



Best Agrolife Limited

**THINK BIG
THINK BEST**



Best Agrolife Limited

TOP 15

Agrochemical companies in India



Best Agrolife Limited, NSE & BSE listed company.

With a farmer-centric approach at the core, BAL aspires to emerge as a global leader in the agrochemical sector through technology, R&D and customer focus.



04

Manufacturing Facilities



10,000+

Distribution Network across India
Facilities



1000+

Employees



35,500+ MTPA*

Formulation Manufacturing
Capacity



7,000+ MTPA*

Technicals Manufacturing Capacity



3

R&D Labs



1,000,000+

Trusted by more than a million
farmers

COMPANY OVERVIEW



Best Agrolife Global

(Wholly Owned Subsidiary)



Best Agrolife Shanghai



Best Agrolife Limited



SUDARSHAN
INNOVATE • CREATE • ELEVATE

(Wholly Owned Subsidiary)



Best Crop Science Pvt. Ltd.

(Wholly Owned Subsidiary)

SEEDLINGS
Aspiring for a greener tomorrow

(Wholly Owned Subsidiary)



**KASHMIR
CHEMICALS**

THE JOURNEY



PRESENCE IN INDIA



10,000+

Distributors Network



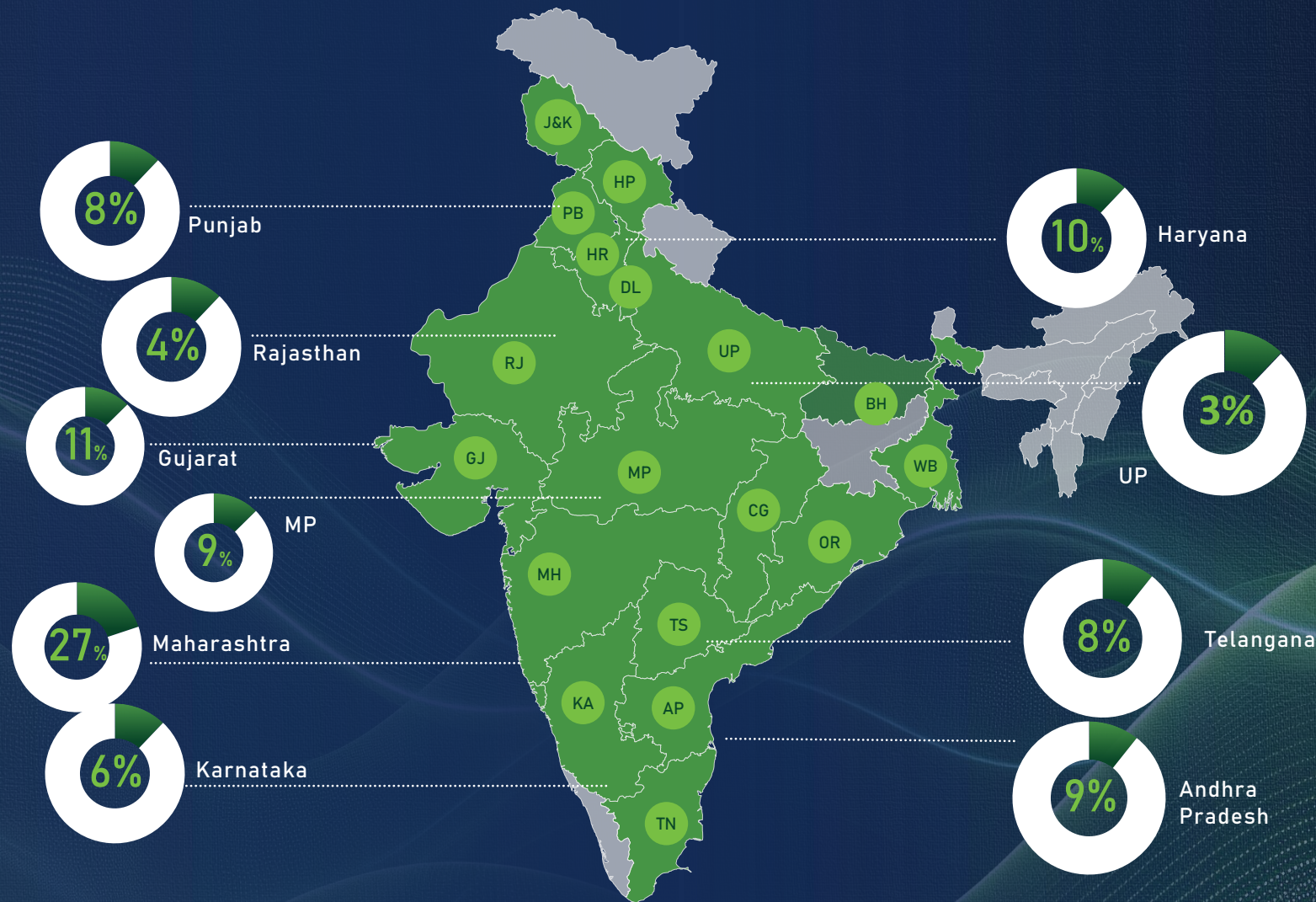
45

Depots



21

States



A strong pan India dealers and distribution network for supply of the BAL products across states



COMPETITIVE STRENGTHS



In House NABL
Accredited QC Labs



Novel Chemistry
Products & Patents



400+ Formulation
& 100+ Technical
Licenses



Experienced
Promoters and
Management Team



Wide Distribution
Network



Relationship with
Esteemed Clients
& Vendors



Integrated
Manufacturing Units
with opportunity for
scaling up



Number of registration held by
BAL Group

+413

Formulations
registered for
manufacture and sale
in India

+106

Technicals Registered

74

Formulations registered
for manufacture and sale
in the export markets

131

Technicals registered
for manufacture and sale
in the export markets

Number of registration through
International
Distribution Partners for
exports

14

Formulations
registered in countries
across the world

41

Formulations filed &
pending in countries
across the world



**Central Insecticides Board & Registration Committee*

MANUFACTURING INFRASTRUCTURE

Gajraula unit is Best Crop Science Pvt Ltd

- Glass-lined reactors (6.3 KL to 25 KL), SS Reactors (5 KL to 15 KL), Hydrogenator
- Chilling Plant (6°C), Brine Plant (-15°C & -25°C), Boiler (3T & 2T)

14 Acres

Area

20

Active Ingredients

7000+ MT

Plant Capacity (per annum)

6

Intermediates

25,000 Sq. M.

Warehouse

ISO, NAFDAC

Quality Compliance

Dedicated to Technicals manufacturing, this facility is pivotal to our operations.



MANUFACTURING INFRASTRUCTURE

Seedlings India Pvt Ltd

Specialises in fully-automated Formulation plants and new product development



14,200 Sq. Mt.
Area in Use

5,000 Sq. Mt.
Additional Available Area

9,060 Sq. Mt.
Advanced Formulation R&D facility

SC, SG, SE, ZC, GR
Formulations

R & D, QUALITY CONTROL AND ASSURANCE



- 60+ Highly Qualified & Industry Experienced Researchers In R&D
- Working On 30+ New Patented & Specialty Products
- ISO 9001:2017 Quality Compliance
- NABL Accredited Labs
- Focus On Quality Assurance
- State Of The Art Laboratories Fully Equipped With The Latest Quality Control Analytical Equipment
- Experienced & Qualified Quality Team
- Fully Operational Pilot Plant For Advanced R&D

Capacity Enhancement
Ongoing at Technical &
Formulation Units For
Advanced Chemistry

PATENTED PRODUCTS



NURA

Nano urea is made of two words “Nano” and “Urea”. The term Nano is adopted from Greek word that means dwarf and also Nano means 10^{-9} or 1 billion part of a meter. Other word urea which is the name of product and fertilisers which provides nitrogen to plant. Nano urea is a nano technology based liquid formulation of urea which provides nitrogen to plants as an alternative to the conventional urea.

NITROGEN CONTENT: It contains 200000 mg/l of nano particles of nitrogen.

- It is available in liquid formulation, so it is water soluble.
- Average physical size of nano urea particles is <100 nm
- Nitrogen present in nano urea effectively meets the crop's nitrogen requirement.
- On the basis of weight, it contains 20% of nano scale particles of nitrogen.
- **Recommended Dose:** 500 ml of a bottle is sufficient for one acre depend on nitrogen requirement of crops.

Benefits of Nano Urea:

- Cheaper than conventional urea
- Cost effective
- Enhance crop productivity
- Environment friendly
- Increases farmers income
- Used on various crops like Paddy, cotton, ground nut, coffee, wheat, mustard, tomato, cabbage, cucumber, maize, capsicum, onion etc.



4/4/24

Faster and improved
customer experiences

Drives innovation in
business models

Deeper insights for
informed and real-time
decision-making

Enhances competitiveness
and company's growth

SAP
Digital
Transformation
Benefits

SAP

ACHIEVEMENTS & NEWS UPDATES



Indian CHEMICAL News

Best Agrolife secures registration for its Patented Formulation 'Defender'

The commercial production and sales of Defender will commence from May 2024

By N K Bhatnagar, March 18, 2024

Agrochemical manufacturer Best Agrolife Ltd (BAL) has secured registration for its exclusive manufacturing of Defender, a groundbreaking formulation tailored for pest control.

The Central Insecticides Board and Registration Committee (CIBRC) has granted registration to Best Agrolife Ltd for its newly developed subsidiary of Best Agrolife, Defender, as per the registration. This innovative formulation combines Pyrethrin 10%, Imidacloprid 1%, and Permethrin 20%, providing a multi-action protection against insect pests and fungal diseases in paddy crops.

Defender significantly enhances crop health and productivity, offering four times stronger protection against fungal diseases such as leafy blight, fungal rot and leaf sheath blight, a major threat to paddy crops, ensuring increased yields and crop resilience.

THE ECONOMIC TIMES

Best Agrolife to list shares on NSE on Wed

By N K Bhatnagar, April 29, 2024, 07:00 PM IST

Agrochemical firm Best Agrolife Ltd on Tuesday said the company's shares will be listed on the National Stock Exchange (NSE) from April 30. "The equity shares of the company shall be listed and admitted to dealings on the Exchange with effect from April 30, 2024," the company said in a statement.

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PMFAI-SML Annual Awards
Fastest Growing Company
Best Agrolife Limited

Most Innovative Campaign and Product Development
Award At PMFAI-SML Annual Agchem Awards 2024

Outstanding Innovation In Crop Solution
Award At PMFAI-SML Annual Agchem Awards 2023

THE NEXT 500: LARGEST EMERGING COMPANIES

FORTUNE INDIA

AgroLife Creates a New Niche

THE COMPANY BANKED ON CHEMISTRY-LED PRODUCTS TO DOMINATE NEWER SEGMENTS.

By JOY K. MATHEW
PHOTOGRAPH BY NARENDRA BISHT

In 2020, NEW DELHI-BASED agrochemical company, Best Agrolife Ltd, launched diatomaceous, a new generation insecticide for pests such as Brown Plant Hoppers and whistlers. The market had similar products for six years. Still, Best Agrolife was able to corner 27% market in a year. What worked was company's backward integration to make the product end-to-end at a time when everyone else was importing from Japan and repackaging and selling in India. Best Agrolife's cost advantage expanded the market from 1,000 MT (metric tonnes) to 1,350 MT, from ₹400 crore to ₹420 crore. "We took a big cheer, over ₹100 crore, as several of our competitors also began moving it from us instead of importing," says Rajan Kumar Alawadhi, executive director, Best Agrolife.

Focus on niche products such as diatomaceous with little or no local manufacturing has helped Best Agrolife enter Fortune India Next 500 list for the first time. This also explains 31% jump in net income to ₹96.1 crore in FY23 from ₹69.9 crore a year ago. Profits soared 34% from ₹1 crore to ₹27 crore. The company expects the trend to continue. "This year (FY2023), our top line will be around ₹1,300 crore. Next year, it should be around ₹1,600 crore. We are coming up with new chemistry-led products," says Vimal Kumar Alawadhi, managing director, Best Agrolife. He says as the company introduces more niche products, EBITDA will be faster than its peers. "Today, our EBITDA margin is in the 13-15% range. Three years from now, our turnover will be in the ₹2,500-3,000 crore range and EBITDA at least 20% because we want contribution of generic products to become more than 70-80% specialty and generic mix at present," says Alawadhi.

Best Agrolife, among top 14 agrochemical companies in India, has over 160

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Vimal Kumar Alawadhi, managing director, Best Agrolife

AgroLife, they will have to change the brand 'name' too," says Alawadhi. It requires a brand name sharing basis.

Rajesh Jain, director of operations, Adama India Ltd., a key business partner of Best Agrolife, says "Adama has designated Best Agrolife as one of its strategic supply partners. Apart from meeting our product specification and standards, we also appreciate their contribution in delivering us immediate and one-shot crop solutions. These high-profile crop solutions, including some proprietary products, act as real differentiators from conventional ones on the market. We are confident that with Best Agrolife, our strategic business has great potential and promise," says Jain.

The market is eagerly awaiting a three-way in-societal combination too," says Alawadhi. It requires a brand name sharing basis.

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WHAT THE NUMBERS SAY

Parameter	FY18	FY19	FY20	FY21	FY22	FY23
Total Income (₹ crore)	72.35	82.40	100.00	135.00	160.00	196.10
EBITDA Margin (%)	12.13	13.00	13.50	14.00	14.50	15.00

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Disclaimer

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TRANSFORMING AGROCHEMICAL BUSINESS THROUGH INNOVATION AND TECHNOLOGY