

Sharda Cropchem Limited

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www.shardacropchem.com



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



14th May, 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 and Year ended 31st March, 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 Audited Financial Results of the Company for the quarter and year ended 31st March, 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**

Digitally signed by Jetkin Gudhka
DN: c=IN, ou=Personal, postalCode=400049, st=Mumbai,
st=Maharashtra, street=E-2, juhu apartments, juhu
road, juhu S.O, Maharashtra India- 400049, juhu
kolwada, revadankar marg, title=5293,
2.5.4.20c2e07f9b12c75e6f94b6f6cedda1434b872a7773
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395d8116a6e50ba27527a86453bae15,
email=jetkingudhka@gmail.com, cn=Jetkin Gudhka
Date: 2025.05.14 16:20:20 +05'30'

**Jetkin Gudhka
Company Secretary &
Compliance Officer**

Encl.: As above



SECURING HARVESTS, NURTUR



SAFE HARBOR




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This presentation is for general information purposes only, without regard to any specific objectives, financial requirements or other factors. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to do so.





About Sharda Cropchem



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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 2,964 registrations. Additionally, it has filed 1,014 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 31st March 2025

Company's apt domain knowledge and experience gives substantial co 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

INCREASING GLOBAL PRESENCE WITH WIDESPREAD DISTRIBUTION

Presence

80+ countries

across Europe, NAFTA, LATAM & RoW

Global Resource
Deployment

500+



Over the years, the Company has built a strong brand franchise within our global markets, achieving a high level of scale in our portfolio and leveraging value of our supply chain to deliver value.

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 enhance its formulations with high-quality ingredients in value, backed by the third party and presence of...



The Sharda Advantage

Global Reach

Wide Product
Range

Quality with
Affordability

Faster Sales
Service

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

3

Continual Investment in Product Registrations

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

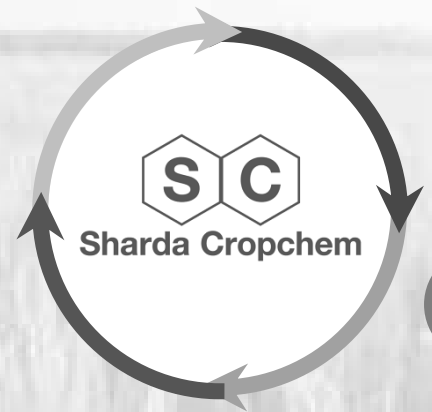
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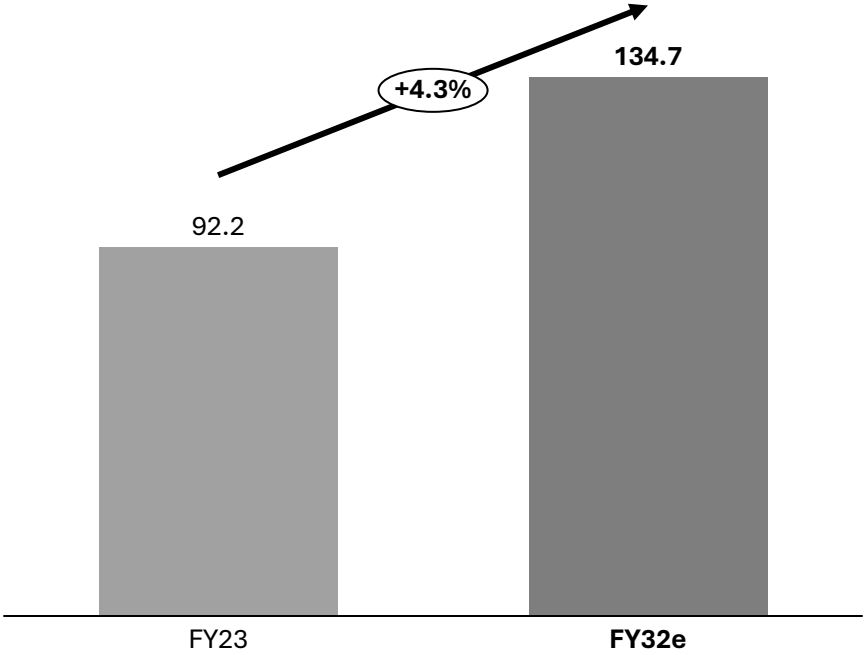
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- ✓
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- ✓



INDUSTRY OUTLOOK & GROWTH DRIVERS

**Global crop protection
(In Billion USD) – CAGR of 4.3%**



A Growing Population: Global population is projected to reach 10 billion and 2 billion by 2050, which will drive demand for food and agricultural products.

A growing middle class: A growing middle class in emerging markets, which in turn drives demand for agricultural products.

Fewer arable acres per capita: Fewer arable acres per capita and declining farmer yields; arable land is being converted from agricultural use today to less productive uses.

Source : Annual Report (FY24)

Experienced Manage



Mr. Ramprakash V. Bubna
Chairman & Managing Director

- ✓ Holds a Bachelor's Degree of Technology in Chemical Engineering from IIT, Bombay
- ✓ He has over 56 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 33 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, registration and logistics functions of the agrochemical business.



Q4 FY25 Financial High



Q4 FY25: SEGMENT WISE HIGHLIGHTS

Agrochemical Segment

Non-Agrochemical Segment

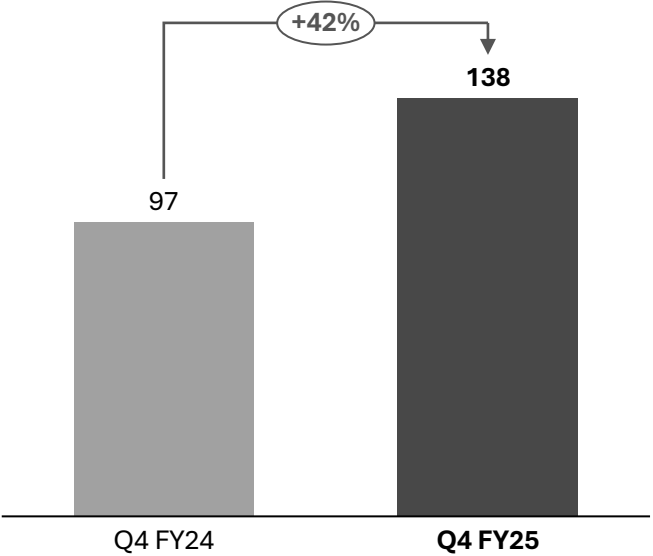
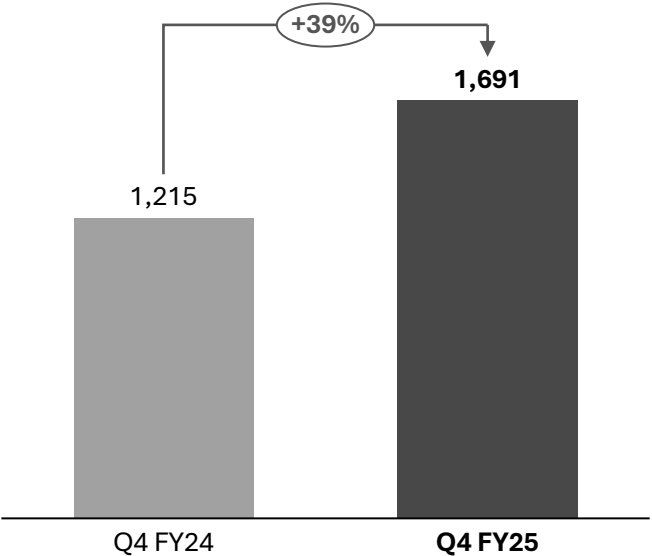
93%

92%

7%

8%

%



Q4 FY25: PRODUCT WISE HIGHLIGHTS

Herbicides

Insecticides

Fungicides

45%

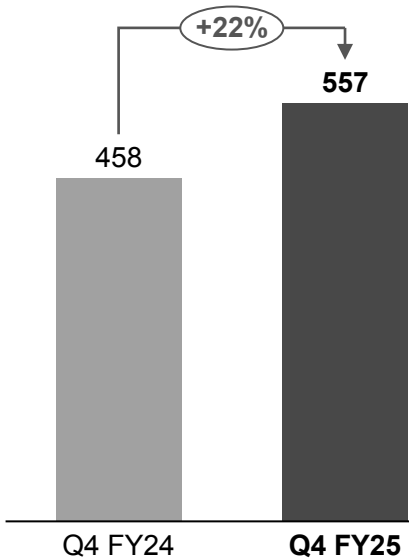
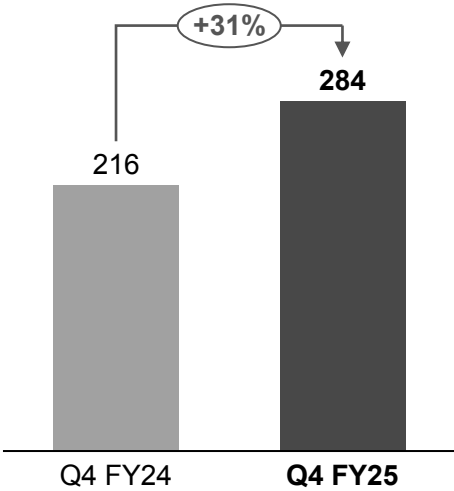
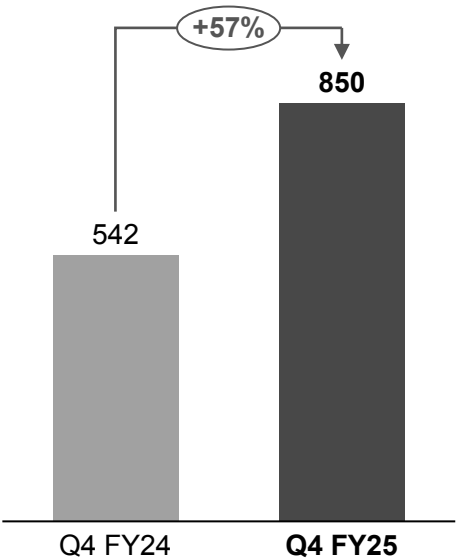
50%

18%

17%

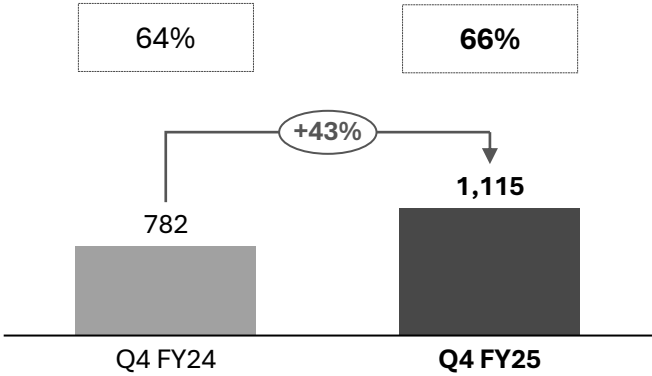
38%

33%

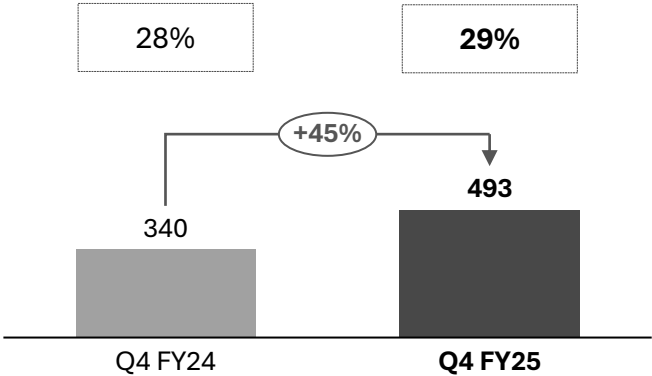


Q4 FY25: REGION WISE BREAKUP (Agroch)

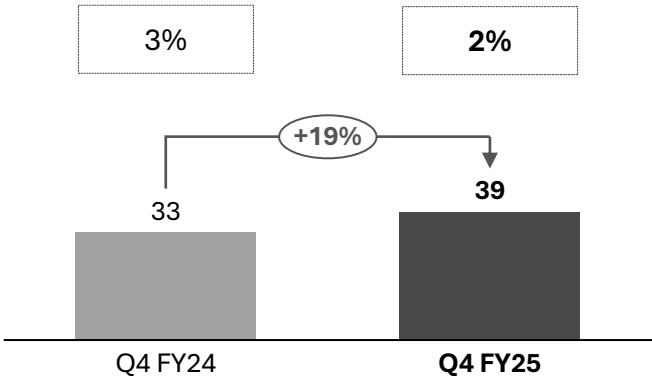
Europe



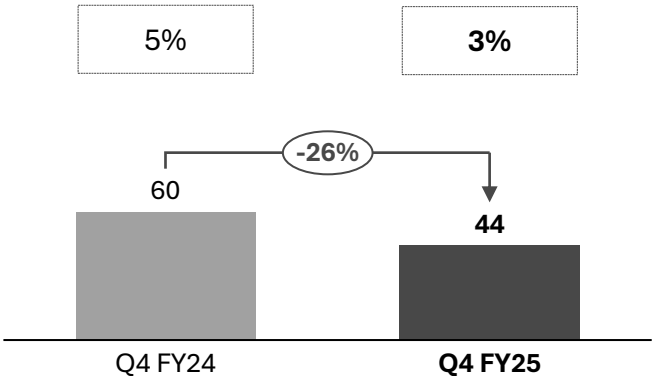
NAFTA Region



LATAM Region



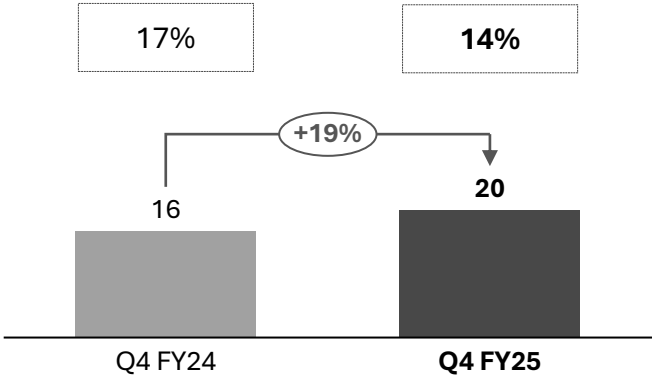
RoW



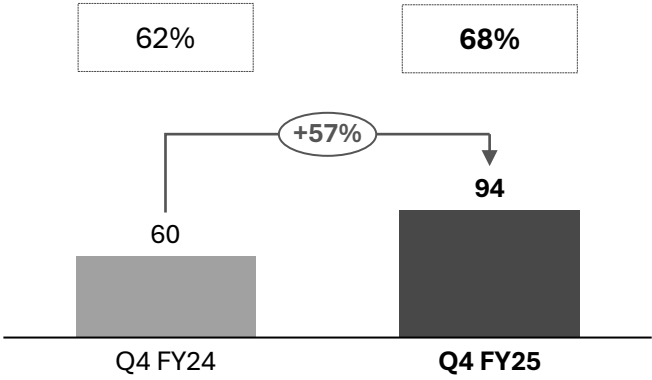
% of Revenue

Q4 FY25: REGION WISE BREAKUP (Non - A)

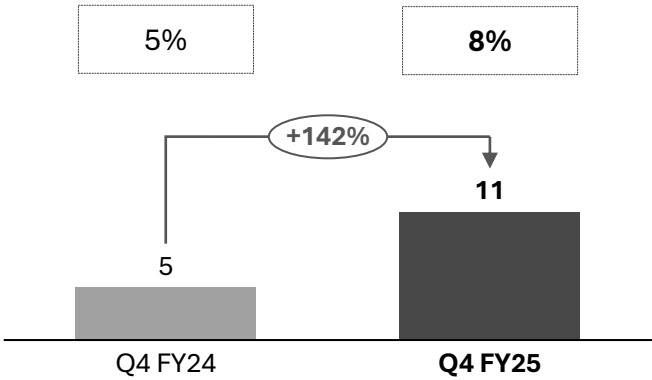
Europe



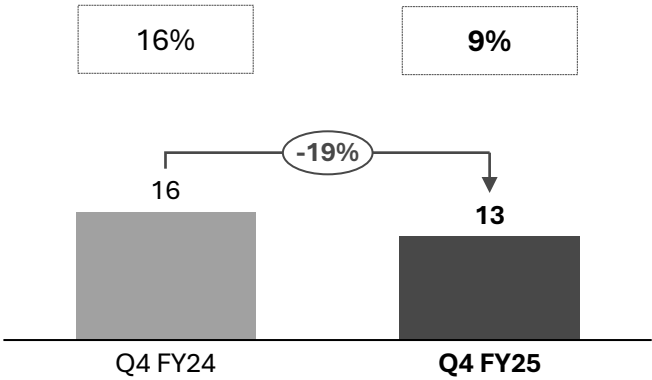
NAFTA Region



LATAM Region



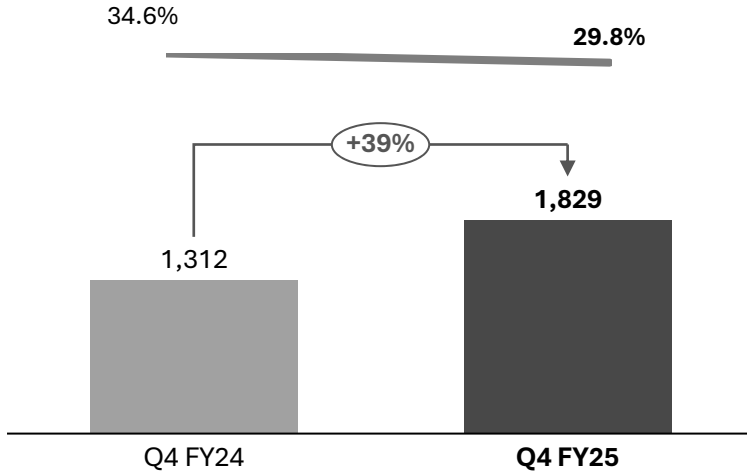
RoW



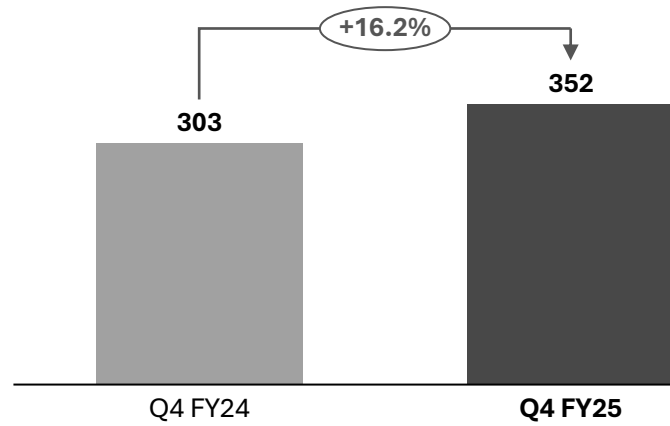
% of Revenue

Q4 FY25 : FINANCIAL HIGHLIGHTS

Revenues & GP Margin



EBITDA



- ✓ Revenue in Q4 FY25 increased by 39% primarily driven by higher volumes. We saw volume growth across all major regions i.e. Europe, NAFTA & LATAM
- ✓ Agrochemical volumes grew by 48.4% in Q4 FY25
- ✓ Non-Agrochemical volumes grew by 115.6% in Q4 FY25

- ✓ Gross Margins are at 29.8% in Q4 FY25 with prices expected to improve in Q4 FY26
- ✓ EBITDA for the quarter grew by 16.2% to 352 crores in Q4 FY25 with EBITDA of 303 crores in Q4 FY24
- ✓ PAT for the quarter grew by 115.6% to 115 crores in Q4 FY25 with PAT of 10 crores in Q4 FY24



FY25 Financial Highli



FY25: SEGMENT WISE HIGHLIGHTS

Agrochemical Segment

Non-Agrochemical Segment

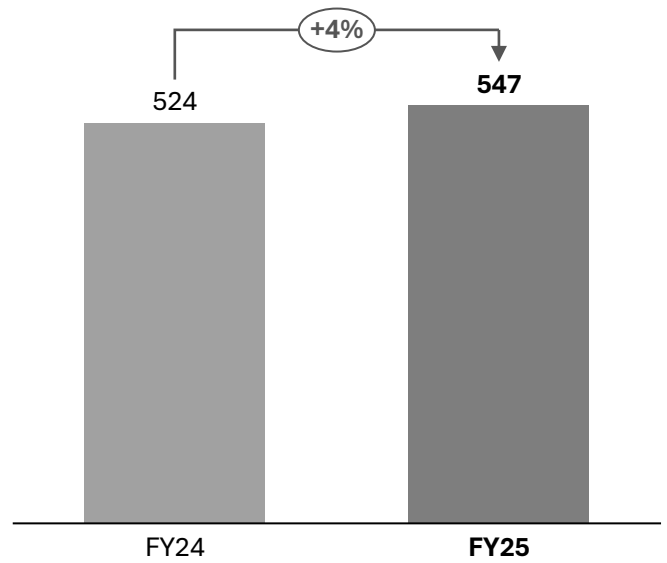
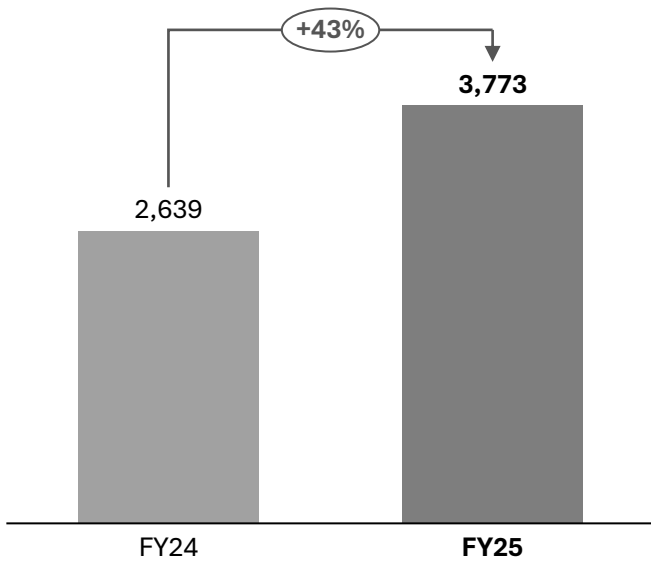
83%

87%

17%

13%

%



FY25: PRODUCT WISE HIGHLIGHTS (Ag)

Herbicides

Insecticides

Fungicides

50%

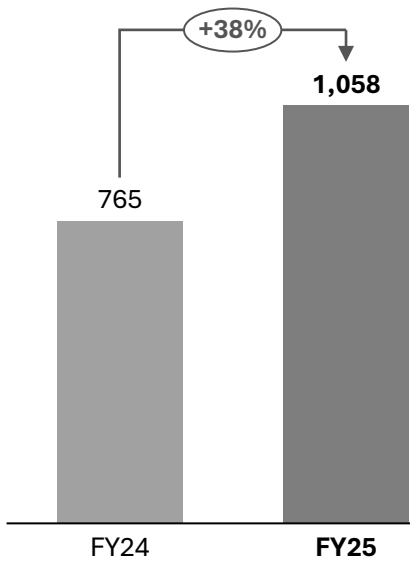
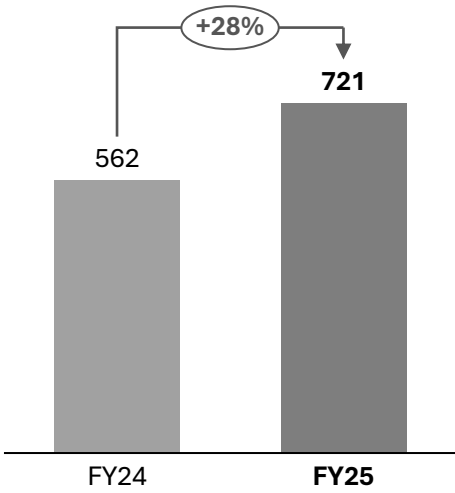
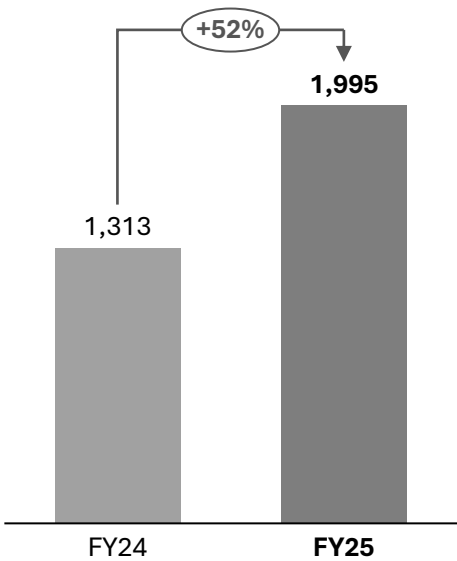
53%

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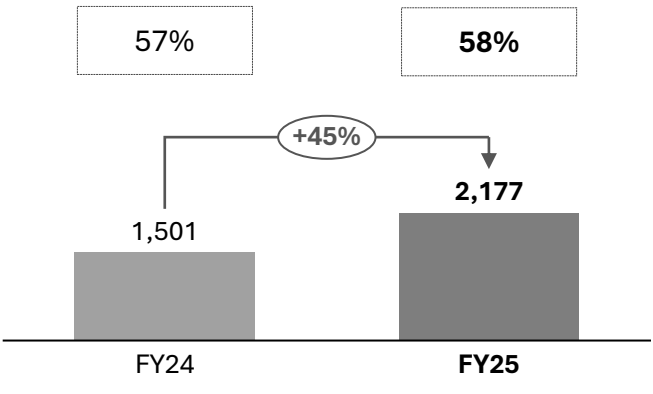
29%

28%

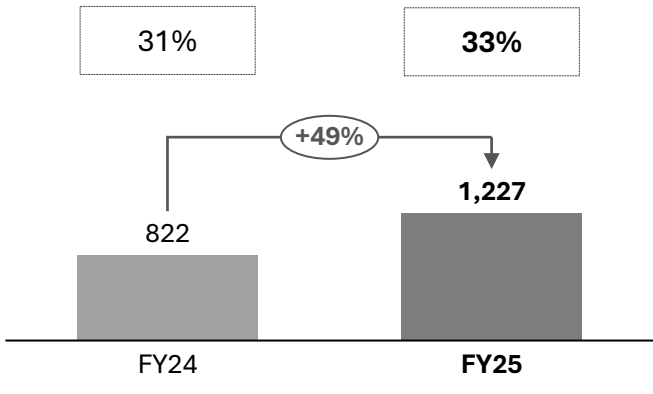


FY25: REGION WISE BREAKUP (Agrochemicals)

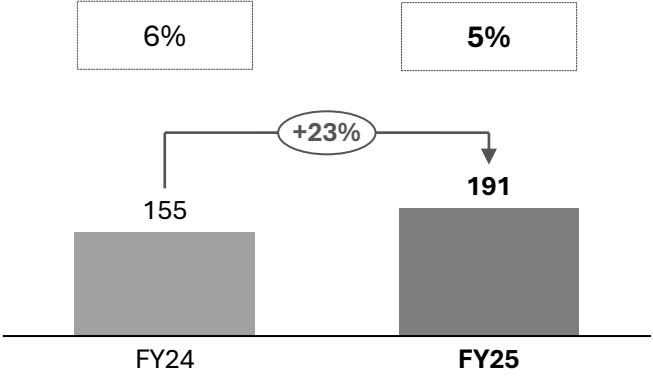
Europe



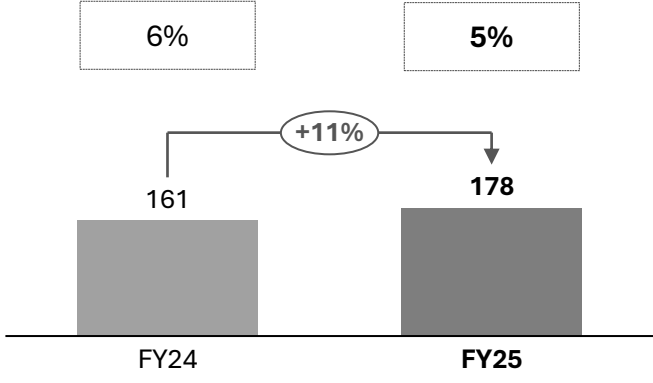
NAFTA Region




LATAM Region



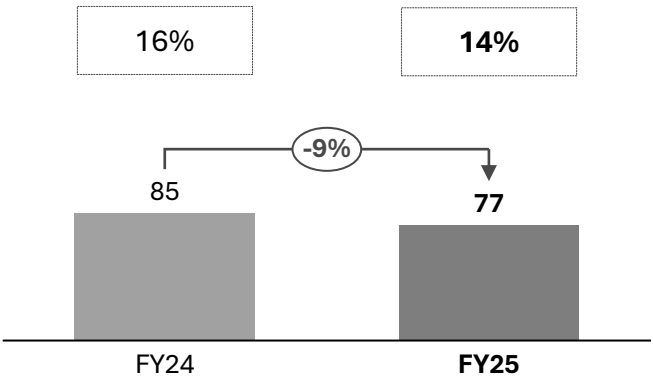
RoW



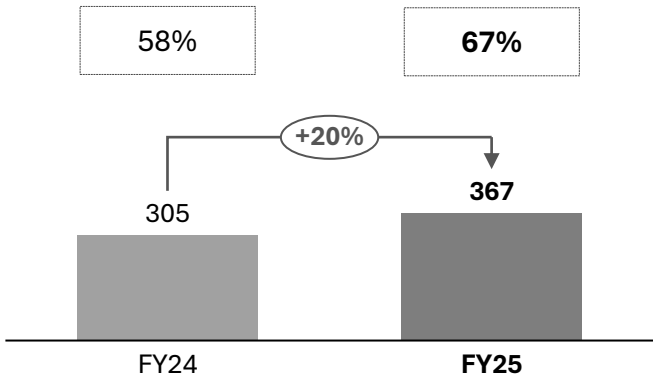
 % of Revenue

FY25: REGION WISE BREAKUP (Non - Agroch)

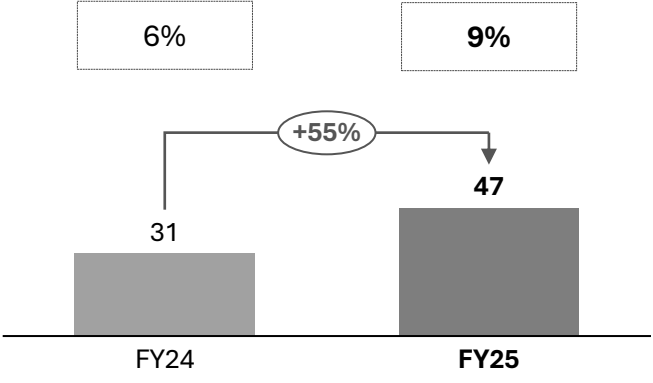
Europe



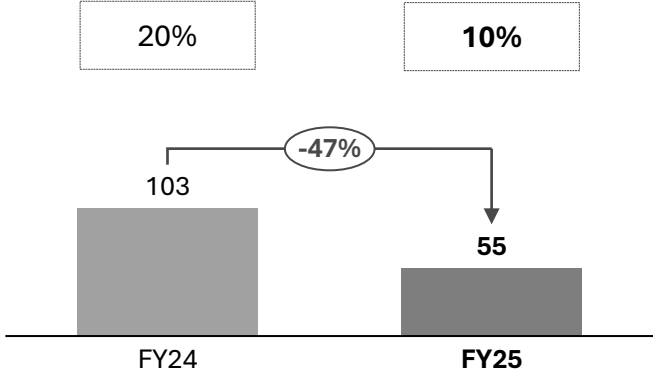
NAFTA Region




LATAM Region



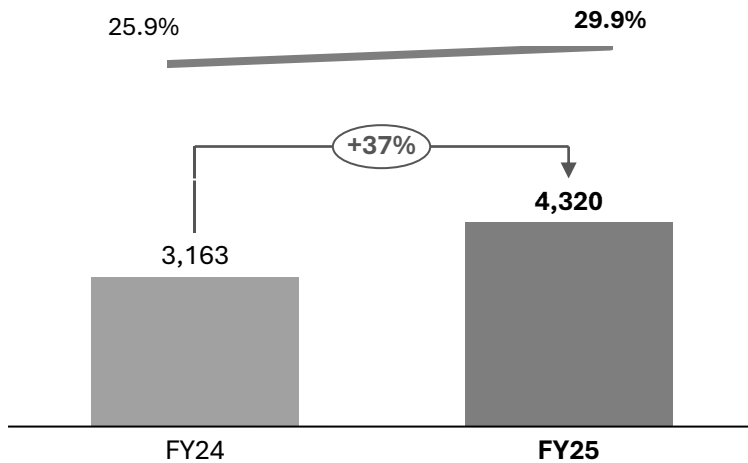
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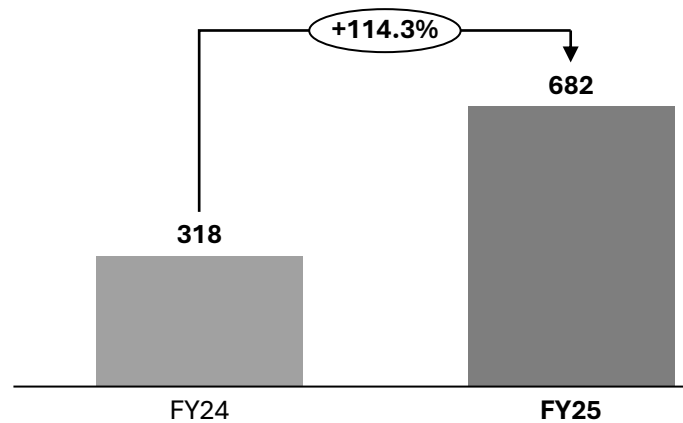
 % of Revenue

FY25 : FINANCIAL HIGHLIGHTS

Revenues & GP Margin



EBITDA

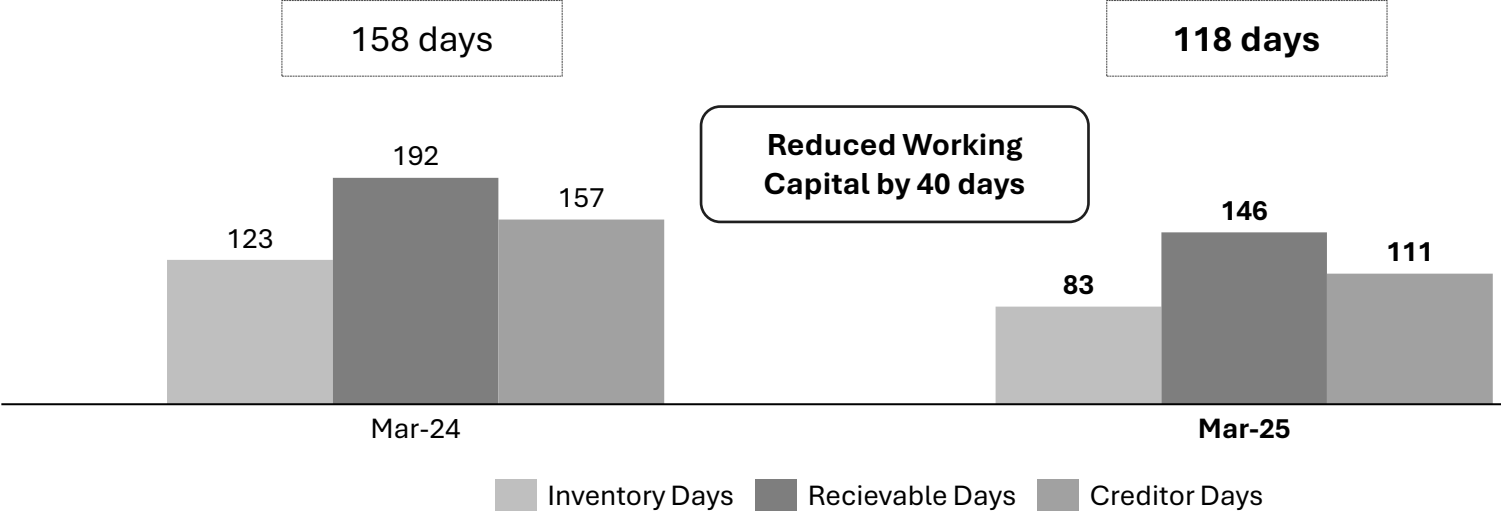


- ✓ Revenue in FY25 increased by 37% primarily driven by higher volumes and a gradual price increase. We saw volume growth across all major regions i.e. Europe, NAFTA & LATAM
- ✓ Agrochemical volumes grew by 43.9% in FY25
- ✓ Non - Agrochemical volumes grew by 9.0% in FY25

- ✓ Gross Margins have increased and are expected to improve in FY26 with prices expected to rise
- ✓ EBITDA for the year more than doubled to 682 crores in FY25. EBITDA Margin stood at 15.8%
- ✓ PAT for the year stood at 100 crores

STRONG BALANCE SHEET

Working Capital (in Days)



RoCE*

16.0%

RoE*

12.8%

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



Annexure



Q4 & FY25 FINANCIAL HIGHLIGHTS

Particulars	Q4 FY25	Q4 FY24
Revenue from Operations	1,828.5	1,312.1
COGS	1,284.5	858.3
Gross Profit	544.0	453.8
Gross Margin %	29.8%	34.6%
Employee Expenses	18.2	14.7
Other Expenses	233.2	165.3
EBITDA*	351.8	302.7
EBITDA Margin %	19.2%	23.1%
Forex (Gain)/Loss	-10.5	19.0
Depreciation	71.9	54.3
Other Income	25.2	-2.0
EBIT	256.5	198.6
EBIT Margin %	14.0%	15.1%
Finance Cost	0.4	0.2
PBT	256.1	198.4
Tax Expense	52.5	54.9
PAT	203.6	143.5
PAT Margin %	11.1%	10.9%
Earnings Per Share (EPS) In Rs.	22.57	15.90

* EBITDA is excluding IA & IAUD write-off (Rs. 59.2 cr. in Q4 FY25; Rs. 28.9 cr. in Q4 FY24; Rs.68.1 cr. In FY25; Rs.34.9 cr. in FY24)

BALANCE SHEET

EQUITY & LIABILITIES	Mar-25	Mar-24
Equity		
Equity share capital	90.2	90.2
Other equity	2,410.3	2,146.9
Equity attributable to equity holders of the Company	2,500.6	2,237.1
Non-controlling interests	0.4	0.4
Total Equity	2,501.0	2,237.5
Non-current liabilities		
Financial liabilities		
Lease liabilities	0.0	7.8
Other financial liabilities	63.0	58.4
Provisions	1.3	1.3
Deferred tax liabilities (net)	173.8	152.8
Total non-current liabilities	238.1	220.3
Current liabilities		
Financial liabilities		
Borrowings	0.0	3.4
Lease liabilities	7.8	7.2
Trade payables		
total outstanding dues of micro enterprises and small enterprises	5.1	6.9
other than micro enterprises and small enterprises	1,305.1	914.2
Other financial liabilities	501.3	502.5
Other current liabilities	104.7	69.0
Provisions	57.6	76.0
Income Tax Provisions	4.2	1.5
Total current liabilities	1,985.7	1,580.5
Total Equity & Liabilities	4,724.9	4,038.3

ASSETS
Non-current assets
Property, plant and equipment
Right to use assets
Goodwill
Intangible assets
Intangible assets under development
Financial assets
Other Financial Assets
Deferred Tax Assets
Income tax assets (net)
Other non-current assets
Total non-current assets
Current assets
Inventories
Financial assets
Investments
Trade receivables
Cash and cash equivalents
Bank balance other than cash
Loans
Other financial assets
Other current assets
Total current assets
Total Assets

CASH FLOW STATEMENT

Particulars

Profit Before Tax

Adjustments

Operating profit before working capital changes

Changes in working capital

Cash generated from operations

Direct taxes paid (net of refund)

Net Cash from Operating Activities

Net Cash from Investing Activities

Net Cash from Financing Activities

Exchange difference arising on conversion (debited) / credited to foreign currency translation reserve

Net Change in cash and cash equivalents

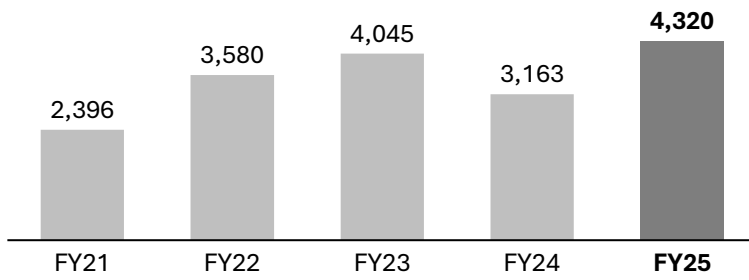
Opening Cash Balance

Effect of exchange rate changes on cash & cash equivalents held in foreign currencies

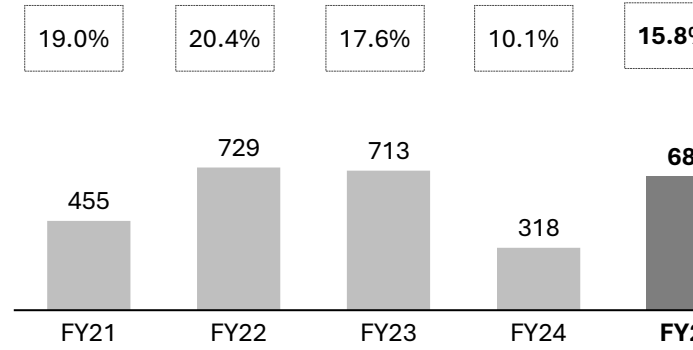
Closing Cash Balance

KEY FINANCIAL PERFORMANCE INDICATORS

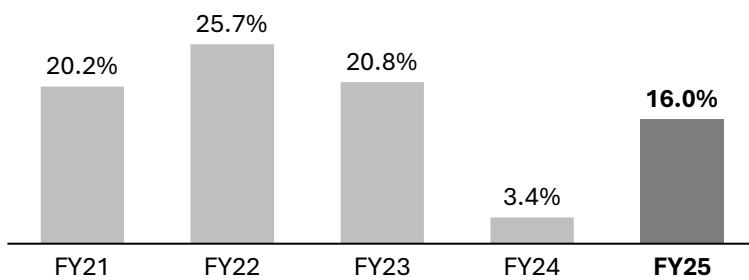
Revenue



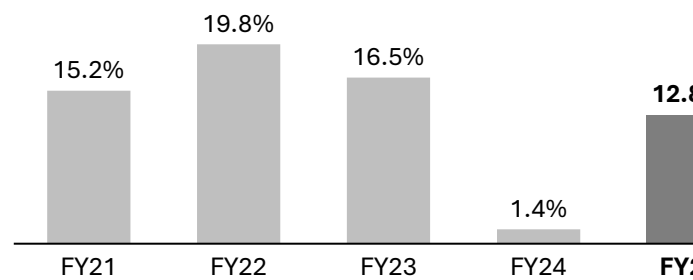
EBITDA & EBITDA Margin*



RoCE



RoE



* EBITDA is excluding IA & IAUD write-off

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

HISTORICAL PROFIT & LOSS

Particulars	FY25	FY24
Revenue from Operations	4,319.9	3,163.0
COGS	3,028.1	2,342.4
Gross Profit	1,291.8	820.6
Gross Margin %	29.9%	25.9%
Employee Expenses	52.0	42.4
Other Expenses	626.3	494.9
EBITDA*	681.6	318.1
EBITDA Margin %	15.8%	10.1%
Forex (Gain)/Loss	17.9	0.4
Depreciation	274.7	267.1
Other Income	59.5	59.8
EBIT	380.4	75.5
EBIT Margin %	8.8%	2.4%
Finance Cost	2.1	3.6
PBT	378.3	71.9
Tax Expense	73.9	40.0
PAT	304.4	31.9
PAT Margin %	7.0%	1.0%
Earnings Per Share (EPS) In Rs.	33.74	3.53

* EBITDA is excluding IA & IAUD write-off

BALANCE SHEET – EQUITY & LIABILITIES

Equities & Liabilities	FY25	FY24
Shareholder's Funds		
Equity and Share Capital	90.2	90.2
Other Equity	2,410.4	2,146.9
Non-controlling Interest	0.4	0.4
Total Equity	2,501.0	2,237.5
Non-Current Liabilities		
Borrowings	-	-
Trade Payables	-	-
Lease Liabilities	-	7.8
Other Financial Liabilities	63.0	58.4
Provisions	1.3	1.4
Deferred Tax Liabilities (net)	173.8	152.8
Total Non-Current Liabilities	238.1	220.3
Current Liabilities		
Borrowings	-	3.4
Lease Liabilities	7.8	7.2
Trade Payables	1,310.2	921.2
Other Financial Liabilities	501.3	502.5
Other Current Liabilities	104.7	69.0
Current Tax Liabilities	4.2	1.5
Provisions	57.6	76.0
Total Current Liabilities	1,985.7	1,580.5
Total Equity & Liabilities	4,724.9	4,038.3

BALANCE SHEET – ASSETS

ASSETS	FY25	FY24
Assets		
Non-Current Assets		
Property, Plant and Equipment	3.0	3.8
Right to Use Assets	7.2	14.4
Goodwill	0.0	0.0
Other Intangible assets	740.2	690.0
Intangible assets under development	291.4	282.9
Deferred Tax Assets (net)	11.6	10.3
Non-Current Tax Assets	63.4	72.1
Other financial assets	5.4	5.3
Other Non Current Assets	16.4	21.7
Total Non-Current Assets	1,138.5	1,100.4
Current Assets		
Inventories	971.9	991.6
Investments	294.3	158.9
Trade Receivables	1,955.4	1,498.0
Cash & Cash equivalents	127.2	87.3
Other Bank balances	93.1	0.6
Loans	0.0	0.0
Other Financial Assets	47.5	128.1
Other Current Assets	96.8	73.4
Total Current Assets	3,586.4	2,937.9
Total Assets	4,724.9	4,038.3

CSR ACTIVITIES



CSR initiatives taken up by the Company are in the areas of Promoting Education, Women, Animal Welfare, Promotion of Sports and Rural

Promoting Education



Animal Welfare



SECURING HARVESTS, NURTURING

THANK YOU

Company: Sharda Cropchem Limited



Sharda Cropchem Limited

CIN: L51909MH2004PLC145007

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Investor Relation A

CIN