



NATH BIO-GENES LIMITED

FACTSHEET

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OVERVIEW

Founded in 1979, Nath Bio-Genes is a farmer-focused and a research-driven company, having released over 30 hybrids in the last 5 Years. It is one of the oldest and most experienced seed companies, possessing a well-diversified portfolio of high yielding and disease resistant seeds in Cotton, Paddy, Vegetable, Oilseeds, and various other field crops. NBIL aims to provide intrinsic solutions to enhance agricultural productivity.

Bloomberg Ticker	NBGL:IN
NSE Ticker	NATHBIOGEN
BSE Ticker	NATHBIOGEN
Industry	Agriculture – Seeds

CMP	INR 334
Market Cap	INR 6347 Mn
30 Day Average Trading Volume	INR 10.1 Mn

FINANCIAL PERFORMANCE – FY19

Revenue	EBITDA	PAT	Long Term Debt
INR 2.3 Bn	INR 432 Mn	INR 384Mn	NIL

FINANCIAL PERFORMANCE – 9M FY20 (Y-O-Y Change)

Revenue	EBITDA	PAT	EPS (Rs/Share)
INR 2.2 Bn	INR 479 Mn	INR 428 Mn	22.55
↑ 23%	↑ 25%	↑ 29%	↑ 29%



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Key Investment Highlights

- **Top Ranked Products Driving Growth:** Backed by a world class R&D, Nath has No. #1 ranked cotton seeds in 3 out of 4 regions in the ICAR trials
- **Expanding Product Portfolio to high Margin Businesses:** Company has a strong portfolio of high margin vegetable seeds and is building a specialized team under the leadership of Mr. Ravi Kumar – Ex Syngenta.
- **Expanding from Product Delivery to Farmer Solutions:** The company entered into a new segment by introducing a holistic natural supplement-Win Chi Win.
- **Building a Distribution Platform:** Nath has diversified to 16 business centers across 131 territories in India and has contracted 150,000 farmers. Company is also increasing its thrust on overseas markets.
- **Strong balance Sheet:** Nath has no long-term debt, and it should be able to generate free cashflows despite targeting a 30%+ revenue growth.

STRATEGIC INITIATIVES

COTTON

Emphasis on Product Development and increased performance visibility

PADDY

Set up modern Research Centres to cultivate newer products and expand to newer geographies.

VEGETABLES

A specialized team is developed, to focus on High Yielding Product Varieties and benefit from higher gross margins.

WIN CHI WIN

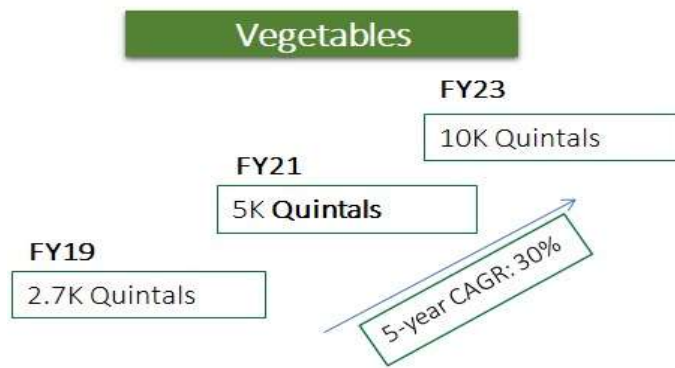
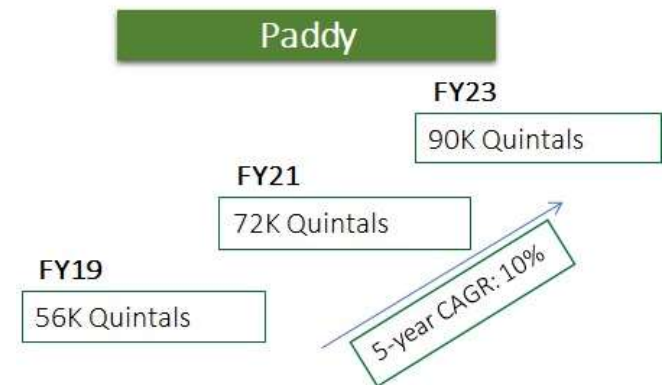
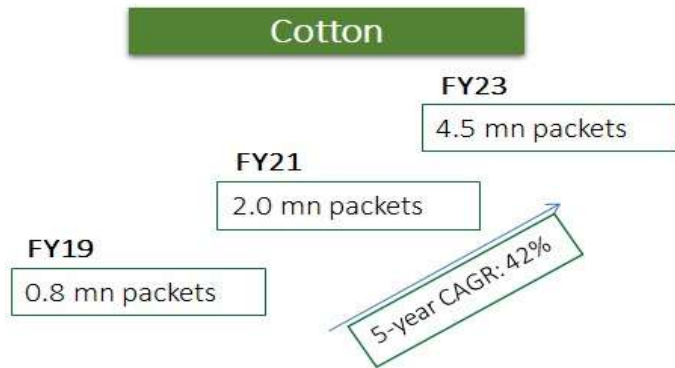
NBIL has a long-term agreement as the sole seller of Win Chi Win.



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A Well Diversified & De-Risked High Growth Portfolio





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Leadership Team



Chairman – Mr. Nandkishor Kagliwal

Post Graduate in Management from Mumbai and USA.



Managing Director – Mr. Satish Kagliwal

Studied at BITS Pilani and a Post Graduate in Management. Involved in Agri – Sector from 3 Decades.



Chief Financial Officer – Mr. Devinder Khurana

CFA and CAIIB with more than 30 years of work experience as a Finance Professional.



Business Lead – Madhav Dhande

M.Sc in Entomology from PVK Akola University with 43 years of experience working in various seed companies.

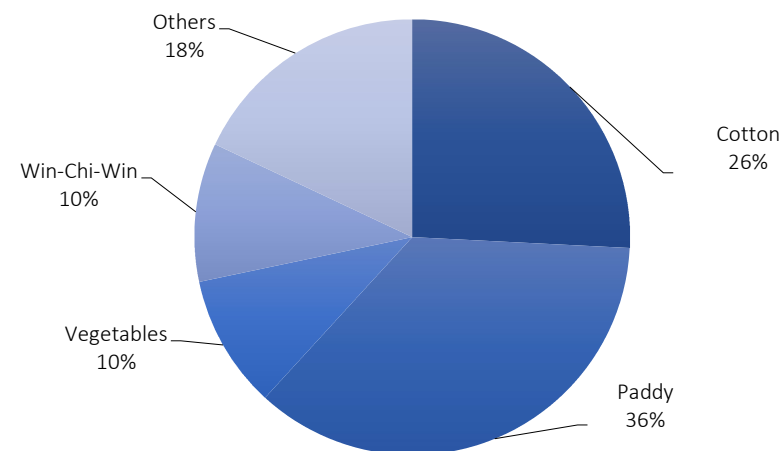
Key Risks:

- Any change in government policies, subsidies, incentives in agriculture sectors or failure of farmer to recognize expected prices for their crops could affect their ability to spend on seeds.
- International Expansion plans may be affected due to differences in soil conditions, acreage and weather.
- Increased competition in hybrid seed industry due to high demand in Indian markets.
- Adverse impact from erratic or abnormal Monsoon.

Key Financial Highlights

(Rs Mn)	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015
Revenue	2,309	1,917	1,699	1,621	1,853
EBITDA	432	404	290	245	347
EBITDA Margin	19%	21%	17%	15%	19%
PAT	384	293	162	140	253
PAT Margin	17%	15%	10%	9%	14%
EPS	20	18	10	9	16

Product Mix FY 19





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Safe Harbour

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.

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