

SCIL/SEC/2024
2nd February, 2024

To,
BSE Limited,
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

The National Stock Exchange of
India Listing Department,
Exchange Plaza,
Bandra Kurla Complex
Bandra East,
Mumbai - 400 051

Dear Sirs,

**Sub: Investor Presentation on Financial Results for the
quarter and nine months ended 31st December, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith investor presentation on the Financial Results of the Company for the quarter and nine months ended 31st December, 2023.

Kindly do the needful to display the same on your website.

Thanking you,

Yours faithfully,
For Sumitomo Chemical India Limited

Deepika Trivedi
Company Secretary

Encl: a/a

Evolving Responsibly

 SUMITOMO CHEMICAL INDIA LTD.



Sumitomo Chemical India Ltd.
Investor Presentation
December 2023

Safe Harbour

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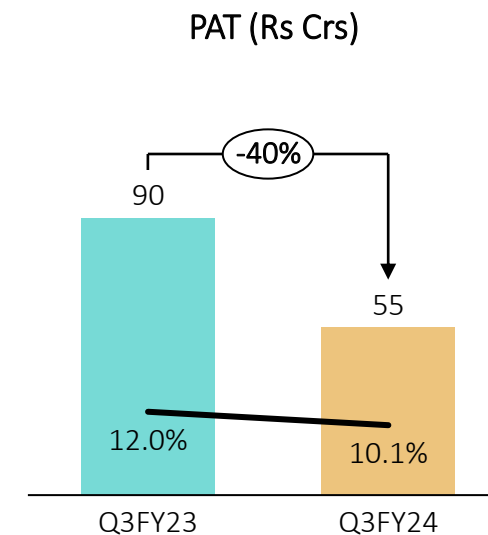
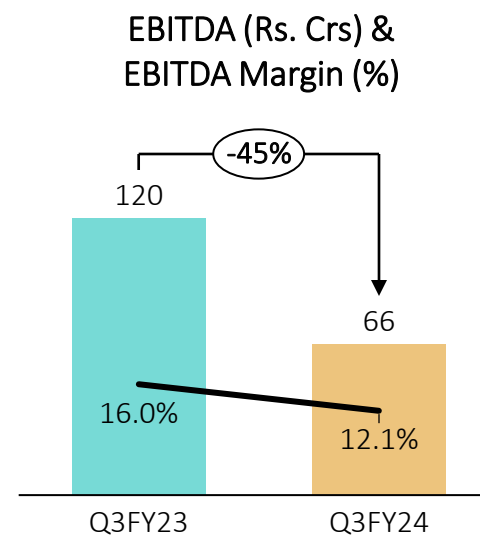
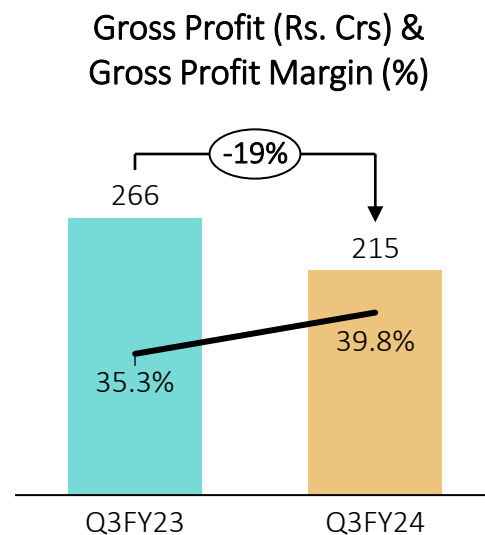
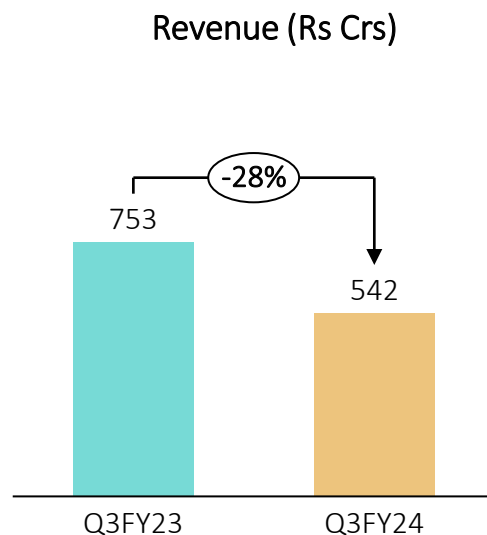
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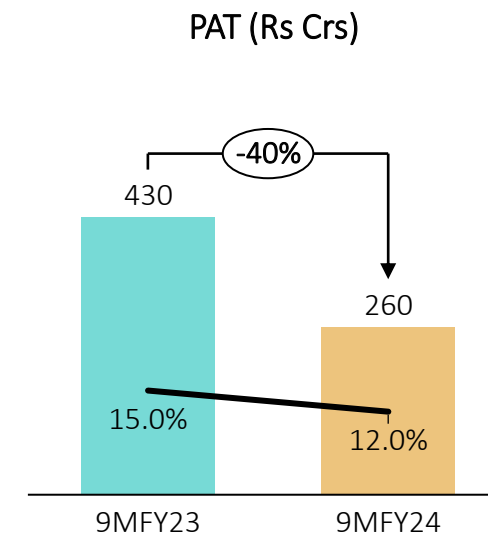
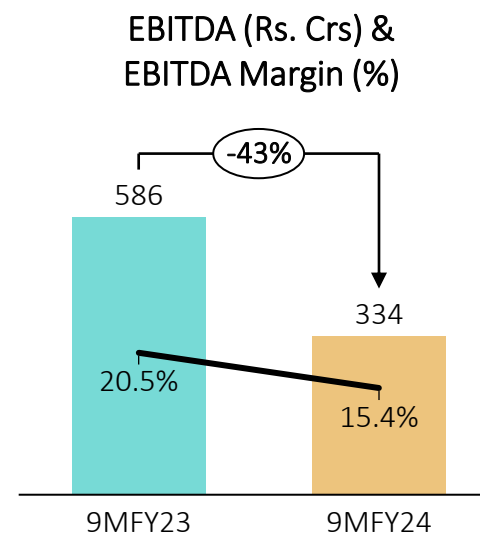
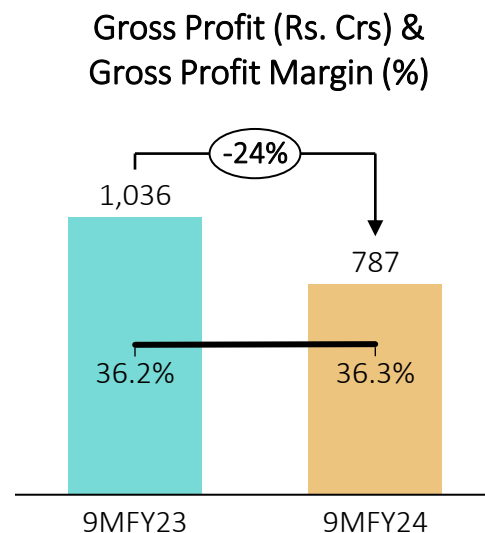
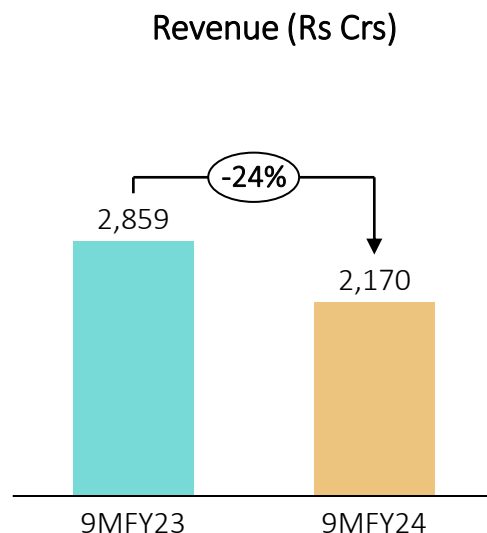
Financial Performance and Key Highlights

Performance Highlights – Quarter & YTD

Q3FY24 vs Q3FY23



9MFY24 vs 9MFY23



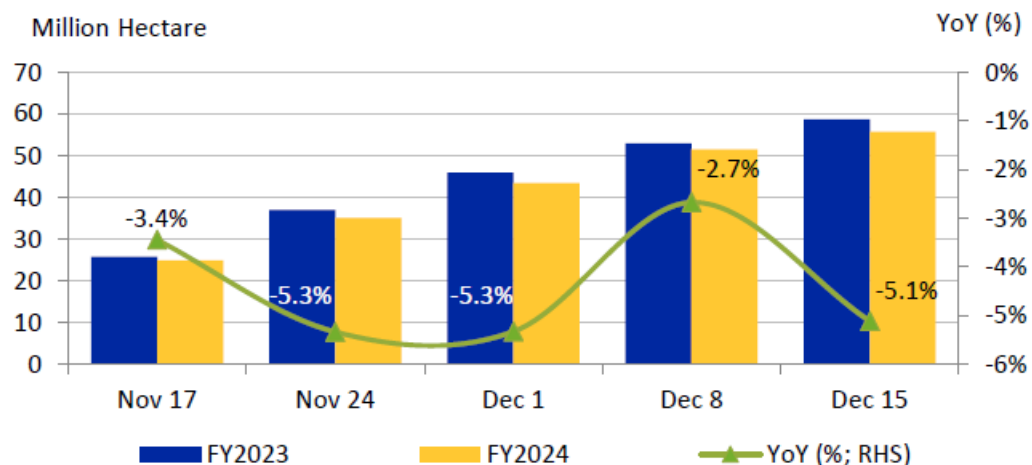
Given the seasonality in the business, it is best monitored on an annual basis

Performance Highlights – Q3FY24

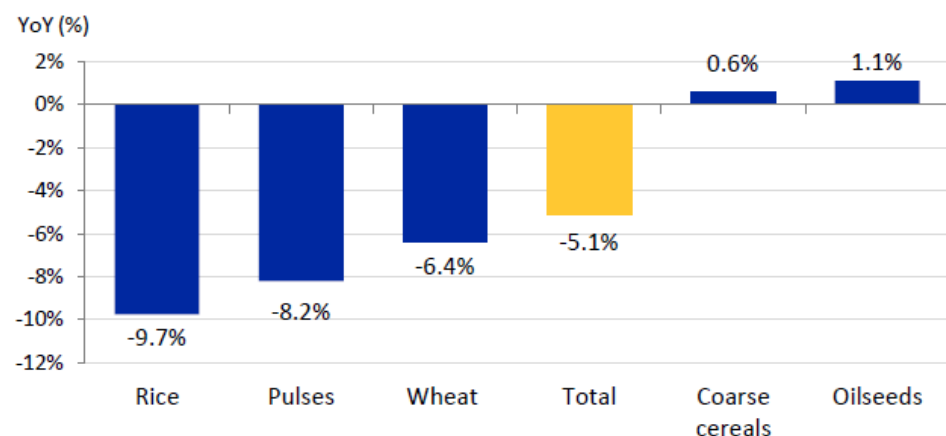
- ✓ Since mid-July 2023, the reservoir storage in India has consistently been lower than both the levels from the same time last year and the historical normal. This is due to below-average rainfall throughout the South-West Monsoon season (Jun-Sep 2023) and the post-Monsoon season (Oct-Dec 2023). As of December 14, 2023, the reservoir level was at 63% of its live capacity, which is significantly lower compared to both the level from a year ago (79% of live capacity) and the average level for the preceding 10 years (68% of live capacity).
- ✓ The year-on-year lag in reservoir storage was broad-based, with a substantial disparity observed in the southern (42% compared to 79%), western (77% compared to 86%), and central (73% compared to 81%) areas as of December 14, 2023.
- ✓ The sowing of rabi crops had commenced with a somber note, with the overall sowing consistently lagging the levels of the previous year since the beginning of the season. As of December 15, 2023, the total area of land used for rabi sowing was 5.1% lower than the previous year. Specifically, crops such as rice, wheat, and pulses experienced significant decreases in sowing area, with declines of 9.7%, 6.4%, and 8.2% respectively compared to the previous year.
- ✓ Growth momentum of the Indian agrochemical sector was impacted in this fiscal on account of overwhelming supply from China since January 2023 which led to sharp fall in realizations. This was aggravated by below-normal and erratic monsoon season. Further, low reservoir levels impacted rabi sowing (which constitutes about 35% of domestic pesticide demand). Export demand was also badly affected due to de-stocking by global manufacturers.
- ✓ We expect the domestic agrochemical demand to start normalizing from the fourth quarter of the current fiscal. Improving realizations, following demand normalization, is likely to support domestic agrochemical sales from FY25, assuming we have a normal monsoon.
- ✓ Lower volumes and realizations impacted overall operating profitability in the current fiscal year. Operating margin is expected to improve in FY25, as the demand normalizes resulting in stable realizations and better operating leverage. We also expect export demand to revive from expected re-stocking by global players following the onset of cropping season in key export destinations (the LATAM, USA and Europe).
- ✓ We launched 3 herbicides, 1 insecticide and 2 fungicides in 9MFY24. We are gearing up to launch several unique first-time registrations in India after years of efforts, which are expected to ramp up over next few years.

Performance Highlights – Q3FY24

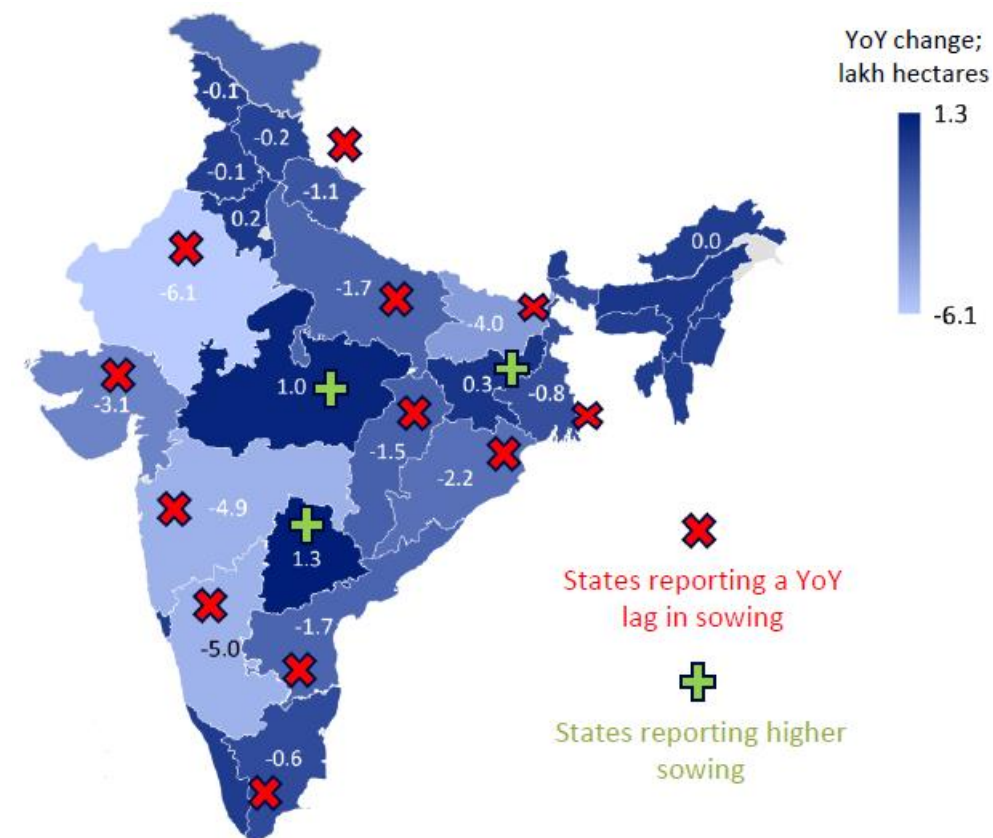
Weekly rabi sowing trends



YoY trends in rabi sowing (as on Dec 15, 2023)



State-Wise Progress of Rabi Sowing as on Dec 15, 2023



Source: Ministry of Agriculture and Farmers' Welfare, GoI; CEIC: ICRA Research

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

New Product Launches - PAN India



Pyclome
Insecticide
Clothianidin 3.5% +
Pyriproxyfen 8% SE



Sumiblu Diamond
Plant Growth Regulator
Gibberellic Acid 0.1 % GR



Santana
Insecticide
Clothianidin 0.5% GR



Danitol® NXT
Insecticide
Fenpropathrin 10% EW



Promalin
Plant Growth Regulator
6BA 1.8% + GA 1.8% L



Korko
Insecticide
Emamectin Benzoate 1.5%+
Profenofos 35% WDG



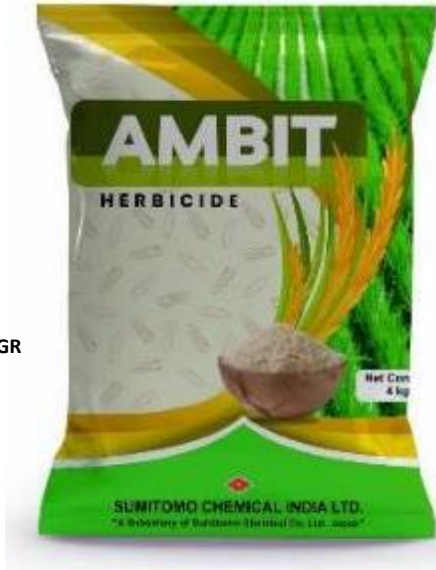
Derecho
Fungicide
Ethaboxam 40% SC



New Product Launches - PAN India

Herbicide

Oxadiargyl 1% + Pretilachlor 6% GR
Category: Herbicide



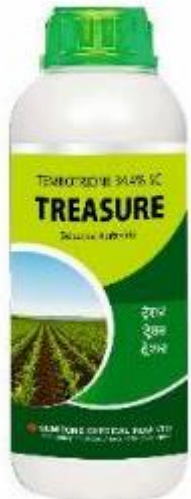
Insecticide

Chlorantraniliprole 0.4% w/w GR



Herbicide

Glufosinate Ammonium 13.5 SL



Herbicide

Tembotrione 34.4% SC



Fungicide

TriBasic Copper Sulfate 34.5% W/V SC



Fungicide

TriBasic Copper Sulfate 34.5% W/V SC

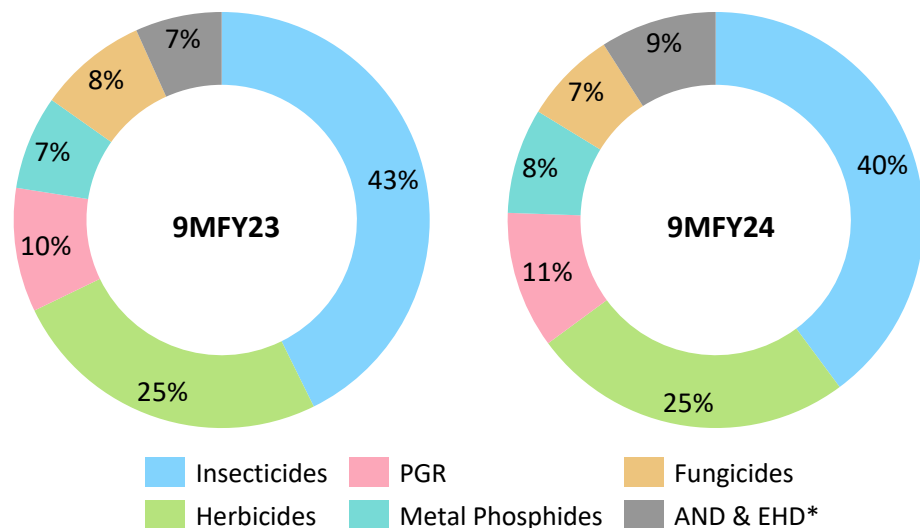
Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY
Revenue from Operations	542.0	753.0	-28%	903.5	-40%	2,169.7	2,859.4	-24%
COGS	326.5	487.3		556.9		1,382.3	1,823.2	
Gross Profit	215.5	265.7	-19%	346.5	-38%	787.4	1,036.2	-24%
Gross Profit %	39.8%	35.3%	447 bps	38.4%	140 bps	36.3%	36.2%	5 bps
Employee Expenses	53.9	52.3		58.9		172.8	163.9	
Other Operating Expenses	95.8	92.9		99.7		280.2	286.2	
Operating EBITDA	65.8	120.4	-45%	187.9	-65%	334.4	586.0	-43%
EBITDA Margin	12.1%	16.0%	-385 bps	20.8%	-866 bps	15.4%	20.5%	-508 bps
Other Income	26.9	13.2		24.6		69.0	28.4	
Depreciation	16.1	11.4		15.8		45.4	37.8	
EBIT	76.6	122.2	-37%	196.7	-61%	357.9	576.6	-38%
EBIT Margin	14.1%	16.2%	-210 bps	21.8%	-765 bps	16.5%	20.2%	-367 bps
Interest	1.2	1.3		1.2		3.8	4.0	
Profit Before Tax	75.4	120.9	-38%	195.5	-61%	354.1	572.6	-38%
PBT Margin	13.9%	16.1%	-216 bps	21.6%	-774 bps	16.3%	20.0%	-370 bps
Tax	20.6	30.4		52.0		94.3	142.5	
Net Profit	54.7	90.5	-40%	143.4	-62%	259.8	430.1	-40%
Net Profit Margin	10.1%	12.0%	-192 bps	15.9%	-578 bps	12.0%	15.0%	-306 bps
Other Comprehensive Income	0.6	-1.2		-0.8		-0.4	1.6	
Total Comprehensive income for the period	55.4	89.3	-38%	142.6	-61%	259.5	431.7	-40%

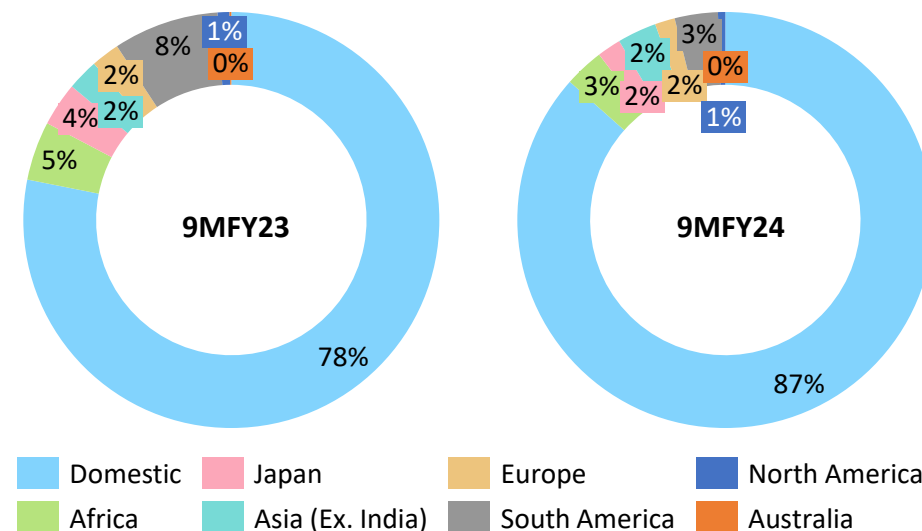
Given the seasonality in the business, it is best monitored on an annual basis

Revenue Breakup – 9MFY24

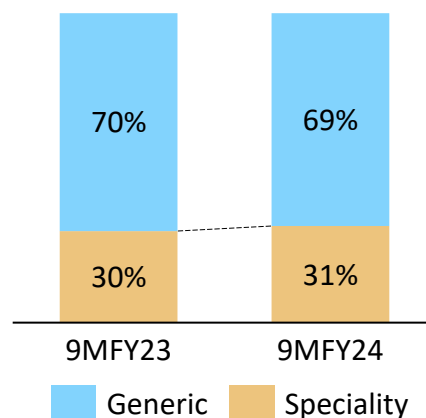
Product Breakup



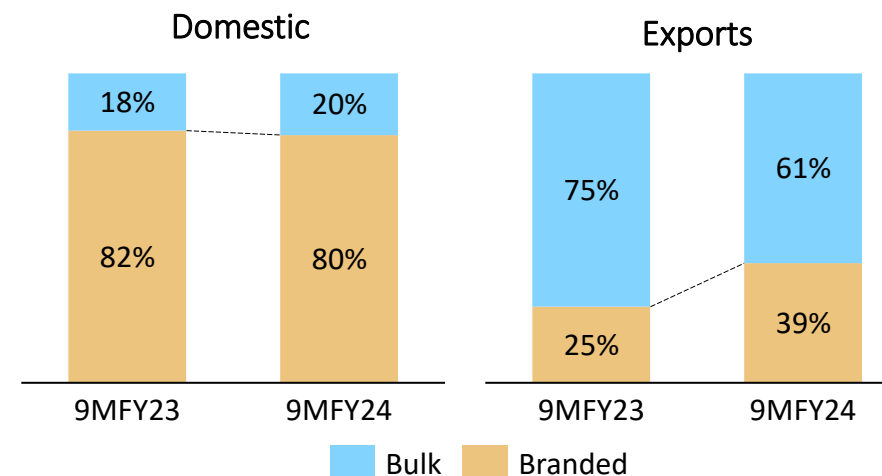
Geographic Breakup



Segment Breakup



Bulk & Branded



* Animal Nutrition Division (AND) and Environmental Health Division (EHD)

Consolidated Working Capital Movement

Particulars (Rs. Crs)	Dec-23*	Sep-23*	Change (Dec-23 to Sep-23)	Mar-23*	Change (Dec-23 to Mar-23)	Dec-22*	Change (Dec-23 to Dec-22)
Inventory (A)	576.1	561.7	14.4	888.7	-312.6	750.4	-174.3
Inventory Days (Inventories/ COGS* No. of days in period) (i)	115	96		143		113	
Trade Receivables (B)	734.2	867.9	-133.7	946.1	-211.9	1,035.7	-301.5
Trade Receivables Days (Trade Receivables / Revenue*No. of days in period) (ii)	93	96		98		100	
Trade Payables (C)	391.8	439.9	-48.1	490.6	-98.8	473.9	-82.1
Trade Payables Days (Trade Payables/ COGS*No. of days in period) (iii)	78	75		79		71	
Other Financial Liabilities (D)	376.0	420.6	-44.6	366.2	9.8	436.4	-60.4
Other Financial Liabilities Days (Other Current Liabilities / Revenue*No. of days in period) (iv)	48	47		38		42	
Net Working Capital (A+B-C-D)	542.5	569.1	-26.6	978.0	-435.5	875.8	-333.3
<i>Net Working Capital Days (i + ii – iii – iv)</i>	82	70		124		99	

Key Highlights

- ✓ In term of overall net working capital days, there has been reduction of 42 days as on December '23 as to that March '23, mainly on account of decrease in inventory days and receivable days
- ✓ Focused efforts towards improving collections - Collection during 9MFY24 of ~Rs. 2,662 crores, as compared to Rs. 2,989 crores during 9MFY23. As against 24% reduction in revenues, reduction in collection is just about 9% - which demonstrates company's strong focus on collection discipline even in a challenging year.

Given the seasonality in the business, it is best monitored on an annual basis

* No. of Days in period: Dec-23 – 92 days, Sep-23 – 92 days, Mar-23 – 365 days, Dec-22 – 92 days



Company Overview

Journey to 15x Growth in India

SCIL – Vision & Mission

**Formidable Player in the Indian
Agrochemicals Space**

**Diversified & De-risked Portfolio Across
the Agro-Chem Value Chain**

**Strong Brand and Well-Entrenched
Distribution Network**

**Strategically Located Manufacturing
Facilities**

**Strong Focus on R&D, Process Innovation
and Safety, Health and Environment (SHE)**

**Autonomous Board with Vast Industry
Experience**

Growth Strategies

SCIL - Vision & Mission



Vision & Values

Vision:

- To be a trusted market leader in Indian crop-protection sector
- To develop a vibrant corporate culture
- Endeavor to achieve success and sustainability through innovation & excellence

Core Values:

- Innovation
- Excellence
- Integrity
- Respect & value all stakeholders
- Customer focus
- People focus
- Sustainability



Mission

Marketing and Sales:

- Further penetration into Indian market & take leadership; expand exports
- Strengthen Sales Force, Distribution and Product Portfolio

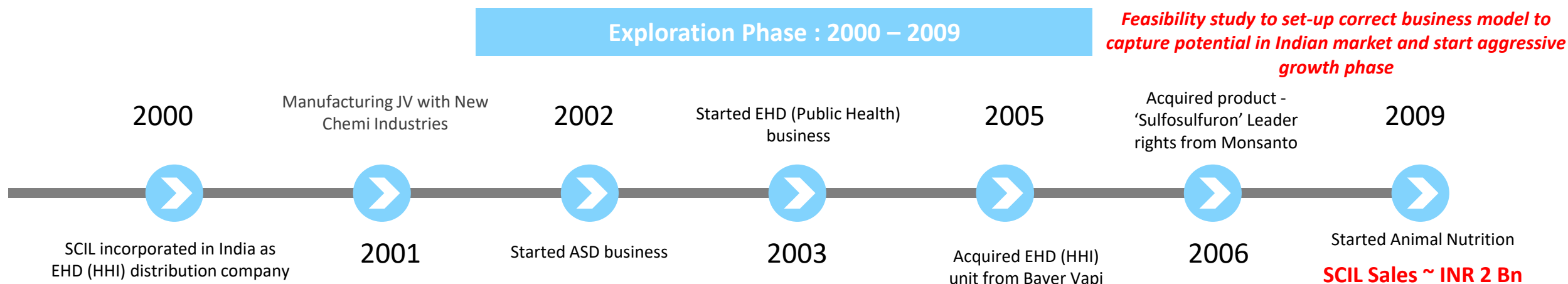
Manufacturing:

- Supplying the most competitive products with safe and stable operation and meet demand
- Strengthen Procurement Power
- Expand Manufacturing Functions

Management & Support:

- Establishing the most efficient organization to support business growth and alignment with SCC
- Develop administrative efficiency while ensuring internal controls
- Full & Strict Compliances
- Value Creation for all stakeholders

Journey to 15x Growth in India in last 13 years



Aggressive Growth Phase : 2010 – 2021

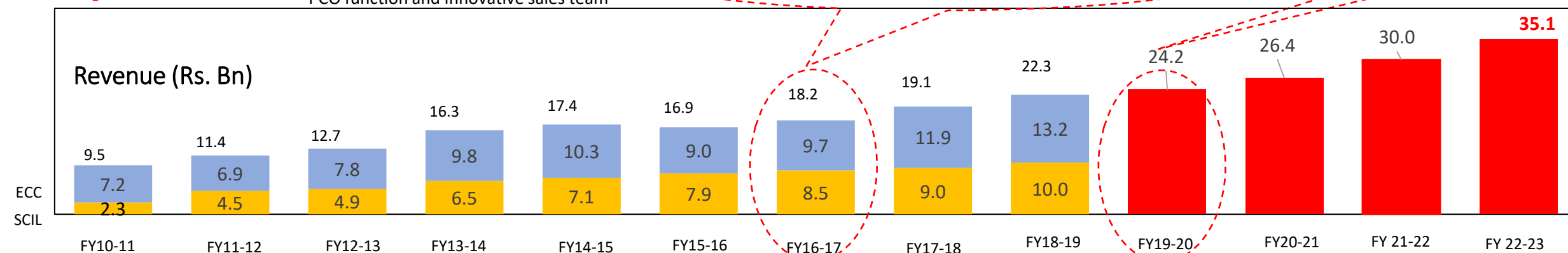
2018 & 2019 : Legal integration of ECC with SCIL; SCIL converted from private company to listed company

2010 : Acquisition of New Chemi Industries and integration with SCIL

Setting-up new organization, control system, PCO function and innovative sales team

2016 : Majority stake acquisition of Excel Crop Care Limited (ECC)

SCIL 2.0 – 1st full year of integrated operations



Robust 15 times growth driven by Organic & In-organic expansion

Formidable Player in the Indian Agrochemicals Space

5
Manufacturing
Facilities

14
Technical
Actives

15,000+ Direct
Distributors &
60 Depots



200+ Brands
700+ SKUs

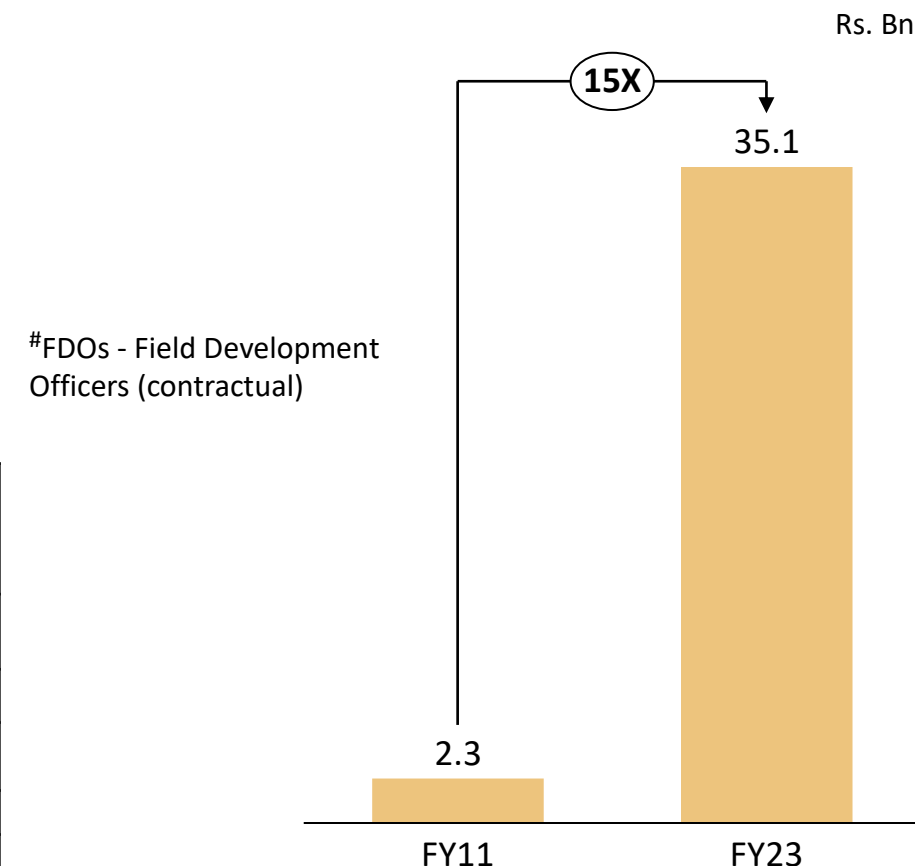
25+ Patents
200+ Registrations

1600+ Employees
1500+ FDOs[#]

Key Products

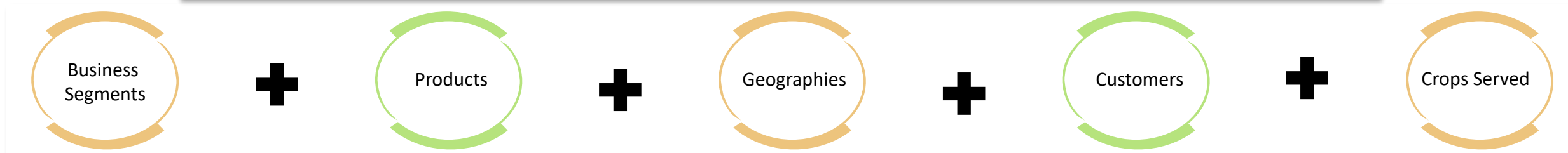
Product Name	Product Category	Indicative Use
Fenpropathrin	Insecticide	Paddy, Cotton, F&V
Glyphosate	Herbicide	Tea Gardens, non-cropped
Profenophos	Insecticide	Cotton, Soya bean
Pyriproxyfen	Insecticide	Cotton
Clothianidin	Insecticides	Vegetables
Tebuconazole	Fungicides	Wheat, Soya bean, Chilli
Gibberallic Acid	Plant Growth Regulator	Citrus Fruits
Aluminum Phosphide	Fumigant	Warehousing of Food Grains
Chlorpyrifos	Insecticide	Paddy, Beans, Gram
DL-Methionine	Animal Nutrition	Poultry

Grown 15X+ over FY11-23

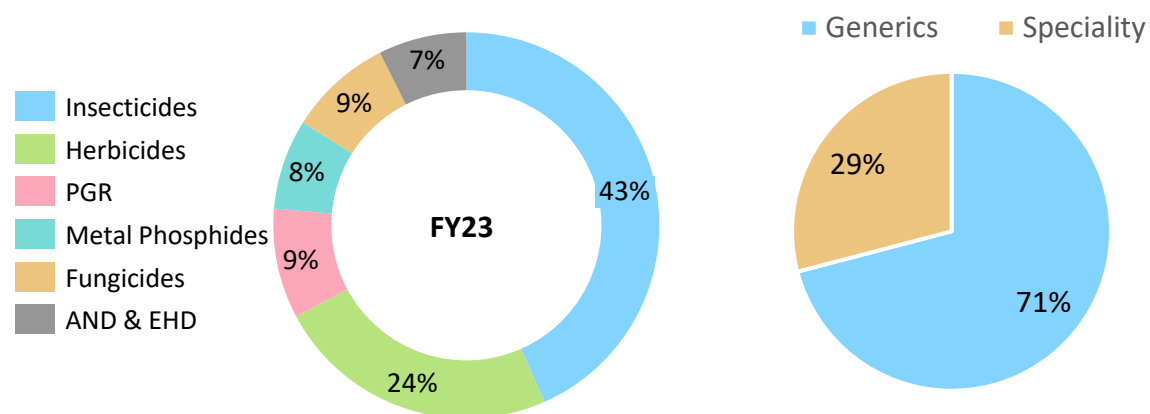


Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

Well-Diversified across multiple dimensions

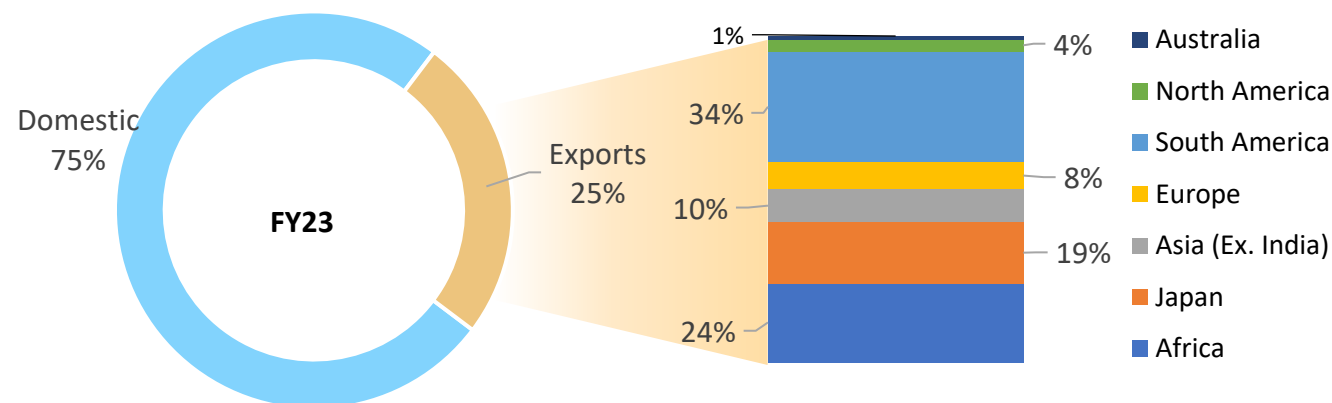


Diversified Portfolio Across Segments



- ✓ Greater focus on high growth, stable and high profitable segments such as **Herbicides, PGR, Bio-rational products**
- ✓ Increasing contribution from PGR segment and offerings for both Kharif and Rabi crops to reduce seasonality in the business
- ✓ One of the highest proportion of environmentally-friendly products in the Industry

Geographic Diversification with Exports to ~50 countries



- ✓ **Top 10 products contributes less than 47% of Total Revenue**
- ✓ **No product / molecule contributes more than ~18% of Total Revenue**
- ✓ **Diversified across key crops - Concentrated efforts now on fruits & vegetables, paddy and other high growth segments**

Strong Brand and Well-Entrenched Distribution Network

✓ **Strong brand** with market leading position across various product categories

✓ **Dual brand portfolio** can offer products at all price points serving multiple customer sub-segments

✓ **In-depth knowledge** of own research products, **proven go-to-market strategy and deep farmer connect** facilitates launch of Speciality products

✓ **On-field demonstration of products, training of farmers** in using the products, building awareness among stakeholders in relation to the products

✓ **Pan-India distribution network** ensures strong presence with both retailers and farmers and **on-time feedback mechanism**

✓ **Scale and diversity** of product offerings lead to **superior bargaining power** with distributors and provides **one-stop solution for farmers**

✓ Expanded teams for **strategic marketing, demand generation, product development and regulatory affairs** to focus on future growth



26 States



15,000+
Distributors



4.4 million+
Farmer Connect through
physical meetings
20 million+
Digital Connect



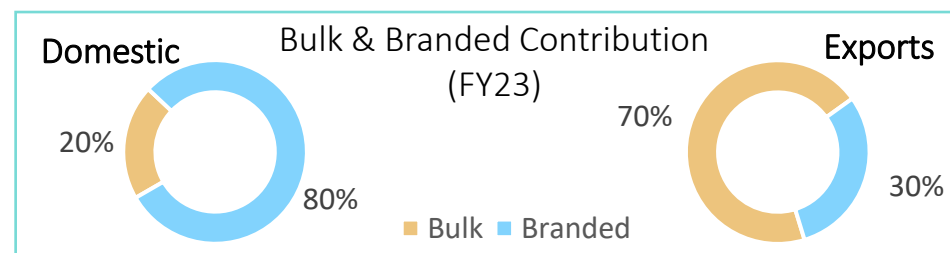
60 Depots



~40,000
Dealers



~600
Sales Team



Expanding Brand Visibility and Connect



- ✓ Wide range of generics and speciality products for Increased crop presence and providing crop protection solutions
- ✓ More than 1,500+ Relationship managers connecting to 4.4 million+ farmers throughout crop cycle
- ✓ Over 200 brands covering maximum of crops and pest segments
- ✓ 15,000+ distributors; 40,000+ dealers and 60 Depots help in expanding brand visibility and connect
- ✓ More than 600+ Qualified and skilled managers in Sales, Marketing and customer support
- ✓ Company with 20+ mega brands with high brand recall
- ✓ Healthy geographical Brand coverage throughout India including North East and J&K
- ✓ Optimum use of advertising media with increased Digital Platforms presence



Digital Marketing Initiatives

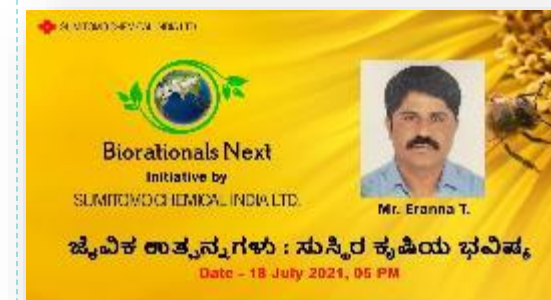
Develop “Digital Marketing” as a parallel support to Traditional marketing system leading to improved sales.

✓ Our Digital Assets : **23 websites** (9 local languages), engaged with **20 million consumers** in FY23



YouTube - Advantage

More than 53,000 subscribers



Conducted 100s of YouTube, Facebook, Google, Zoom Video Live sessions in 2022-23



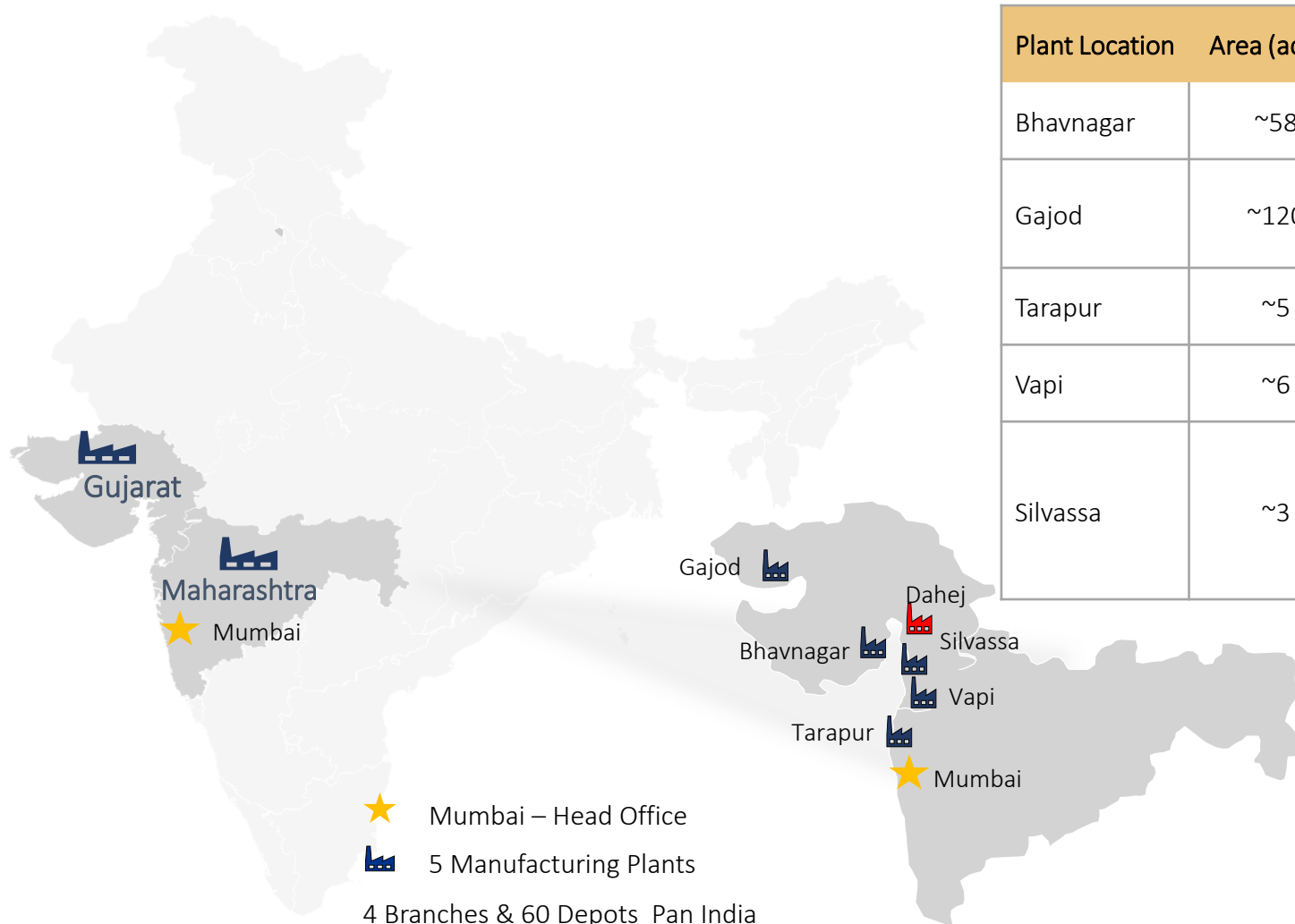
15 Digital Launch programs of Taboli across India to introduce the product to distributors & retailers

✓ More than 5,000 downloads
✓ Rating – 4.5

- ✓ Successful campaign to introduce the QR codes of <http://www.sumitomoproducts.com/> to the retailers and farmers.
- ✓ Create Interest and real experience Digital + Physical = **PHYGITAL**

Strategically Located Manufacturing Facilities

Connectivity to Major Cities and Proximity to Main Highways, Ports Reduces Logistic Time and Costs

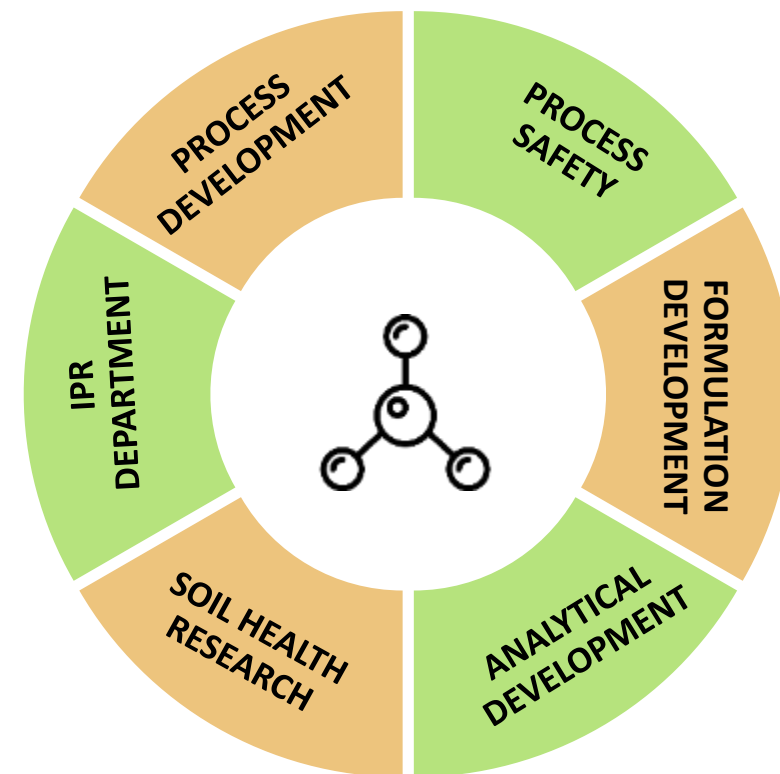


Plant Location	Area (acres)	Segment Served	Product Manufactured
Bhavnagar	~58	Manufacturing of Technical Grade Pesticides and Formulations	Technical Grade Products: Chlorpyrifos, Profenophos, Glyphosate, Tebuconazole Tech, Quinalphos, Imidacloprid, Thiacloprid, Acetamiprid, Byspyribac Sodium, Fluroxypyr, Aluminium Phosphide, Zinc Phosphide, Sulphur WDG, Fenpropathrin
Gajod	~120	Production and manufacturing of Metal Phosphides, Sulphur WDG and other WDG formulations	
Tarapur	~5	Production and manufacturing of Active Ingredients	
Vapi	~6	Formulation & Packaging	
Silvassa	~3	Formulation of Glyphosate and Other Speciality Products	Formulations for above TG products and several other speciality and generic products

- **Overall Optimal capacity utilization ~ 80% to 90% for TGA's**
- **Bought 2 additional private owned land parcels for future expansion:**
 - ~20 acre adjoining our existing Bhavnagar site
 - ~50 acre at a prime location at Dahej within Chemical Zone

R&D: End-to-End Product Development Capabilities

- ❑ **3 fully equipped, DSIR approved R&D labs** located at Mumbai, Bhavnagar and Gajod capable of synthesis, technical product and formulation development; Soil Health Research Laboratory and in-house field trials
- ❑ R&D Team comprises of **75+** qualified and dedicated engineers & scientists of which **10+** are PhDs with more than **15 years** of Experience
- ❑ **25+ patents** granted across various geographies; 9 applications filed
- ❑ R&D facilities to gain capability for creating new processes and new combinations using **SCC Japan's chemistries** which would help improve production processes and efficiency



Bhavnagar, Synthesis Lab



Bhavnagar, R&D Analytical lab



Bhavnagar, Soil Health Research Lab



Bhavnagar, Biopesticides Unit

Capex Plans

Regular Capex Rs. 70-75 crore p.a.

Maintenance capex

Capacity enhancements for existing products in line with projected demand

Infrastructure enhancements for supporting future growth

Efficiency improvement projects and safety enhancement

Sustainability initiatives, full compliance with environmental norms & renewable energy projects

Trials and registrations for future pipeline products



Additional Capex Rs. 120 crore over 2 years for 5 products*

To manufacture additional proprietary technical grade active ingredients products for our parent company SCC Japan and our global affiliates

5 products have been approved in-principle for supply to SCC and several others are in pipeline

Projects are being set-up at our existing sites.
Target commercialization over next 1 year

Revenue potential of these 5 products on the above capex is Rs. 200 crore to Rs. 250 crore p.a.

Estimated **margins are in line with current margins** earned by SCIL for similar projects

These products have growing global demand. Potential to add further capacities and additional products in medium to long term

Research & Development



Indian R&D team is working on manufacturing several off-patent products for Domestic as well as Exports to global affiliates including high growth regions such as Latin America, Africa and Asia Pacific which will entail additional capex and is under evaluation

Future Expansion Plans






Signed and registered agreements to buy 2 additional land parcels and transfer process is expected to be completed soon

- ~20 acre privately owned land parcel adjoining our existing Bhavnagar site
- ~50 acre privately owned land parcel at a prime location at Dahej within PCPIR Zone

***Both the projects have started commercial production recently and are expected to generate some revenue in current fiscal year of FY24**

Thrust on Safety, Health and Environment (SHE)

Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

-  Four Start Export House by Ministry of Commerce and Industry
-  Authorized Economic Operator AEO (Tier-2) Certification
-  ISO:9001:2015, ISO-14001:2015 and OHSAS18001:2007 for the manufacturing sites at Bhavnagar, Gajod, Tarapur and Silvassa; ISO:9001:2015 at Vapi
-  A8000 Certification for Social Accountability in Bhavnagar and Gajod
-  Efforts focused on reducing effluent load and effluent treatment cost, for staying innovative and competitive in the market
-  The quality of the products is maintained and upgraded to the applicable national and international standards through rigorous pursuit of Six Sigma initiative
-  Focused on energy conservation and energy cost reduction: 65% of total power requirement through wind and solar power generation plants
-  Expanding solar power plant capacity in line with towards green energy would also help in reducing dependence on outsourced power as well as in energy cost reduction
-  3R Principle: Recovery – Recycle – Reuse
-  Safety audit, training programmes and other safety management processes and programmes are carried out/conducted at regular intervals



Abiding by SCC Japan's EHS Policies



Dr. Vikram Sarabhai award for developing green technology from department of Science and Technology, Government of Gujarat



Certificates of appreciation received ten times from jointly by Gujarat Safety Council and Dish



Government of Gujarat for achieving 10 lakh accident free man-hours



Certificates of merits received from jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 20 lakh accident free man-hours



Certificates of honour received two times jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 30 lakh accident free man-hours

Focus on purity, quality and timely delivery of products to the customer

Awards & Accolades

Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

- | | |
|--|--|
|  Jamnalal Bajaj Award for “Fair Business and Practices” |  National Safety Award by Labour Ministry, Government of India for safety performance |
|  Chemexcil Best Exporter's award: 2017-18 received in 2023 |  Shramveer Award to employees from Labour Ministry, state level received six times |
|  First award for export of organic and inorganic chemicals |  Shram Bhushan Award to employees received five times |
|  ICMA award for innovation and purposeful programs for social progress |  Shram Ratna to employees, received seven times |
|  First Sir P.C. Ray award for development of products and process with indigenous technology |  Shram Shri award to employees received three times |
|  Punjab Haryana Delhi Chamber of Commerce and Industries award for ethical business |  Gujarat State Safety Certificate for safety commitment |
|  Winner active ingredient trophy and certificate from M/s. Bayer |  CSR Award from Federation of Gujarat Industries |
|  Trishul award for the excellent performance for exports in international markets | |
|  Global CSR award from SCC for one of our Integrated Village Development Programme | |
|  ICMA award for innovation and purposeful programs for social progress | |
|  Shramveer award for improvement of product efficiency received from national level Delhi | |
|  Vishwakarma Rashtriya Puraskar received for process development | |

Focus on **purity, quality and timely delivery** of products to the customer

Autonomous Board with Vast Industry Experience



Dr. Mukul Govindji Asher
Chairman and Independent Director

- Professorial Fellow at Lee Kuan Yew School of Public Policy at the National University of Singapore
- Advisor to Govts in Asia on tax policy & pension reforms; and to multi-lateral institutions including IMF, Asian Development Bank, PFRDA of India, Govt of Gujarat, & World Bank
- Member of the panel to review Crawford School of Public Policy at Australian National University



Preeti Gautam Mehta
Independent Non-executive Director

- 30 years of experience in corporate laws, foreign investment and collaborations, mergers and acquisitions and private equity investments, banking, franchising and hospitality



Bhupendranath Bhargava
Independent Non-executive Director

- Experience of over 50 years in areas including banking, project financing and credit rating
- Held directorship in several leading corporates and was on the advisory board of an independent regulatory body set up by the Government of India to work on reforms in telecommunications sector



Ninad Dwarkanath Gupte
Non-executive Director

- Experience of 43 years in management of companies operating in fine chemicals, performance chemicals, industrial chemicals & agrochemicals
- Held senior positions at Excel Industries, BASF India, Herdillia Chemicals and worked as MD of Cheminova India and Agrocel Industries and as Joint MD of Excel Crop Care

Autonomous Board with Vast Industry Experience



Tadashi Katayama

Non-executive Director

- MBA from Vanderbilt University, U.S.A. and a Master's degree from Kyoto University in Japan
- Associated with Sumitomo Chemical, Japan since 1992 in the Health and Crop Science business unit in various positions



Masanori Uzawa

Non-executive Director

- MBA from University of Virginia, USA and a Bachelor's degree from the University of Tokyo in Japan
- Associated with Sumitomo Chemical, Japan and has experience of over 19 years in the areas of strategy, planning and business development for crop protection & other chemical businesses.



Chetan Shantilal Shah

Managing Director

- Commerce graduate from the University of Mumbai and holds a master's degree in Business Administration from North Rope University in the USA
- Over 43 years of industry experience in various leadership and senior management roles



Sushil Champaklal Marfatia

Executive Director

Chartered Accountant with over 42 years of industry experience
Worked with New Chemi Industries Limited for 33 years which was later merged with the Company



Dr Suresh Ramachandran

Whole Time Director & Chief Commercial Officer (CCO)

- Ph.D. in Entomology from The University of Georgia, USA
- 25 years of expertise - Sales and Distribution, Product Management, Regulatory, Business Management, R&D, Six Sigma & Enterprise Resource Planning, in Crop Protection & Seeds Business.

Board is supported by a strong and experienced management team associated with Company since long

Growth Strategies



Continued Investment in R&D and Pipeline

- Aim to invest in seamless integration of R&D between SCIL and SCC units which would help improve our production processes, enhancing yields and efficiency
- Introduce new products as per market demand



Capacity Expansion

- Driving operational efficiencies maintaining highest safety standards and Responsible Care compliances
- Invest ~15% of consolidated EBITDA every year for upgradation of manufacturing facilities and capacity expansion to cater to strong domestic/global demand



Further Brand Development

- Investments for marketing of new and existing products and brands
- On-field demonstrations, training of farmers for building ground-level demand generation supported by digital marketing
- Extraordinary preparations for new product launches underway



Product Pipeline

- Multiple products coming from initiatives
- Global Speciality Proprietary products to be launched in India
- New combination products / pre-mixtures currently under development for domestic and exports
- Off-patent products under development for domestic and exports
- Technical products for manufacturing and exports



Expand Export Business

- Enhance exports in regions like Africa Leverage SCC's Global supply chain and marketing network to drive exports in Latin America, Asia and Europe

Achieving Market Leadership in India

- Balanced portfolio of specialty products (including futuristic green products) and off-patent products
- Consolidate position as best agro-chemical marketer in India
- Strive for manufacturing excellence & expand Make in India Projects
- Making organization ready to handle future challenges (Transform)
- Sustainable and healthy financial results (Harvest)

Leverage expertise in successful product launches, demand generation and manufacturing capacity expansions to fuel future growth

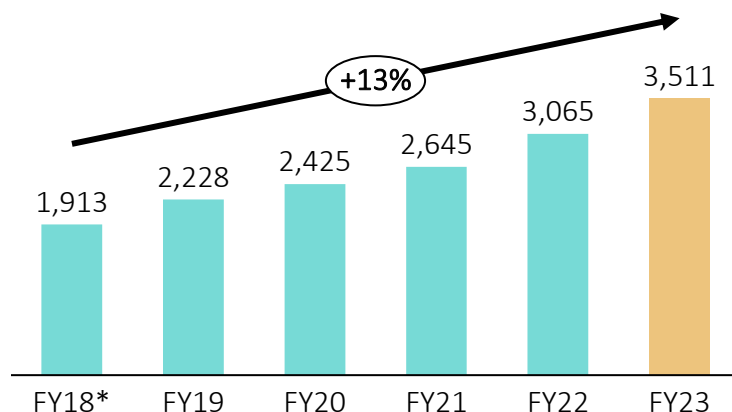




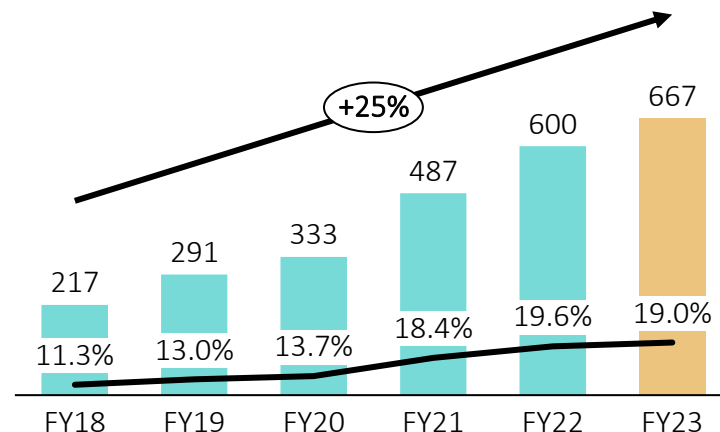
Financial Performance & Key Takeaways

Historical Performance Highlights

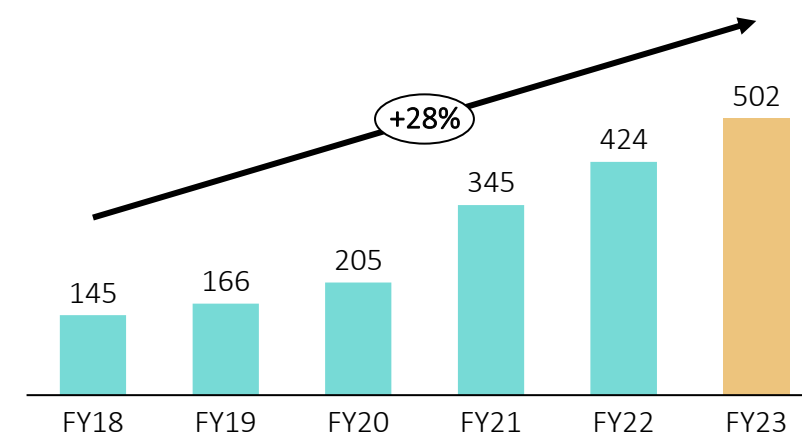
Revenue (Rs Crs)



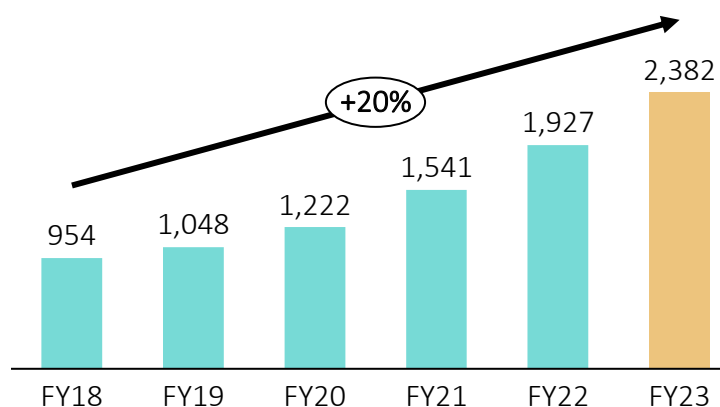
EBITDA (Rs. Crs) & EBITDA Margin (%)



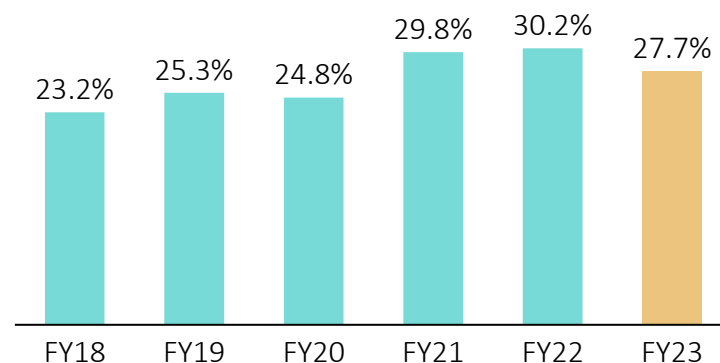
PAT (Rs Crs)



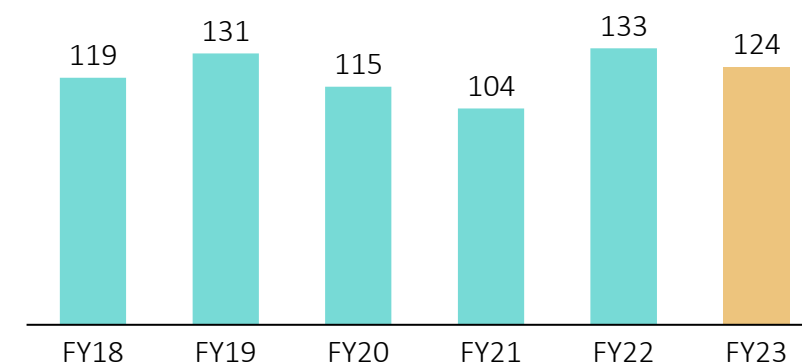
Networth (Rs Crs)



RoCE (%)^



Net Working Capital Days



1. Appointed date for merger of ECC and SCIL is 1st Apr'18

*Revenue is Net of Excise Duty.

^ ROCE = {EBIT/ (Net Worth + Borrowings)}

Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	FY23	FY22	FY21	FY20	FY19	FY18
Net Revenue from Operations	3,511.0	3,061.2	2,644.9	2,424.8	2,228.4	1,912.9*
COGS	2,270.6	1,908.0	1,655.4	1,607.6	1,458.9	1,238.7
Gross Profit	1,240.3	1,153.2	989.5	817.2	769.6	674.2
Gross Profit %	35.3%	37.7%	37.4%	33.7%	34.5%	35.2%
Employee Expenses	218.4	202.0	194.3	179.3	158.4	147.5
Other Operating Expenses	355.4	351.3	308.4	304.7	320.5	309.6
Operating EBITDA	666.6	599.9	486.9	333.2	290.7	217.1
EBITDA Margin	19.0%	19.6%	18.4%	13.7%	13.0%	11.3%
Other Income	44.9	26.8	18.6	10.7	7.6	30.5
Depreciation	51.9	44.8	46.6	41.0	27.8	23.7
EBIT	659.6	581.9	458.9	302.9	270.5	223.8
EBIT Margin	18.8%	19.0%	17.3%	12.5%	12.1%	11.7%
Interest	5.4	6.2	5.6	5.5	3.7	2.8
Profit Before Tax & Exceptional	654.2	575.7	453.3	297.4	266.8	221.0
Exceptional Item Gain / (Loss)**	0.0	0.0	-	-30.9	-7.0	-
Profit Before Tax	654.2	575.7	453.3	266.5	259.8	221.0
PBT Margin	18.6%	18.8%	17.1%	11.0%	11.7%	11.6%
Tax	152.0	152.2	107.9	61.8	94.0	75.8
Net Profit	502.2	423.5	345.4	204.7	165.8	145.1
Net Profit Margin	14.3%	13.8%	13.1%	8.4%	7.4%	7.6%
Other Comprehensive Income	2.3	2.4	1.6	-5.1	0.1	5.1
Total Comprehensive income for the period	504.5	425.9	347.0	199.6	165.9	150.2
EPS	10.06	8.49	6.9	4.1	3.3	2.9

1. Appointed date for merger of ECC and SCIL is 1st Apr'18

* Revenue net of Excise Duty; ** Merger expenses

Consolidated Balance Sheet

Assets (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non-Current Assets (A)	581.2	487.6	367.6	360.6	318.3	312.7
Property, Plant and Equipment	392.8	349.6	277.6	282.9	277.2	264.8
Capital work-in-progress	53.5	21.1	4.3	6.5	3.2	4.5
Right to use an Asset	33.2	36.4	31.1	34.9	-	-
Other Intangible Assets	3.8	4.3	0.6	1.7	2.1	1.9
Intangible Assets under Development	17.7	14.1	10.0	3.8	4.9	4.3
Non-Current Financial Assets						
(i) Investments	0.1	0.1	0.1	0.1	0.1	0.1
(ii) Loans & other financial assets	36.4	30.8	6.0	5.3	7.6	7.3
Deferred tax Asset (net)	-	-	-	1.1	-	-
Non-Current tax Assets (net)	34.9	21.6	20.4	20.2	18.8	24.8
Other non-current Assets	8.7	9.5	17.6	4.2	4.4	5.1
Current Assets (B)	2,787.9	2,522.0	2,304.3	1,745.6	1,541.7	1,345.7
Inventories	888.7	937.8	754.4	588.0	680.6	609.3
Current Financial Assets						
(i) Investments	238.8	356.02	290.2	86.0	-	-
(ii) Trade receivables	946.1	843.13	848.2	849.8	671.0	551.8
(iii) Cash and cash equivalents	46.9	57.25	213.3	92.6	50.5	73.5
(iv) Bank balances other than (iii) above	256.0	21.88	28.8	0.9	0.9	0.8
(v) Loans	0.5	0.47	7.7	7.9	5.1	3.7
(vi) Other financial assets	284.9	174.50	11.4	21.8	15.8	10.4
Other Current Assets	126.1	131.03	150.3	98.6	117.8	96.3
Total Assets (A+B)	3,369.1	3,009.6	2,671.9	2,106.2	1,860.0	1,658.4

Equity & Liabilities (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
EQUITY (A)	2,381.8	1,927.2	1,541.3	1,221.8	1,048.4	954.0
Equity Share Capital	499.1	499.1	499.1	499.1	274.6	274.6
Other Equity	1882.6	1428.1	1,042.2	722.6	773.8	679.4
Non-Current liabilities (B)	53.9	61.0	49.6	44.5	30.2	32.5
Non-current Financial liabilities						
Lease Liabilities	17.7	24.7	15.3	19.4	-	-
Provisions	22.6	22.3	29.2	25.1	15.6	12.7
Deferred tax liabilities (net)	13.6	13.9	5.0	-	14.6	18.1
Non-current Tax Liabilities	-	-	-	-	-	1.7
Current liabilities (C)	933.4	1,021.4	1,081.0	839.9	781.4	671.9
Current Financial liabilities						
(i) Borrowings	-	-	-	-	19.7	10.1
(ii) Trade Payables	490.6	517.2	591.2	490.9	480.8	527.3
(iii) Lease Liabilities	16.2	12.9	17.3	16.2	-	-
(iii) Other financial liabilities	366.2	399.7	356.8	235.4	179.2	55.6
Other current liabilities	51.2	79.8	108.2	80.2	87.2	70.1
Provisions	6.3	7.2	5.6	9.7	2.5	2.3
Current tax liabilities	2.8	4.7	1.9	7.4	12.0	6.6
Total Equity & Liabilities (A+B+C)	3,369.1	3,009.6	2,671.9	2,106.2	1,860.0	1,658.4

1. Appointed date for merger of ECC and SCIL is 1st Apr'18

Consolidated Working Capital Movement

Particulars (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Inventory (A)	888.7	937.8	754.4	588.0	680.6
<i>Inventory Days (Inventories/ COGS*365) (i)</i>	143	179	166	134	170
Trade Receivables (B)	946.1	843.1	848.2	849.8	671.0
<i>Trade Receivables Days (Trade Receivables / Revenue*365) (ii)</i>	98	100	117	128	110
Trade Payables (C)	490.6	517.2	598.3	490.9	480.8
<i>Trade Payables Days (Trade Payables/ COGS*365) (iii)</i>	79	99	132	111	120
Other Financial Liabilities (D)	366.2	399.7	349.8	235.4	179.2
<i>Other Financial Liabilities Days (Other Current Liabilities / Revenue*365) (iv)</i>	38	48	48	35	29
Net Working Capital (A+B-C-D)	978.0	864.0	654.5	711.4	691.6
<i>Net Working Capital Days (i + ii – iii – iv)</i>	124	133	103	115	131

Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Year ended 31-Mar-23	Year ended 31-Mar-22	Year ended 31-Mar-21	Year ended 31-Mar-20	Year ended 31-Mar19	Year ended 31-Mar-18
Net Profit Before Tax	654.2	575.7	453.3	266.5	259.8	221.0
Adjustments for: Non-Cash Items / Other Investment or Financial Items	38.5	46.3	54.5	45.7	18.6	9.6
Operating profit before working capital changes	692.7	622.0	507.8	312.2	278.5	230.6
Changes in working capital	-135.2	-257.6	25.6	-9.4	-112.7	-100.0
Cash generated from Operations	557.5	364.4	533.4	302.8	165.8	130.6
Direct taxes paid (net of refund)	168.1	142.6	107.9	81.4	88.1	83.1
Net Cash from Operating Activities	389.4	221.8	425.4	221.4	77.7	47.4
Net Cash from Investing Activities	-327.2	-290.2	-282.7	-117.9	-35.3	-39.6
Net Cash from Financing Activities	-72.5	-62.6	-47.1	-61.4	-65.4	7.2
Net Increase /(Decrease) in Cash and Cash equivalents	-10.4	-131.1	95.7	42.2	-23.1	15.0
Add: Cash & Cash equivalents at the beginning of the period	57.2	188.3	92.6	50.5	73.5	58.6
Cash & Cash equivalents at the end of the period	46.9	57.2	188.3	92.6	50.5	73.6

1. Appointed date for merger of ECC and SCIL is 1st Apr'18

Key Takeaways

Formidable Player in the Indian Agro-chem Space

- Strong / leadership position across products and processes
- Ability to develop new combination products (9 under registrations and additional under development)

Experienced Management Team and Board of Directors

- Strong management and autonomous Board with vast experience and domain expertise
- Localized experience enables better understanding of market needs to drive growth

Well-diversified Product Portfolio Across Agro-Chem Value Chain

- Multi-product, multi-geography, multi-customer de-risking
- Access to an impressive range of own actives along with significant exposure towards speciality products resulting in product offerings at all price points serving multiple customers sub-segment

Strong Brand and Well-Entrenched Distribution Network

- 26 states, 60 depots, 15,000+ distributors, 40,000+ dealer network
- High credibility and brand recall amongst farmers and the trade on account of transparent and ethical business dealings

To Benefit from Strong Parentage of SCC Japan

- Benefits from international standing of SCC Japan; most well revered brand renowned for its quality
- Access to SCC's global supply chain and global R&D activities (one of the largest spenders) resulting in development of actives and broad range of formulation research

State-of-the-art Manufacturing and R&D Facilities

- Operates five manufacturing facilities with state-of-the-art plants at strategic location which helps reduce logistic time and costs
- Capacity not a constraint allowing for significant growth on existing investments
- Holds 27 patents and further 9 applications filed

Strong Track Record of Driving Growth

- Grown 15X over FY11-23 driven by organic and inorganic expansion; 10.6% CAGR for merged entity (including Excel Crop Care) over the same period
- Debt free balance sheet with strong return ratios



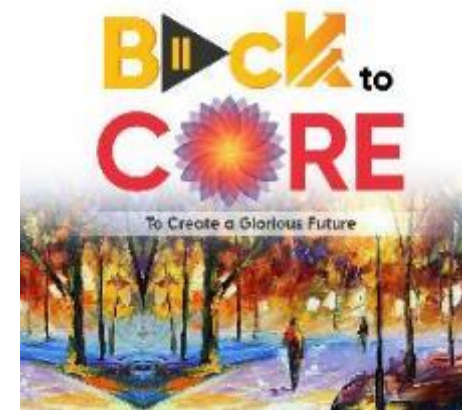
Annexures

Glance of various events to bring people together

Glance of various events to bring people together



Strategic Workshop of senior and middle management to deliberate on growth acceleration



Current year theme – Back to Core fundamentals to steer challenging times



Logo for Annual Sales Team meeting - Manthan means joint efforts to squeeze out the results

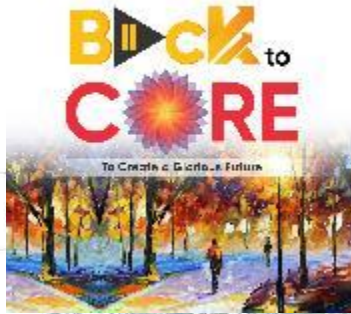


Logo for Annual Distributors meeting - Bandhan means strong bonding



Logo showing Core Values

Annual Sales Conference – Sumi Manthan



Annual Distributor Meet – Sumi Bandhan



Goal Setting Meet – Bhavnagar




SUMITOMO CHEMICAL INDIA LTD.

GOAL SETTING MEET 23-24
 JUNE 1-2, 2023



Be a SAFETY hero
score an ACCIDENT zero



**Our top goal is safety of our employees and assets.
Let's connect to create safe work environment.**



Goal Setting Meet – Gajod



Goal Setting Meet – Vapi, Silvassa, Tarapur

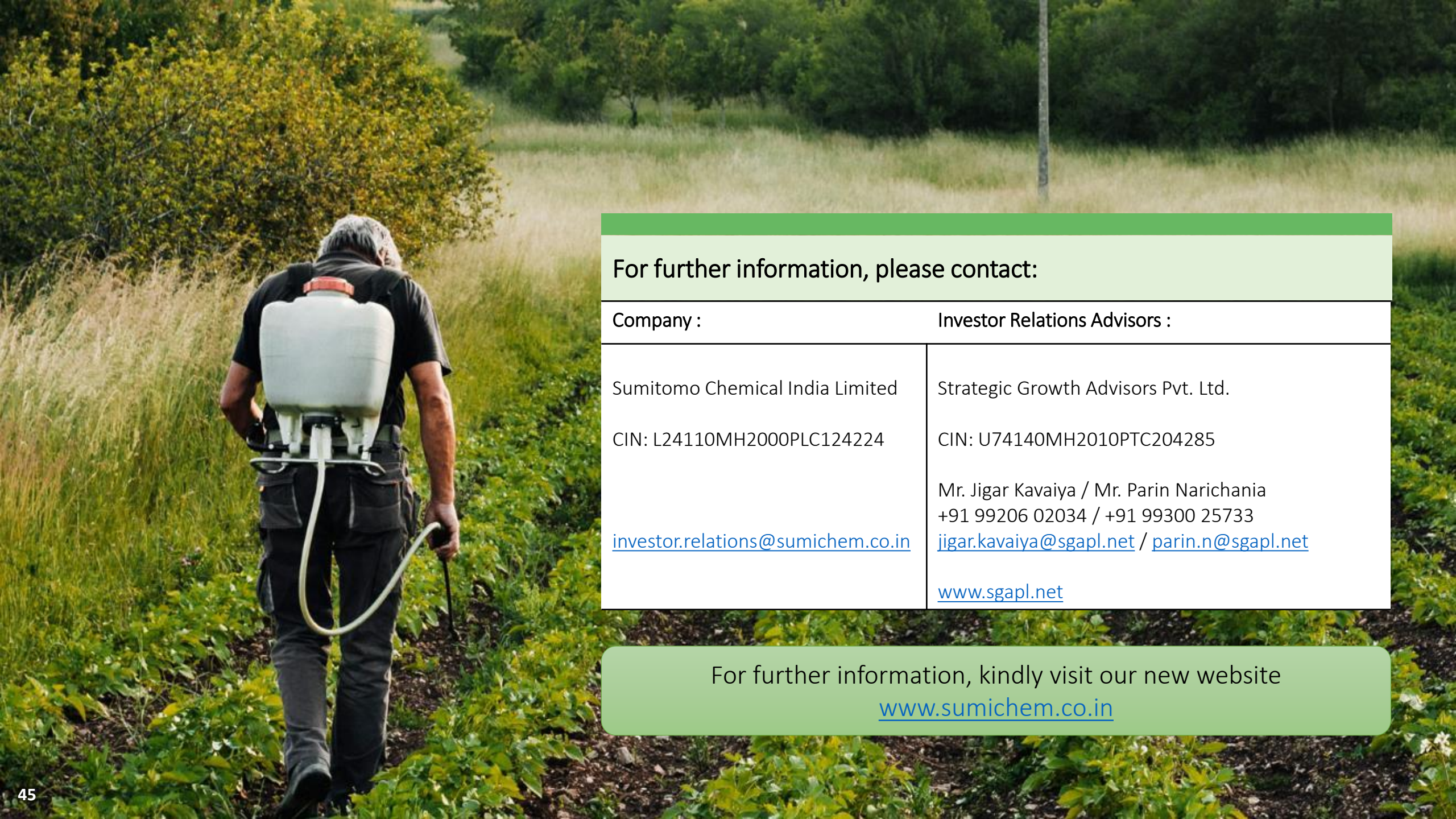


SCC senior management India visit – May 2023



SCC senior management India visit – June 2022





For further information, please contact:

Company :

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Strategic Growth Advisors Pvt. Ltd.

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