



Best Agrolife Limited

CIN : L74110DL1992PLC116773

1st December, 2021

The Manager
Compliance Department
BSE Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

SCRIP CODE: 539660
SCRIP ID: BESTAGRO

Sub: Intimation of Press Release

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended please find the attached Corporate Presentation to be circulated to investors/analyst.

Submitted for your information and record.

Thanking You,

Yours Faithfully,

For Best Agrolife Limited
FOR BEST AGROLIFE LIMITED

Astha Wali

Astha Wali
Company Secretary
CS & Compliance Officer

Encl. as above



FINANCIAL RESULTS

Q2 FY2022



Best Agrolife Limited

THINK BIG, THINK BEST



SAFE HARBOR



Best Agrolife Limited

This presentation includes certain forward looking statements and information including statements concerning the outlook for business. The statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risks, uncertainties and assumptions based on current expectations, within the meaning of applicable laws and regulations. Forward-looking statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions. The expectations, estimations and projections are majorly identified by the use of words such as "anticipates," "believes," "estimates," "expects," "intends," "plans," "predicts," "projects" and similar expressions. There are numerous risk and uncertainties, way beyond our control, that could cause our actual results to differ from the forward looking informations and statements made in this presentation. The company, based on changes stated above, may alter, amend, modify or make necessary changes in any manner to any such forward looking statement contained herein or make, written or oral forward looking statement as may be required from time to time basis of subsequent developments and events. No part of this presentation may be reproduced, quoted or circulated without the prior approval from Best Agrolife Ltd.



MARKET STRUCTURE

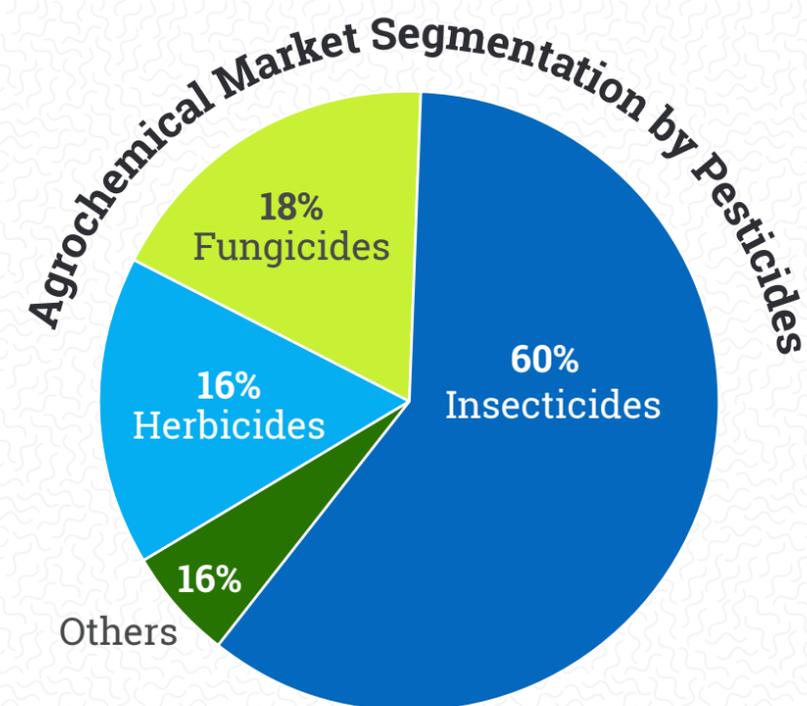
Agrochemical Sector: US \$ 4.5 Billion in 2019 to US \$ 6.9 Billion in 2025 with a CAGR of **8.6%**.

Growing Demand: Food security is compelling due to increased population load to **1.75 Billion by 2025**.

Opportunity: Growth by scaling up investment in **Manufacturing, Backward Integration & R&D**.

Policy Support: Govt. of India offering **Product Link Incentives** and other scheme to boost domestic Manufacturing & Exports.

AGROCHEMICAL INDUSTRY – TRENDS



India - 4th Largest producer of agrochemicals after USA, Japan & China

Export Opportunity supported by:

- Low cost manufacturing
- Trained/Skilled manpower
- Backward Integration
- Reliability over China

Government Initiatives



Make In India



Production Linked Incentives



100% FDI



BEST AGRO GROUP



Best Agrolife Ltd.

(Parent Company)



Best Crop Science Pvt. Ltd.
(Wholly Owned Subsidiary)

SEEDLINGS
Aspiring for a greener tomorrow
(Wholly Owned Subsidiary)



WHO ARE WE?

A BSE-listed company, Best Agrolife (BAL) is among the top 15 agrochemical companies in India. A research-driven firm BAL aims to provide modern, cost-effective, and eco-friendly crop-protection solutions across the globe.

By keeping a farmer-centric approach at the core, BAL aspires to emerge as a global leader in the agrochemical sector through strategic expansion and acquisitions. Active contributors of the "Make in India" campaign, it is one of the fastest-growing manufacturers of Technicals, Intermediates, Formulations & Public Health Products.

BAL is technologically advanced and offers more than 70 formulations in the form of Insecticides, Herbicides, Fungicides, & PGRs from active ingredients manufactured in-house. As part of their P2P set-up, BAL caters to several blue-chip corporates and leading MNCs.





BEST AGRO GROUP AT A GLANCE



500+
Workforce



Pan India
Presence



Among the
Top 15
agrochemical
companies in India



Robust
R&D



3 World-Class
Manufacturing Units



60+
Products



3100+
Distributors Network



ISO
Certified



NABL
Accredited Lab



OUR JOURNEY

2010



Setup 1st Formulation Unit at Gajraula, U.P

2017



Launched the "Best Brand"

2018



• Launched **9** new products in an year out of advance chemistry only

2019



- **Expanded** business in southern parts of India
- **1000+** Distribution Network
- Got listed among **Top 15** agrochemical companies in India

2020



- Got listed on **BSE**
- Established **PYDON, DIRON, BESTLINE & IRMA** as top-selling products in the market with top revenue contribution

2021



- Acquired Best Crop Science Pvt. Ltd.
- Received ternary patent for first-of-its-kind insecticide combination- **Ronfen**
- Got **A- rating**
- Acquired plant at J&K **Agrico Chemicals**



BOARD OF DIRECTORS



Mr. Braj Kishore Prasad
Chairman & Independent Director



Mr. Vimal Alawadhi
Managing Director



Mr. Raajan Ailawadhi
Whole-Time Director



Mrs. Isha Luthra
Whole-Time Director



Mr. Shuvendu Kumar Satpathy
Non-Executive Director



Mrs. Chetna
Independent Director



EXECUTIVE COMMITTEE



Mr. Vimal Alawadhi
Managing Director

A true visionary and a passionate entrepreneur, Mr Vimal Alawadhi is an eminent personality with vast and rich experience in the Agrochemicals Industry. He has been the driving force behind the exponential growth of Best Agro Group. He oversees strategy, management, development, and integration of the company policies. With Best Agrolife he is pioneering endeavours to provide farmers with safe agrochemical products at economical prices. He has been interviewed by international magazines from "African Farming and Food Processing" to the publication Agro Pages, where he spoke on the "Taking Strides towards Make in India". In the 2018 edition of India Suppliers Guide, Mr Vimal's views were published as "An Agrochemical Perspective from India". In 2019, he was featured in the Forbes India magazine's Global Indian Brands and Leaders.



Mr. Raajan Ailawadhi
Executive Director

Having a Degree of Bachelor of Agricultural (Hons.) from CCS HAU, Hisar, and a Master in Business Administration (MBA) from Symbiosis, Pune, Mr. Raajan comes with an experience of 15 years. He has deep commitments towards the achievement of organizational goals. His foresight and business acumen has propelled the Company towards success and growth. His rich experience includes managing the brand and extensively overlooking and managing the company's strategic alliances, marketing, and branding strategies.



Mr. Atul Garg
Chief Financial Officer

Mr Atul Garg is a qualified CA with 15 years of experience in Finance & Accounts, MIS, Transaction Reporting, Auditing, and Taxation. A keen analyst with exceptional negotiation and relationship management skills Mr. Garg has a proven track record of improved operations, maintaining continuous profitability, cost controls, internal control, and productivity improvements. Acting as a CFO, he is excellently handling all the financial transactions of the Company. At different points, he has been critical in building and maintaining relationships with different stakeholders.



LEADERSHIP ROLES

Mr. Ajit Gujral

VP & Head (Institutional Business)

Mr Ajit Singh Gujral is having rich and multifaceted experience of more than 35 years and enjoys an understanding of the market and customer needs. He plays a key role in Best Agro's global product strategy and international expansion efforts to assess market entry as we expand our footprint into new regions. A post graduate in Agronomy from HAU, Hissar, Mr Gujral started his career with a premier organization, Hoechst India, in 1984. He performed a leadership role for the domestic business of leading companies such as Gharda Chemicals, Sumitomo Chemicals, and GSP Crop Science. He also represented Rallis India as an Advisor 2010-12 and has helped organizations in securing proprietary material and patents in product innovation and application techniques.

Mr. Davinder Dogra

President - Finance & Accounts

Mr. Davinder Dogra has a wide & multi sectoral experience in the field of Finance & Accounts having worked with large multinational & leading Indian Companies. In his previous stints had been in leadership roles and was CFO with a leading FMCG company in his last assignment. He is a qualified Chartered Accountant & B.Com (H) with +24 years of post-qualification experience in the field of Planning, Treasury, Governance & Compliance, Controlling, Financial Accounting & Taxation.

Mr. Vishal Nagpal

DGM - Corporate Sales

A dynamic and result-driven agrobusiness professional with over 15 years of experience in diverse geographies and crops, Mr. Vishal Nagpal is empowered with an astute understanding of the agrochemical industry & its dynamics through his expertise in several corporate and business segments. As DGM-Corporate Sales, Mr Nagpal oversees some core business functions for Best Agrolife Ltd like Sales & Marketing, Customer Relation and Trade Management, Partnerships, and Business Analysis.



LEADERSHIP ROLES

Dr. Shilpa Arora
IP - Lead

A Graduate in Medicine and a Post Graduate in Pharmaceutical Drug Regulatory affairs Shilpa is a registered Patent Agent with Indian Patent Office and an advocate & Trademark Attorney. Apart from her extensive experience in patent prosecution she has successfully handled and represented a major Swiss Pharmaceutical Company in its patent litigation pertaining to blockbuster molecules. At Best Agrolife she is responsible for prior art searching, conducting FTO studies, preparing landscapes and advising on white spaces, patentability analysis, patent application drafting, preparing responses to examination reports, and patent litigation.

Mr. Swapnil Gaikwad
AGM - International
Business

He is an accomplished sales and marketing professional with excellent acumen in managing and monitoring International Sales & Corporate Sales Operations including Tender business, increasing sales growth & driving sales initiatives to achieve business goals. A Post Graduate in Agri Business Management, Mr Gaikwad has worked with renowned industries in countries like Egypt, Srilanka, South Africa, and many more. With his vast experience and expertise, he is helping Best Agrolife in identifying new partners, and assessing the right collaboration opportunities in untapped international territories.



KEY PEOPLE – MANUFACTURING AND R&D

<p>Mr. Ravinder Shinde Research Head</p>	<p>An M.Sc (Org. Chem.) 2000, first Class from Pune University, Mr. Shinde has experience of more than 21 years into development and research of specialized molecules. He has worked with renowned names like PSIR, Rallis India Ltd., Jeevan chemical Pvt. Ltd., and GSP Crop Science Pvt. Ltd. in the past. Mr. Shinde has patented novel processes for the preparation of 1-tert-butyl-3-(2,6-diisopropyl-4-phenoxyphenyl) thiourea, S-metolachlor, sPyrifluquinazone, Trifloxystrobin, Azoxystrobin, Pyraclostrobin, and an improved process for synthesis of strobilurin fungicides viz Trifloxystrobin, N-(3-methyl-1, 3, 5-oxadiazin-4-ylidene) nitramide.</p>
<p>Mr. Deepak Patel Head - Operations (Formulation)</p>	<p>A highly skilled manager with extensive experience of over 35 years, Mr Deepak Patel has done his Masters in Chemistry and a Diploma in Business Management. Mr Patel has worked with many leading pharmaceuticals and Agrochemicals companies of repute in India and abroad in the past. He has acquired knowledge in Product and Process Development, Operations having cGMP environment, lean management, planning, and control. At Best Agrolife he oversees the Design and execution of formulation development.</p>
<p>Mr. Hari Prasad Plant Head, Gajraula, U.P</p>	<p>Chemical Engineer from JNTU, Hyderabad Mr Hari Prasad M is having a rich experience of more than 20 years in the manufacturing of Agro Speciality and Petro Chemicals. As Plant Head, he is responsible for the overall operations of the company's manufacturing unit at Gajraula, Uttar Pradesh. With his strong background in strategic planning, procurement, developing new revenue sources, new product development, customer service, quality, and managing MIS and manufacturing operations Mr Hari Prasad has helped in making Best Agrolife more agile and profitable.</p>
<p>Mrs. Rashmi Sharma DGM - Purchase</p>	<p>A versatile MBA professional with over 12 years of experience in International Business, import, handling, client support, sales, coordinating supply chain, and procurement. She helps Best Agrolife in identifying new sourcing opportunities and keeps a keen eye on market trends for effective management of inventory. She is instrumental in driving many key initiatives under various facets of the Company directly impacting the sales and purchase.</p>



R&D-NURTURING AN INNOVATION ECOSYSTEM



- Highly Qualified R&D team with 30+ professionals
- State of the art laboratory with fully equipped latest quality control and quality analysis. Fully operational Pilot Plant.
- Collaboration with leading scientific and academic institutions.
- R&D Center Synthesis at Gajraula leading to development of quality and sustainable molecules.
 - Backward integration
 - Process improvement
 - Make in India
- R&D Center at Noida for new formulation molecules



MANUFACTURING CAPABILITIES

360+

Formulation Licenses
One of India's most
comprehensive portfolio

80+

Technical Manufacturing
Licenses

30000+ MT PA

Formulation manufacturing capacity

7000+ MT PA

Integrated state of the art
technical plant

Backward Integration

More than **80 big size** reactors

Out of **3** independent multi-purpose units, **one** is dedicated to production of Herbicides

Ample facilities of utilities to support the designated manufacturing capacities

Integrated ETP & MEE Plant to ensure HSE compliances

In house **NABL Accredited Lab** for QA

Highly trained sales & marketing professionals to service Corporate Customers, Distributors, Retailers & end-users "Farmers"

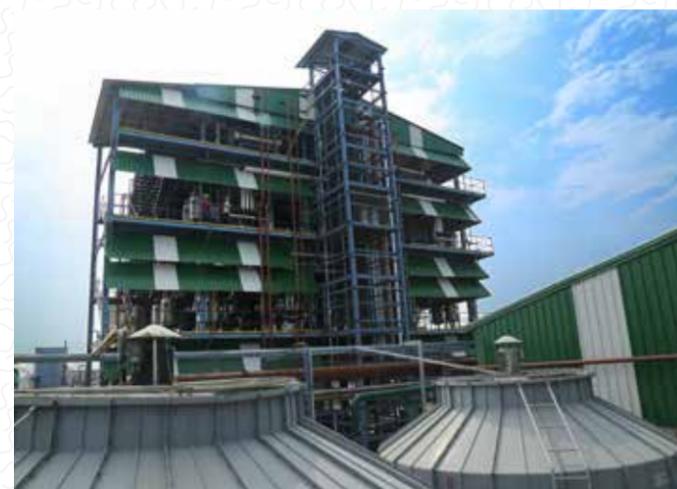


MANUFACTURING UNIT – BEST CROP SCIENCE, GAJRAULA



Best Crop Science Pvt. Ltd.

- Acquired state-of-the-art Technical manufacturing plant in BCS from Arysta Life Science in 2016.hhhhhh
- Increased manufacturing capacity for Technical products from 500+ MTPA in 2016 to 7000+ MPTA in 2019.
- Formulation capacity 15000+ MTPA.
- All major formulations are supported by captive technical manufacturing.
- Inaugurated Hydrogenation plant on 7th June 2021.
- Equipped with large capacity SS & GL reactors operated with robust technology on a standard operating cost.
- Acquired in 2021 by Best Agrolife Ltd at Fair Value (only 3.09 times of FY21 EBITDA)



Actual Site Images



MANUFACTURING UNIT- SEEDLINGS, GREATER NOIDA



SEEDLINGS
Aspiring for a greener tomorrow

- Wholly owned subsidiary of Best Agrolife Ltd located in Greater Noida, UP
- Fully Automated formulation plants for – SC, SG, SE, ZC & GR with Integrated unit for new developments
- Formulation capacity of 10000+ MTPA
- With R&D and IP efforts received a patent for **RONFEN** - a unique 3-way insecticidal combination



OUR BEST-SELLING PRODUCTS



DIRON Dinotefuran 20% SG

Mode Of Action

It is a new furanicotinyl insecticide which represents the third generation of neonicotinoid group.

Market Size
1300 MT

Our Share
350 MT
(27%)



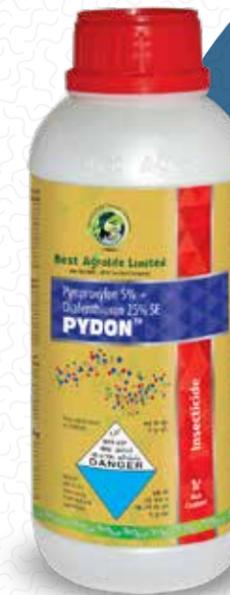
PYMAX Pymetrozine 50% WG

Mode Of Action

It is a systematic insecticide recommended for the control of brown plant hopper in rice crop.

Market Size
1800 MT

Our Share
300 MT
(17%)



PYDON Pyriproxyfen 5% + Diafenthiuron 25% SE

Mode Of Action

It is a novel & very meaningful combination of Pyriproxyfen & Diafenthiuron in a very effective & safer formulation - SE.

Market Size
1400 KL

Our Share
650 KL
(46%)



BESTLINE Pyraclostrobin 20% WG

Mode Of Action

It is a very effective fungicide with anti sporulation technique.

A
'Me Only'
Product



DONGLE Paclobutrazol 40% SC

Mode Of Action

It is known antagonist of the plant hormone gibberellin that acts by inhibiting gibberellin biosynthesis, reducing internodal growth to give stouter stems, increasing root growth.

Market Size
100 KL

Our Share
40 KL
(40%)



OTHER SPECIALISED MOLECULES



LAKRA Lambda Cyhalothrin TC

Mode Of Action

Non-Systemic insecticide with contact and stomach action.



BESTRIN Bifenthrin TC

Mode Of Action

Bifenthrin is designed to be effective by contact or ingestion.



IRMA Emamectin Benzoate 5% SG & TC

Mode Of Action

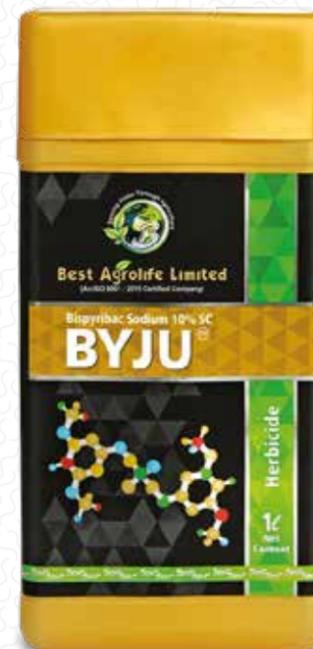
Emamectin is a derivative of abamectin produced by the fermentation of soil actinomycetes, streptomyces & avermitilis



MAHABALI Thiamethoxam TC

Mode Of Action

It controls target pests by interfering with the nicotinic acetylcholine receptors in their nervous systems.



BYJU Bispyribac Sodium 10% SC & TC

Mode Of Action

It is a systematic post emergence herbicide effective against grasses, sedged and broad leaf weeds.



UPCOMING PRODUCT

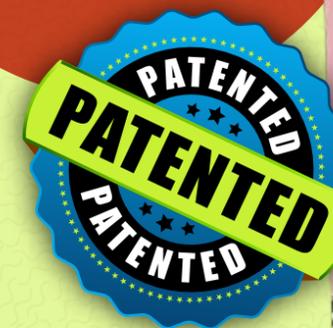
WE INNOVATE. WE PRODUCE. WE DELIVER

- Received the first-of-its-kind - a three-way insecticidal combination that effectively controls the sucking pest complex, including whitefly, jassids, aphids, and thrips together in various crops as a 'one shot' treatment.
- A synergistic insecticidal composition comprising bioactive amounts of Diafenthiuron, Diafenthiuron and Pyriproxyfen in a unique suspension concentrate formulation.
- Planning to introduce it in PAN-India on multiple crops by FY 2022-23

Customer Benefits

- One-shot solution for pest complex
- Eco-friendly with phytotoxic effect on crops
- Cost-effective
- Less number of spray rounds per crop cycle

Launching Soon!
RONFEN





PARTNERING IN GROWTH

Best Group adapts partnering relationships with clients to address their challenges to enhance their performance and profits:

- Partnering with leading MNC and Indian companies
- Long term commitment
- Value sharing for creating business synergy



ADAMA



Reap
Sulphur Mills Limited





FINANCIAL DATA STANDALONE BEST AGROLIFE LTD.

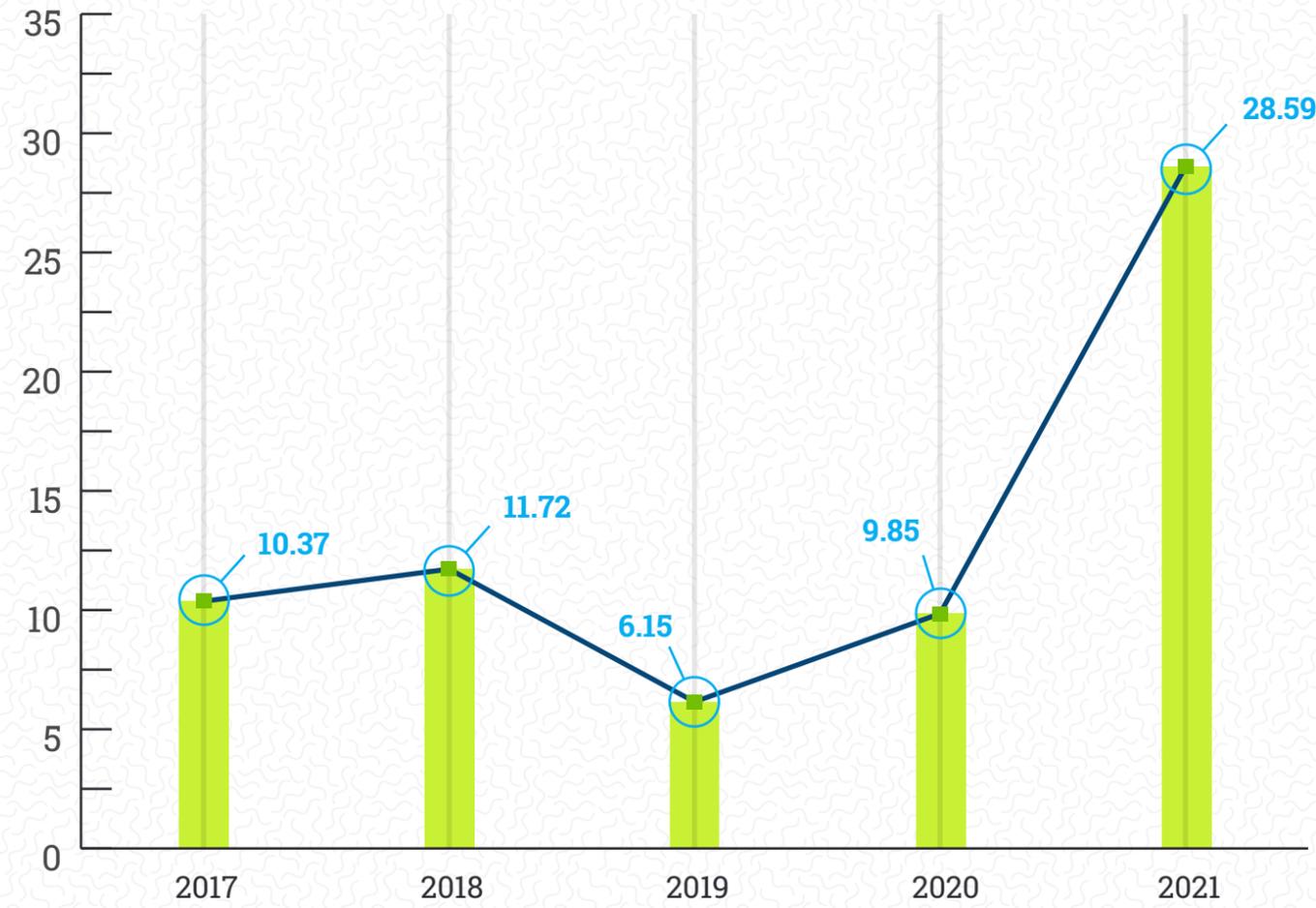
Figures in Cr.

Particulars	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21	FY21
Income from Operations	324.39	277.69	668.95	640.60	905.44
Other Income	0.32	4.06	1.14	6.01	7.3
Total Income	324.71	281.75	670.09	646.61	912.74
EBITDA (₹)	35.23	0.34	71.29	8.99	51.18
EBITDA (%)	10.86	0.12	10.65	1.40	5.65
PAT (₹)	24.95	1.82	50.73	9.06	37.07
PAT (%)	7.69	0.65	7.58	1.40	4.06
EPS	11.32	0.83	23.03	4.11	16.82

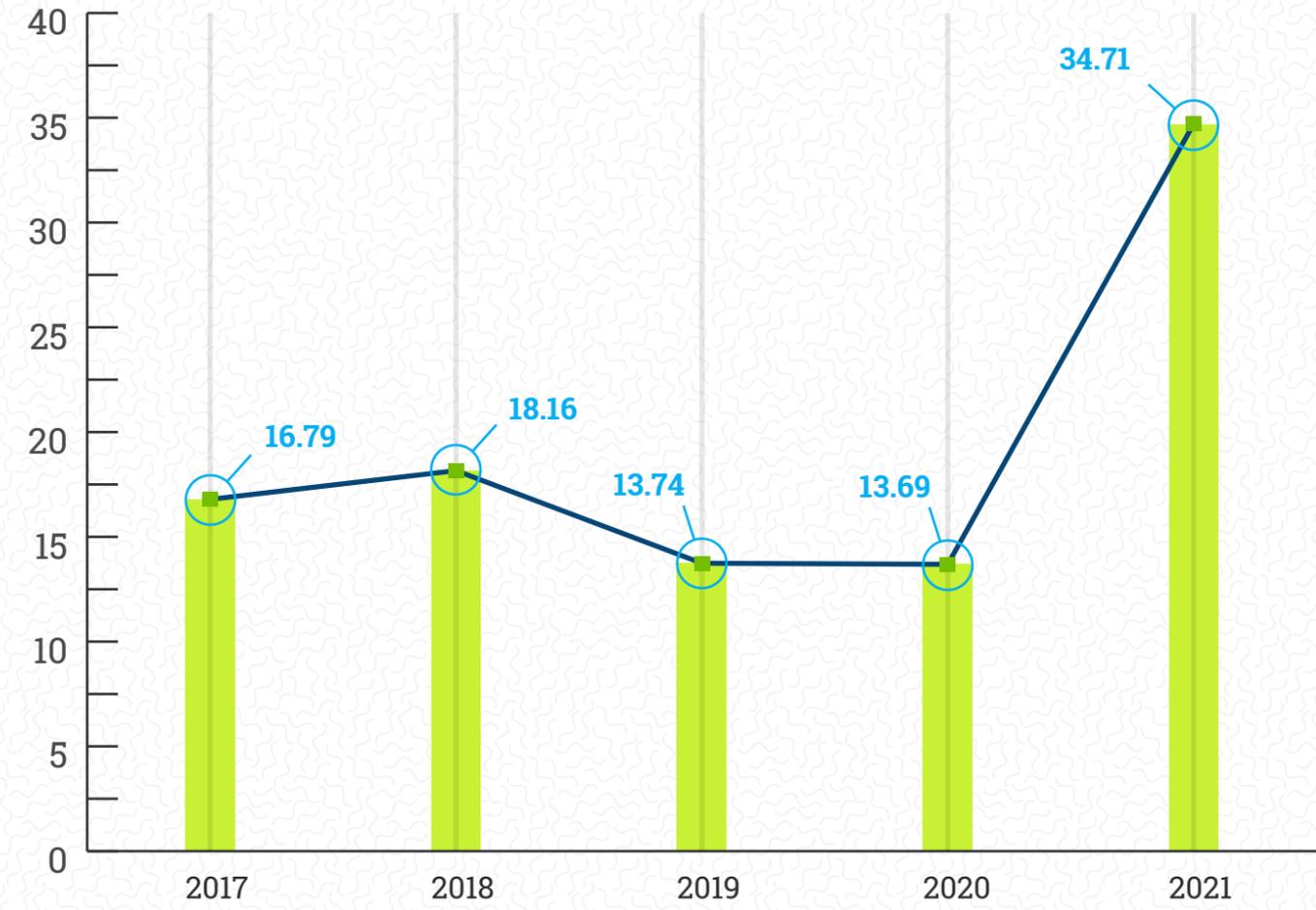
*Consolidated Data (Best Crop Science Pvt. Ltd and Seedlings India Pvt. Ltd) will be available from Q3.



ROE



ROCE

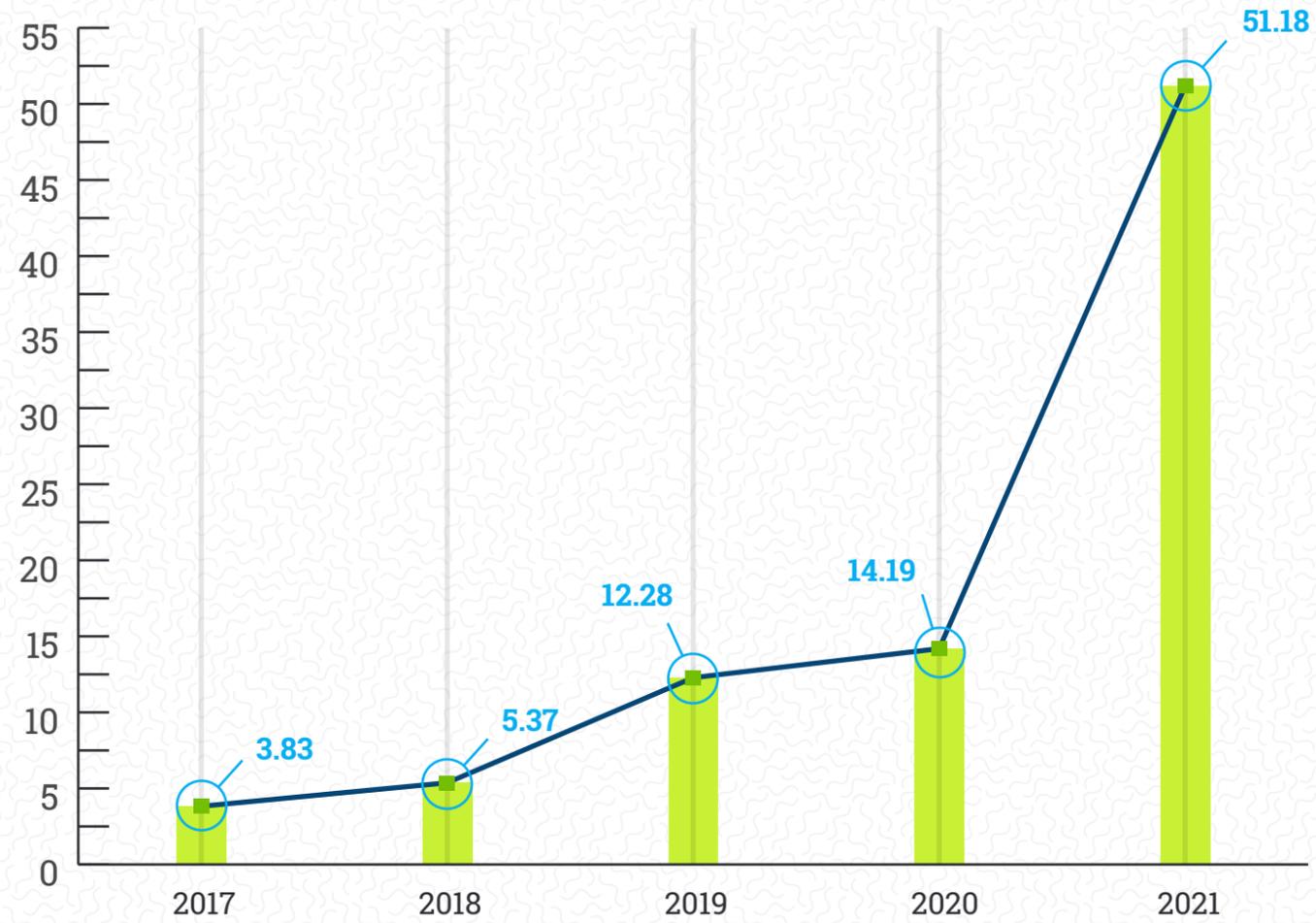




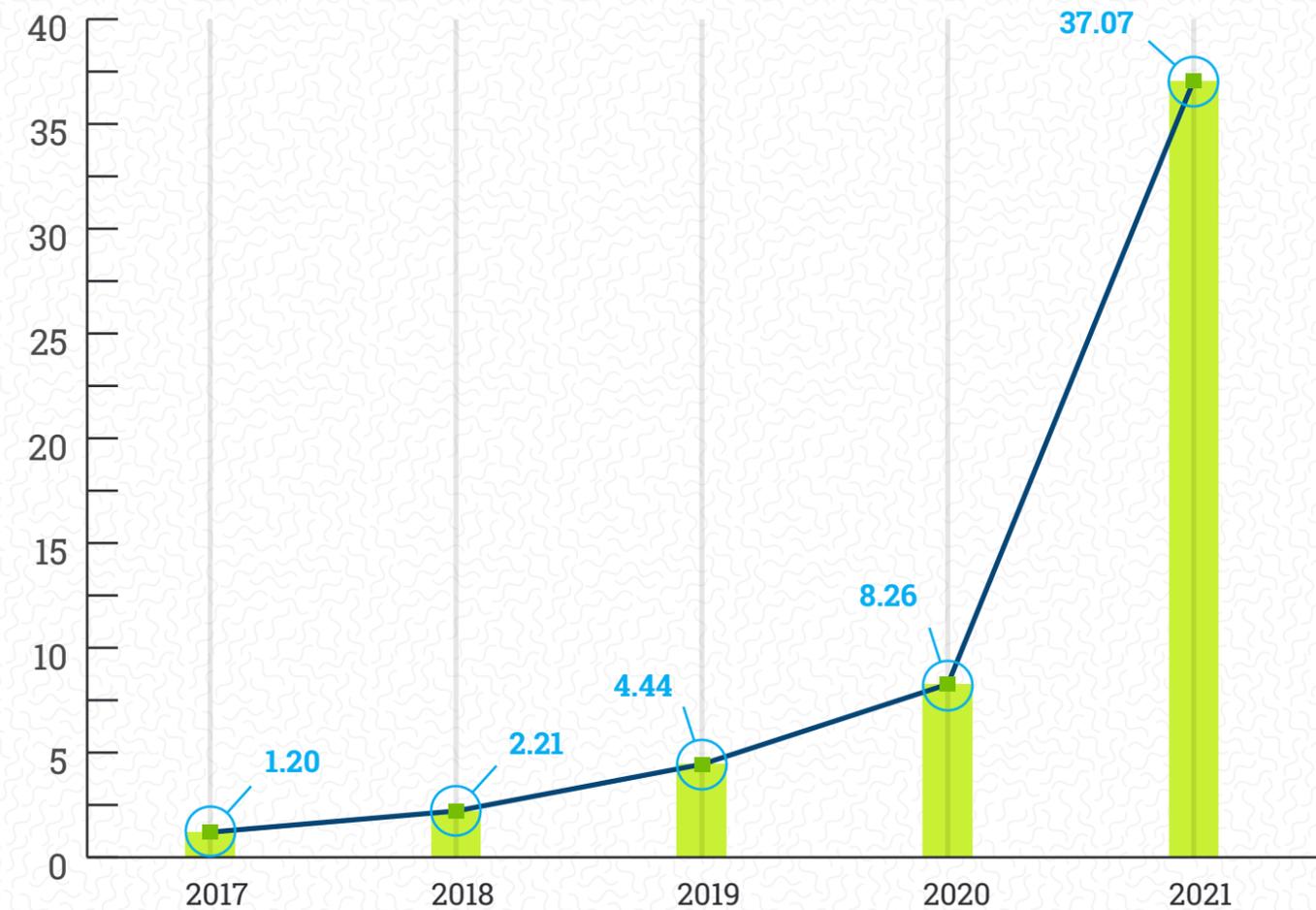
EBITDA

PAT

Figures in Cr.



Figures in Cr.





Best Agrolife Limited

CONNECT WITH THE "BEST"

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