

May 13, 2022

## Q4FY22 Result Update

Change in Estimates |  Target |  Reco

### Change in Estimates

	Current		Previous	
	FY23E	FY24E	FY23E	FY24E
<b>Rating</b>	<b>BUY</b>		<b>BUY</b>	
<b>Target Price</b>	<b>750</b>		<b>630</b>	
Sales (Rs. m)	41,939	48,772	40,333	46,975
% Chng.	4.0	3.8		
EBITDA (Rs. m)	8,373	9,794	7,959	9,421
% Chng.	5.2	4.0		
EPS (Rs.)	44.1	49.9	40.9	48.3
% Chng.	7.7	3.3		

### Key Financials - Standalone

Y/e Mar	FY21	FY22	FY23E	FY24E
Sales (Rs. m)	23,956	35,798	41,939	48,772
EBITDA (Rs. m)	4,168	6,994	8,373	9,794
Margin (%)	17.4	19.5	20.0	20.1
PAT (Rs. m)	2,292	3,493	3,977	4,498
EPS (Rs.)	25.4	38.7	44.1	49.9
Gr. (%)	39.2	52.4	13.9	13.1
DPS (Rs.)	3.0	3.0	4.0	4.0
Yield (%)	0.5	0.5	0.6	0.6
RoE (%)	15.2	19.8	19.0	18.2
RoCE (%)	16.0	25.0	24.8	24.0
EV/Sales (x)	2.3	1.6	1.3	1.1
EV/EBITDA (x)	13.3	8.0	6.7	5.5
PE (x)	25.4	16.7	14.6	13.0
P/BV (x)	3.6	3.0	2.6	2.2

### Key Data

SHCR.BO | SHCR IN

52-W High / Low	Rs.745 / Rs.286
Sensex / Nifty	52,794 / 15,782
Market Cap	Rs.58bn / \$ 752m
Shares Outstanding	90m
3M Avg. Daily Value	Rs.161.99m

### Shareholding Pattern (%)

Promoter's	74.82
Foreign	1.69
Domestic Institution	12.84
Public & Others	10.64
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	(7.1)	99.0	99.4
Relative	2.7	128.7	83.9

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## Ends the year on a positive note..!!

### Quick Pointers:

- Volume decline of 11%; price growth of 42% in 4Q (FY22- Volume and price growth of 24% and 25% respectively).
- Citing robust global demand SHCR guides for 15-20% YoY revenue growth in FY23E.

**Sharda Cropchem (SHCR) reported strong operational performance in 4QFY22, primarily led by healthy revenue growth across regions. Key highlights are: (1) Volume/Price/FX growth of -11%/42%/0.3% YoY (FY22 24%/25%/1% YoY) respectively; (2) Gross margin declined 210bps YoY to 29.2% led by higher freight cost; (3) Better operating leverage coupled with superior geographical and product mix has resulted into EBITDA margins expansion of 100bps YoY to 20.9% (incl. IU&AD write-offs of Rs178mn in 4QFY22; FY22 Rs292mn); and (4) Working capital days up by 3 days YoY to 89.**

**Citing positive growth momentum across regions, management remains confident of achieving 15-20% YoY revenue growth for FY23E, while maintaining margins at current levels aided by better geographical mix and higher contribution from recently received new registrations. That said, factoring in better FY22 performance and positive demand momentum we increase our EPS estimates for FY23/24E by 8%/3% respectively. Maintain 'BUY' with a revised TP of Rs750 (earlier INR630 based on 13x FY24E EPS) based on 15x FY24E EPS (assigning 5- year average multiple). We believe that risk reward remains favorable for the stock.**

- Better revenue growth across regions:** SCHR posted robust revenue growth of 32% YoY to Rs14.3bn (PLe- Rs13.2bn) primarily driven by favorable price and FX impact of 42% and 0.3% YoY respectively partly offset by 11% YoY decline in volumes. Agrochemical revenues increased 24% YoY to Rs12.4bn; while non-agrochemicals revenues grew by 129% YoY to Rs1.9bn respectively. Robust performance was primarily on the back of higher agrochemicals growth across regions (barring ROW down 17% YoY) with Europe/ NAFTA/ LATAM up 14%/26%/174%/ YoY respectively. While, non-agrochemicals segment also posted whooping growth of 129% YoY supported by 104%/213%/8%/70% YoY growth in Europe/NAFTA/ROW/LATAM respectively.
- Decline in Gross margins offset by better operating leverage:** SHCR reported strong 4QFY22 results with Revenue/EBITDA/PAT growth of 32%/38%/32% YoY. Gross margins contracted by 210 bps YoY to 29.2% led by higher freight cost. However better operating leverage coupled with superior geographical and product mix has in-turn resulted into an EBITDA margin expansion of 100bps YoY to 20.9% (PLe 20.6%) (including IU&AD write-offs of Rs178mn in 4QFY22 /FY22 at Rs292mn). Going forward, management believes that positive growth momentum will likely continue in the near term led by a) better traction and acceptance from customers in key markets; b) healthy

global agronomic situation; c) remunerative crop prices. Citing a positive global trend, management remains hopeful for 15-20% YoY revenue growth with margins likely to remain in 20-21% range. However, management expects intangible write-offs to be in between Rs300-500mn/year.

### Other key highlights

- **Region-wise revenue break-up:** Agrochemicals revenues in Europe/ NAFTA/ LATAM/ RoW grew by 14%/26%/174%/-17% YoY in 4QFY22.
- **Category-wise Revenue break-up in 4QFY22:** Herbicide /Fungicide /Insecticides contributed 59%/30%/11% to overall revenues, as against 53%/30%/17% respectively in the same period last year. For FY22, contribution stood at 54%/26%/20% as against 51%/27%/22% in FY21 respectively.
- **Region-wise gross margins:** For 4QFY22 Europe /NAFTA /LATAM /RoW stood at 36%/26%/15%/22% as against 39%/25%/25%/27% respectively in the same period last year.
- **Capex:** SCHR has spent Rs4.13bn of capex in FY22 as against Rs3.09bn in the same period last year.
- **Net Working Capital:** stood at 89 days in 4QFY22 as against 86 days in 4QFY21.
- **Guidance:** Citing a better global industry demand scenario coupled with comfortable inventory position globally, SHCR guided for a top-line growth of 15-20% YoY for next few years with margins likely to be maintained in the same levels of FY23. Working capital is likely to be maintained at FY22 levels.

**Exhibit 1: Q4FY22 Result Overview (Rs mn)**

Y/e March	Q4FY22	Q4FY21	YoY gr. (%)	Q3FY22	QoQ gr. (%)	FY22	FY21	YoY gr. (%)
<b>Revenue</b>	<b>14,345</b>	<b>10,881</b>	<b>31.8</b>	<b>8,798</b>	<b>63.0</b>	<b>35,798</b>	<b>23,956</b>	<b>49.4</b>
Raw material costs	10,153	7,471	35.9	5,814	74.6	24,998	16,360	52.8
Gross profit	4,192	3,410	22.9	2,984	40.5	10,800	7,597	42.2
Employee costs	127	119	7.4	108	17.4	442	373	18.3
Other expenses	1,070	1,128	(5.2)	936	14.3	3,364	3,055	10.1
Total operating expenses	1,197	1,247	(4.0)	1,045	14.6	3,806	3,428	11.0
<b>EBITDA</b>	<b>2,995</b>	<b>2,163</b>	<b>38.5</b>	<b>1,939</b>	<b>54.5</b>	<b>6,994</b>	<b>4,168</b>	<b>67.8</b>
Depreciation	717	522	37.4	590	21.5	2,453	1,704	43.9
<b>EBIT</b>	<b>2,278</b>	<b>1,641</b>	<b>38.8</b>	<b>1,349</b>	<b>68.9</b>	<b>4,540</b>	<b>2,464</b>	<b>84.3</b>
Less: Interest Expense	7	8	(4.8)	4	68.2	22	28	(20.2)
Add : Other Income	-66	36	(281.4)	14	NA	124	658	(81.1)
<b>Profit Before Tax</b>	<b>2,205</b>	<b>1,669</b>	<b>32.1</b>	<b>1,358</b>	<b>62.4</b>	<b>4,642</b>	<b>3,095</b>	<b>50.0</b>
Less: Provision for Tax	435	330	31.8	336	29.4	1,150	802	43.3
<b>Adjusted Profit</b>	<b>1,770</b>	<b>1,339</b>	<b>32.2</b>	<b>1,022</b>	<b>73.2</b>	<b>3,493</b>	<b>2,292</b>	<b>52.4</b>
Exceptional items	0	0		0		0	0	
<b>Reported Profit</b>	<b>1,770</b>	<b>1,339</b>	<b>32.2</b>	<b>1,022</b>	<b>73.2</b>	<b>3,493</b>	<b>2,292</b>	<b>52.4</b>
Equity capital (FV INR 10)	902	902		902		902	902	
No. of Diluted shares outstanding (mn)	90	90		90		90	90	
Adjusted Diluted EPS	19.6	14.8	32.2	11.3	73.2	38.7	25.4	52.4
<b>As % of revenues</b>								
COGS	70.8	68.7		66.1		69.8	68.3	
Gross profit	29.2	31.3		33.9		30.2	31.7	
Employee costs	0.9	1.1		1.2		1.2	1.6	
Other expenses	7.5	10.4		10.6		9.4	12.8	
Total operating expenses	8.3	11.5		11.9		10.6	14.3	
EBITDA	20.9	19.9		22.0		19.5	17.4	
Net profit	12.3	12.3		11.6		9.8	9.6	

Source: Company, PL

**Exhibit 2: Revenue break-up and growth (%)**

Sales Breakup	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Agrochemicals	8,227	3,072	3,443	4,022	10,048	5,343	5,029	7,232	12,432
Non - Agrochemicals	534	817	805	916	834	884	1,399	1,566	1,913
<b>Total</b>	<b>8,761</b>	<b>3,889</b>	<b>4,248</b>	<b>4,938</b>	<b>10,881</b>	<b>6,227</b>	<b>6,428</b>	<b>8,798</b>	<b>14,345</b>
<b>Growth %</b>									
Agrochemicals	19.2	(2.4)	45.6	29.1	22.1	73.9	46.1	79.8	23.7
Non - Agrochemicals	(28.2)	(22.8)	(8.2)	28.7	56.2	8.2	73.9	71.0	129.4
<b>Total</b>	<b>14.6</b>	<b>(7.5)</b>	<b>31.0</b>	<b>29.0</b>	<b>24.2</b>	<b>60.1</b>	<b>51.3</b>	<b>78.2</b>	<b>31.8</b>

Source: Company, PL

**Exhibit 3: Geography-wise analysis of revenue from agrochemicals segment**

	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Europe	4,679	1,567	2,142	1,351	5,353	2,511	2,162	3,037	6,100
NAFTA	2,863	882	799	1,709	3,859	1,763	1,810	3,110	4,870
RoW	410	218	200	571	434	214	352	579	360
Latam	275	405	303	390	402	855	704	506	1,100
<b>Total Agrochem Sales</b>	<b>8,227</b>	<b>3,072</b>	<b>3,443</b>	<b>4,022</b>	<b>10,048</b>	<b>5,343</b>	<b>5,029</b>	<b>7,232</b>	<b>12,430</b>
<b>Growth %</b>									
Europe	22.8	(6.1)	61.1	34.3	14.4	60.3	1.0	124.8	14.0
NAFTA	13.7	(6.9)	40.7	24.1	34.8	100.0	126.6	81.9	26.2
RoW	26.4	3.4	4.2	41.0	5.9	(2.0)	76.3	1.3	(17.1)
Latam	10.7	26.3	9.5	19.3	46.2	110.8	132.4	29.8	173.6
<b>Total</b>	<b>19.2</b>	<b>(2.4)</b>	<b>45.6</b>	<b>29.1</b>	<b>22.1</b>	<b>73.9</b>	<b>46.1</b>	<b>79.8</b>	<b>23.7</b>

Source: Company, PL

**Exhibit 4: Geography-wise analysis of revenue from non-agrochemicals segment**

	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Europe	195	299	250	262	265	239	420	595	540
NAFTA	224	340	359	438	352	389	700	689	1,100
RoW	96	149	130	131	158	203	210	235	170
Latam	19	29	65	85	59	53	70	47	100
<b>Total</b>	<b>534</b>	<b>817</b>	<b>805</b>	<b>916</b>	<b>834</b>	<b>884</b>	<b>1,399</b>	<b>1,566</b>	<b>1,910</b>
<b>Growth %</b>									
Europe	(13.2)	30.7	32.2	11.5	35.6	(20.2)	67.7	127.2	103.8
NAFTA	15.3	(18.3)	(13.1)	63.6	57.4	14.4	94.9	57.4	212.5
RoW	(63.9)	(59.3)	(46.3)	(12.4)	64.4	36.7	61.0	79.3	7.6
Latam	(67.3)	(22.8)	106.5	42.5	215.7	80.3	7.3	(44.9)	69.5
<b>Total</b>	<b>(28.1)</b>	<b>(22.1)</b>	<b>(8.2)</b>	<b>28.7</b>	<b>56.2</b>	<b>8.2</b>	<b>73.9</b>	<b>71.0</b>	<b>129.0</b>

Source: Company, PL

**Exhibit 5: Volume growth, pricing and forex impact on total sales growth**

Particulars	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Volume	11.3	(3.7)	23.2	17.0	36.0	48.2	60.8	51.0	(11.0)
Price	29.9	(8.2)	2.4	5.0	(17.0)	8.2	(10.6)	26.5	42.0
Exchange	(26.7)	4.4	5.4	7.0	5.0	3.7	1.1	0.8	0.3
<b>Total</b>	<b>14.5</b>	<b>(7.5)</b>	<b>31.0</b>	<b>29.0</b>	<b>24.0</b>	<b>60.1</b>	<b>51.3</b>	<b>78.3</b>	<b>31.3</b>

Source: Company, PL

**Exhibit 6: No. of registrations**

Geography	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Europe	NA	NA	1,270	1,290	1,326	1,347	1,370	NA	1,420
NAFTA	210	NA	215	225	236	237	252	NA	273
RoW	237	NA	235	240	237	238	238	NA	241
Latam	741	NA	740	740	744	748	750	NA	752
No. of registrations	1,188	2,439	2,460	2,495	2,543	2,570	2,610	2,645	2,686

Source: Company, PL

## Financials

### Income Statement (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
<b>Net Revenues</b>	<b>23,956</b>	<b>35,798</b>	<b>41,939</b>	<b>48,772</b>
YoY gr. (%)	19.6	49.4	17.2	16.3
Cost of Goods Sold	16,360	24,998	28,938	33,409
Gross Profit	7,597	10,800	41,939	48,772
Margin (%)	31.7	30.2	100.0	100.0
Employee Cost	373	442	503	585
Other Expenses	2,672	3,072	3,774	4,633
<b>EBITDA</b>	<b>4,168</b>	<b>6,994</b>	<b>8,373</b>	<b>9,794</b>
YoY gr. (%)	40.4	67.8	19.7	17.0
Margin (%)	17.4	19.5	20.0	20.1
Depreciation and Amortization	1,704	2,453	3,143	3,872
<b>EBIT</b>	<b>2,464</b>	<b>4,540</b>	<b>5,231</b>	<b>5,922</b>
Margin (%)	10.3	12.7	12.5	12.1
Net Interest	28	22	23	25
Other Income	658	124	95	101
<b>Profit Before Tax</b>	<b>3,095</b>	<b>4,642</b>	<b>5,303</b>	<b>5,998</b>
Margin (%)	12.9	13.0	12.6	12.3
Total Tax	802	1,150	1,326	1,499
Effective tax rate (%)	25.9	24.8	25.0	25.0
<b>Profit after tax</b>	<b>2,292</b>	<b>3,493</b>	<b>3,977</b>	<b>4,498</b>
Minority interest	0	0	-	-
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>2,292</b>	<b>3,493</b>	<b>3,977</b>	<b>4,498</b>
YoY gr. (%)	39.2	52.4	13.9	13.1
Margin (%)	9.6	9.8	9.5	9.2
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>2,292</b>	<b>3,493</b>	<b>3,977</b>	<b>4,498</b>
YoY gr. (%)	39.2	52.4	13.9	13.1
Margin (%)	9.6	9.8	9.5	9.2
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,292	3,493	3,977	4,498
<b>Equity Shares O/s (m)</b>	<b>90</b>	<b>90</b>	<b>90</b>	<b>90</b>
<b>EPS (Rs)</b>	<b>25.4</b>	<b>38.7</b>	<b>44.1</b>	<b>49.9</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>10,758</b>	<b>13,755</b>	<b>17,755</b>	<b>21,755</b>
Tangibles	10,758	13,755	17,755	21,755
Intangibles	-	-	-	-
<b>Acc: Dep / Amortization</b>	<b>5,527</b>	<b>7,981</b>	<b>11,123</b>	<b>14,996</b>
Tangibles	5,527	7,981	11,123	14,996
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>5,231</b>	<b>5,774</b>	<b>6,631</b>	<b>6,759</b>
Tangibles	5,231	5,774	6,631	6,759
Intangibles	-	-	-	-
Capital Work In Progress	1,519	2,266	2,266	2,266
Goodwill	4	0	0	0
Non-Current Investments	-	-	-	-
Net Deferred tax assets	(868)	(1,240)	(1,240)	(1,240)
Other Non-Current Assets	-	-	-	-
<b>Current Assets</b>				
Investments	830	1,344	1,344	1,344
Inventories	5,255	8,928	9,514	10,984
Trade receivables	11,626	15,400	18,041	20,981
Cash & Bank Balance	2,605	1,660	958	3,296
Other Current Assets	-	-	-	-
<b>Total Assets</b>	<b>27,710</b>	<b>36,143</b>	<b>39,525</b>	<b>46,401</b>
<b>Equity</b>				
Equity Share Capital	902	902	902	902
Other Equity	15,241	18,222	21,765	25,829
<b>Total Networkth</b>	<b>16,143</b>	<b>19,125</b>	<b>22,667</b>	<b>26,731</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	678	380	-	-
Provisions	30	23	23	23
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	8,068	11,776	13,631	15,737
Other current liabilities	2,788	4,836	3,201	3,906
<b>Total Equity &amp; Liabilities</b>	<b>27,710</b>	<b>36,143</b>	<b>39,525</b>	<b>46,401</b>

Source: Company Data, PL Research



## Cash Flow (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
PBT	3,095	4,642	5,303	5,998
Add. Depreciation	1,704	2,453	3,143	3,872
Add. Interest	-	-	-	-
Less Financial Other Income	658	124	95	101
Add. Other	(76)	121	(260)	(265)
Op. profit before WC changes	4,723	7,217	8,186	9,605
Net Changes-WC	(1,662)	(3,798)	(3,007)	(1,598)
Direct tax	(575)	(748)	(1,326)	(1,499)
<b>Net cash from Op. activities</b>	<b>2,486</b>	<b>2,671</b>	<b>3,853</b>	<b>6,508</b>
Capital expenditures	(2,335)	(2,338)	(4,000)	(4,000)
Interest / Dividend Income	-	-	-	-
Others	(504)	259	260	265
<b>Net Cash from Inv. activities</b>	<b>(2,839)</b>	<b>(2,079)</b>	<b>(3,740)</b>	<b>(3,735)</b>
Issue of share cap. / premium	-	-	-	-
Debt changes	614	(350)	(380)	-
Dividend paid	(180)	(541)	(435)	(435)
Interest paid	-	-	-	-
Others	-	(19)	-	-
<b>Net cash from Fin. activities</b>	<b>434</b>	<b>(910)</b>	<b>(815)</b>	<b>(435)</b>
<b>Net change in cash</b>	<b>1,827</b>	<b>804</b>	<b>(702)</b>	<b>2,338</b>
Free Cash Flow	152	333	(147)	2,508

Source: Company Data, PL Research

## Quarterly Financials (Rs m)

Y/e Mar	Q1FY22	Q2FY22	Q3FY22	Q4FY22
<b>Net Revenue</b>	<b>6,227</b>	<b>6,428</b>	<b>8,798</b>	<b>14,345</b>
YoY gr. (%)	60.1	51.3	78.2	31.8
Raw Material Expenses	4,401	4,629	5,814	10,153
Gross Profit	1,825	1,798	2,984	4,192
Margin (%)	29.3	28.0	33.9	29.2
<b>EBITDA</b>	<b>1,031</b>	<b>1,029</b>	<b>1,939</b>	<b>2,995</b>
YoY gr. (%)	116.8	81.3	101.5	38.5
Margin (%)	16.5	16.0	22.0	20.9
Depreciation / Depletion	539	606	590	717
<b>EBIT</b>	<b>491</b>	<b>423</b>	<b>1,349</b>	<b>2,278</b>
Margin (%)	7.9	6.6	15.3	15.9
Net Interest	6	4	4	7
Other Income	179	(3)	14	(66)
<b>Profit before Tax</b>	<b>665</b>	<b>415</b>	<b>1,358</b>	<b>2,205</b>
Margin (%)	10.7	6.5	15.4	15.4
Total Tax	284	95	336	435
Effective tax rate (%)	42.7	22.9	24.7	19.7
<b>Profit after Tax</b>	<b>381</b>	<b>320</b>	<b>1,022</b>	<b>1,770</b>
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>381</b>	<b>320</b>	<b>1,022</b>	<b>1,770</b>
YoY gr. (%)	36.4	68.0	111.6	32.1
Margin (%)	6.1	5.0	11.6	12.3
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>381</b>	<b>320</b>	<b>1,022</b>	<b>1,770</b>
YoY gr. (%)	36.4	68.0	111.6	32.1
Margin (%)	6.1	5.0	11.6	12.3
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>381</b>	<b>320</b>	<b>1,022</b>	<b>1,770</b>
Avg. Shares O/s (m)	90	90	90	90
<b>EPS (Rs)</b>	<b>4.2</b>	<b>3.5</b>	<b>11.3</b>	<b>19.6</b>

Source: Company Data, PL Research

## Key Financial Metrics

Y/e Mar	FY21	FY22	FY23E	FY24E
<b>Per Share(Rs)</b>				
EPS	25.4	38.7	44.1	49.9
CEPS	44.3	65.9	78.9	92.8
BVPS	178.9	212.0	251.2	296.3
FCF	1.7	3.7	(1.6)	27.8
DPS	3.0	3.0	4.0	4.0
<b>Return Ratio(%)</b>				
RoCE	16.0	25.0	24.8	24.0
ROIC	15.2	22.5	20.9	22.1
RoE	15.2	19.8	19.0	18.2
<b>Balance Sheet</b>				
Net Debt : Equity (x)	(0.2)	(0.1)	(0.1)	(0.2)
Net Working Capital (Days)	134	128	121	121
<b>Valuation(x)</b>				
PER	25.4	16.7	14.6	13.0
P/B	3.6	3.0	2.6	2.2
P/CEPS	14.6	9.8	8.2	7.0
EV/EBITDA	13.3	8.0	6.7	5.5
EV/Sales	2.3	1.6	1.3	1.1
Dividend Yield (%)	0.5	0.5	0.6	0.6

Source: Company Data, PL Research

## Key Operating Metrics

Y/e Mar	FY21	FY22	FY23E	FY24E
Revenues	23,958	35,800	41,939	48,772
Europe	10,413	13,790	16,548	19,858
NAFTA	7,249	11,530	13,260	15,248
LatAM	1,501	3,150	3,780	4,347
RoW	1,423	1,570	1,727	1,900

Source: Company Data, PL Research

**Price Chart**
**Recommendation History**


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	08-Apr-22	BUY	630	664
2	24-Jan-22	BUY	570	438
3	12-Jan-22	BUY	450	349
4	27-Dec-21	BUY	450	340
5	27-Jul-21	BUY	457	350
6	06-Jul-21	Accumulate	414	362

**Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Bayer Cropscience	BUY	5,350	4,823
2	Coromandel International	BUY	960	745
3	Dhanuka Agritech	BUY	870	755
4	Godrej Agrovet	Accumulate	614	526
5	Insecticides India	Hold	680	638
6	P.I. Industries	BUY	3,340	2,858
7	Rallis India	Hold	260	254
8	Sharda Cropchem	BUY	630	664
9	Sumitomo Chemical India	BUY	500	426
10	UPL	BUY	1,010	778

**PL's Recommendation Nomenclature (Absolute Performance)**

<b>Buy</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly

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