

A YEAR OF RESURGENCE

Sumitomo Chemical India Limited

Investor Presentation - December 2025



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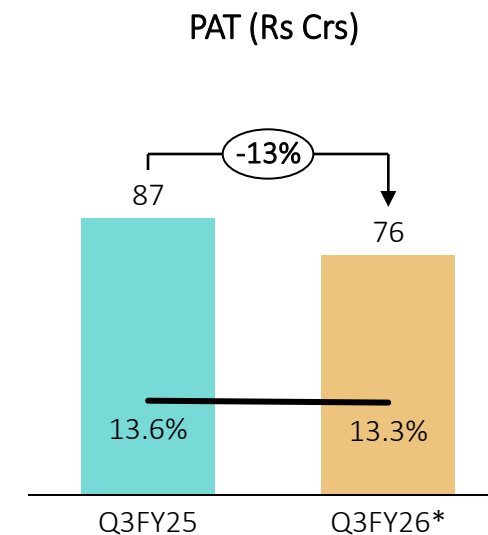
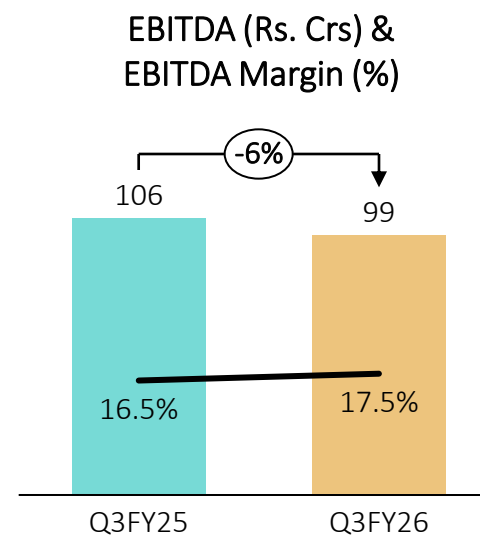
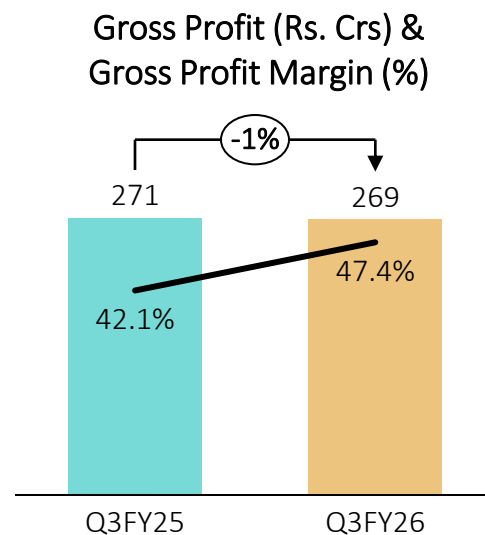
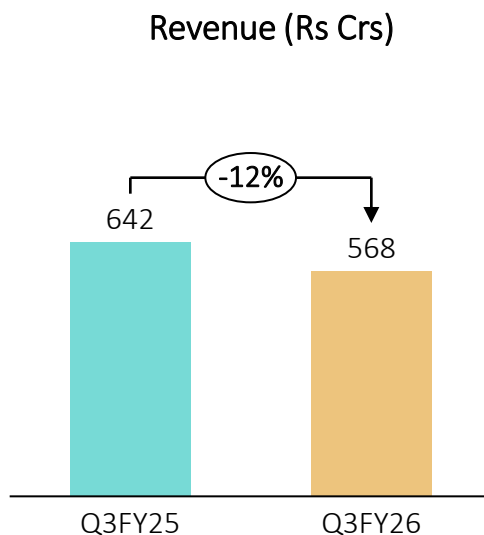
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Financial Performance & Key Highlights

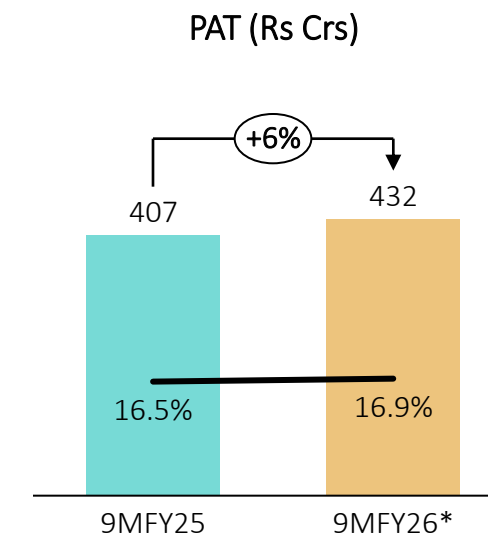
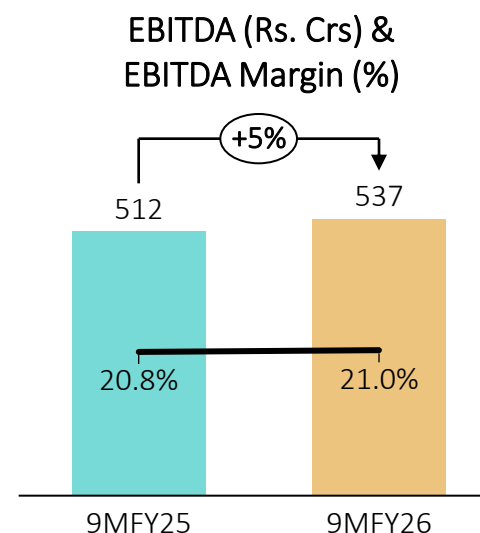
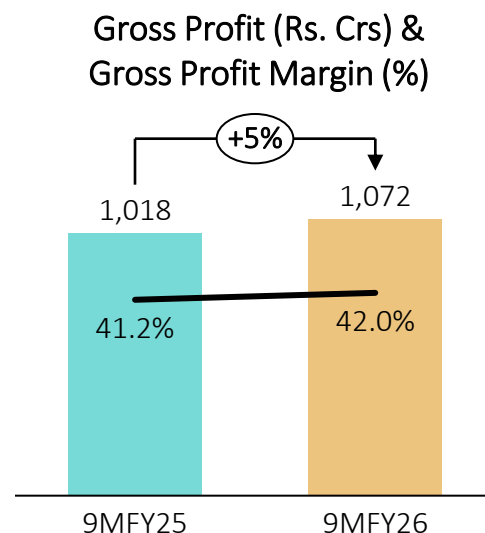
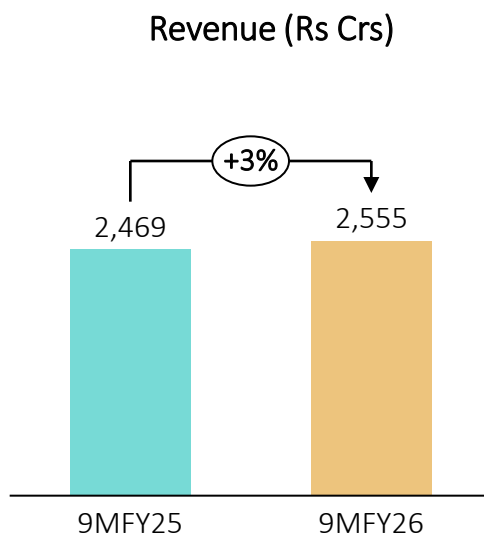


Performance Highlights – Quarter & YTD

Q3FY26 vs Q3FY25



9MFY26 vs 9MFY25



*PAT includes a one-time exceptional charge of ~Rs. 16 crore related to the impact of newly notified Labour Codes.
Given the seasonality in the business, it is best monitored on an annual basis

- ✓ **Agro-climatic conditions during the rabi season were mixed**, with excess rains improving reservoir levels and soil moisture; however, delayed withdrawal of monsoon (towards end of October) resulted in delayed Rabi sowing. Overall crop area stood about 2.8% higher YoY as of early January, providing a reasonable base for rabi demand.
- ✓ Revenue from operations declined 12% YoY, driven by:
 - ✓ **Discontinuation of the Animal Nutrition (AND) products distribution in India** (which resulted in a **revenue impact of about Rs. 72 crore during the quarter**). These AND products distribution business are low single-digit margin contributing and would be undertaken in future only in exceptional case-to-case circumstances.
 - ✓ Continued softness in domestic agri-input demand and higher prioritisation of fertiliser purchases by farmers.
 - ✓ Performance was further impacted by cautious distributor purchasing amid tight rural liquidity and kharif inventory overhang.
- ✓ **Insecticides and herbicides grew 11% and 12% YoY**. Other segments, including PGR, fungicides and metal phosphides witnessed moderation due to seasonality and short-term regulatory constraints (delay in bio-rational product approvals under the new regulations). **Export revenues grew 14% YoY** led by Japan, Africa and Asia (ex-India), partly offset by lower sales in South America and Europe.
- ✓ Despite decrease in topline, Gross profit stood broadly flat YoY, with **gross margin expanding 522 bps to 47.4%**. Margin improvement was supported by discontinuation of low-margin AND business, a favourable product mix and disciplined pricing. **EBITDA margin improved to 17.5%** (vs. 16.5% YoY), supported by strong gross margin expansion and cost discipline.
- ✓ The Company recognized a **one-time exceptional charge of about Rs. 16 crore** arising from the assessed impact of the newly notified **Labour Codes**, which led to both PBT and PAT declining 13% YoY. Excluding exceptional items, PBT remained broadly stable YoY, reinforcing the stability of core operations under challenging market conditions.
- ✓ **Product-led execution remained a key focus area**, with Excalia Max (Indiflin) and Lentigo (Imazosulfuron) progressing as planned, while Yunico and Yunico Flow (Chlorantraniliprole) and Ormie (Tebuconazole + Validamycin) delivered healthy traction. **Topgrain** (new Bio-rational) **registration** has been **obtained** and is likely to be **launched in the upcoming kharif season**.
- ✓ **Management continues to focus on ground level demand generation of high gross margin specialty products and disciplined cost control, with a clear focus on recouping sales momentum post a weaker Q2 and Q3, while laying the groundwork for FY26-27 assuming a normal monsoon and demand environment.**

Additional Projects approved by the board of the company

Plant for manufacturing Herbicide intermediate at Dahej site for supply to parent company

Capex budget:
~Rs 150 crore

Estimated Commercialization:
Q2 FY2028-29

- First strategic investment at the Dahej site, marking a **key step in developing Dahej as a strategic global manufacturing hub** for the parent company's high-potential patented molecules.
- Initial operations will commence using process know-how from the parent company, with SCIL driving further process optimization and cost efficiencies to enhance competitiveness and improve project payback metrics.
- This is **expected to be followed up with additional projects** to enable future forward and backward integration, the same product as well as other high-potential patented molecules from the parent company's pipeline.

Fitment for additional products at Tarapur site for supply to parent company

Capex budget:
~Rs 10 crore

Estimated Commercialization:
Q4 FY2027-28

- The Company has also approved a capex for fitment to **manufacture two additional molecules (one fungicide and one herbicide)** at the existing Tarapur facility, primarily for supply to the parent company.
- This investment leverages existing infrastructure, enhances asset utilisation and strengthens SCIL's role as a strategic manufacturing hub within the parent group's global supply chain.

Payback period: Less than 5 years from start of operations

Key Launches of Last 3 Years



CUFLOW™
Fungicide



SANTANA®
Insecticide



RUMPUS®
Fungicide



**SUMI BLUE
DIAMOND™**
Plant Growth
Regulator



PROMALIN®
Plant Growth
Regulator



KORKO®
Insecticide



DERECHO®
Fungicide



YUNICO
Insecticide



YUNICO FLOW
Insecticide



BLOG
Herbicide



MESHI
Insecticide



PORTION
Insecticide



ORMIE
Fungicide

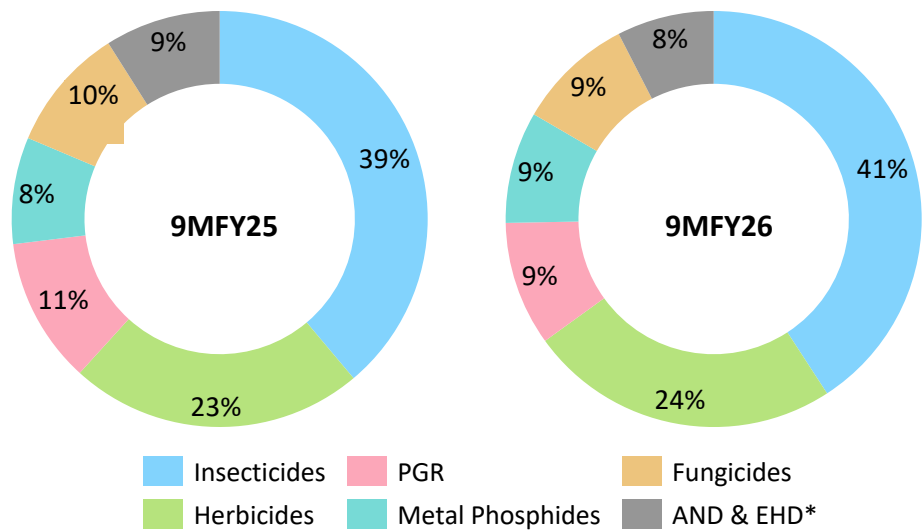


Consolidated Profit & Loss Account Statement

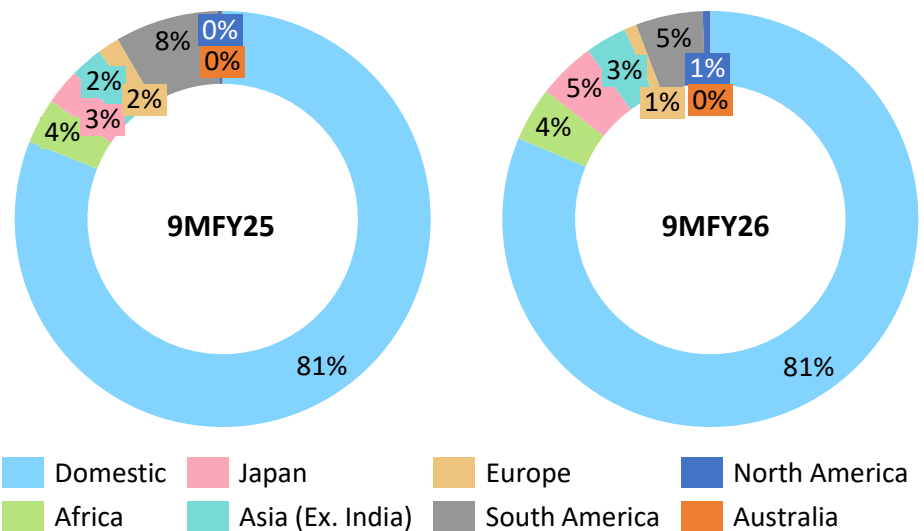
Particulars (Rs. Crs)	Q3FY26	Q3FY25	YoY	Q2FY26	QoQ	9MFY26	9MFY25	YoY
Revenue from Operations	568.0	641.9	-12%	929.8	-39%	2,554.6	2,469.1	3%
COGS	298.9	371.4		529.2		1,482.6	1,451.5	
Gross Profit	269.0	270.5	-1%	400.6	-33%	1,072.0	1,017.6	5%
Gross Profit %	47.4%	42.1%	522 bps	43.1%	429 bps	42.0%	41.2%	75 bps
Employee Expenses	65.4	68.3		69.5		205.7	199.9	
Other Operating Expenses	104.1	96.1		113.0		329.5	305.2	
Operating EBITDA	99.5	106.1	-6%	218.0	-54%	536.7	512.5	5%
EBITDA Margin	17.5%	16.5%	98 bps	23.4%	-593 bps	21.0%	20.8%	25 bps
Other Income	37.0	31.2		38.8		114.5	88.5	
Depreciation	16.7	19.1		16.8		49.2	49.6	
EBIT	119.7	118.3	1%	240.1	-50%	602.0	551.3	9%
EBIT Margin	21.1%	18.4%	265 bps	25.8%	-474 bps	23.6%	22.3%	124 bps
Interest	2.0	1.8		2.2		5.9	4.2	
Exceptional Items*	16.1	0.0		0.0		16.1	0.0	
Profit Before Tax	101.6	116.5	-13%	237.8	-57%	580.0	547.1	6%
PBT Margin	17.9%	18.1%	-27 bps	25.6%	-770 bps	22.7%	22.2%	55 bps
Tax	25.8	29.1		60.1		148.4	140.5	
Net Profit	75.8	87.4	-13%	177.8	-57%	431.7	406.7	6%
Net Profit Margin	13.3%	13.6%	-27 bps	19.1%	-577 bps	16.9%	16.5%	43 bps
Other Comprehensive Income	5.2	1.1		1.4		5.3	-1.0	
Total Comprehensive income for the period	81.0	88.5	-8%	179.2	-55%	437.0	405.6	8%

* One-time exceptional charge of Rs. 16.1 crore related to the impact of newly notified Labour Codes
Given the seasonality in the business, it is best monitored on an annual basis

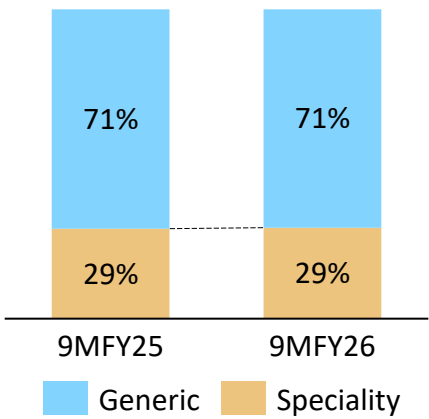
Product Breakup



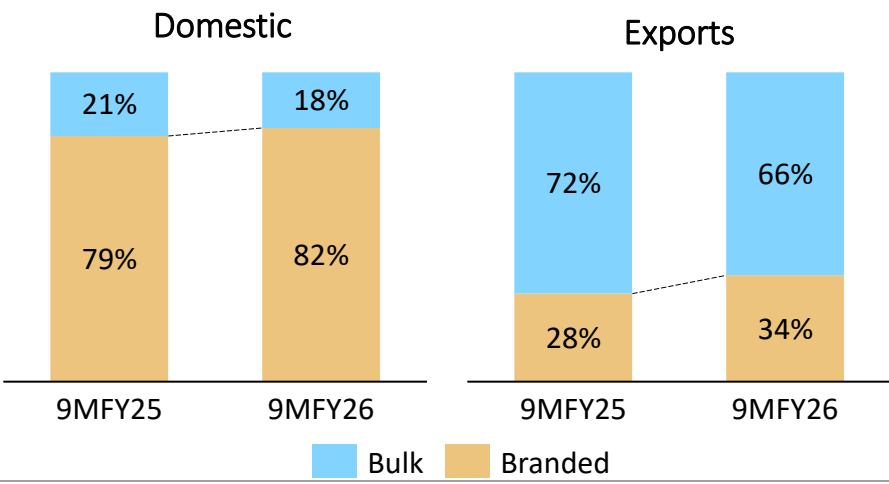
Geographic Breakup



Segment Breakup



Bulk & Branded



* Animal Nutrition Division (AND) and Environmental Health Division (EHD)

Consolidated Working Capital Movement

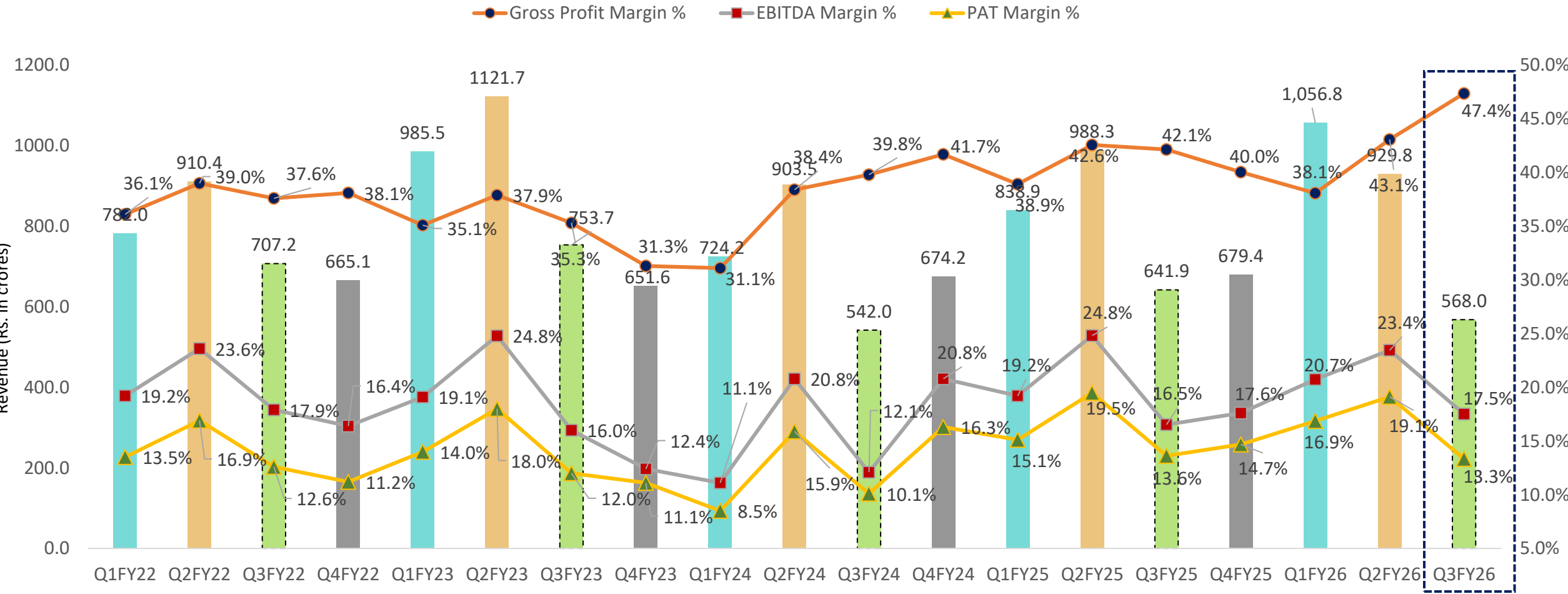
Particulars (Rs. Crs)	Dec-25*	Sep-25*	Change (Dec-25 to Sep-25)	Mar-25*	Change (Dec-25 to Mar-25)	Dec-24*	Change (Dec-25 to Dec-24)
Inventory (A)	676.9	613.3	63.6	703.7	-26.8	604.5	72.4
Inventory Days (<i>Inventories/ COGS* No. of days in period</i>) (i)	126	95		138		114	
Trade Receivables (B)	699.6	903.4	-203.8	783.4	-83.8	831.8	-132.2
Trade Receivables Days (<i>Trade Receivables / Revenue*No. of days in period</i>) (ii)	75	83		91		93	
Trade Payables (C)	355.9	483.8	-127.9	489.4	-133.5	467.2	-111.3
Trade Payables Days (<i>Trade Payables/ COGS*No. of days in period</i>) (iii)	66	75		96		89	
Other Financial Liabilities (D)	511.7	525.4	-13.7	377.3	134.4	457.4	54.3
Other Financial Liabilities Days (<i>Other Current Liabilities / Revenue*No. of days in period</i>) (iv)	55	48		44		51	
Net Working Capital (A+B-C-D)	508.9	507.5	1.4	620.3	-111.4	510.7	-1.8
<i>Net Working Capital Days (i + ii – iii – iv)</i>	80	55		89		68	

Key Highlights

- ✓ Net working capital days increased to 80 days as of December 2025 from 68 days in December 2024, largely on account of a seasonal inventory build ahead of the rabi season, partially offset by improved receivable collections. Receivable days improving to 75 days from 93 days, reflect strong collection efficiency and disciplined credit management, despite a softer demand environment. Payable days reducing to 66 days, reflect normalisation of supplier credit in line with lower volumes and disciplined procurement.
- ✓ Cash & cash equivalent as on 31st December 2025 stood at ~Rs. 2,163 crore. Focused efforts towards improving collections - Collection during 9MFY26 of ~Rs. 3,058 crores as compared to ~Rs. 2,803 crores during 9MFY25, demonstrating sustained discipline in receivable management and robust cash flow generation despite a challenging operating environment.

Given the seasonality in the business, it is best monitored on an annual basis

* No. of Days in period: Dec-25 – 92 days, Sep-25 – 92 days, Mar-25 – 365 days, Dec-24 – 92 days



Company Overview



Journey to 14x Growth in India

SCIL – Vision & Mission

**Formidable Player in the Indian
Agrochemicals Space**

**Diversified & De-risked Portfolio Across
the Agro-Chem Value Chain**

**Strong Brand and Well-Entrenched
Distribution Network**

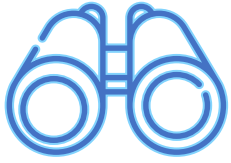
**Strategically Located Manufacturing
Facilities**

**Strong Focus on R&D, Process Innovation
and Safety, Health and Environment (SHE)**

**Autonomous Board with Vast Industry
Experience**

Growth Strategies

SCIL - Vision & Mission



Vision & Values

Vision:

- To be a trusted market leader in Indian crop-protection sector
- To develop a vibrant corporate culture
- Endeavor to achieve success and sustainability through innovation & excellence

Core Values:

- Innovation
- Excellence
- Integrity
- Respect & value all stakeholders
- Customer focus
- People focus
- Sustainability



Mission

Marketing and Sales:

- Further penetration into Indian market & take leadership; expand exports
- Strengthen Sales Force, Distribution and Product Portfolio

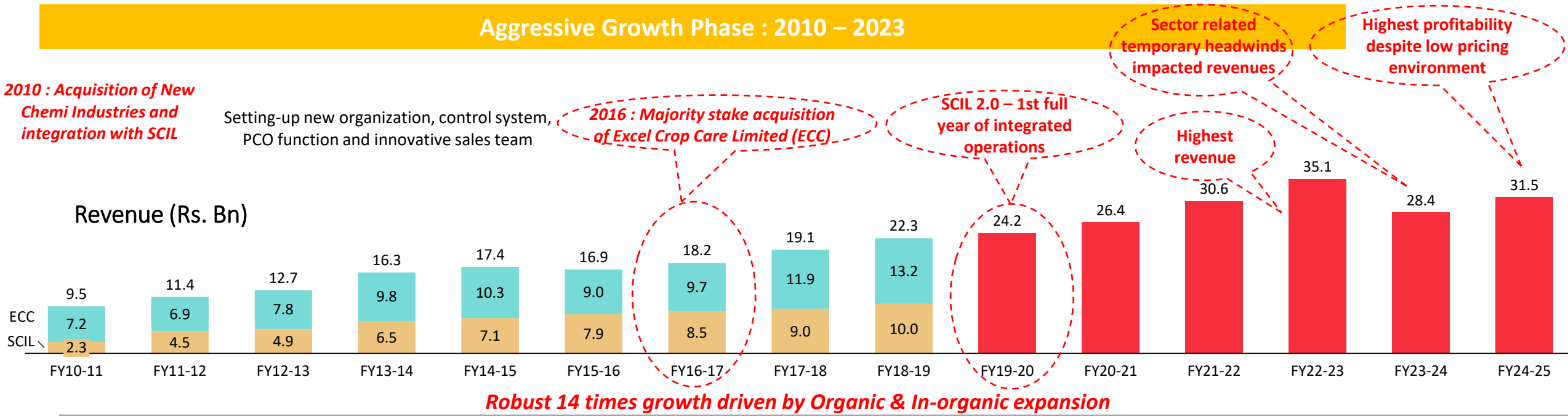
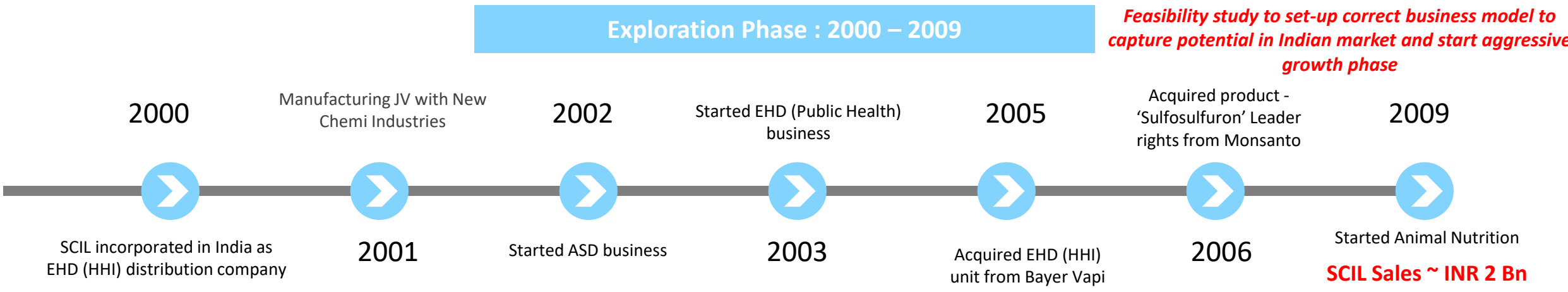
Manufacturing:

- Supplying the most competitive products with safe and stable operation and meet demand
- Strengthen Procurement Power
- Expand Manufacturing Functions

Management & Support:

- Establishing the most efficient organization to support business growth and alignment with SCC
- Develop administrative efficiency while ensuring internal controls
- Full & Strict Compliances
- Value Creation for all stakeholders

Journey to 14x Growth in India in last 15 years



Formidable Player in the Indian Agrochemicals Space

5
Manufacturing
Facilities

14
Technical
Actives

15,000+ Direct
Distributors &
60 Depots

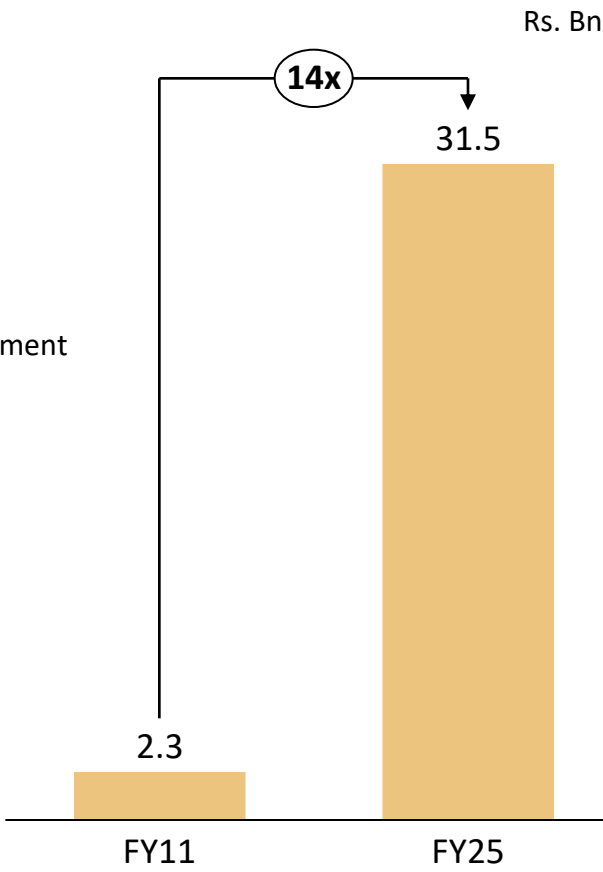


200+ Brands
700+ SKUs

25+ Patents
200+ Registrations

1600+ Employees
1500+ FDOs[#]

Grown 14x+ over FY11-25

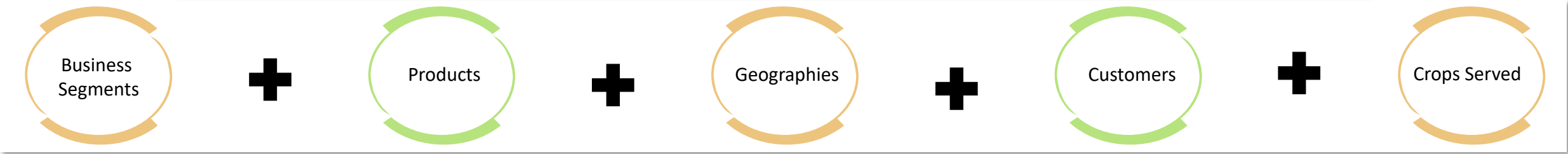


[#]FDOs - Field Development Officers (contractual)

Key Products	Product Name	Product Category	Indicative Use
	Fenpropathrin	Insecticide	Paddy, Cotton, F&V
	Glyphosate	Herbicide	Tea Gardens, non-cropped
	Profenophos	Insecticide	Cotton, Soya bean
	Pyriproxyfen	Insecticide	Cotton
	Clothianidin	Insecticides	Vegetables
	Tebuconazole	Fungicides	Wheat, Soya bean, Chilli
	Gibberallic Acid	Plant Growth Regulator	Citrus Fruits
	Aluminum Phosphide	Fumigant	Warehousing of Food Grains
	Chlorpyriphos	Insecticide	Paddy, Beans, Gram
	DL-Methionine	Animal Nutrition	Poultry

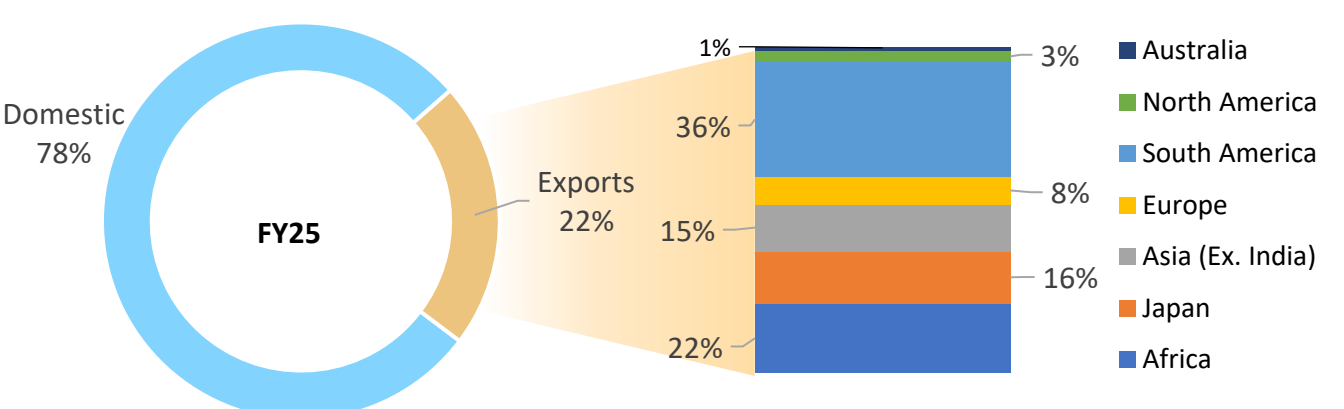
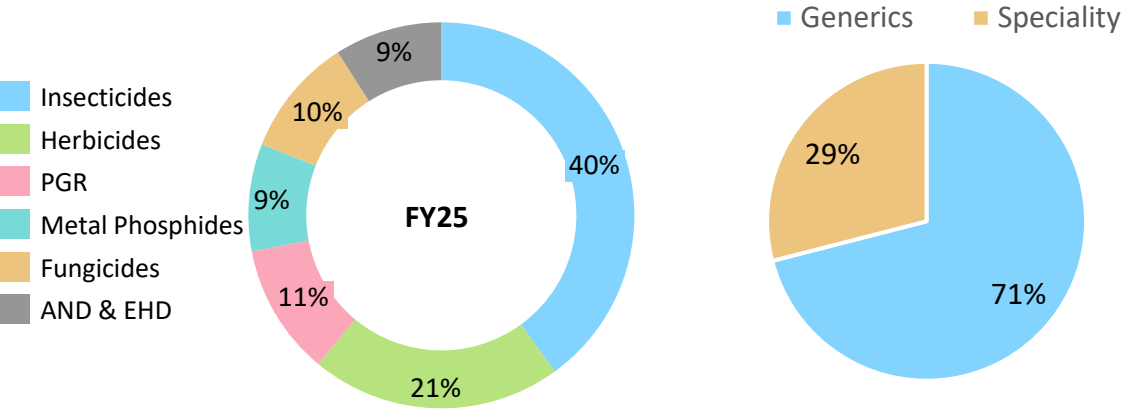
Diversified & De-risked Portfolio Across the Agro-Chem Value Chain

Well-Diversified across multiple dimensions



Diversified Portfolio Across Segments

Geographic Diversification with Exports to ~50 countries



- ✓ Greater focus on high growth, stable and high profitable segments such as **Herbicides, PGR, Bio-rational products**
- ✓ Increasing contribution from PGR segment and offerings for both Kharif and Rabi crops to reduce seasonality in the business
- ✓ One of the highest proportion of environmentally-friendly products in the Industry

- ✓ **Top 10 products contributes less than 45% of Total Revenue on annual basis**
- ✓ **No product / molecule contributes more than ~15% of Total Revenue on annual basis**
- ✓ **Diversified across key crops - Concentrated efforts on fruits & vegetables, paddy, cotton and other high growth segments**

Strong Brand and Well-Entrenched Distribution Network

✓ **Strong brand** with market leading position across various product categories

✓ **Dual brand portfolio** can offer products at all price points serving multiple customer sub-segments

✓ **In-depth knowledge** of own research products, **proven go-to-market strategy and deep farmer connect** facilitates launch of Speciality products

✓ **On-field demonstration of products, training of farmers** in using the products, building awareness among stakeholders in relation to the products

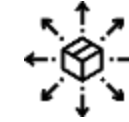
✓ **Pan-India distribution network** ensures strong presence with both retailers and farmers and **on-time feedback mechanism**

✓ **Scale and diversity** of product offerings lead to **superior bargaining power** with distributors and provides **one-stop solution for farmers**

✓ Expanded teams for **strategic marketing, demand generation, product development and regulatory affairs** to focus on future growth



26 States



15,000+
Distributors



4.4 million+
Farmer Connect through
physical meetings
20 million+
Digital Connect



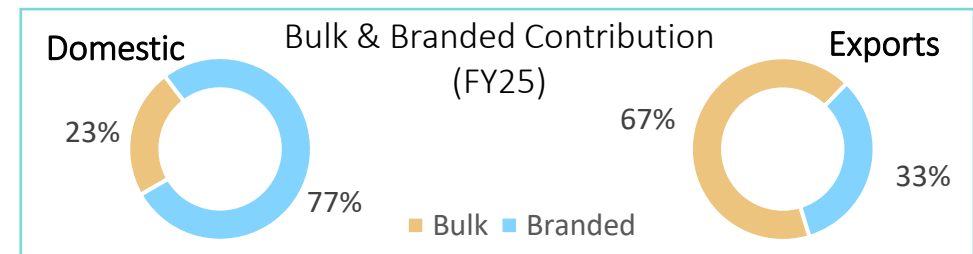
60 Depots



~40,000
Dealers



~600
Sales Team



Expanding Brand Visibility and Connect



- ✓ **Wide range of generics and speciality products** for Increased crop presence and providing crop protection solutions
- ✓ **More than 1,500+ Relationship managers** connecting to **4.4 million+ farmers** throughout crop cycle
- ✓ Over **200 brands** covering maximum of crops and pest segments
- ✓ **15,000+ distributors; 40,000+ dealers and 60 Depots** help in expanding brand visibility and connect
- ✓ More than **600+ Qualified and skilled managers** in Sales, Marketing and customer support
- ✓ Company with **20+ mega brands** with high brand recall
- ✓ Healthy geographical Brand coverage **throughout India** including North East and J&K
- ✓ Optimum use of **advertising media** with increased Digital Platforms presence



Resurging Through Phygital Transformation (1/2)

Rural India: Digitally Connected, Strategically Engaged

With rural India witnessing a digital revolution—boasting over 442 million internet users and 425 million smartphone owners—SCIL has strategically positioned itself to lead this wave. Our data-driven digital marketing framework now serves as a powerful catalyst for business growth and rural community engagement.

- ✓ 814+ localized landing pages across key dialects, optimized for voice search and rural accessibility
- ✓ 639 precision-targeted digital campaigns mapped to crop cycles, geographies, and farmer needs
- ✓ 14.2 crore digital touchpoints, contributing significantly to lead generation, brand affinity, and dealer inquiries
- ✓ 17.2% reduction in engagement costs, driven by smart segmentation and programmatic delivery
- ✓ Partnerships with hyper- local influencers, enhancing message authenticity
- ✓ Field activity tracking Apps- Sumitomo Connect & Sumitomo Field Connect

The Power of Phygital Field Days

Our Field Days evolved into immersive Phygital experiences—where digital interactivity met on-ground demonstration. A standout initiative was the “Live Field Days”, allowing farmers, distributors, and field executives to engage in real-time with our agronomists, R&D experts, Portfolio Managers, Demand Generation and Sales teams.

These live sessions:

- ✓ Enhanced farmer trust through live Q&A and transparent product demonstrations
- ✓ Drew strong participation from farmers, channel partners, and field teams across regions, fostering vibrant two-way engagement during each session



Resurging Through Phygital Transformation (2/2)

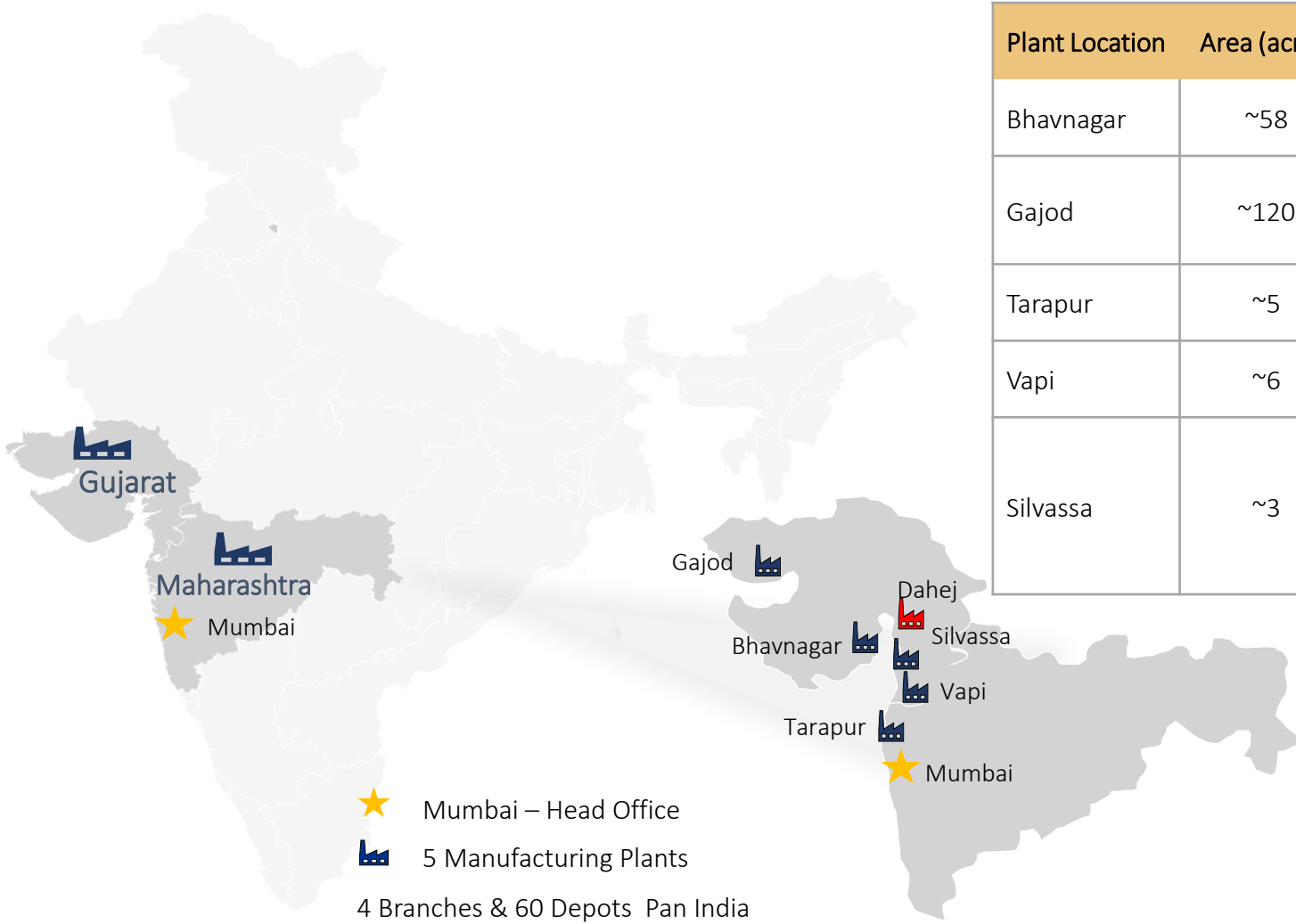


Glimpses of “Live Field Days”



Strategically Located Manufacturing Facilities

Connectivity to Major Cities and Proximity to Main Highways, Ports Reduces Logistic Time and Costs



Plant Location	Area (acres)	Segment Served	Product Manufactured
Bhavnagar	~58	Manufacturing of Technical Grade Pesticides and Formulations	Technical Grade Products: Chlorpyrifos, Profenophos, Glyphosate, Tebuconazole Tech, Quinalphos, Imidacloprid, Thiacloprid, Acetamiprid, Byspyribac Sodium, Fluroxypyr, Aluminium Phosphide, Zinc Phosphide, Sulphur WDG, Fenpropathrin
Gajod	~120	Production and manufacturing of Metal Phosphides, Sulphur WDG and other WDG formulations	
Tarapur	~5	Production and manufacturing of Active Ingredients	
Vapi	~6	Formulation & Packaging	
Silvassa	~3	Formulation of Glyphosate and Other Speciality Products	Formulations for above TG products and several other speciality and generic products

- **Overall Optimal capacity utilization ~ 80% to 90% for TGAi's**
- **Bought 2 additional private owned land parcels for future expansion:**
 - ~20 acre adjoining our existing Bhavnagar site
 - ~50 acre at a prime location at Dahej within Chemical Zone (recently received environmental clearance)

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Second Plant for a key SCC innovated product at Bhavnagar site for global requirements

SCIL has received board approval to set up a second plant for an important SCC innovated product for global requirements at existing Bhavnagar site

Brownfield expansion at existing Bhavnagar site – second plant for the same product within two years of first plant

Approximately ₹55 crore

To build on the success of the first plant, which demonstrated high utilization, world-class quality, and strong cost competitiveness

Q4FY27 (Jan–Mar 2027)

Product

Project Type

Investment

Objective

Target Completion & Commercialization

Production of a newly launched SCC innovated molecule at Tarapur site

SCIL has received board approval to manufacture a newly launched SCC innovated molecule at its Tarapur site

SCIL will undertake equipment modification and line readiness at its Tarapur facility for this newly launched product

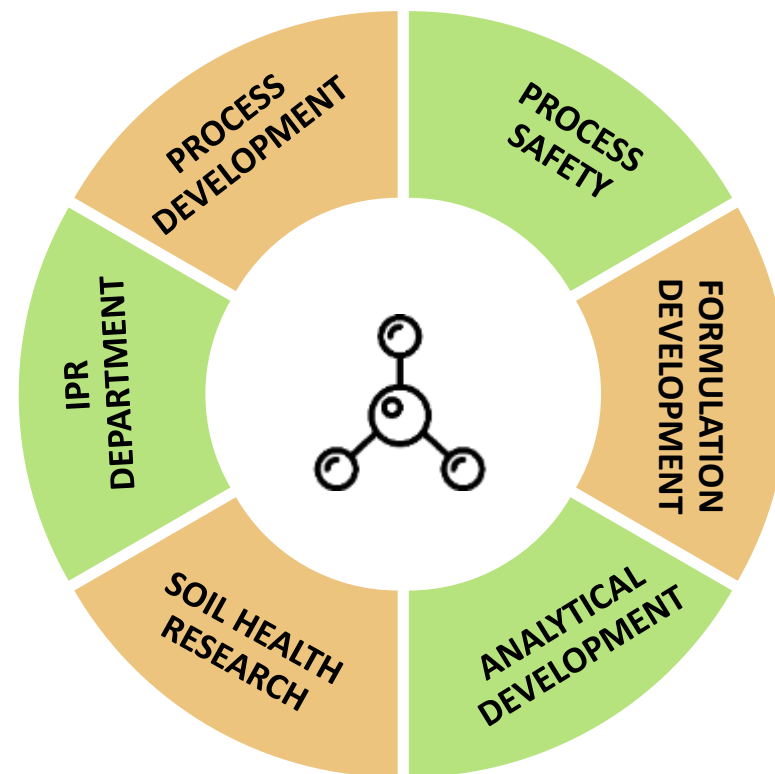
Around ₹10 crore

In order to demonstrate SCIL's capability to manufacture in India a newly launched SCC innovative molecule, as also to meet the expected domestic demand of this newly launched product

Q4FY27 (Jan–Mar 2027)

R&D: End-to-End Product Development Capabilities

- ❑ **3 fully equipped, DSIR approved R&D labs** located at Mumbai, Bhavnagar and Gajod capable of synthesis, technical product and formulation development; Soil Health Research Laboratory and in-house field trials
- ❑ R&D Team comprises of **75+** qualified and dedicated engineers & scientists of which **10+** are PhDs with more than **15 years** of Experience
- ❑ **25+ patents** granted across various geographies; 9 applications filed
- ❑ R&D facilities to gain capability for creating new processes and new combinations using **SCC Japan's chemistries** which would help improve production processes and efficiency



Bhavnagar, Synthesis Lab



Bhavnagar, R&D Analytical lab













Bhavnagar, Soil Health Research Lab



Bhavnagar, Biopesticides Unit

Thrust on Safety, Health and Environment (SHE)

Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites

-  Four Start Export House by Ministry of Commerce and Industry
-  Authorized Economic Operator AEO (Tier-2) Certification
-  ISO:9001:2015, ISO-14001:2015 and OHSAS18001:2007 for the manufacturing sites at Bhavnagar, Gajod, Tarapur and Silvassa; ISO:9001:2015 at Vapi
-  A8000 Certification for Social Accountability in Bhavnagar and Gajod
-  Efforts focused on reducing effluent load and effluent treatment cost, for staying innovative and competitive in the market
-  The quality of the products is maintained and upgraded to the applicable national and international standards through rigorous pursuit of Six Sigma initiative
-  Focused on energy conservation and energy cost reduction: 65% of total power requirement through wind and solar power generation plants
-  Expanding solar power plant capacity in line with towards green energy would also help in reducing dependence on outsourced power as well as in energy cost reduction
-  3R Principle: Recovery – Recycle – Reuse
-  Safety audit, training programmes and other safety management processes and programmes are carried out/conducted at regular intervals



Abiding by SCC Japan's EHS Policies



Dr. Vikram Sarabhai award for developing green technology from department of Science and Technology, Government of Gujarat



Certificates of appreciation received ten times from jointly by Gujarat Safety Council and Dish



Government of Gujarat for achieving 10 lakh accident free man-hours



Certificates of merits received from jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 20 lakh accident free man-hours





Certificates of honour received two times jointly by Gujarat Safety Council and Dish Government of Gujarat for achieving 30 lakh accident free man-hours


Focus on purity, quality and timely delivery of products to the customer

Awards & Accolades


Quality Certifications Ensure Consistent product quality and healthy working environment at manufacturing sites


 Jamnalal Bajaj Award for “Fair Business and Practices”

 Chemexcil Best Exporter's award: 2017-18 received in 2023

 First award for export of organic and inorganic chemicals


 ICMA award for innovation and purposeful programs for social progress


 First Sir P.C. Ray award for development of products and process with indigenous technology


 Punjab Haryana Delhi Chamber of Commerce and Industries award for ethical business

 Winner active ingredient trophy and certificate from M/s. Bayer


 Trishul award for the excellent performance for exports in international markets


 Global CSR award from SCC for one of our Integrated Village Development Programme


 ICMA award for innovation and purposeful programs for social progress


 Shramveer award for improvement of product efficiency received from national level Delhi

 Vishwakarma Rashtriya Puraskar received for process development

 National Safety Award by Labour Ministry, Government of India for safety performance


 Shramveer Award to employees from Labour Ministry, state level received six times

 Shram Bhushan Award to employees received five times

 Shram Ratna to employees, received seven times

 Shram Shri award to employees received three times

 Gujarat State Safety Certificate for safety commitment

 CSR Award from Federation of Gujarat Industries

Focus on **purity, quality and timely delivery** of products to the customer

Autonomous Board with Vast Industry Experience



Dr. Mukul Govindji Asher
Chairman and Independent Director

- Professorial Fellow at Lee Kuan Yew School of Public Policy at the National University of Singapore
- Advisor to Govts in Asia on tax policy & pension reforms; and to multi-lateral institutions including IMF, Asian Development Bank, PFRDA of India, Govt of Gujarat, & World Bank
- Member of the panel to review Crawford School of Public Policy at Australian National University



Preeti Gautam Mehta
Independent Non-executive Director

- 32 years of experience in corporate laws, foreign investment and collaborations, mergers and acquisitions and private equity investments, banking, franchising and hospitality



N. Sivaraman
Independent Director

- Qualified Chartered Accountant with close to 40 years of experience as finance professional and business and organizational leader.
- He had over 35 years of successful career with Larson & Toubro Group holding position of President and Whole-time Director of L&T Finance Holdings Limited and board membership of L&T Infrastructure Finance Limited where he played pivotal role. Managing Director and Group CEO at ICRA Limited and COO of IL&FS Limited



Ninad Dwarkanath Gupte
Non-executive Director

- Experience of 45 years in management of companies operating in fine chemicals, performance chemicals, industrial chemicals & agrochemicals
- Held senior positions at Excel Industries, BASF India, Herdillia Chemicals and worked as MD of Cheminova India and Agrocel Industries and as Joint MD of Excel Crop Care

Autonomous Board with Vast Industry Experience



Tadashi Katayama
Non-executive Director

- MBA from Vanderbilt University, U.S.A. and a Master's degree from Kyoto University in Japan
- Associated with SCC Japan since 1992 in the Health and Crop Science business unit in various positions
- President of Agro Life Sciences sector at SCC Japan



Masanori Uzawa
Non-executive Director

- MBA from University of Virginia, USA and a Bachelor's degree from the University of Tokyo in Japan
- Associated with SCC Japan and has experience of over 20 years in the areas of strategy, planning and business development for crop protection & other chemical businesses.
- Head of Agro Solutions Division International



Chetan Shantilal Shah
Managing Director

- Commerce graduate from the University of Mumbai and holds a master's degree in Business Administration from North Rope University in the USA
- Over 45 years of industry experience in various leadership and senior management roles



Sushil Champaklal Marfatia
Executive Director

Chartered Accountant with over 44 years of industry experience
Worked with New Chemi Industries Limited for 33 years which was later merged with the Company



Dr Suresh Ramachandran
Deputy Managing Director

- Ph.D. in Entomology from The University of Georgia, USA
- 26 years of expertise - Sales and Distribution, Product Management, Regulatory, Business Management, R&D, Six Sigma & Enterprise Resource Planning, in Crop Protection & Seeds Business.

Board is supported by a strong and experienced management team associated with Company since long

Growth Strategies



Continued Investment in R&D and Pipeline

- Aim to invest in seamless integration of R&D between SCIL and SCC units which would help improve our production processes, enhancing yields and efficiency
- Introduce new products as per market demand



Capacity Expansion

- Driving operational efficiencies maintaining highest safety standards and Responsible Care compliances
- Invest ~15% of consolidated EBITDA every year for upgradation of manufacturing facilities and capacity expansion to cater to strong domestic/global demand



Further Brand Development

- Investments for marketing of new and existing products and brands
- On-field demonstrations, training of farmers for building ground-level demand generation supported by digital marketing
- Extraordinary preparations for new product launches underway



Product Pipeline

- Multiple products coming from initiatives
- Global Speciality Proprietary products to be launched in India
- New combination products / pre-mixtures currently under development for domestic and exports
- Off-patent products under development for domestic and exports
- Technical products for manufacturing and exports



Expand Export Business

- Enhance exports in regions like Africa Leverage SCC's Global supply chain and marketing network to drive exports in Latin America, Asia and Europe

Achieving Market Leadership in India

- Balanced portfolio of specialty products (including futuristic green products) and off-patent products
- Consolidate position as best agro-chemical marketer in India
- Strive for manufacturing excellence & expand Make in India Projects
- Making organization ready to handle future challenges (Transform)
- Sustainable and healthy financial results (Harvest)

Leverage expertise in successful product launches, demand generation and manufacturing capacity expansions to fuel future growth

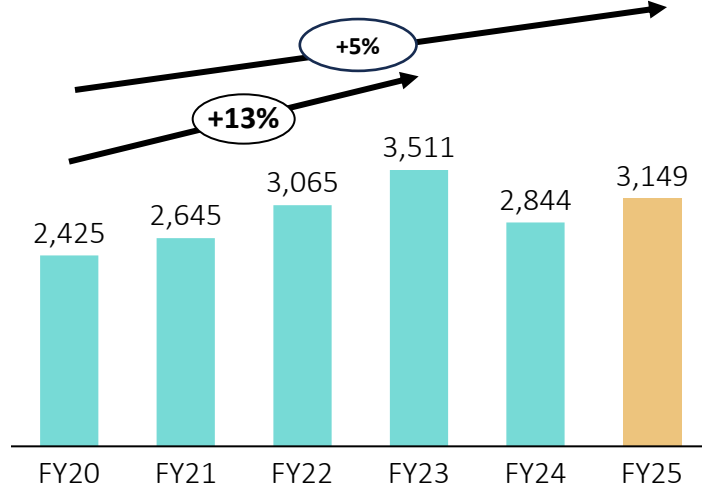


Financial Performance & Key Takeaways

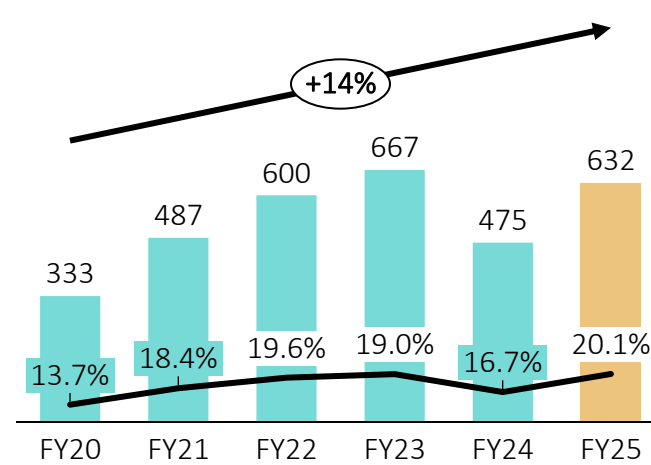


Historical Performance Highlights

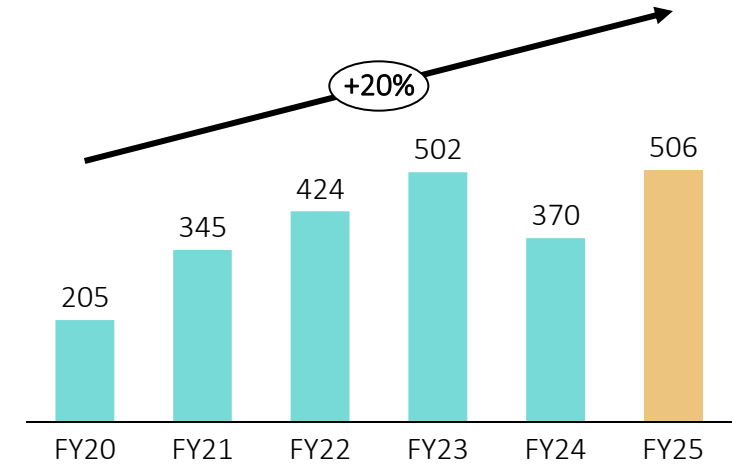
Revenue (Rs Crs)



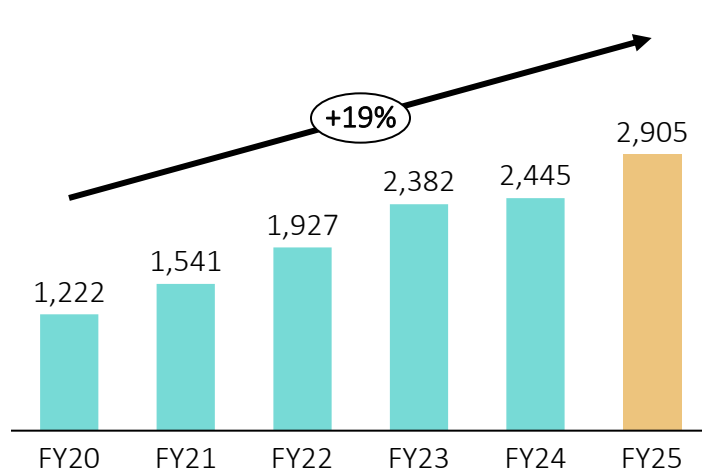
EBITDA (Rs. Crs) & EBITDA Margin (%)



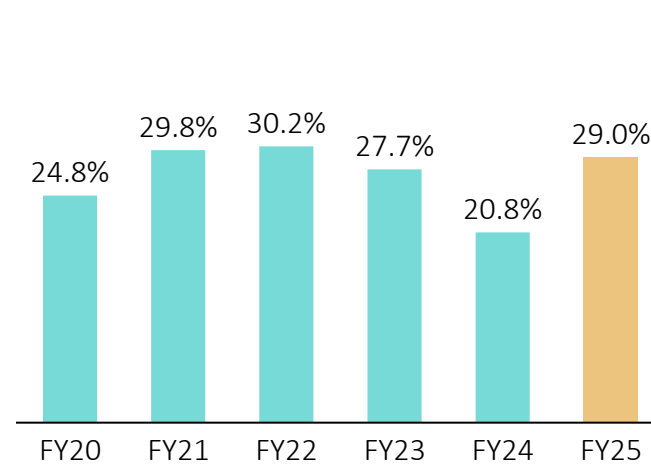
PAT (Rs Crs)



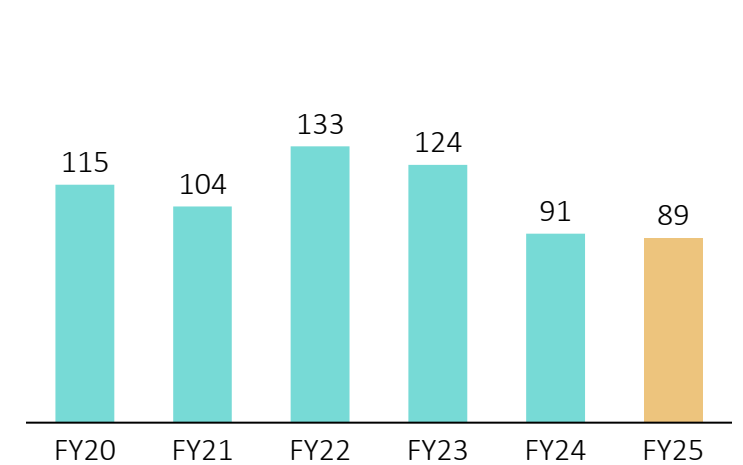
Networth (Rs Crs)



RoCE (%)^



Net Working Capital Days



^ ROCE – {EBIT/ (Net Worth + Borrowings)}

Consolidated Profit & Loss Account Statement

Particulars (Rs. Crs)	FY25	FY24	FY23	FY22	FY21	FY20
Net Revenue from Operations	3,148.5	2,843.9	3,511.0	3,061.2	2,644.9	2,424.8
COGS	1,858.9	1,775.1	2,270.6	1,908.0	1,655.4	1,607.6
Gross Profit	1,289.6	1,068.9	1,240.3	1,153.2	989.5	817.2
Gross Profit %	41.0%	37.6%	35.3%	37.7%	37.4%	33.7%
Employee Expenses	264.7	232.0	218.4	202.0	194.3	179.3
Other Operating Expenses	392.9	362.3	355.4	351.3	308.4	304.7
Operating EBITDA	632.1	474.6	666.6	599.9	486.9	333.2
EBITDA Margin	20.1%	16.7%	19.0%	19.6%	18.4%	13.7%
Other Income	120.1	95.7	44.9	26.8	18.6	10.7
Depreciation	66.1	62.2	51.9	44.8	46.6	41.0
EBIT	686.1	508.1	659.6	581.9	458.9	302.9
EBIT Margin	21.8%	17.9%	18.8%	19.0%	17.3%	12.5%
Interest	5.9	5.1	5.4	6.2	5.6	5.5
Profit Before Tax & Exceptional	680.2	502.9	654.2	575.7	453.3	297.4
Exceptional Item Gain / (Loss)**	0.0	0.0	0.0	0.0	-	-30.9
Profit Before Tax	680.2	502.9	654.2	575.7	453.3	266.5
PBT Margin	21.6%	17.7%	18.6%	18.8%	17.1%	11.0%
Tax	173.8	133.2	152.0	152.2	107.9	61.8
Net Profit	506.4	369.7	502.2	423.5	345.4	204.7
Net Profit Margin	16.1%	13.0%	14.3%	13.8%	13.1%	8.4%
Other Comprehensive Income	-1.0	-0.4	2.3	2.4	1.6	-5.1
Total Comprehensive income for the period	505.5	369.4	504.5	425.9	347.0	199.6
EPS	10.13	7.40	10.06	8.49	6.9	4.1

1. Appointed date for merger of ECC and SCIL is 1st Apr'18

Consolidated Balance Sheet

Assets (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non-Current Assets (A)	944.1	640.4	581.2	487.6	367.6	360.6
Property, Plant and Equipment	425.8	451.7	392.8	349.6	277.6	282.9
Capital work-in-progress	9.4	4.0	53.5	21.1	4.3	6.5
Right to use an Asset	63.5	42.5	33.2	36.4	31.1	34.9
Goodwill	60.4	62.2	-	-	-	-
Other Intangible Assets	6.7	6.0	3.8	4.3	0.6	1.7
Intangible Assets under Development	19.1	18.7	17.7	14.1	10.0	3.8
Non-Current Financial Assets						
(i) Investments	67.1	0.1	0.1	0.1	0.1	0.1
(ii) Loans & other financial assets	247.9	13.8	36.4	30.8	6.0	5.3
Deferred tax Asset (net)	1.2	0.7	-	-	-	1.1
Non-Current tax Assets (net)	37.5	37.7	34.9	21.6	20.4	20.2
Other non-current Assets	5.7	2.8	8.7	9.5	17.6	4.2
Current Assets (B)	3,020.3	2,672.9	2,787.5	2,522.0	2,304.3	1,745.6
Inventories	703.7	610.4	888.7	937.8	754.4	588.0
Current Financial Assets						
(i) Investments	457.2	345.7	238.8	356.02	290.2	86.0
(ii) Trade receivables	783.4	715.9	946.1	843.13	848.2	849.8
(iii) Cash and cash equivalents	38.2	46.6	46.9	57.25	213.3	92.6
(iv) Bank balances other than (iii) above	4.6	136.7	256.0	21.88	28.8	0.9
(v) Loans	101.9	181.2	236.5	0.47	7.7	7.9
(vi) Other financial assets	814.5	536.5	48.5	174.50	11.4	21.8
Other Current Assets	116.9	99.8	126.1	131.03	150.3	98.6
Total Assets (A+B)	3,964.4	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2

Equity & Liabilities (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
EQUITY (A)	2,905.1	2,444.5	2,381.8	1,927.2	1,541.3	1,221.8
Equity Share Capital	499.1	499.1	499.1	499.1	499.1	499.1
Other Equity	2,402.0	1,942.4	1882.6	1428.1	1,042.2	722.6
Non-controlling Interests	3.9	3.0	0.0	0.0	0.1	0.0
Non-Current liabilities (B)	94.2	68.0	53.9	61.0	49.6	44.5
Non-current Financial liabilities						
Lease Liabilities	32.8	18.5	17.7	24.7	15.3	19.4
Provisions	34.8	25.9	22.6	22.3	29.2	25.1
Deferred tax liabilities (net)	26.6	23.6	13.6	13.9	5.0	-
Non-current Tax Liabilities	-	-	-	-	-	-
Current liabilities (C)	965.2	800.7	933.0	1,021.4	1,081.0	839.9
Current Financial liabilities						
(i) Borrowings	0.0	0.5	-	-	-	-
(ii) Trade Payables	489.4	430.0	490.2	517.2	591.2	490.9
(iii) Lease Liabilities	19.1	11.2	16.2	12.9	17.3	16.2
(iii) Other financial liabilities	377.3	294.8	366.2	399.7	356.8	235.4
Other current liabilities	64.7	53.2	51.2	79.8	108.2	80.2
Provisions	9.0	10.4	6.3	7.2	5.6	9.7
Current tax liabilities	5.6	0.5	2.8	4.7	1.9	7.4
Total Equity & Liabilities (A+B+C)	3,964.4	3,313.3	3,368.7	3,009.6	2,671.9	2,106.2

Consolidated Working Capital Movement

Particulars (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Inventory (A)	703.7	610.4	888.7	937.8	754.4	588.0
<i>Inventory Days (Inventories/ COGS*365) (i)</i>	138	126	143	179	166	134
Trade Receivables (B)	783.4	715.9	946.1	843.1	848.2	849.8
<i>Trade Receivables Days (Trade Receivables / Revenue*365) (ii)</i>	91	92	98	100	117	128
Trade Payables (C)	489.4	430.0	490.6	517.2	598.3	490.9
<i>Trade Payables Days (Trade Payables/ COGS*365) (iii)</i>	96	88	79	99	132	111
Other Financial Liabilities (D)	377.3	294.8	366.2	399.7	349.8	235.4
<i>Other Financial Liabilities Days (Other Current Liabilities / Revenue*365) (iv)</i>	44	38	38	48	48	35
Net Working Capital (A+B-C-D)	620.3	601.5	978.0	864.0	654.5	711.4
<i>Net Working Capital Days (i + ii – iii – iv)</i>	89	91	124	133	103	115

Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Year ended 31-Mar-25	Year ended 31-Mar-24	Year ended 31-Mar-23	Year ended 31-Mar-22	Year ended 31-Mar-21	Year ended 31-Mar-20
Net Profit Before Tax	680.2	502.9	654.2	575.7	453.3	266.5
Adjustments for: Non-Cash Items / Other Investment or Financial Items	-45.6	-6.7	38.5	46.3	54.5	45.7
Operating profit before working capital changes	634.7	496.3	692.7	622.0	507.8	312.2
Changes in working capital	-18.0	392.6	-135.2	-257.6	25.6	-9.4
Cash generated from Operations	616.6	888.8	557.5	364.4	533.4	302.8
Direct taxes paid (net of refund)	163.9	129.0	168.1	142.6	107.9	81.4
Net Cash from Operating Activities	452.7	759.8	389.4	221.8	425.4	221.4
Net Cash from Investing Activities	-392.1	-431.7	-327.2	-290.2	-282.7	-117.9
Net Cash from Financing Activities	-69.1	-328.3	-72.5	-62.6	-47.1	-61.4
Net Increase /(Decrease) in Cash and Cash equivalents	-8.4	-0.3	-10.4	-131.1	95.7	42.2
Add: Cash & Cash equivalents at the beginning of the period	46.6	46.9	57.2	188.3	92.6	50.5
Cash & Cash equivalents at the end of the period	38.2	46.6	46.9	57.2	188.3	92.6

Key Takeaways

Formidable Player in the Indian Agro-chem Space

- Strong / leadership position across products and processes
- Ability to develop new combination products

Experienced Management Team and Board of Directors

- Strong management and autonomous Board with vast experience and domain expertise
- Localized experience enables better understanding of market needs to drive growth

Well-diversified Product Portfolio Across Agro-Chem Value Chain

- Multi-product, multi-geography, multi-customer de-risking
- Access to an impressive range of own actives along with significant exposure towards speciality products resulting in product offerings at all price points serving multiple customers sub-segment

Strong Brand and Well-Entrenched Distribution Network

- 26 states, 60 depots, 15,000+ distributors, 40,000+ dealer network
- High credibility and brand recall amongst farmers and the trade on account of transparent and ethical business dealings

To Benefit from Strong Parentage of SCC Japan

- Benefits from international standing of SCC Japan; most well revered brand renowned for its quality
- Access to SCC's global supply chain and global R&D activities (one of the largest spenders) resulting in development of actives and broad range of formulation research

State-of-the-art Manufacturing and R&D Facilities

- Operates five manufacturing facilities with state-of-the-art plants at strategic location which helps reduce logistic time and costs
- Capacity not a constraint allowing for significant growth on existing investments

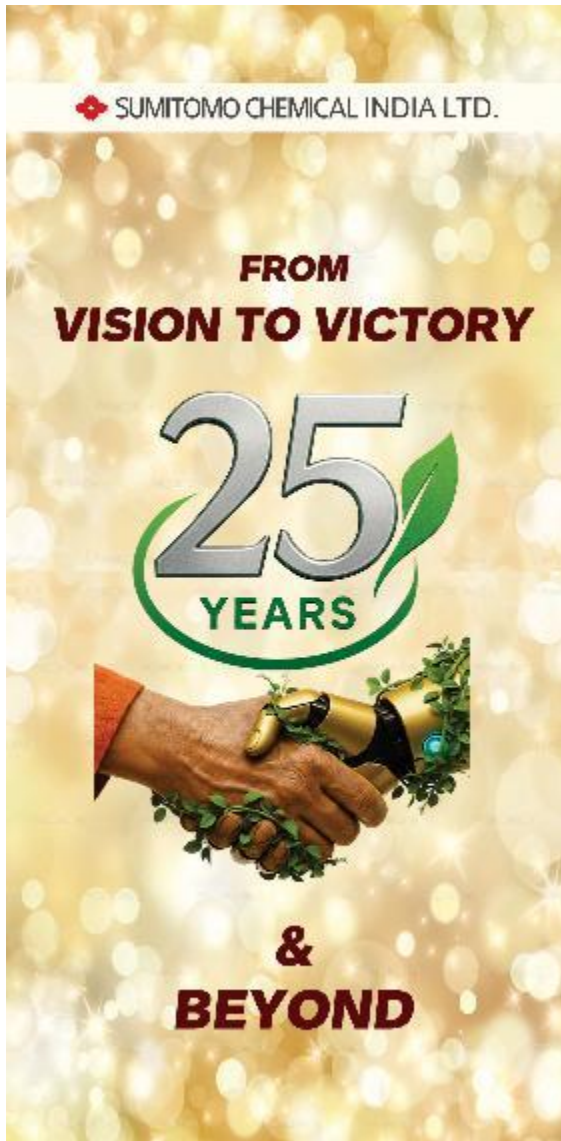
Strong Track Record of Driving Growth

- Grown 14X over FY11-25 driven by organic and inorganic expansion
- Debt free balance sheet with strong return ratios

Annexures

Glance of various events to bring people together





'Every Day Farmers' Day' Campaign



'Every Day Farmers' Day' Campaign



ONE TEAM...ONE MISSION... ONE CAMPAIGN



'Every Day Farmers' Day' Campaign





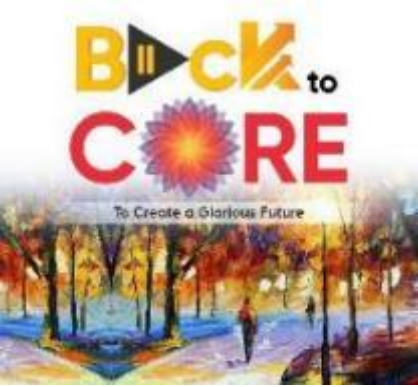




Glance of various events to bring people together



Strategic Workshop of senior and middle management to deliberate on growth acceleration



Logo for Annual Sales Team meeting - Manthan means joint efforts to squeeze out the results



Logo for Annual Distributors meeting - Bandhan means strong bonding



Logo showing Core Values

For further information, please contact:

Company :	Investor Relations Advisors :
Sumitomo Chemical India Limited CIN: L24110MH2000PLC124224 investor.relations@sumichem.co.in	Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285 Mr. Jigar Kavaiya / Mr. Parin Narichania +91 99206 02034 / +91 99300 25733 jigar.kavaiya@sgapl.net / parin.n@sgapl.net www.sgapl.net

For further information, kindly visit our new website
www.sumichem.co.in

