



NATH SEEDS®

Nath Bio-Genes (I) Ltd.

(CIN L01110MH1993PLC072842)

08th May 2024

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 Audited financial results.

Please find the attached herewith, presentation on Audited financial results for the financial year ended 31st March 2024.

You are requested to take the above information on record.

Thanking You.

Yours faithfully,
For Nath Bio-Genes (India) Limited,

Devinder Khurana
Chief Financial Officer

NATH SEEDS

हर बीज खरा, शक्ति भरा

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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 (India) Limited

Q4 & FY24 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.



Sustainable Value Creation Strategy

1

TAILOR MADE PRODUCTS

Customized products to address key farmers' 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

Net Debt to Equity 0.05 x (FY24)

Competitive Positioning in a Competitive 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, Wheat, Maize & Fodder Bajra
- Empower Stakeholders; Build long-term, loyal, symbiotic relationships with our production growers and organisers.

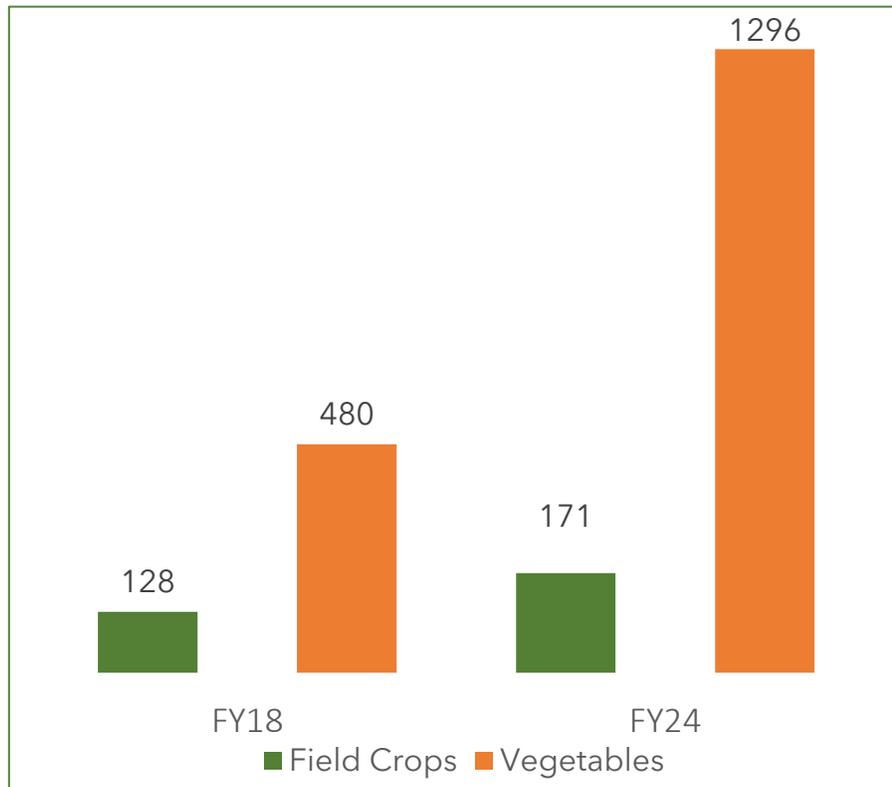


Network of approximately 20,000 distributors and dealers, 16 Branch offices, 10 processing plants, and warehouses spread across 23 states of India

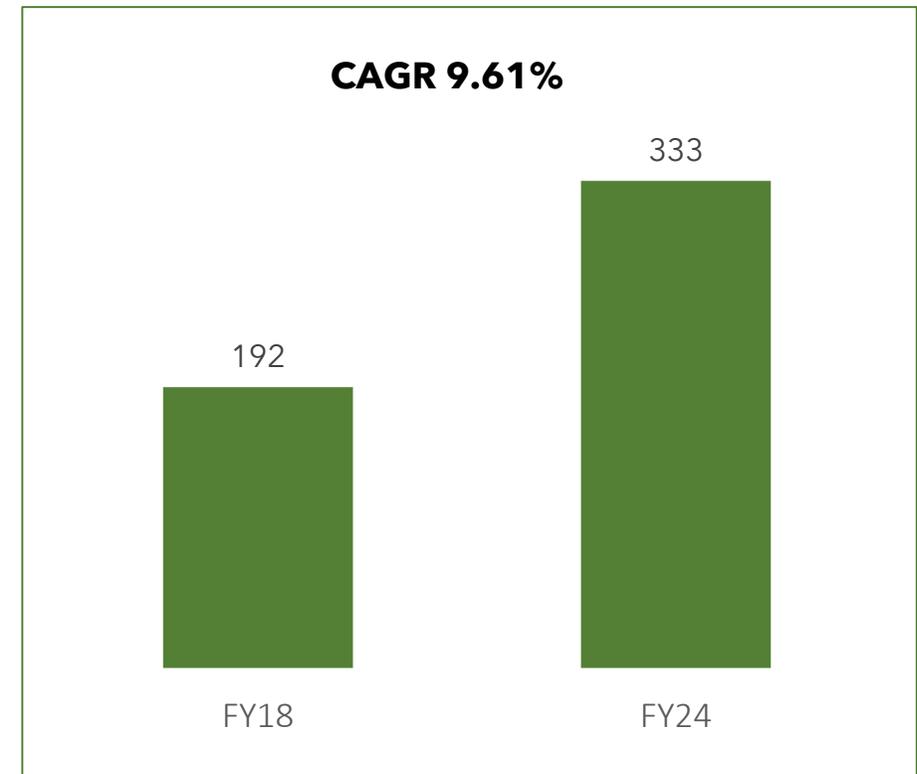


Business Growth Over Last 7 Years

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

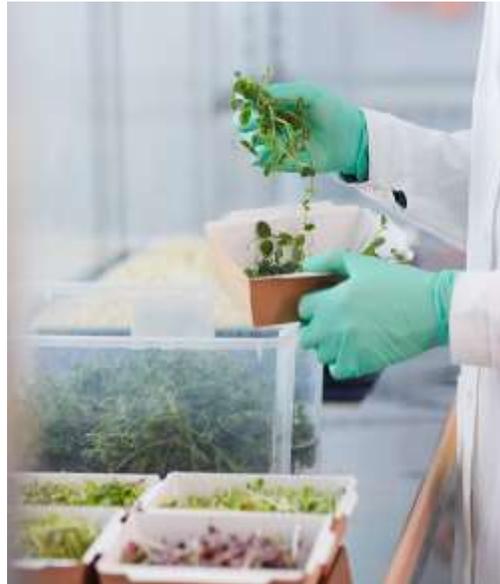


Focus on disease and pest resistance which automatically results in higher yield



Stringent multistage trials before commercial development

Continuous Research Focus



- Genetically Pure and Premium Quality Seeds
- Prioritize Disease and Pest resistance breeding
- Well Equipped, DSIR recognized R&D Innovation Centers
- Cold storage facilities, warehouses, and conditioning godowns having a capacity of 30,000MT
- R&D Team of experienced scientists and breeders
- Large and Diverse Germplasm Collection across products

Shareholder Value Creation Focus



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, Jambo, Super 27, Akhand etc.



Margin Expansion

Growing EBITDA margins through efficient operations



NATH SEEDS

Nath Bio-Genes (I) Ltd.

Our Super Success Stories



Akhand Tomato



Super-27 Bajra



Nath Sanket

Numerous other products in Pipeline

Nath Sanket - #1 BT Cotton Hybrid

Overview and Outlook

- Leading BT-Cotton hybrid in the Market
- Most preferred hybrid resistant 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



Farmers on "Nath Sanket"

नाथ संकेत यह एक जबरदस्त कपास प्रजाति है। कम खर्च में यह ज्यादा उपज देती है। किट एवं रोगों के प्रति सहनशील होने के कारण दवाइयों का खर्चा बहुत कम..



Super 27- The Challenger

Overview and Outlook

- Product is seeing strong traction.
- Tall 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 "Super-27"

नाथ का बाजरा सुपर-27 एक जबरदस्त बाजरा है। इसके सिंठे ठोस एवं मजबूत हैं और उपज भी जबरदस्त मिलती है। उपज के साथ चारे के लिए भी यह एक उपयुक्त प्रजाति है...



Akhand- Best Performing Hybrid Tomato Seed

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

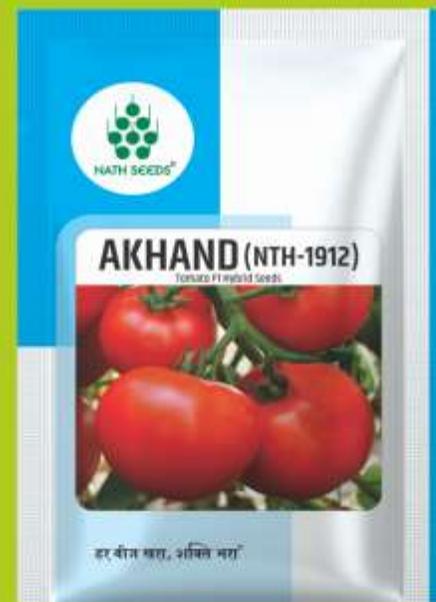


Testimonials: Akhand



Farmers on "Akhand"

नाथ की अखंड एक बेहतरीन टमाटर प्रजाती है, जिसके फल आकर्षक गहरे लाल रंग के होते हैं। फल ठोस एवं मजबूत होने के कारण लम्बे परिवहन के लिए उपयुक्त है और उपज क्षमता भी जबरदस्त है।



Q4FY24 PERFORMANCE



Key Business Highlights

Crop Performance

- Cotton sees continued expected growth
- Paddy hybrid strategy remains effective
- Bajra volume surges by 26%
- Maize products show volume growth of 19%
- Wheat volume witnesses a notable increase of 27%
- WCW surges by 36% followed by Bio Tonic by 11 % in the PNS Segment.

Strategic Focus

- Future strategy emphasizes continued focus on NCP Crops

Portfolio Growth

- NCP portfolio, including Maize, Bajra, Mustard, and Wheat, achieves 16% volume growth

Diversification Efforts

- Peas introduced as a new addition to the vegetable portfolio

International Collaboration

- Export business with the Philippines re initiated
- JV in Uzbekistan progresses according to plan



Key Operating and Financial Highlights

Product Performance

- Cotton volumes increased by 17%.
- Paddy volumes increased by 11.99% highlighting increased Hybrid paddy's share in product mix.
- Bajra segment delivered growth in value by 26% in FY24 vs FY23
- Wheat grew in value by 26.86 %
- Non-Cotton Non-Paddy products value increased by 15.73 % while volume increased only by 4.21%, highlighting increase share of high value product.

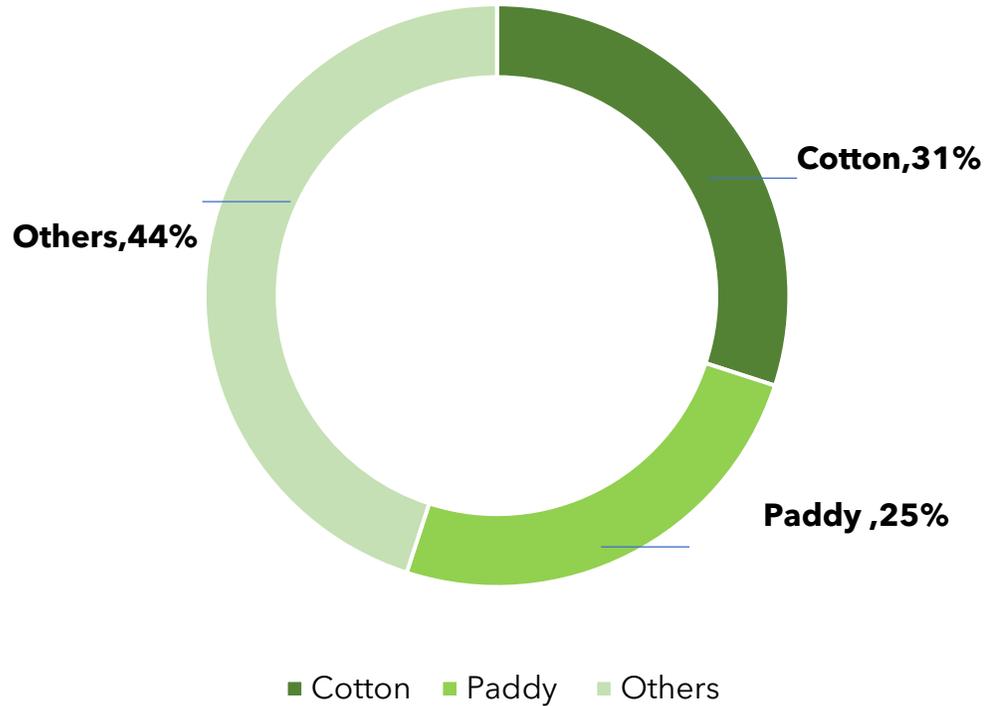
Financial Performance

- Revenue growth of 9.64% in FY24 compared to FY23
- Top Line enhanced to 3326 Mn
- Gross margin increased to 59.85 %
- Positive Operative Cash Flow of 747 Mn.

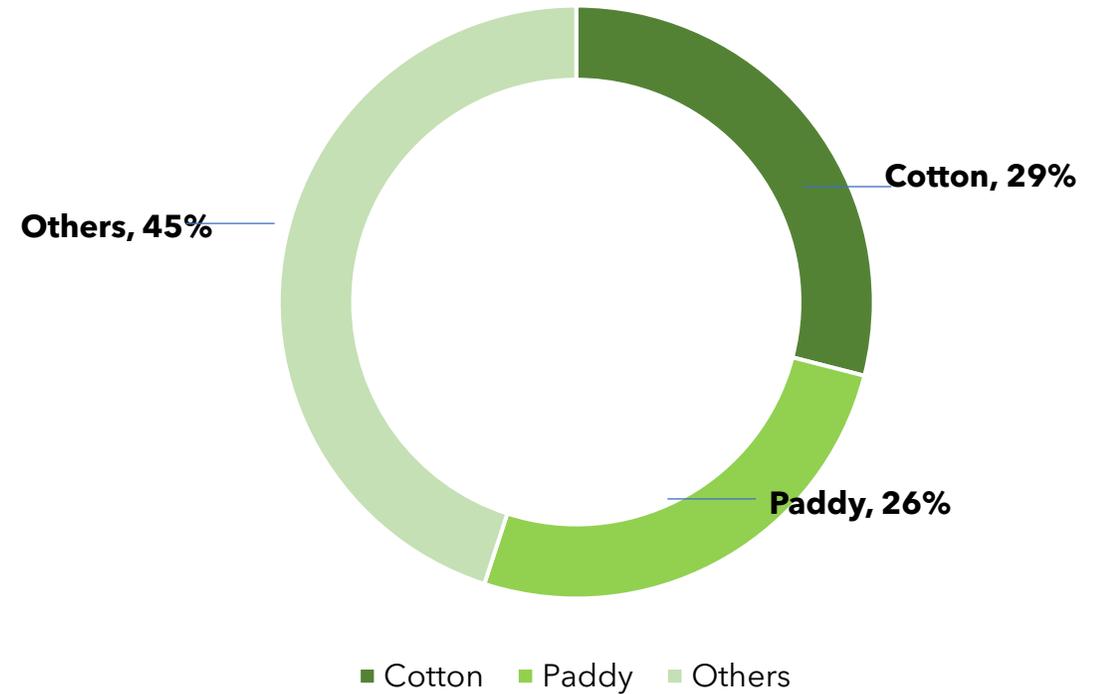


Segmental Revenue Contribution

FY24 Revenue
INR 3,326 Mn



FY23 Revenue
INR 3,012 Mn



• Others include: Jowar, Bajra, Maize, Mustard, Wheat, Vegetables & PNS

Segment wise Operating Performance

Products	UoM	FY24	YOY Growth	FY23
Cotton	Packets in lakhs	16.06	16.38%	13.80
Paddy	Quintals	61,349	11.99%	54,779
Other Crops	Quintals	37,664	4.20%	36,144
Plant Nutrient (WCW)	Litres	45,000	33.83%	33,625

Income Statement

Particulars (INR Mn)	Q4FY24	Q4FY23	%Change (YoY)	FY24	FY23	%Change (YoY)
Total Revenue	430	449	-4%	3,326	3,013	10%
Gross Profit	316	283	12%	1,991	1,667	19%
Gross Margin (%)	73%	63%		60%	55%	
EBITDA	45	41	10%	504	489	3%
EBITDA Margin (%)	10%	9%		15%	16%	
Depreciation	10	10	-1%	33	30	8%
Finance Cost	11	15	0	91	101	-10%
PBT	29	18	58%	387	363	6%
Tax Rate (%)	21%	13%		5%	3%	
PAT from Ordinary Activities	23	16	42%	367	352	4%
Extra Ordinary Items	9			34		
PAT for the Period	32	16	102%	402	352	14%
EPS	2.18	0.85	156%	21.63	18.51	17%

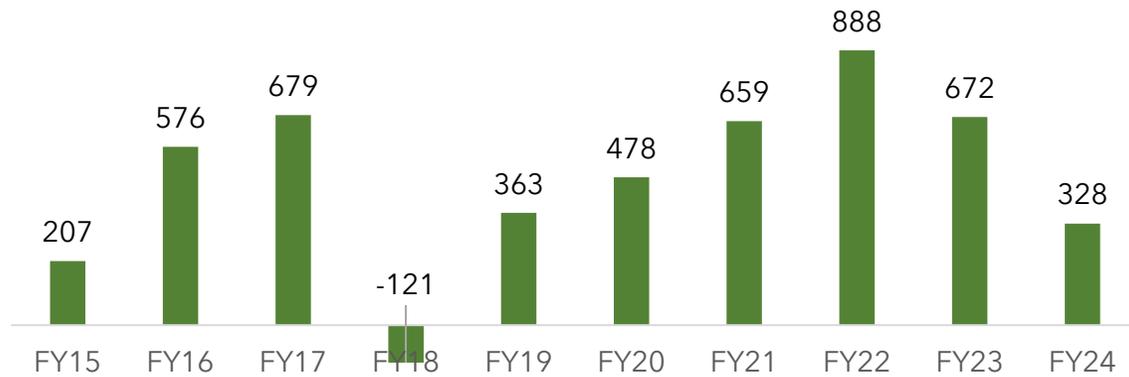


APPENDIX



Maintaining Profitability; Strong Balance Sheet

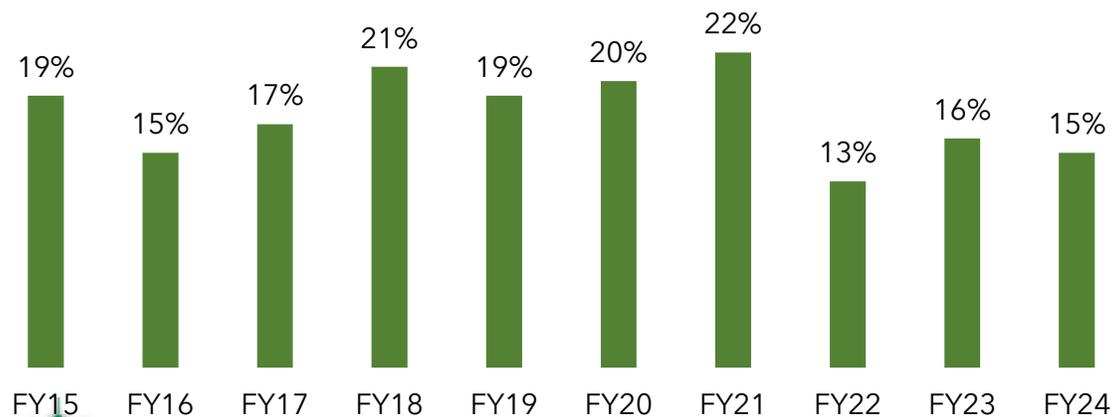
Net Debt (INR Mn)



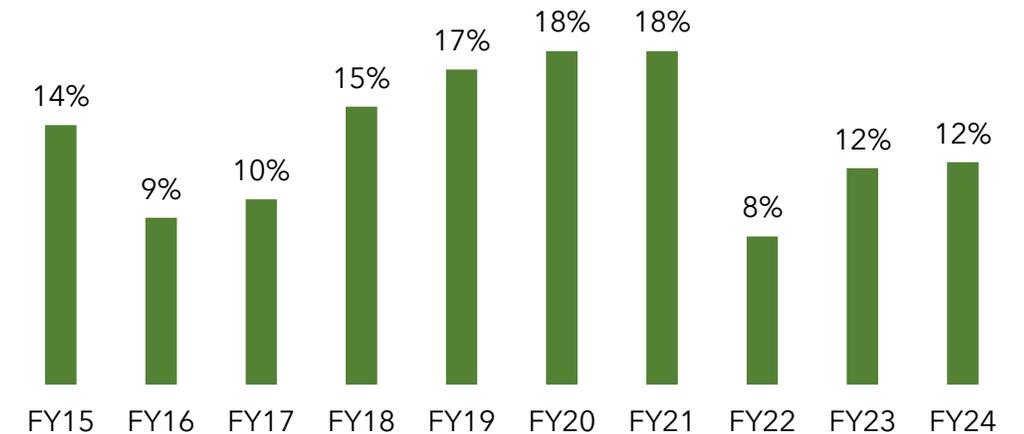
Net Worth (INR Mn)



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)	FY24	FY23	FY22	FY21	FY20
Total Revenue	3,326	3,013	2,783	3,076	2,799
Gross Profit	1,991	1,667	1,544	1,715	1,536
<i>Gross Margin (%)</i>	60%	55%	56%	56%	55%
EBITDA	504	489	373	667	547
<i>EBITDA Margin (%)</i>	15%	16%	13%	22%	20%
Depreciation	33	30	31	28	14
Finance Cost	91	101	106	88	65
PBT (before exceptional)	387	363	254	568	485
PAT (before exceptional)	367	352	215	557	505
<i>PAT Margin (%)</i>	12%	12%	9%	18%	18%
EPS	21.6	18.5	11.3	29.3	26.3



Historical Balance Sheet

Assets (INR Mn)	FY24	FY23	FY22	FY21	FY20	Liabilities (INR Mn)	FY24	FY23	FY22	FY21	FY20
Fixed Assets	2,406	2,340	2,329	2,333	2,308	Share Capital	190	190	190	190	190
Other Intangible Assets	88	104	120	136	152						
Financial Assets	61	51	51	53	52	Reserves & Surplus	5,917	5,544	5,230	5,943	5,386
Loans & Advances	109										
Other Non-current Assets	421	225	218	134	15	Long-Term Borrowings	28	4	7	7	3
Inventories	2291	2078	2203	2,263	2,043	Long-term Provisions	30	28	26	26	24
Trade Receivables	943	973	879	1094	1070	Short Term Borrowings	1,055	1,048	923	944	695
Cash & Bank Balances	755	380	42	292	220	Trade Payables	421	277	551	452	682
Loans & Advances	1629	1711	1502	1554	1346	Other Current Liabilities	1,112	830	482	328	310
Other Current Assets	67	68	76	36	93	Short Term Provisions	18	9	11	5	10
Total	8,771	7,930	7,419	7,895	7,299	Total	8,771	7,930	7,419	7,895	7,299



Thank You



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For further information, please get in touch with:

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