

# Transforming India through Agriculture

34<sup>th</sup>  
**Annual  
Report**  
2018-19



**Dhanuka** Agritech Limited





# Transforming INDIA through AGRICULTURE

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Notice to the Members  
(Notice of AGM, Proxy Form,  
Attendance Form, Route Map)



# Fostering Growth Beyond Borders

Our hunger for growth was never satisfied. Because, we understand that when we prosper, so do millions of farmers across India. Our success is theirs as well. And that drives us to seek new opportunities, new solutions and grow beyond boundaries. In agro-Chemical we seek :

- New crop protections for Indian farmers
- Tie-ups for marketing of new agrochemicals

This has lead us to collaborate with international giants to provide more efficient, more effective and more advanced soultions to the Indian farming community.



## Strategic Partnerships



Nissan Chemical, Japan



Corteva Agriscience, USA



ORO Agri, USA



FMC Corporation, USA



SUMITOMO CHEMICAL

Sumitomo Chemical, Japan



Mitsui Chemicals

Mitsui Chemicals Inc., Japan



Oat Agri, Japan



Hokko Chemical, Japan



Arysta Life Science, Japan

# Contact Information

## Board of Directors

Mr. Ram Gopal Agarwal, Chairman  
Mr. Mahendra Kumar Dhanuka, Managing Director  
Mr. Arun Kumar Dhanuka, Executive Director  
Mr. Rahul Dhanuka, Executive Director  
Mr. Mridul Dhanuka, Executive Director  
Mr. Harsh Dhanuka, Executive Director  
Mr. Ashish Saraf, Executive Director  
Mr. Sachin Kumar Bhartiya, Independent Director  
Mr. Indresh Narain, Independent Director  
Mr. Priya Brat, Independent Director  
Mr. Vinod Kumar Jain, Independent Director  
Mr. Sanjay Saxena, Independent Director  
Ms. Namrata Gupta, Independent Director  
Mr. Bajrang Lal Bajaj, Independent Director

## President & Chief Financial Officer

Mr. Vinod Kumar Bansal  
14<sup>th</sup> Floor, Building 5A, DLF Epitome, Cyber  
City, DLF Phase III, Gurugram-122002, Haryana  
Phone Nos.: (0124) 3838500

## Company Secretary & Compliance Officer

Ms. Jyoti Verma  
14<sup>th</sup> Floor, Building 5A, DLF Epitome, Cyber City,  
DLF Phase III, Gurugram-122002, Haryana  
Phone Nos.: (0124) 3838500  
E-mail: investors@dhanuka.com

## Internal Auditors

Manoj Ritu & Associate  
Chartered Accountants  
322, Vardhman Diamond Plaza  
Motia Khan, New Delhi - 110055

## Cost Auditors

M/s. S. Chander & Associates  
Cost Accountants  
2<sup>nd</sup> 212, II Floor, Sarai Pipal Thala, G.T.  
Karnal Road, Azadpur, Delhi - 110033

## Statutory Auditors

M/s. S.S. Kothari Mehta & Co.  
Chartered Accountants  
Plot No - 68, First Floor, Phase -3,  
Okhla Industrial Area, New Delhi - 110020

## Secretarial Auditors

M/s. R&D  
Company Secretaries  
785, Pocket E, Mayur Vihar II, New Delhi - 110091

## Registrar and Transfer Agents

M/s. Abhipra Capital Limited  
Abhipra Complex, A-387, Dilkhush Industrial Area,  
G.T. Karnal Road, Azadpur, Delhi - 110033  
Phone Nos. : (011) 42390909/708/783  
E-mail : info@abhipra.com, rta@abhipra.com  
Website : www.abhipra.com

## Bankers

The Hongkong & Shanghai  
Banking Corporation Limited  
HDFC Bank Limited

## Listing

Bombay Stock Exchange Limited  
National Stock Exchange of India Limited

# Financial Highlights



Year	Revenue (Rs. in Crores)	PAT (Rs. in Crores)	Net Worth (Rs. in Crores)	EPS (in Rs.)	EBIDTA (Rs. in Crores)	EBIDTA Margin	PAT Margin
2014-15	785.07	106.08	412.28	21.21	137.83	17.56	13.51
2015-16	828.78	107.31	480.44	21.45	152.35	18.38	12.95
2016-17	883.35	121.86	521.71	24.37	187.38	21.21	13.80
2017-18	962.63	126.17	633.36	25.71	182.09	18.92	13.11
2018-19	1005.84	112.57	642.22	23.02	167.20	16.62	11.19

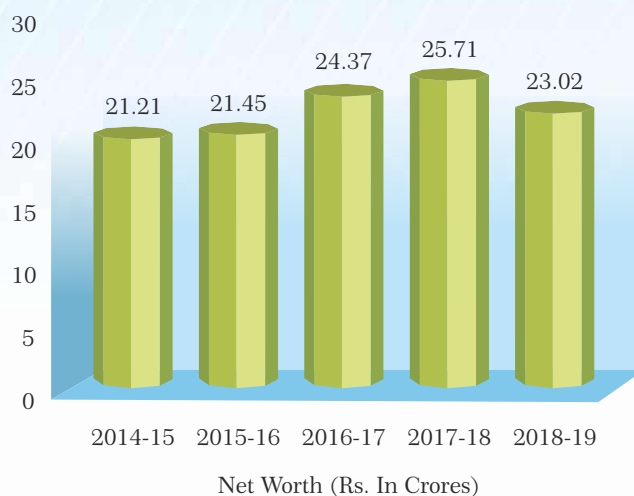
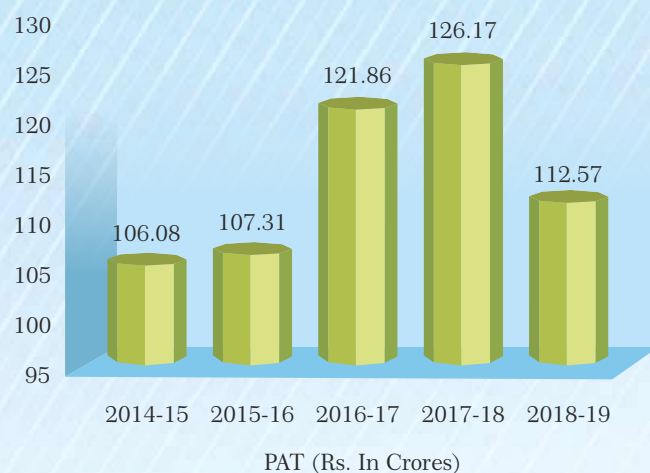
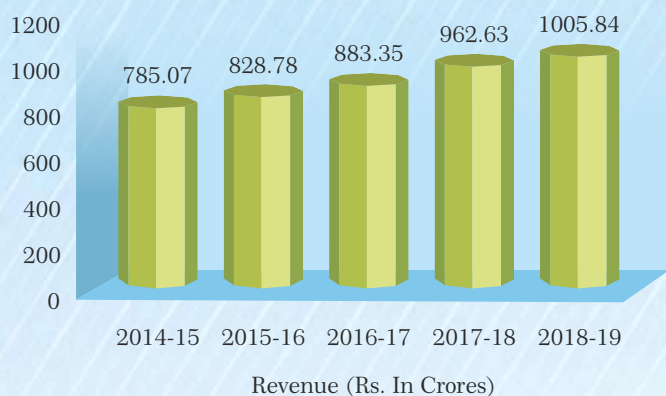


## Mahendra Kumar Dhanuka

(Managing Director)

Friends, financial year 2018-2019 was an exceptional year due to closure of 1000 of units in China, the prices of raw material has increased disproportionately, which company could not pass to the farmers completely. This has not only impacted the sales growth plans of the company but has also impacted the profitability. Now IMD has forecasted a normal monsoon for this year. Dhanuka hopes to deliver much better performance during financial year 2019-2020.

During Financial Year 2018-19, the Company has completed buyback of 15 lakhs equity shares of the company at the rate of Rs. 550 each comprising of the total buyback size 82.50 Crores. The Board of Directors has declared dividend at the rate of 30% i.e 60 paise per equity share of Rs.2 each for Financial Year 2018-19.



### Notes :

1. Revenue from Operations (Net of Excise) increased by 4.49% from ₹ 96,263.49 lacs in 2017-18 to ₹ 1,00,583.80 lacs in 2018-19.
2. Profit before tax decreased by 7.82% from ₹ 16,700.79 lacs in 2017-18 to ₹ 15,395.52 lacs in 2018-19.
3. Operating Profit before tax decreased by 11.99% from ₹ 15,185.07 lacs in 2017-18 to ₹ 13,364.36 lacs in 2018-19
4. Net profit decreased by 10.78% from ₹ 12,617.77 lacs in 2017-18 to ₹ 11,257.58 lacs in 2018-19
5. The Company reported an EPS of ₹ 23.02 in 2018-19 compared to ₹ 25.71 in 2017-18.

# Manufacturing Facilities

## **SANAND (GUJARAT):**

Second largest capacity for manufacturing granules in India. It has land area of 62,700 square meters with largest dedicated Cartap Hydrochloride SP formulation facility.

## **UDHAMPUR (JAMMU AND KASHMIR):**

State of-the-art production line. 12 filling lines dedicated to liquids like EC, SC & SL. Online monitoring of quality conforming to the highest standards. Two separate lines for powder formulations & zero water discharge facility.

## **KESHWANA (RAJASTHAN)**

Dhanuka has commissioned its new plant at Keshwana in Rajasthan which have one of the largest liquid formulation facilities in India at its full capacity

## **QUALITY**

Over the years, Dhanuka Agritech Limited invested in process and product excellence. The Company is ISO 9001:2015 certified across all locations. The Company's Keshwana and Udhampur units are certified with ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:2007 Dhanuka's R&D centre (Gurgaon) is certified by the Ministry of Science and Technology, Government of India & Keshwana unit's QC laboratory is certified by National Accreditation Board for Laboratories (NABL).

## **TEAM**

Dhanuka Agritech comprises more than 1,100 employees and more than 1,500 Dhanuka Doctors, who disseminate information to farmers on 'Dhanuka kheti ki nayi takneek'.



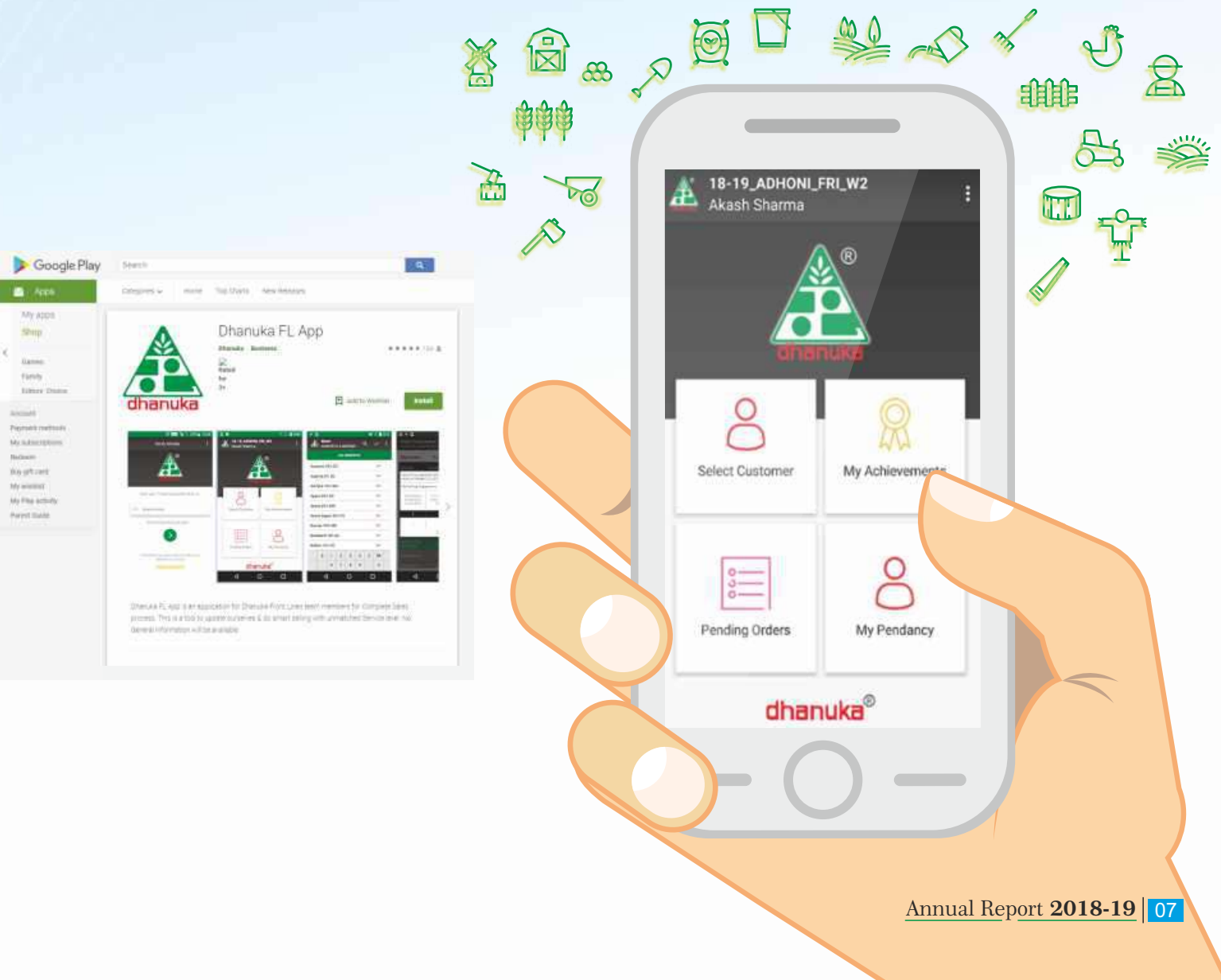


# Mobile Technology

We're changing the world with technology

Dhanuka Agritech Ltd. always believe that technology plays an important role in transformation of agriculture, community and the nation. Similarly, the process of integrating digital technology into all functions of an organization to fundamentally change its operation to deliver high value to its customers, whenever and wherever needed.

This application, can be downloaded from Google Play store with name of Dhanuka FL App. Our goal with this new app is to provide our team an easier way to complete the sales process & also allow the user to have a crisp overview of his data. The application is a one stop shop for a quick overview of essential data. Our current users & customers find the app & data very useful. We are constantly updating our application to provide the user with unmatched experience.





# Reflection from the Chairman

India has come a long way since 1947, today the country is not only self-sufficient in rice & wheat but with more than 285 million tons of food production and more than 305 million tons of Horticulture production, one among the largest producers of the world. India ranks 1st globally in milk production with record production of more than 176 million tons. Agriculture is a mainstay of the country's economy, contributing to 14.39 percent of India's GDP while providing a source of employment for more than 47 percent of the population. Globally agriculture industry is changing and there is a shift from traditional working to technology driven solutions, gradually converting the regular market into booming Agri-Business. Following the paradigm shift in agriculture practices Indian farmers are steadily adopting new solutions to increase their productivity and to cope with the food security concerns. They need to be faster in adopting new technology as world is changing very fast and only few farmers in our country are taking the advantage of new technology.