹ Cr.

Europe

54%

62%

+43%

364

523

Q1 FY25

Q1 FY26

NAFTA Region

36%

30%

+3%

249

256

Q1 FY25

Q1 FY26

LATAM Region

6%

6%

+18%

40

47

Q1 FY25

Q1 FY26

RoW

4%

3%

-20%

26

21

Q1 FY25

Q1 FY26

TOTAL REVENUES

(Agrochemical Segment)

+25%

679

846

Q1 FY25

Q1 FY26

% of Revenue

GROWING **STRONGER**, GOING **FURTHER**.

Q1 FY26: REGION WISE BREAKUP (Non - Agrochemical Segment)

₹ Cr.

Europe

15%

16%

+33%

16

22

Q1 FY25

Q1 FY26

NAFTA Region

65%

66%

+36%

68

93

Q1 FY25

Q1 FY26

TOTAL REVENUES

(Non - Agrochemical Segment)

+31%

106

139

Q1 FY25

Q1 FY26

LATAM Region

11%

9%

0%

12

12

Q1 FY25

Q1 FY26

RoW

9%

9%

+29%

9

12

Q1 FY25

Q1 FY26

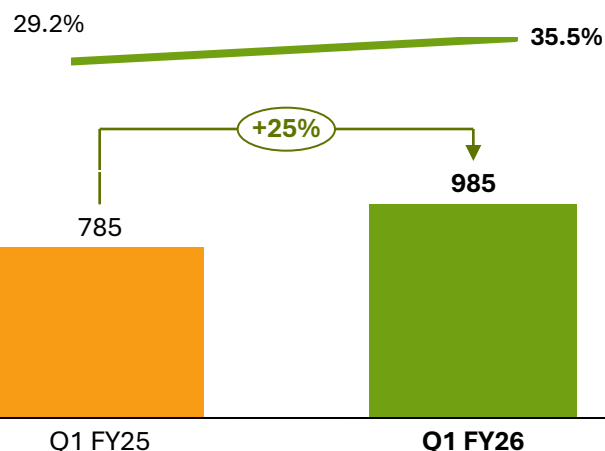
% of Revenue

GROWING **STRONGER**, GOING **FURTHER**.

Q1 FY26 : FINANCIAL HIGHLIGHTS

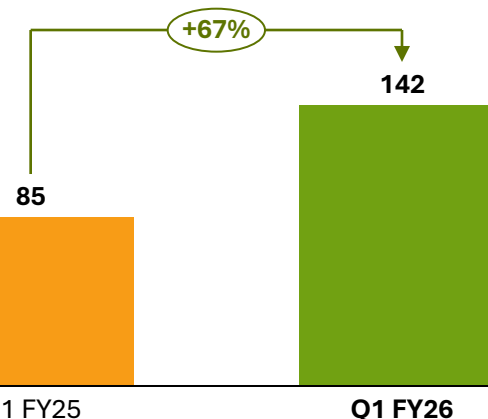
₹ Cr.

Revenues & GP Margin



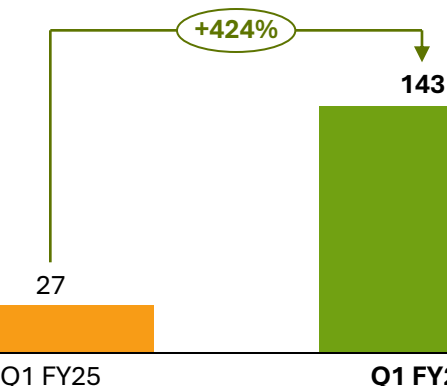
- ✓ Revenue in Q1 FY26 increased by 25% primarily driven by high volume growth of ~13%. We saw volume growth across Europe
- ✓ Agrochemical volumes grew by 11.4% in Q1 FY26
- ✓ Non-Agrochemical volumes grew by 58.5% in Q1 FY26

EBITDA



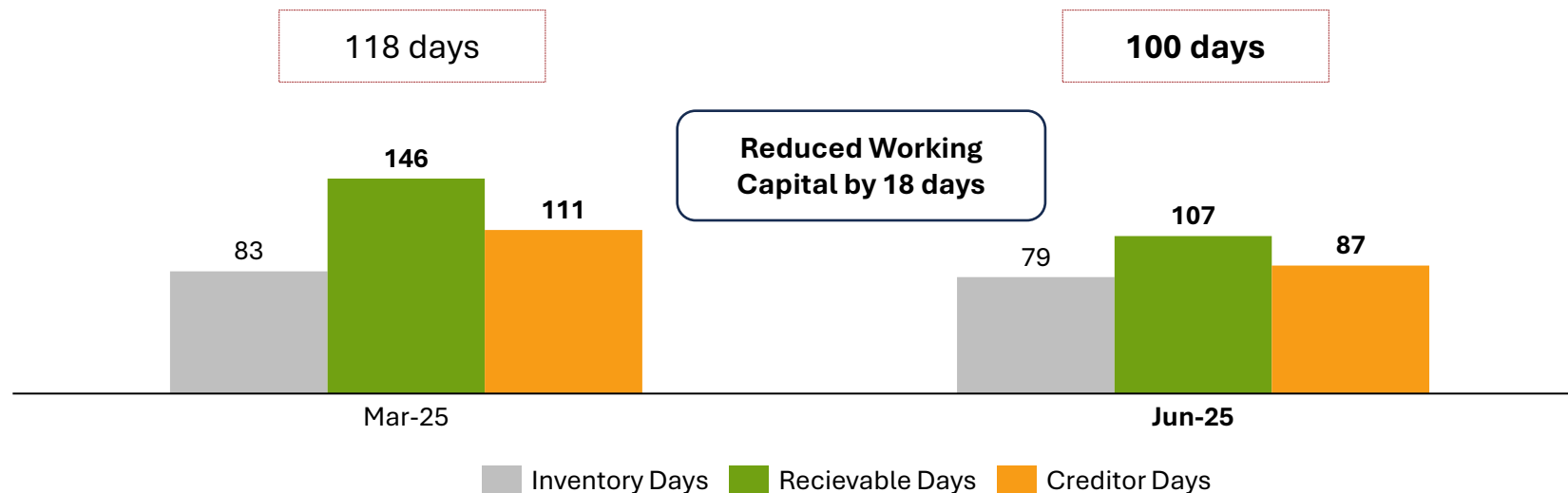
- ✓ Gross Margins have improved 630 basis points to 35.5%. These margins are expected to remain at these levels in FY26
- ✓ EBITDA for the quarter grew by 67% to Rs. 142 crores as compared to Rs. 85 crores in Q1 FY25 with EBITDA Margins at 14.4%
- ✓ PAT for the quarter grew more than 4x to Rs. 143 crores as compared to Rs. 27 crores in Q1 FY25

Profit After Tax



STRONG BALANCE SHEET

Working Capital (in Days)



RoCE*

16.0%

RoE*

12.8%

Total Equity

Rs. 2,649 crores
(as on 30th June, 2025)

Rs. 2,501 crores as on Mar'25

Cash, Bank & Liquid Investments

Rs. 791 crores
(as on 30th June, 2025)

Rs. 558 crores as on Mar'25

* ROCE = EBIT / Average Capital Employed ; RoE = PAT / Average Equity

* As on 31st March 2025

GROWING STRONGER, GOING FURTHER.



Annexure

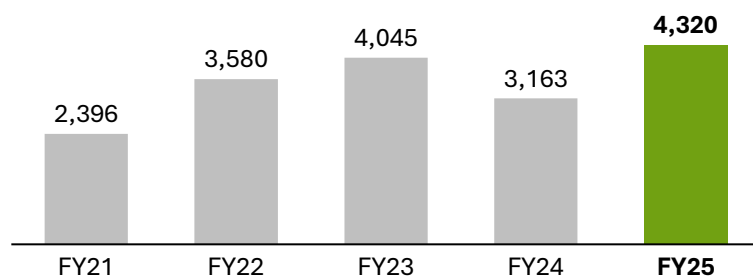
Q1 FY26 FINANCIAL HIGHLIGHTS

Particulars	Q1 FY26	Q1 FY25	Y-o-Y
Revenue from Operations	984.8	785.1	25%
COGS	635.6	556.2	
Gross Profit	349.2	228.9	53%
Gross Margin %	35.5%	29.2%	
Employee Expenses	14.9	11.2	
Other Expenses	192.1	132.4	
EBITDA	142.2	85.4	67%
EBITDA Margin %	14.4%	10.9%	
Forex (Gain)/Loss	-73.1	8.3	
Depreciation	78.1	64.8	
Other Income	32.5	19.3	
EBIT	169.7	31.5	438%
EBIT Margin %	17.2%	4.0%	
Finance Cost	0.6	0.8	
PBT	169.1	30.8	449%
Tax Expense	26.3	3.5	
PAT	142.8	27.3	424%
PAT Margin %	14.5%	3.5%	
Earnings Per Share (EPS) In Rs.	15.83	3.02	

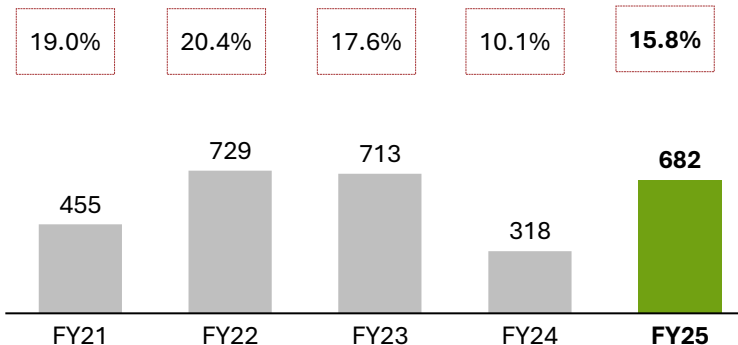
KEY FINANCIAL PERFORMANCE INDICES

₹ Cr.

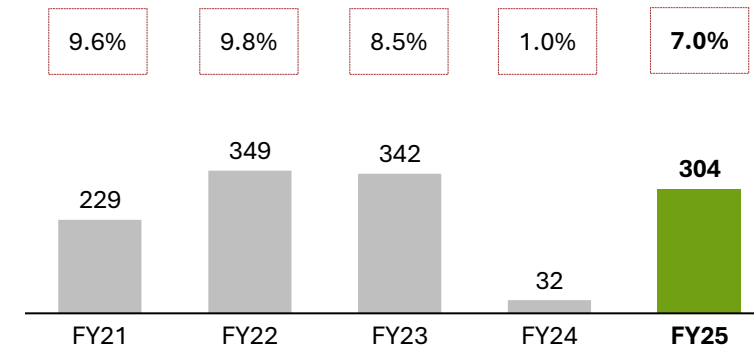
Revenue



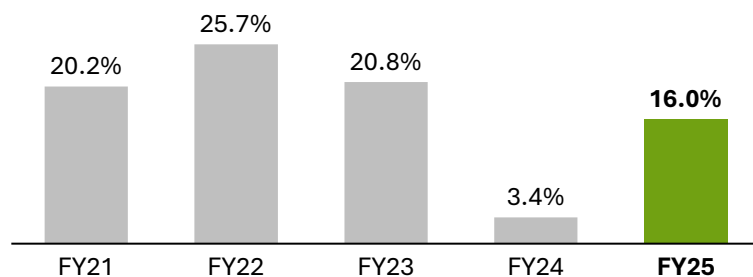
EBITDA & EBITDA Margin*



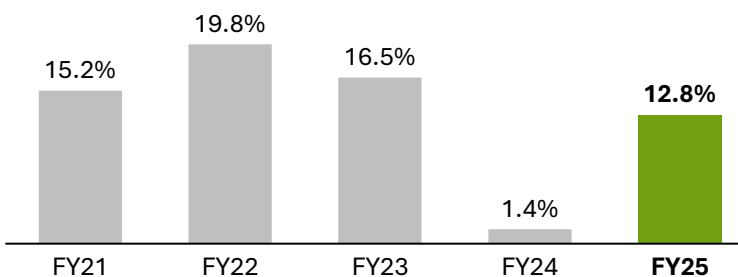
Profit After Tax & PAT Margin



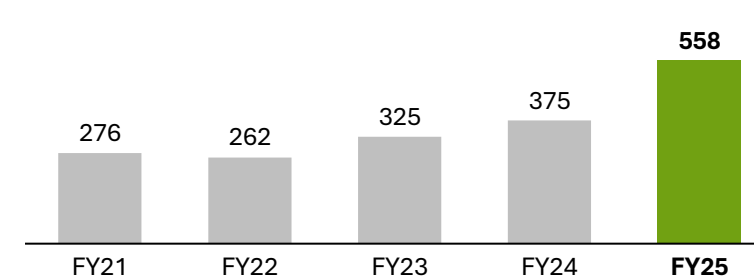
RoCE



RoE



Cash, Bank & Liquid Investments^



* EBITDA is excluding IA & IAUD write-off

^ Total Cash & Cash Equivalents (Includes FDs of Rs. 128 crores clubbed in Non Current Other Financial Assets)

GROWING STRONGER, GOING FURTHER.

HISTORICAL PROFIT & LOSS

Particulars	FY25	FY24	FY23	FY22	FY21
Revenue from Operations	4,319.9	3,163.0	4,045.2	3,579.8	2,395.6
COGS	3,028.1	2,342.4	2,860.8	2,499.8	1,636.0
Gross Profit	1,291.8	820.6	1,184.4	1,080.0	759.7
Gross Margin %	29.9%	25.9%	29.3%	30.2%	31.7%
Employee Expenses	52.0	42.4	44.8	44.2	37.3
Other Expenses	626.3	494.9	438.9	336.4	305.5
EBITDA*	681.6	318.1	712.6	728.6	455.2
EBITDA Margin %	15.8%	10.1%	17.6%	20.4%	19.0%
Forex (Gain)/Loss	17.9	0.4	57.6	16.5	-19.9
Depreciation	274.7	267.1	248.1	245.3	170.4
Other Income	59.5	59.8	40.3	28.9	45.9
EBIT	380.4	75.5	435.3	466.5	312.2
EBIT Margin %	8.8%	2.4%	10.8%	13.0%	13.0%
Finance Cost	2.1	3.6	4.5	2.2	2.8
PBT	378.3	71.9	430.7	464.2	309.5
Tax Expense	73.9	40.0	88.8	115.0	80.2
PAT	304.4	31.9	342.0	349.3	229.2
PAT Margin %	7.0%	1.0%	8.5%	9.8%	9.6%
Earnings Per Share (EPS) In Rs.	33.74	3.53	37.90	38.71	25.40

* EBITDA is excluding IA & IAUD write-off

BALANCE SHEET - EQUITY & LIABILITIES

Equities & Liabilities	FY25	FY24	FY23	FY22	FY21
Shareholder's Funds					
Equity and Share Capital	90.2	90.2	90.2	90.2	90.2
Other Equity	2,410.4	2,146.9	2,141.8	1,822.2	1,524.1
Non-controlling Interest	0.4	0.4	0.4	0.3	0.3
Total Equity	2,501.0	2,237.5	2,232.4	1,912.8	1,614.6
Non-Current Liabilities					
Borrowings	-	-	-	-	-
Trade Payables	-	-	-	2.4	2.4
Lease Liabilities	-	7.8	-	3.5	8.4
Other Financial Liabilities	63.0	58.4	1.7	1.6	3.2
Provisions	1.3	1.4	2.7	2.3	3.0
Deferred Tax Liabilities (net)	173.8	152.8	143.4	128.9	92.9
Total Non-Current Liabilities	238.1	220.3	147.9	138.6	109.9
Current Liabilities					
Borrowings	-	3.4	3.0	38.0	67.8
Lease Liabilities	7.8	7.2	0.0	5.1	4.5
Trade Payables	1,310.2	921.2	1,377.6	1,177.6	806.8
Other Financial Liabilities	501.3	502.5	431.4	324.8	149.1
Other Current Liabilities	104.7	69.0	78.1	55.4	58.0
Current Tax Liabilities	4.2	1.5	61.4	4.2	3.2
Provisions	57.6	76.0	19.1	86.7	50.0
Total Current Liabilities	1,985.7	1,580.5	1,970.6	1,691.8	1,139.4
Total Equity & Liabilities	4,724.9	4,038.3	4,350.8	3,743.1	2,863.9

BALANCE SHEET - ASSETS

₹ Cr.

ASSETS	FY25	FY24	FY23	FY22	FY21
Assets					
Non-Current Assets					
Property, Plant and Equipment	3.0	3.8	5.0	14.4	20.9
Right to Use Assets	7.2	14.4	0.0	-	-
Goodwill	0.0	0.0	0.0	0.0	0.4
Other Intangible assets	740.2	690.0	663.0	577.4	523.1
Intangible assets under development	291.4	282.9	203.9	212.2	131.0
Deferred Tax Assets (net)	11.6	10.3	7.9	4.9	6.0
Non-Current Tax Assets	63.4	72.1	72.3	71.6	73.6
Other financial assets	5.4	5.3	120.7	11.2	9.4
Other Non Current Assets	16.4	21.7	19.9	0.0	0.0
Total Non-Current Assets	1,138.5	1,100.4	1,092.7	891.7	764.5
Current Assets					
Inventories	971.9	991.6	1,134.3	892.8	525.5
Investments	294.3	158.9	31.9	134.4	83.0
Trade Receivables	1,955.4	1,498.0	1,833.3	1,540.0	1,162.6
Cash & Cash equivalents	127.2	87.3	176.4	56.7	85.6
Other Bank balances	93.1	0.6	0.2	109.3	175.0
Loans	0.0	0.0	0.0	0.5	-
Other Financial Assets	47.5	128.1	5.5	48.9	28.1
Other Current Assets	96.8	73.4	76.5	68.9	39.6
Total Current Assets	3,586.4	2,937.9	3,258.2	2,851.5	2,099.3
Total Assets	4,724.9	4,038.3	4,350.8	3,743.1	2,863.9

CSR ACTIVITIES



Sharda Cropchem Limited

CSR initiatives taken up by the Company are in the areas of Promoting Education, Healthcare, Eradicating Hunger, Empowerment of Women, Animal Welfare, Promotion of Sports and Rural Development Projects

Promoting Education



Animal Welfare



Medical Aid & Relief

'मरीजों की देखभाल सच्चा परमार्थ' राज्यपाल कोश्यारी ने युवाओं में बढ़ते नशा पर जताई चिंता

■ प्रसं, मुंबई : राज्यपाल भगत सिंह कोश्यारी ने मरीजों की देखभाल को सच्चा परमार्थ बताते हुए कहा कि अगर लोग टीबी के मरीजों को गोद लें और देश को टीबी मुक्त बनाने के लिए मरीजों के पोषण आहार के खर्च का वहन करें, तो यह भी दान होगा। इस दौरान उन्होंने युवाओं में तंबाकू के साथ नशे की बढ़ती प्रवृत्ति पर चिंता जताई। वह परमार्थ रत्न पुरस्कार समारोह में बोल रहे थे।

सामाजिक संस्था परमार्थ सेवा समिति की तरफ से राजभवन में आयोजित पुरस्कार और दीपावली स्नेह कार्यक्रम का आयोजन किया गया था। इसमें राज्यपाल के हाथों टाटा मेमोरियल अस्पताल के निदेशक डॉ. राजेंद्र बडवे और उप निदेशक डॉ. शैलेश श्रीखंडे को कैसर के इलाज, सर्जरी और अनुसंधान में उनके उल्लेखनीय कार्य के लिए परमार्थ रत्न पुरस्कार से सम्मानित किया गया। साथ ही, अविनाश साबले को परमार्थ खेल रत्न पुरस्कार से सम्मानित किया गया। समारोह में राजश्री विरला विशिष्ट अतिथि थी।

शहरीकरण के साथ बढ़ रहा कैसर: डॉ. राजेंद्र बडवे ने कहा कि भारत



में कैसर की दर पश्चिमी देशों की तुलना में कम है, यह संतोष की बात है। लेकिन, देश में बढ़ते शहरीकरण के साथ कैसर की दर बढ़ रही है। अगर 2035 तक तंबाकू की खेती पूरी तरह से बंद कर दी जाए, तो बड़े पैमाने पर कैसर को नियंत्रित किया जा सकता है, क्योंकि कुल कैसर रोगियों में से तंबाकू के सेवन से होने वाले कैसर रोगियों की संख्या 40 प्रतिशत है। संस्था अध्यक्ष मनमोहन गोयनका ने संस्था की ओर से किए जा रहे कार्यों की रूपरेखा

रखी। संस्था के चेयरमैन लक्ष्मीनारायण वियानी ने 18 मॉडल कीमोथेरेपी सेंटर टाटा मेमोरियल हॉस्पिटल को बनाकर दान में देने की घोषणा की। इस अवसर पर महिला समिति की अध्यक्षा शारदा रामप्रकाश कुवना, बजरंगलाल तापीडिया, महावीरप्रसाद तापीडिया, ज्योतिप्रसाद तापीडिया, दिलीप पिरामल, रवि लालपुरिया, कैलाश अग्रवाल, रमेश पोद्दार सहित बड़ी संख्या में लोग उपस्थित थे।



GROWING **STRONGER**, GOING **FURTHER**.

THANK YOU

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