* INDIA'S 80% CONSUMPTION OF WATER IS IN THE IRRIGATION PROCESS. INDIA USES 2-3 TIMES MORE WATER THEN DEVELOPED NATIONS IN IRRIGATION PROCESS.
* POTENTIAL OF 69 MILLION HECTRES IN MIS OF WHICH ONLY 10-12% IS UNDER MIS.
* COMPANY FOCUSSING MORE ON CUSTOMER SATISFACTION BY REGULATING QUALITY OF PRODUCT, DEMO PLOTS ETC.
* 98% OF THE COMPANY SALES HAS COMPONENT OF GOVT. SUBSIDY.
* THE COMPANY CARRIES 32 DAYS OF INVENTORY. RECEIVABLE DAYS ARE 200 DAYS. WORKING CAPITAL HAS BEEN BROUGHT DOWN TO 152 DAYS FROM 162 DAYS
* THE COMPANY WILL LOOK TO KEEP MARGINS STEADY AT THE CURRENT LEVELS EVEN IF THERE IS INCREASE IN PRICE OF POLYMER. PRICE OF CURDE DOES NOT INDEPENDENTLY IMPACT THE PRICE OF POLYMER. IT IS IMPACTED MORE BY DEMAND AND SUPPLY.
* COMPANY UNDERTAKING ONLY 1 SMALL PROJECT. WILL TAKE ONE STEP AT A TIME IN THIS DIRECTION.
* COMPANY EXPLORING MORE NON SUBSIDY BUSINESS.
* RURAL ECONOMY DOING WELL THIS YEAR. THERE ARE GREEN SHOOTS VISIBLE IN ALL THE INDUSTRIES RELATED TO FARMING.
* CENTRAL GOVT. IS INCREASING THE AREAS UNDER MICRO IRRIGATION.
* THERE IS NO SATURATION OF DEMAND TILL NOW. EVEN THE BEST STATE UNDER MIS HAS NOT REACHED A PENETRATION LEVEL OF 30%. SO THERE WILL BE AMPLE DEMAND AS PER THE COMPANY FOR THE NEXT MANY YEARS.
* THE COMPANY HAS TOTAL 1000 DEALERS OUT OF WHICH 200 WERE ADDED IN FY20
* RAW MATERIAL PRICE SOFTNESS WAS NOT THE ONLY REASON FOR INCREASE IN MARGINS IT WAS A RESULT OF OVERALL COST OPTIMISATION AT THE ORGANISATIONAL LEVEL.
* NO COMPANY HAS SHUT SHOP IN MIS TILL DATE BUT STILL THE COMPANY IS GAINING MARKET SHARE EVERY YEAR.
* THE STATE GOVTS. HAVE NOT BEEN ANNOUNCING SUBSIDIES OF LATE BUT THE COMPANY EXPECTS THAT STATE GOVTS. WILL BE ANNOUNCING MORE SUBSIDIES IN THE TIME TO COME.