

Sharda Cropchem Limited

(Formerly known as Sharda Worldwide Exports Pvt. Ltd.)

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ISO 9001: 2008 Reg. No: 690257

CIN: L51909MH2004PLC145007



August 04, 2016

The Manager
National Stock Exchange India Limited
Listing Department
"Exchange Plaza", 5th Floor
Bandra- Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Symbol: SHARDACROP EQ

Subject: Investors/Analyst's Presentation for the Quarter ended June 30, 2016

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 Financial Results of the Company for the Quarter ended June 30, 2016.

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 faithfully,



Jetkin Gudhka
Company Secretary
& Compliance Officer

Encl: As above



**Q1 FY17
RESULTS UPDATE
AUGUST 2016**



DISCLAIMER

This presentation and the following discussion may contain “forward looking statements” by Sharda Cropchem Limited (“Sharda” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Sharda about the business, industry and markets in which Sharda operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Sharda’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Sharda.

In particular, such statements should not be regarded as a projection of future performance of Sharda. It should be noted that the actual performance or achievements of Sharda may vary significantly from such statements.

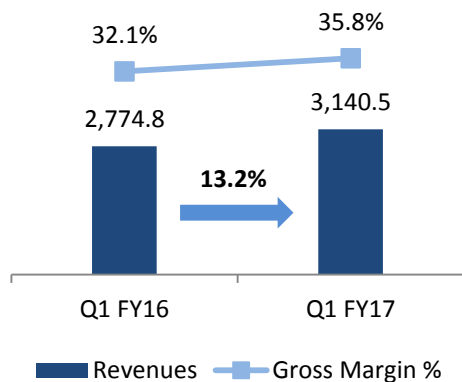
DISCUSSION SUMMARY

- Q1 FY17 Results Highlights**
- Q1 FY17 Consolidated Financials**
- About Us**
- Business Model**
- Business Strategy & Outlook**

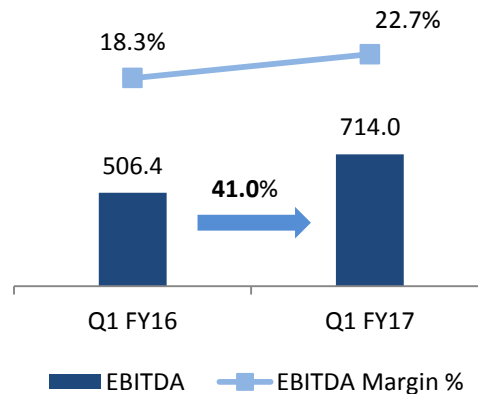
Q1 FY17 RESULTS: KEY HIGHLIGHTS

In Rs Mn

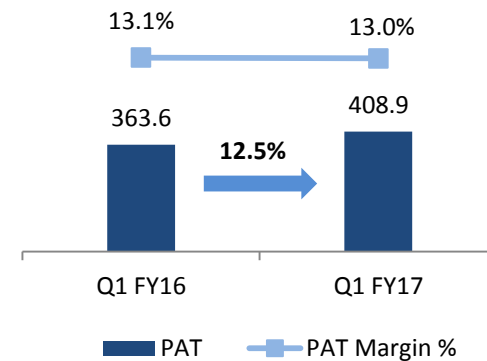
REVENUES & GROSS MARGIN



EBITDA & EBITDA MARGIN *



PAT & PAT MARGIN



* Excluding Foreign Exchange Impacts

Q1 FY17 RESULTS: KEY HIGHLIGHTS

FINANCIAL UPDATE -

- Q1 FY17 total revenues grew by 13.2% YoY -
 - Region-wise Growth – Europe (22.9%), NAFTA (0.2%), LATAM (24.6%), ROW (-1.5%)
- Q1 FY17 gross profit grew by 26.3% YoY in line with revenues. Q1 FY17 gross margin increased by 373 bps from 32.1% to 35.8%.
- Q1 FY17 EBIDTA excluding foreign exchange impact increased by 41.0%. Q1 FY17 EBITDA margin increased by 448 bps from 18.3% to 22.7%.
- Q1 FY17 EBIDTA including foreign exchange impact increased by 30.2%. Q1 FY17 EBITDA margin increased by 274 bps from 18.3% to 21.0%.
- Q1 FY17 PAT grew by 12.5% YoY. Q1 FY17 PAT margin was stable at 13.1%.

OPERATIONAL UPDATE -

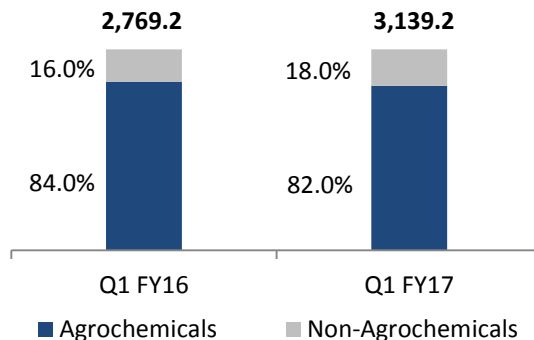
- Total number of registrations increased to 1,830 as on 30th June 2016, compared to 1,765 as on 31st March 2016.
- The company has another 831 registrations in the pipeline across geographies.
- Total revenue contribution from the Top 10 molecules has been 61.6% in Q1 FY17 as compared to 66.9% in Q1 FY16.

Q1 FY17 RESULTS: REVENUE ANALYSIS

In Rs Mn

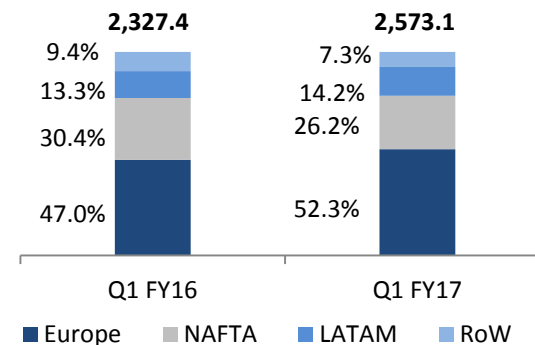
AGROCHEMICALS VS. NON-AGROCHEMICALS

Revenues From Operations



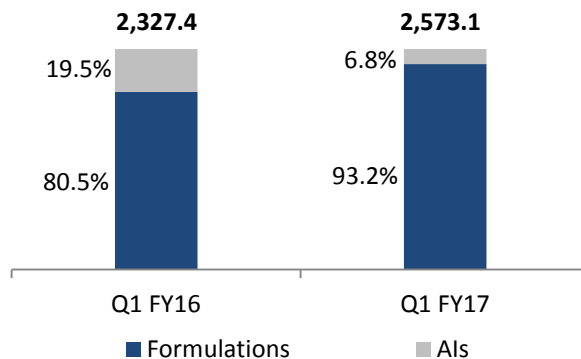
GEOGRAPHICAL PRESENCE – AGROCHEMICAL SALES

Agrochemical Revenues



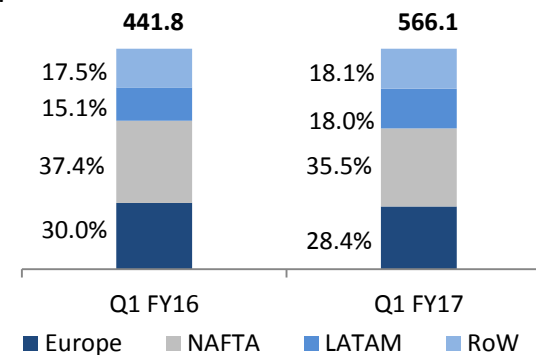
FORMULATIONS VS. ACTIVE INGREDIENTS

Agrochemical Revenues



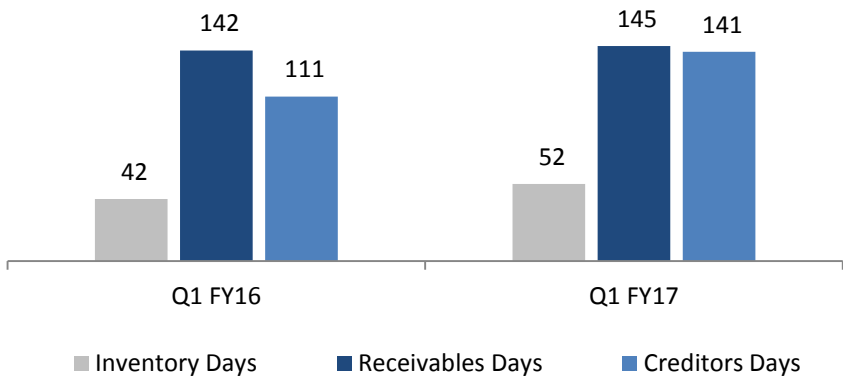
GEOGRAPHICAL PRESENCE – NON-AGROCHEMICAL SALES

Non-Agrochemical Revenues



Q1 FY17 WORKING CAPITAL ANALYSIS

WORKING CAPITAL ANALYSIS *



NET WORKING CAPITAL DAYS DECREASED FROM 73 DAYS IN Q1 FY16 TO 56 DAYS IN Q1 FY17

* Calculated on closing inventory, receivables, creditors

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (In Rs Mn)	Q1 FY16 IGAAP	Difference Q1 FY16 (IND AS Vs IGAAP)	Q1 FY16 IND AS	Q1 FY17 IND AS	YoY %	Remarks
Revenue from Operations	2,790.4	-21.2	2,769.2	3,139.2	13.4%	Provision for expected redemption of sales incentive vouchers, selling & distribution expenses and discounts
Other Operating Income	3.6	2.0	5.6	1.4	-75.9%	
Total Revenues	2,794.0	-19.2	2,774.8	3,140.5	13.2%	
COGS	1,886.4	-1.1	1,885.3	2,016.7	7.0%	
Gross Profit	907.6	-18.1	889.5	1,123.8	26.3%	
Gross Margin	32.5%		32.1%	35.8%	373 bps	
Employee Expenses	66.9	-0.5	66.4	67.5	1.7%	
Professional Charges	115.9	-0.0	115.9	140.5	21.2%	
Other Expenses	214.2	-13.4	200.8	256.6	27.8%	Regrouping of selling & distribution expenses and provision for MTM on outstanding derivative contracts
EBITDA	510.6	-4.2	506.4	659.2	30.2%	
EBITDA Margin %	18.3%		18.3%	21.0%	274 bps	
EBITDA Excl. Forex Impacts	510.6	-4.2	506.4	714.0	41.0%	
EBITDA Margin % excl. Forex Impacts	18.3%		18.3%	22.7%	448 bps	
Depreciation	91.6	-0.0	91.6	127.1	38.7%	
Finance Cost	0.1	-0.0	0.1	0.1	-	
Other Income	109.4	0.0	109.4	45.9	-58.1%	
Other Comprehensive Income (Net of tax)	0.0	-0.3	-0.3	-0.3	-	
PBT	528.3	-4.4	523.9	577.6	10.3%	
Tax Expense	168.2	-7.8	160.4	169.2	5.5%	Impact on account of Deferred Tax
Minority Interest	0.1	0.0	0.1	0.5	339.6%	
PAT after minority interest	360.3	3.3	363.6	408.9	12.5%	
PAT Margin %	12.9%		13.1%	13.0%	-	
Earnings Per Share (EPS) In Rs.	3.99	0.04	4.03	4.54	12.7%	

ABOUT US: COMPANY OVERVIEW

BUSINESS OVERVIEW

- Sharda Cropchem Limited is a global crop protection chemical company largely operating across Europe, NAFTA and Latin America across fungicides, herbicides and insecticides.
- Sharda operates with an asset light business model focused on identification and registration of potential molecules with a strong demand.
- As of 30TH June 2016, Sharda owned 1,605 registrations for formulations and 225 registrations for active ingredients (AIs) and filed 831 applications for registrations globally pending at different stages.
- Sharda also runs a non-agrochemical business comprising of order-based procurement and supply of non-agrochemical products including conveyor belts and general chemicals, dyes and dyes intermediates.

KEY STRENGTHS

- Asset light business model with core competency of registrations and an extensive library of dossiers and registrations.
- Strong geographical presence in more than 78 countries with an established global marketing & distribution network (more than 634 third-party distributors and over 120 direct sales force).
- Superior sourcing capabilities with an established access to cost competitive manufacturers in China and India.
- Significant promoter experience and experienced management team.

STRONG FINANCIALS

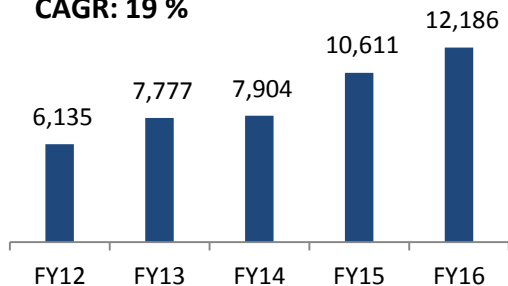
- Consolidated Revenues, EBITDA and PAT were Rs 12,206.1 mn, Rs 2,669.1 mn and Rs 1,749.7 mn in FY16 having grown at CAGR of 19%, 22% and 26% over FY12 to FY16.
- Strong balance sheet and asset light model resulting into a strong cash position of Rs 1,448.5 mn (net of gross debt of Rs 20.0 mn) and equity of Rs 8,108.1 mn in FY15.
- Healthy Return Ratios in FY16 :
 - ROCE – 30.8%
 - Cash Adj. ROCE – 38.6%
 - ROE – 23.9%

ABOUT US: FINANCIAL SUMMARY

In Rs Mn

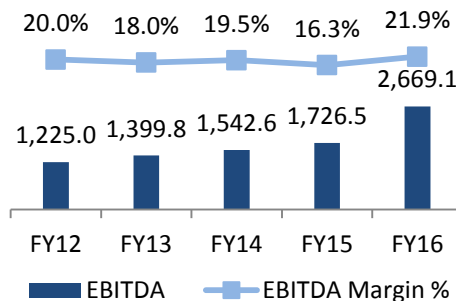
REVENUE FROM OPERATIONS

CAGR: 19 %



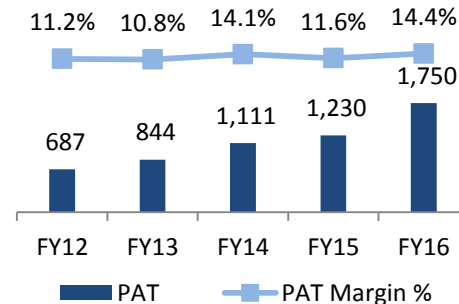
EBITDA & EBITDA Margin

CAGR: 22 %

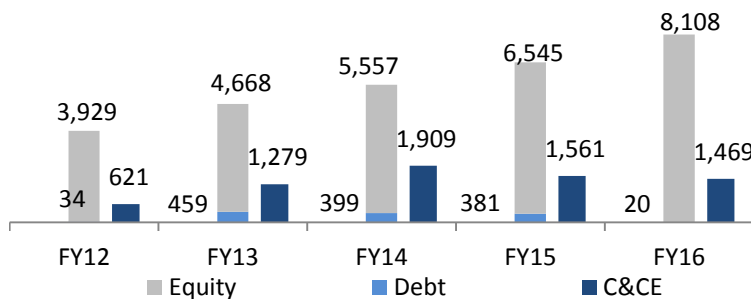


PAT & PAT Margin

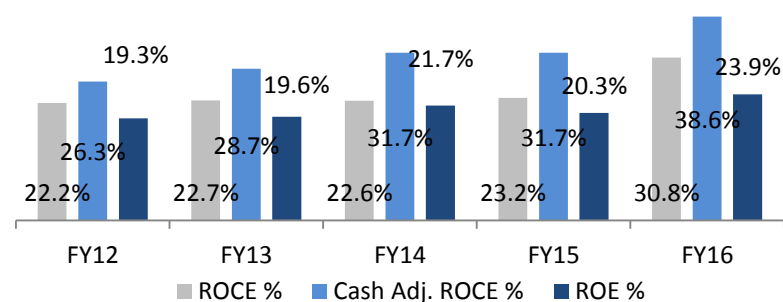
CAGR: 26 %



LEVERAGE ANALYSIS



RETURN METRICS



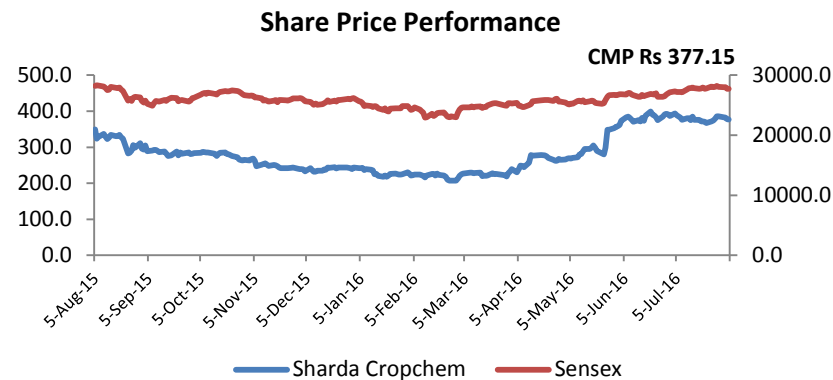
Source: Figures for FY12 and FY13 are sourced from Red Herring Prospectus of the company.

PAT Margin = PAT / Revenue from Operations, EBITDA Margin = EBITDA (excl. Other Income) / Revenue from Operations,

ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt), (Cash Adj. Capital Employed = Equity + Total Debt – C&E)]

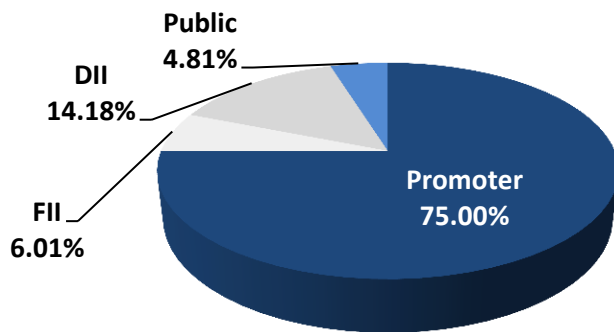
ABOUT US: SHAREHOLDING STRUCTURE

Market Data	As on 4 ^h August 2016 (BSE)
Market capitalization (Rs Mn)	34,026.7
Price (Rs.)	377.15
No. of shares outstanding (Mn)	90.2
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	409.0– 203.3



Source: BSE

Shareholding – 30th June 2016



Source: Company

Key Institutional Investors – 30 th June 2016	% Holding
DSP Blackrock Investment Manager	7.04%
HDFC Asset Management	3.79%
Pinebridge	2.56%
Goldman Sachs	2.02%
SBI Funds Management	1.82%
UTI MF	0.82%
Reliance Capital	0.64%

Source: Company

DIFFERENTIATED BUSINESS MODEL: ASSET LIGHT MODEL

Agrochemical Value Chain

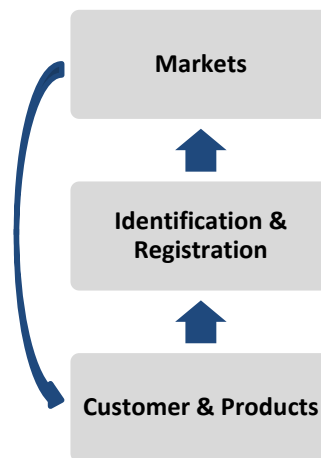
Sharda's Operating Area



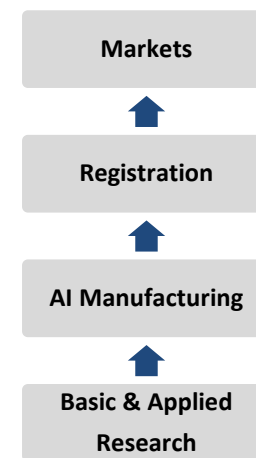
ASSET LIGHT BUSINESS MODEL

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

Sharda's Model: Demand Pulled / Customer Driven



Traditional Model: Supply Pushed / Product Driven



SHARDA IS A FOCUSED GLOBAL AGROCHEMICAL MARKETING & DISTRIBUTION COMPANY

BUSINESS STRATEGY & OUTLOOK

Forward Integration - Build own 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 Mexico, Colombia, Hungary, Spain, Poland, Italy, Portugal, USA & India.

Expand & Strengthen Distribution Presence

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

Continual Investment in Obtaining Registrations

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

Focus on Biocide Registrations

- Scale up marketing and distribution of biocides with a focus on Europe.
- Increase biocide registrations.

Focus on Inorganic Growth

- Continue to explore possibilities of partnerships with other companies across jurisdictions.

ABOUT US: OUR PRESENCE

● Agrochemical Operations



Diversified business operations across the globe leading to reduced risk of adverse market and seasonal conditions





FOR FURTHER QUERIES:

THANK YOU



Sharda Cropchem Limited

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