



Nirman Agri Genetics Limited

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Cin No: U01110MH2020PLC344089 GST No: 27AAHCN1021C1Z3

July 20, 2023

To,
Listing Department,
National Stock Exchange Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai-400 051

Scrip Code – NIRMAN

Dear Sir/Mam,

Sub.: Investor Presentation

Ref.: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing regulations"), we are attaching herewith the Investors Presentation.

The above information will also be made available on the website of the Company i.e., www.nirmanagrigen.com

Kindly take the same on your record.

Thanking you,

Yours faithfully,
For Nirman Agri Genetics Limited

Pranav Kailas Bagal
Managing Director
DIN: 08839908

An aerial photograph of agricultural fields, showing various shades of green and brown. The fields are divided into sections by roads and tracks. In the bottom right corner, there is a decorative graphic consisting of a grid of white dots and stylized green and blue shapes that resemble leaves or petals.

NIRMAN

AGRI GENETICS'

INVESTOR
PRESENTATION

Forward-Looking Statements

The information in this presentation is an overview and does not contain all information necessary for investment decisions. In making investment decisions in connection with any acquisition of securities, investors should rely on their own examination of Nirman Agri Genetics Limited (Nirman or the Company) and consult its own legal, business and/or financial advisers.

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Company Overview

Overview

The company is one of the organized Agri-Input Company in India engaged in the business of production, processing and marketing of high-quality hybrid seeds, Pesticides, Bio-organic for different crops like corn, sunflower, cotton, paddy, grain sorghum, etc. and have recently forayed into micronutrients and bio products. The company is also engaged in the production of non-hybrid seeds, primarily for paddy.

The company currently has production, outsourced processing and R&D facilities in Maharashtra at Nashik & Nimgul, The research is focused towards developing superior hybrids in different crops like corn, cotton, sunflower, paddy, bajra, etc.



Rapidly Building Production & Sales

- Ideal location – surrounded by fastest growing agricultural jurisdiction with multi-mtpa market on the doorstep
- **Began marketing bio-pesticides, bio-fertilizers micronutrients, fertilizer mixtures & plant growth regulators**

Focused on Growth and Profitability

- Growing Sales – Recorded highest revenue figures for financial year 2023 (₹ 2860.8 Lakhs)

Nirman Agri Genetics Timeline



2019

Processing of field crops
and vegetable
seeds



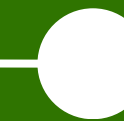
2021

Started sale of Hybrid
Seeds



2022

Started sale of
Biopesticide



2023

Company Listed on
National stock
exchange India.

VISION



- To bring an overall qualitative improvement in farmer's life
- To create a one stop solution to farmer's need
- Provide free of cost consultation to the farmers.
- We aim to get better margin for farmer's cultivation with partnering with MNCs



Strength of Company

- **HYBRID SEEDS FOR WIDE RANGE OF CROPS**

We have hybrid seeds for corn, sunflower, cotton, paddy etc.

- **RESEARCH AND DEVELOPMENT CAPABILITIES**

Our R & D is carried out through breeders / farmers who are engaged in full time research with us.

- **ESTABLISHED BRAND**

We have withstood the pressures of competition and continue to serve quality seeds to the Indian farmers.

- **MARKETING AND DISTRIBUTION OF SYNERGISTIC PRODUCTS**

We have a wide marketing network with loyal and committed distributors in various states of India.

Business Strategy

- **Venturing into high value segments**

The company intends to move up the value chain in each of the crops serviced while retaining and improving its volumes through continuing R&D efforts and further market penetration, leading to better margins and utilization

- **Exploring into new crops**

With a view to benefit from synergy in marketing, the company has added Bio-fertilizers, micronutrients to their product portfolio. Company continues to identify crops having untapped market potential from time to time.

- **Expansion into new geographies**

Company is looking to expand its footprint to other areas, especially North, South and some parts of East India

- **Exploring into new crops**

With a view to benefit from synergy in marketing, the company has added Bio-fertilizers, micronutrients to their product portfolio. Company continues to identify crops having untapped market potential from time to time.



Future Growth Plan



1. Our Land acquisition Agreement of 300 acre program will help us in massive growth in Production capacity for upcoming quarters.
2. New division of pesticide will help us in continuous growth year on year, this division will be the key point to achieve and increase in the growth.
3. The company is actively planing for future collaborations with leading multinational corporations (MNCs) for OEM production, aiming to leverage its strong manufacturing capabilities to access wider markets and foster mutual growth opportunities.
4. Nirman is aiming to increase its revenue and thus the profits by 60-70% approximately on a conservative side.
5. Nirman is in discussing stage to acquire the company, once the primary discussion is over company will issue the announcement of acquisition. (*Subject to Due Diligence)

Nurturing Growth through Innovation

Our Research and Development Activities are carried out predominantly in Maharashtra focusing on field based endeavors for hybrid seed production.

- R&D efforts are a core focus for our company, particularly in hybrid seed production as investment in R&D drives innovation and competitiveness in the market.
- R&D enables the development of superior hybrid seeds with improved traits and performance.
- Exploration of micronutrients and bioproducts enhances overall agricultural productivity and sustainability.
- Thus, emphasizing in R&D reinforces our commitment to high-quality products and sustainable agriculture.





Managing Director's Message

Our focus is to become a leading crop solutions provider to the farmer by supplying high yielding hybrid seeds and crop management through micronutrients, bio-products etc.

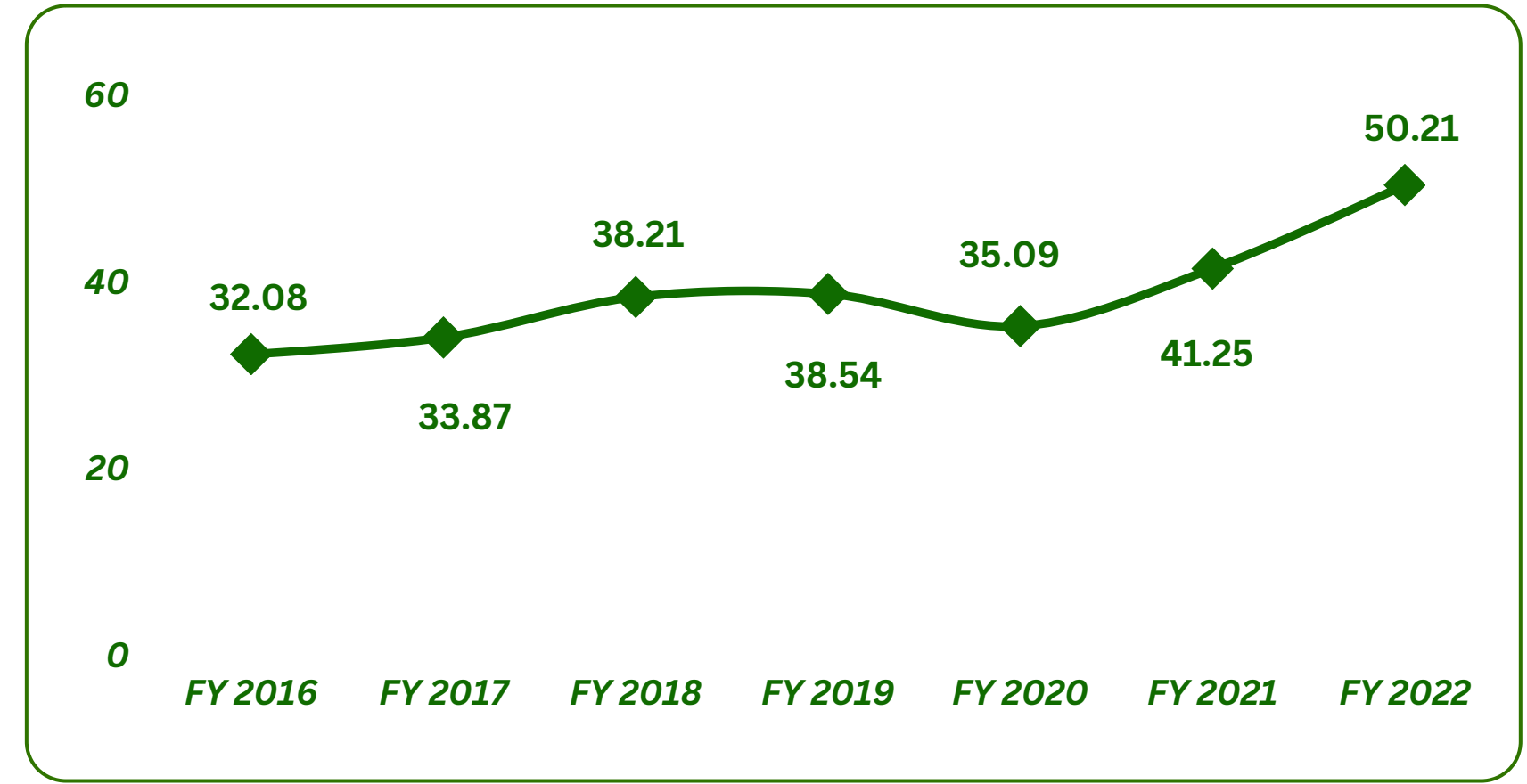
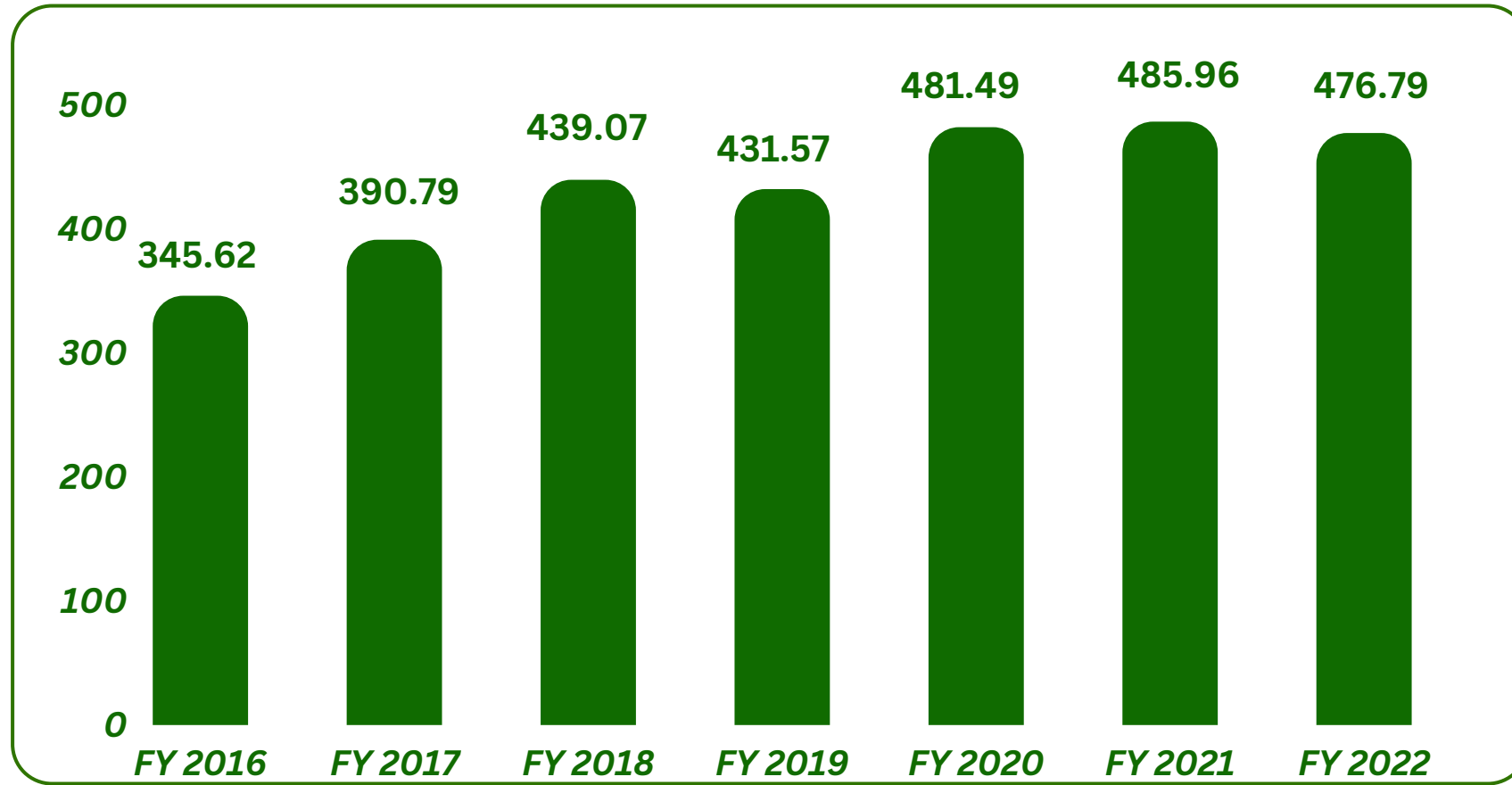
Nirman is engaging in research and development efforts in the areas of superior breeding programmes and biotechnology tools. It will enable us to develop highly effective and differentiated hybrid seeds, micronutrients and bio-products

- **Pranav Kailas Bagal**



Industry Overview

India's Remarkable Agricultural Growth in Recent Years



- India's Agriculture Sector has been witnessing robust growth with an average annual growth rate of 4.6% over the last six years. In recent years, the country has emerged as a net exporter of agriculture products, with exports in 2021-22 touching a record USD 50.2 Billion
- In 2022-23, Agriculture and Allied activities sector significantly contributed to the country's overall growth and development by ensuring food security, with record production of foodgrains 315.72 MT and horticulture crops 342.33 MT.
- This period of buoyant performance could be ascribed to the measures taken by the Government to promote farmer-producer organisations, encourage crop diversification, and improve productivity in agriculture through support provided for mechanisation and the creation of the Agriculture Infrastructure Fund.
- Indian agricultural sector is predicted to increase to US\$ 24 billion by 2025 on the back of government initiatives, sustainable farming practices and concern to escalate crop productivity by extension of services.

The vital need for Hybrid Seeds in India's Farming Sector

- The agriculture sector in India is susceptible to the effects of climate change, leading to adverse impacts on farmer incomes and raising concerns about potential food shortages.
- Hybrid seeds play a pivotal role in mitigating food shortage, curbing wastage, addressing climate challenges, and ameliorating food quality issues within India's agriculture sector. They substantially boost farm productivity, thereby augmenting the profitability of farmers. To promote widespread adoption among small farmers, the implementation of appropriate policy reforms and targeted subsidies is imperative.

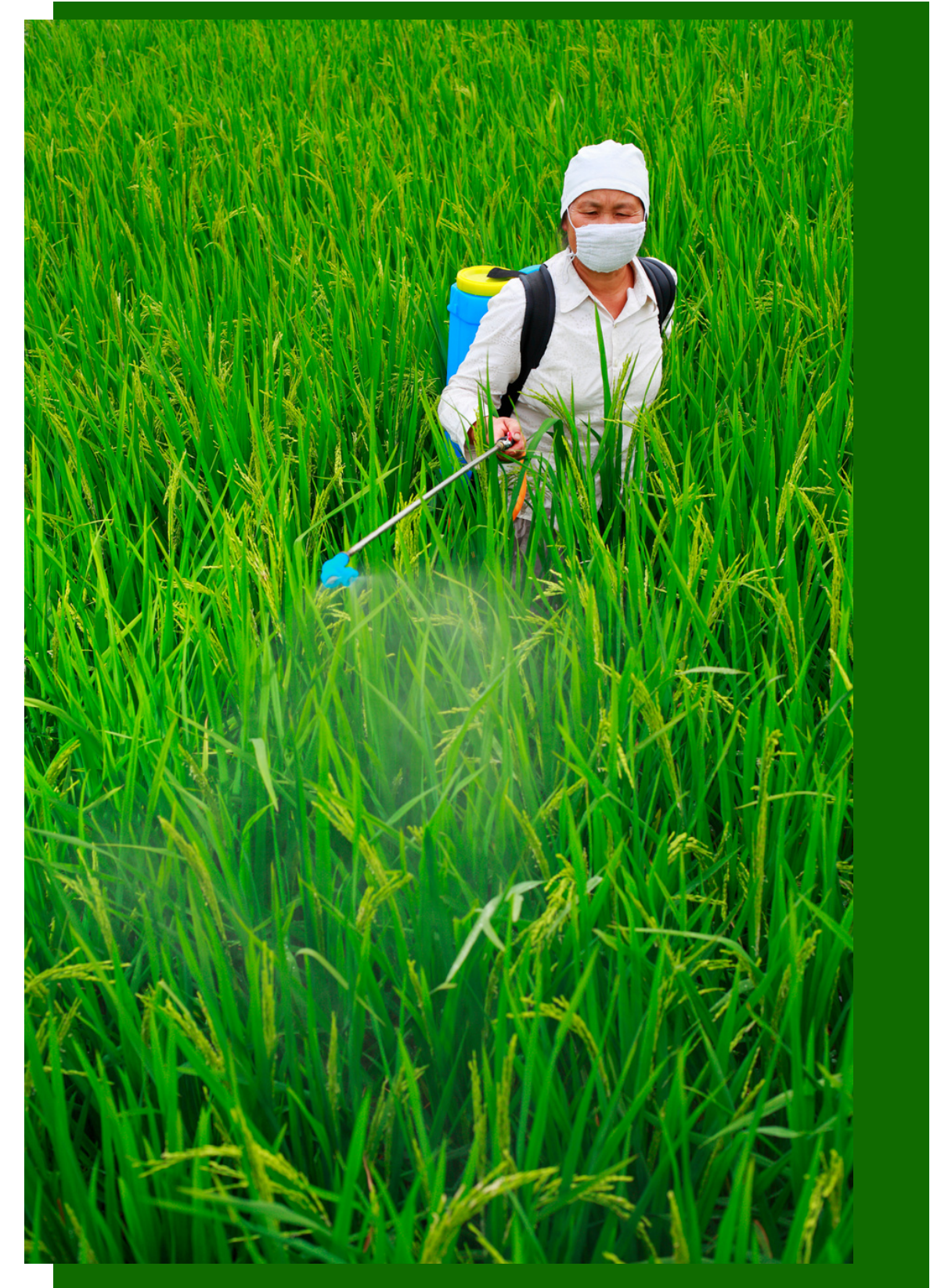


Growth Drivers:

- Leveraging agritech to boost hybrid seed production
- Ramping up R&D expenditure for developing new hybrids
- Collaborative approach between farmers and industry

Promising Outlook for Agrochemicals Sector

- Agrochemicals, also known as crop protection chemicals, play a vital role in advancing India's agriculture sector. Together with genetically improved crop varieties, they have been instrumental in the successful implementation of the green revolution.
- As per government estimates, India faces significant annual agricultural production losses amounting to INR 1.48 lakh crores due to damage caused by approximately 30,000 weed species, 3,000 nematode species, and 10,000 plant-eating insects.
- India holds the position of the world's fourth-largest agrochemical producer and enjoys a trade surplus in this sector. Projections suggest that the agrochemical market is poised to reach \$8.1 billion by 2025, presenting ample opportunities for growth across the value chain.
- The overall outlook for the agrochemicals industry in India remains favorable, driven by robust domestic demand, expanding export opportunities, strategic collaborations with innovators for new product development, and potential exploration of off-patent products along the value chain.





Financial Overview

Key Financial Highlights



- Revenues from Operations have grown significantly Y-o-Y as compared the previous quarter owing to increase in product sales



- Q1 FY24 PAT has already crossed H1 FY23 figures by a significant margin



- Margins have substantially improved as compared to FY23. D/E Ratio continues to remain low at 0.03x and current ratio remains healthy at 4.25x for the quarter



- Maharashtra continues to remain the major contributor to the revenues with 66% of the Total Revenues. Sales have slightly increased in Madhya Pradesh (16%) and Other States (8%) as compared to FY23

Q1 FY24 Operational Highlights



Q1-FY24- Financial Performance

INR 11.04 Cr Revenue	INR 2.06 Cr EBITDA
19% EBITDA Margin	1.86 Cr Cash Profit*

FY23- Financial Performance

INR 28.61 Cr Revenue	INR 4.36 Cr EBITDA
15% EBITDA Margin	4.10 Cr Cash Profit*

PAT Margins improved as compared to FY23 from 14% to 16.8%

* Cash Profit = PAT + Depreciation + Non-Cash interest on account of Ind AS

Standalone Financial Results



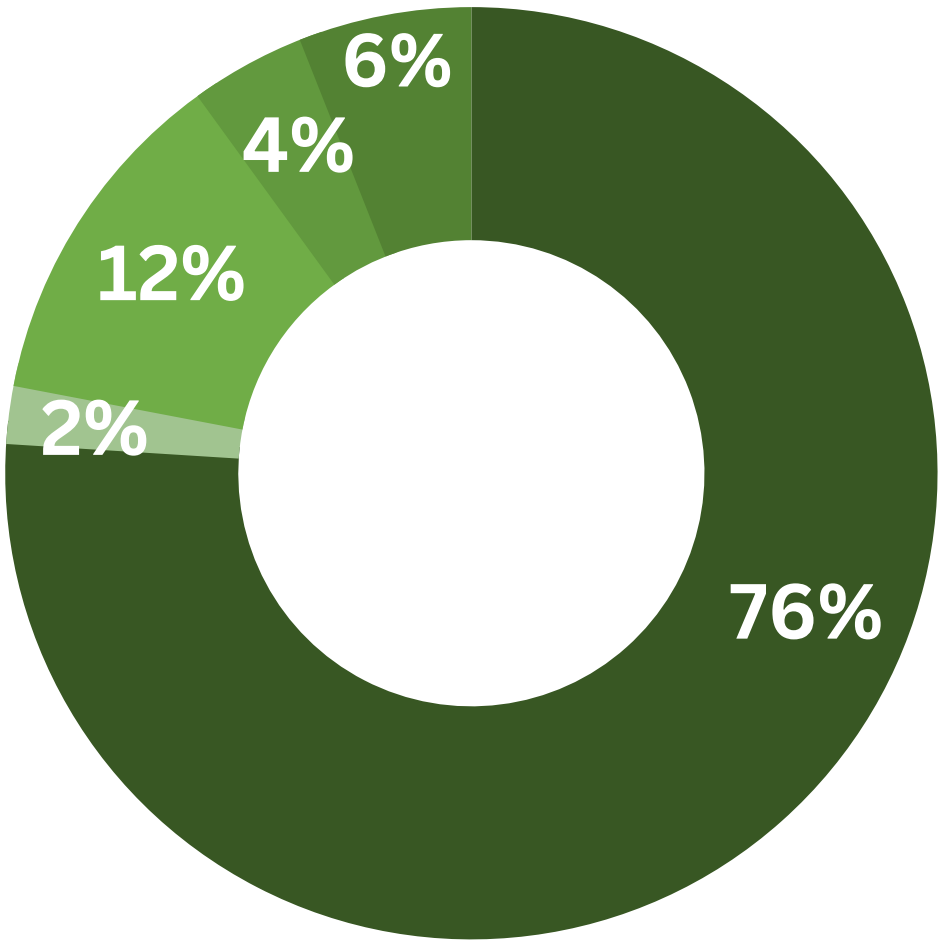
Particulars	FY23	Q1 FY24
Revenue from Operations	2,860.80	1,103.76
Other Income	--	--
Total Income	2,860.80	1,103.76
Expenses		
Cost of Materials Consumed	2,261.15	846.25
Employee Benefit Expenses	93.72	23.81
Finance Costs	1.44	0.41
Depreciation & Ammortisation Expenses	9.09	--
Other Expenses	69.61	898.06
Total Expenses	2,435.01	898.06
Profit Before Tax	425.79	205.70
Tax Expense:		
i) Current Tax	25.57	19.89
ii) Deferred Tax	(0.33)	--
Profit/(Loss) for the period	400.55	185.81

Segment-wise Performance



Annual Revenue : FY23

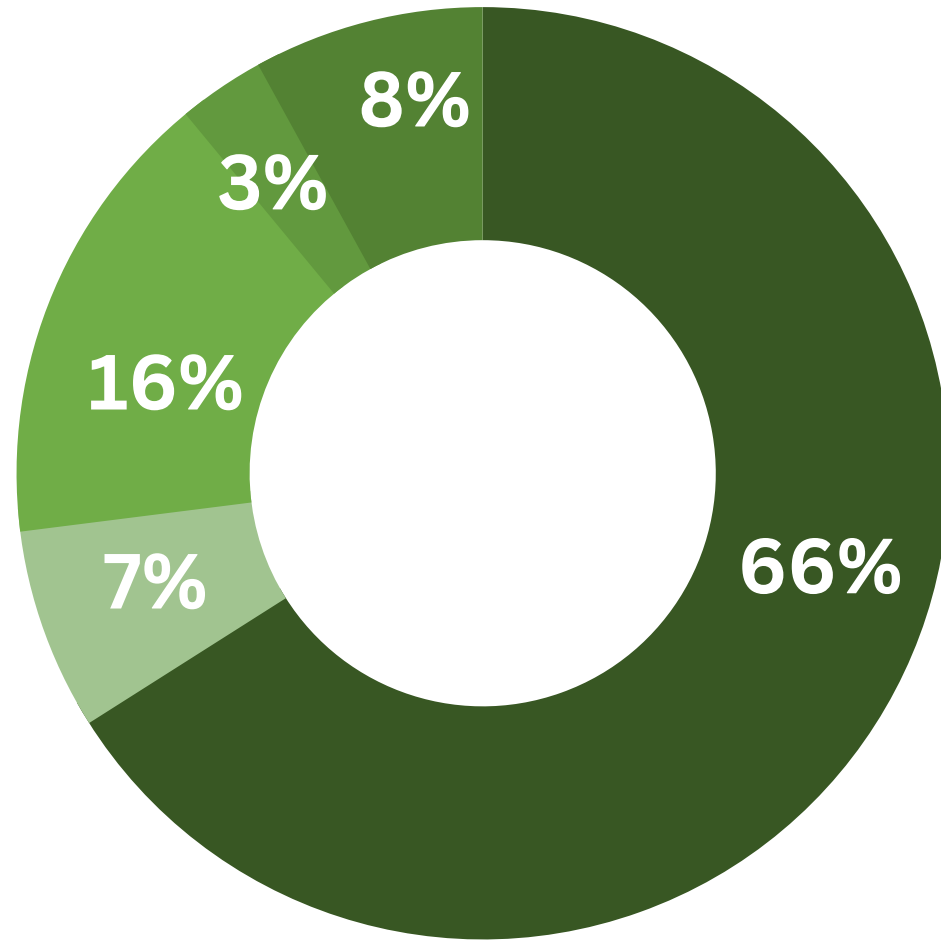
REVENUE BREAKUP – State wise



- Maharashtra
- Madhya Pradesh
- Gujarat
- Karnataka
- Others States

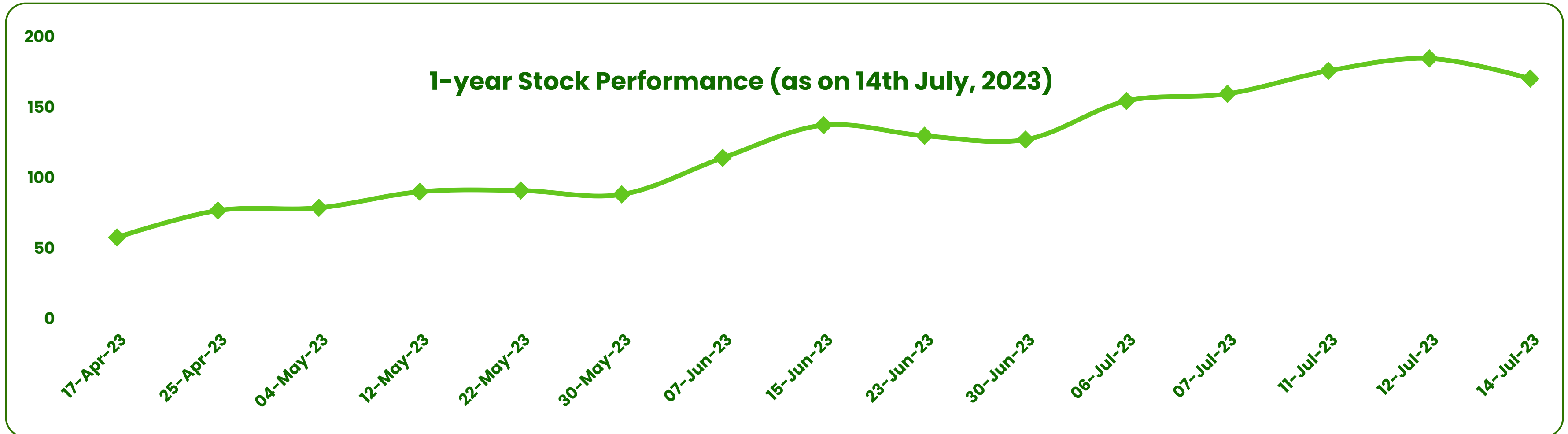
Quarterly Revenue : Q1 FY24

REVENUE BREAKUP – State wise



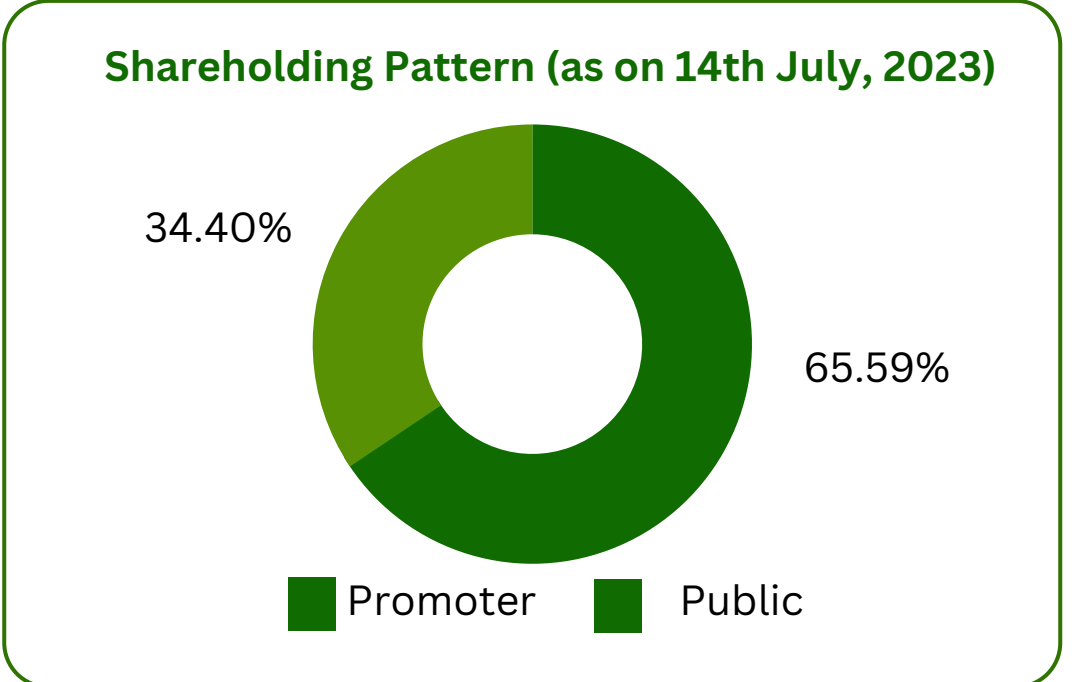
- Maharashtra
- Madhya Pradesh
- Gujarat
- Karnataka
- Others States

Capital Market Highlights



Price Data (as on 14th July 2023)

Face Value : 10	Book Value per Share : 14.42
CMP	170.50
52 Week H/L	194/48.80
Market Cap (INR Crs)	105.65



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Thank you



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