

Oct — 2022



Best Agrolife Limited

# Think Big Think Best

— INVESTOR PRESENTATION



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**Best Agrolife Limited**

BEST AGROLIFE LIMITED

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## Q2 FY23 – Highlights



# BUSINESS HIGHLIGHTS

- **RONFEN** – Best's Group first-of-its-kind proprietary ternary insecticidal combination got a very good response from all geographies. The response was better than expected & Ronfen's success will give tremendous boost to Best Brand. It is a single-shot solution that controls all sucking pests in various crops like cotton, chilly, vegetables, and many other segments. Ronfen covers the composition of Pyriproxyfen 8%, Diafenthiuron 18%, and Dinotefuran 5% in a unique suspension concentrate formulation.
- Best Group first to launch **CTPR based formulations CITIGEN & VISTARA**. CTPR (Chlorantraniliprole) is a novel insecticide with a unique mode of action. It belongs to the chemical group of anthranilic diamides. It kills the insects by activating the ryanodine receptor in insects' muscles and releasing the cellular calcium that causes the termination of feeding, increased lethargy, and the paralysis of muscles, eventually leading to death. This single molecule has around Rs 2800 cr domestic market. This shows Best's Group abilities to launch key & complex molecules based products
- Granted registration for indigenous manufacturing of **Pyroxasulfone technical u/s 9(3)**. It is a novel pre-emergence herbicide for wheat, corn, and soybean. The market size of Pyroxasulfone is approximately ₹ 450 Crore at present and its demand will increase further in the coming years. Until now India was dependent on other countries for Pyroxasulfone.
- To further increase its formulation capacity by putting up an additional herbicide unit with the proposed capex of upto Rupees Rs. 25 Crore which shall increase capacity by Rs.300 Crore.



ABOUT US

# FINANCIAL OVERVIEW

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Q2FY23 FINANCIAL RESULTS HIGHLIGHTS

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Q2 & H1 FY23 – INCOME STATEMENT

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OUTLOOK

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PERFORMANCE OVER THE YEARS -  
HIGHLIGHTS

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PERFORMANCE OVER THE YEARS – P&L

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PERFORMANCE OVER THE YEARS –  
BALANCE SHEET

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## Q2 FY23 – Highlights



### Financial Highlights

- Achieved highest ever REVENUE , EBITDA & PAT

(RS . IN CRORE)

	Q2 FY23	Q2 FY22	Q1 FY23	H1 FY23	H2 FY22	
REVENUE	700	324	464	1,164	669	
Y-o-Y	116%			74%		Growth
Q-o-Q	51%					
EBITDA	183	35	66	248	71	
Y-o-Y	418%			248%		Growth
Q-o-Q	177%					
EBITDA %	26.1%	10.9%	14.2%	21.3%	10.7%	
PAT	130	25	40	170	51	
Y-o-Y	415%			232%		Growth
Q-o-Q	224%					
PAT %	18.5%	7.8%	8.6%	14.6%	7.6%	

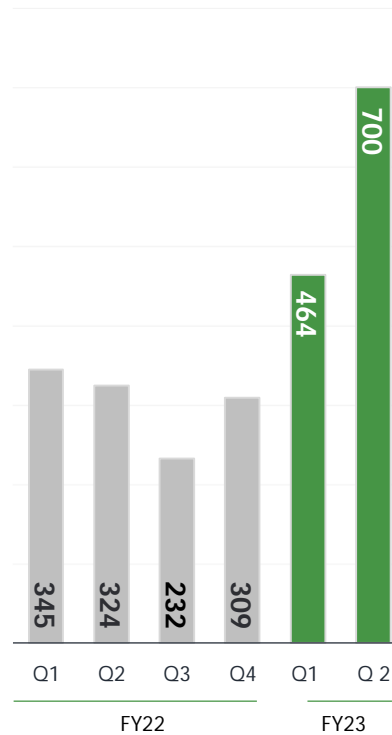
### Credit Rating Upgraded

- CARE assigned “ **-A stable** ” credit ratings to Best Agrolife Limited . Earlier CARE assigned “ **-A stable** ” to Best Crop Science Pvt Ltd ( technical unit ) & “ **CARE BBB stable** ” to Seedlings India Pvt Ltd ( new formulation unit commissioned in Dec-21)

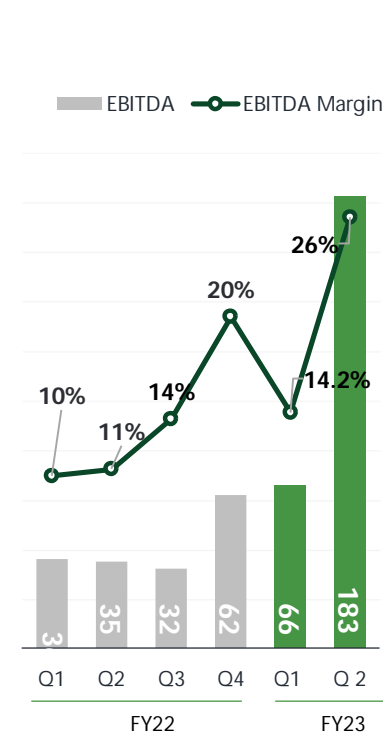
## Q2 FY23 – Financial Results



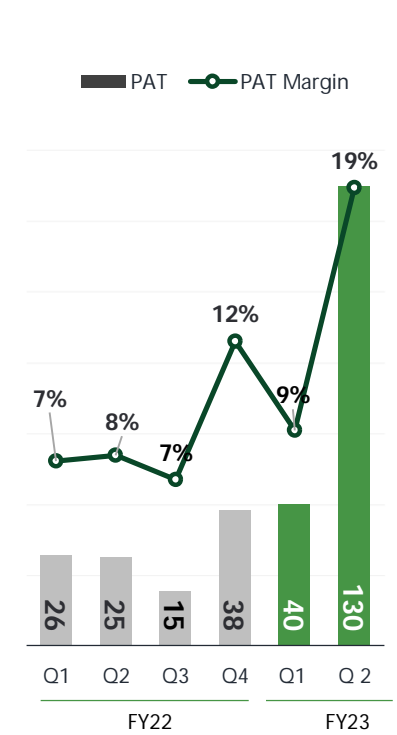
### Net Revenue from Operations (RS . IN CRORE)



### EBITDA & EBITDA Margin (RS . IN CRORE AND %)



### PAT and PAT Margin (RS . IN CRORE AND %)



## Q2 FY23 – Income Statement

### Q2FY23

- Revenue Growth of 51 % Q-O-Q & 115.9 % Y-O-Y
- EBITDA Growth of 176.9 % Q-O-Q & 418.1 % Y-O-Y
- PAT Growth of 223.4 % Q-O-Q & 415.4 % Y-O-Y

(₹ IN CRORE)

PARTICULARS	Q2 FY23	Q2FY22	YoY Growth	Q1FY23	QoQ Growth
Revenue From Operation	700.03	324.4	115.9%	463.7	51%
EBITDA (₹)	182.5	35.23	418.1%	65.9	176.9%
EBITDA (%)	26.1%	10.86%		14.2%	
PAT (₹)	129.82	25.18	415.4%	40.1	223.4%
PAT (%)	18.5%	7.75%		8.6%	
EPS	54.90	11.43		16.97	

# H1 FY23 – Income Statement

## H1 FY23

- Revenue Growth of 74 % Y-O-Y
- EBITDA Growth of 248.4 % Y-O-Y
- PAT Growth of 232.3 % Y-O-Y

(₹ IN CRORE)

PARTICULARS	H1 FY23	H1 FY22	YoY Growth
Revenue From Operation	1164.0	668.9	74.0%
EBITDA (₹)	248.4	71.2	248.9%
EBITDA (%)	21.3%	10.7%	
PAT (₹)	169.9	51.1	232.48%
PAT (%)	14.6%	7.6%	
EPS			



# Outlook

Revenue Growth – 30%  
EBITDA Margin of 20%

1

Launch of new  
& innovative  
products with  
higher margins

2

Ramping up  
distribution &  
branded products  
business

3

Maximizing  
backward  
integration to  
improve  
efficiencies

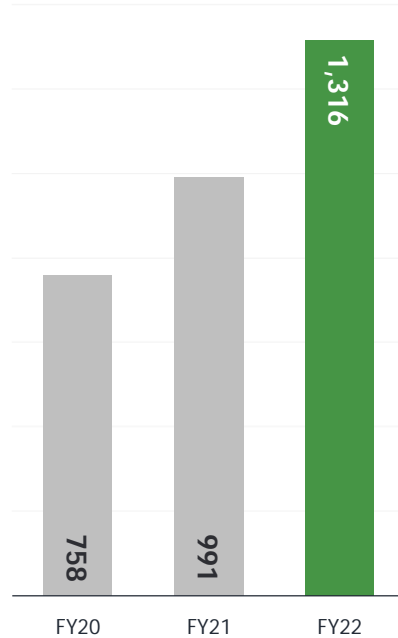
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Building export  
business

## Performance Over The Years – Highlights

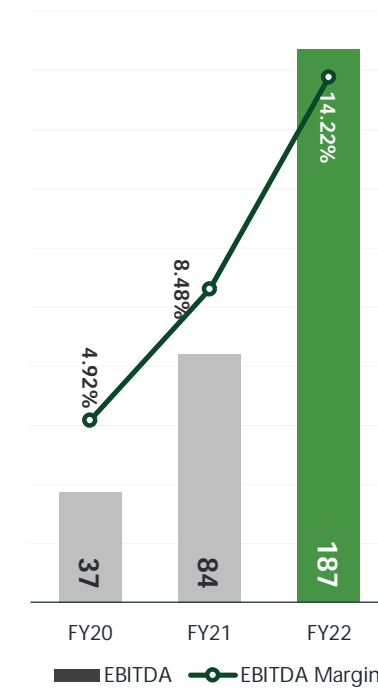
### Net Revenue from Operations

(RS . IN CRORE)



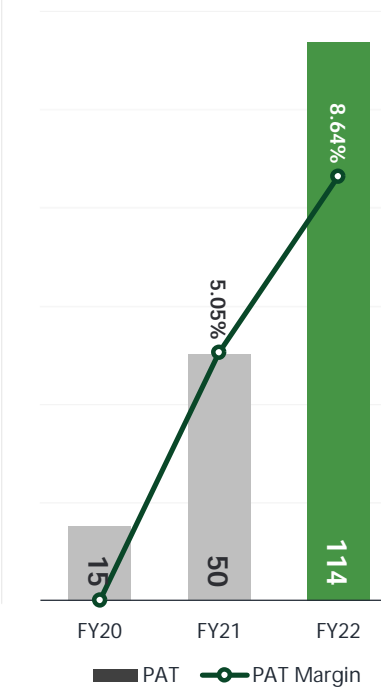
### EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



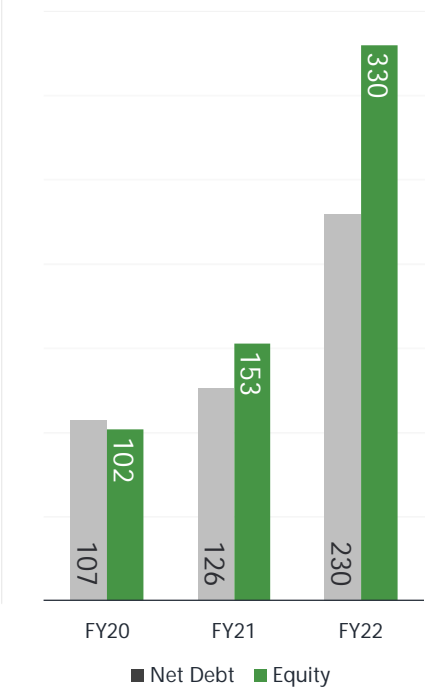
### PAT and PAT Margin

(RS . IN CRORE AND %)



### Net Debt and Equity

(RS . IN CRORE)



\*Un- Audited Consolidated for full FY 22 & previous years

# Performance Over The Years – P&L

- Revenue Growth of 32.91% in FY22
- EBITDA improved by 574 basic points in FY22 & 701 basic points in H1 FY 23
- PAT improved by 359 basic points in FY22 & 596 basic points in H1 FY 23

*\*Un-Audited Consolidated financials for full year FY 22 & previous years*

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY 22	H1 FY23
Revenue From Operation	758.14	990.75	1316.88	1164.0
EBITDA (₹)	37.29	84.04	187.15	248.4
EBITDA (%)	4.92%	8.48%	14.22%	21.3%
PAT (₹)	15.12	50.08	113.82	169.9
PAT (%)	1.99%	5.05%	8.64%	14.6%

# Performance Over The Years – Balance Sheet

- Continued improvement in return on capital and equity
- Lower debt equity ratio
- Healthy current ratio

Key Ratios	FY 20	FY 21	FY 22	H123
ROCE	12.85%	24.22%	28.87%	
ROE*	14.88%	32.75%	34.49%	
Debt Equity (LT)	0.63	0.48	0.15	0.08
Debt Equity(ST)	0.69	0.60	0.66	0.87
Current Ratio	1.29	1.38	1.36	1.33

- EBIT/(Shareholders Funds + Debt)

\*Un-Audited Consolidated B/S for FY 20 & FY 21

(₹ IN CRORE)

	FY 20	FY 21	FY22	H1 FY 23
<b>EQUITY AND LIABILITIES</b>				
Share Holders Fund	101.61	152.93	329.94	495.23
<b>NON-CURRENT LIABILITIES</b>				
Long Term Borrowings	63.77	72.88	52.18	41.57
Other Liabilities	1.84	2.13	17.16	9.48
<b>Total non-current liabilities</b>	<b>167.23</b>	<b>227.94</b>	<b>399.28</b>	<b>546.28</b>
<b>CURRENT LIABILITIES</b>				
Short Term Borrowings	69.61	91.94	217.58	431.76
Trade Payable	200.63	191.51	283.50	549.85
Other Current Liabilities	56.67	107.67	83.79	52.42
<b>Total current liabilities</b>	<b>326.91</b>	<b>391.12</b>	<b>584.90</b>	<b>1034.03</b>
<b>Total Equity &amp; Liability</b>	<b>494.13</b>	<b>619.06</b>	<b>984.20</b>	<b>1580.31</b>
<b>ASSETS</b>				
<b>Non-current assets</b>				
Net Fixed Asset	61.63	73.90	155.14	155.75
Intangible Asset	0.23	0.23	29.05	28.56
Other Non Current Assets	8.19	3.09	2.99	15.80
<b>Total Non-current assets</b>	<b>70.05</b>	<b>77.22</b>	<b>187.20</b>	<b>200.11</b>
<b>CURRENT ASSETS</b>				
Inventories*	148.33	287.15	454.57	633.30
Trade receivables	203.80	174.07	255.92	563.32
Cash & Bank Balance	26.32	39.02	40.36	148.71
Other Current Assets	45.64	41.60	46.15	34.87
<b>Total Current assets</b>	<b>424.09</b>	<b>541.84</b>	<b>797.00</b>	<b>1380.19</b>
<b>Total Assets</b>	<b>494.13</b>	<b>619.06</b>	<b>984.20</b>	<b>1580.31</b>



## ABOUT US

# Company Overview

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WHAT IS BEST AGROLIFE

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BAL AT A GLANCE

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JOURNEY OF THE COMPANY

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TOP CLIENTELE

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DISTRIBUTION NETWORK AND BRANDS

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EXPERIENCED MANAGEMENT WITH  
DOMAIN KNOWLEDGE

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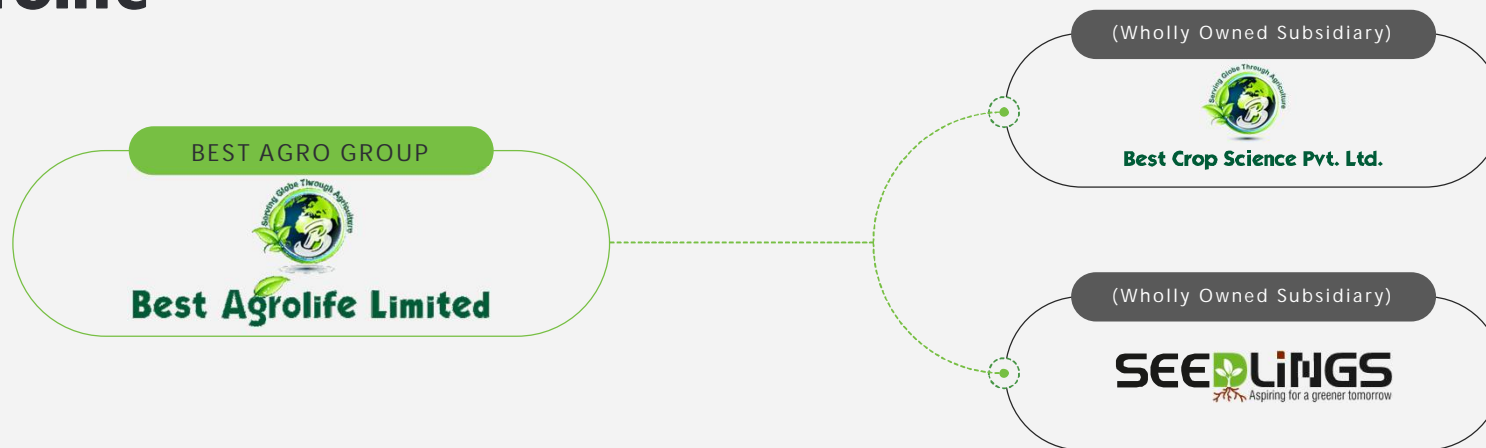
MANAGEMENT EXPERTISE

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# What is Best Agrolife

Ranked among  
top 15 agrochemical  
companies in India



## 01

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

## 02

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 Formulations, Technicals and Intermediates & Public Health Products.

## 03

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.

# BAL at a Glance

Best Agrolife Limited  
is among the

**Top 15**

Agrochemical  
companies in India

Best Agrolife happens to be amongst one of the fastest Agrochemical companies in India. It is among the top 15 chemical companies.



**03**

Manufacturing Facilities



**30,000 MTPA\***

Formulation Manufacturing  
Capacity



**10,00,000+**

Trusted by more than a million  
farmers



**5,200+**

Distribution Network across India  
Facilities



**7,000 MTPA\***

Technicals Manufacturing Capacity



**34.49%**

RONW# (FY22)



**600+**

Employees



**44.5%**

Revenue from Top 10 molecules  
as % of sales  
(FY22)

\*MTPA= Metric Tonnes Per Annum | #RoNW = Return on Net Worth | \*\*Institutional Customers includes Technical Domestic, Branded Formulation P2P

# Journey of the Company



## 2010

### Formulations

- Setting of 1<sup>st</sup> Formulation Unit

## 2017

### Best Brand

- Launch of the “Best” Brand

## 2019

### Business Expansion

- Expanded business in southern parts of India
- 1,000+ Distribution Network
- Got listed among Top 15 agrochemical companies in India

## 2021

### Ternary Patent

- 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

## 2016

### Technical Acquisition

- Acquired state-of-the-art Technical manufacturing plant from “Arysta Life Science” a subsidiary of Platform Subsidiary (NYSE: PAH)

## 2018

### New Products

- Launched 9 new products out of novel formulations advanced chemistry

## 2020

### BSE Listing

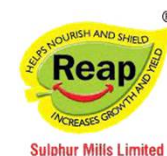
- Got listed on BSE
- Established PYDON, DIRON, BESTLINE & IRMA as top-selling products in the market with top revenue contribution

## 2022

### New Products and Patents :

- Launched key products
- RONFEN
- AXEMAN
- REVEAL
- Granted patent for a soybean herbicide
- Greater Noida Unit-(Seedlings India Pvt. Ltd) establishment

# Top Clientele



# Distribution network and brands

Management having a cumulative experience of more than four decades

## BAL products coverage across India



**5,200+**  
Distributors Network

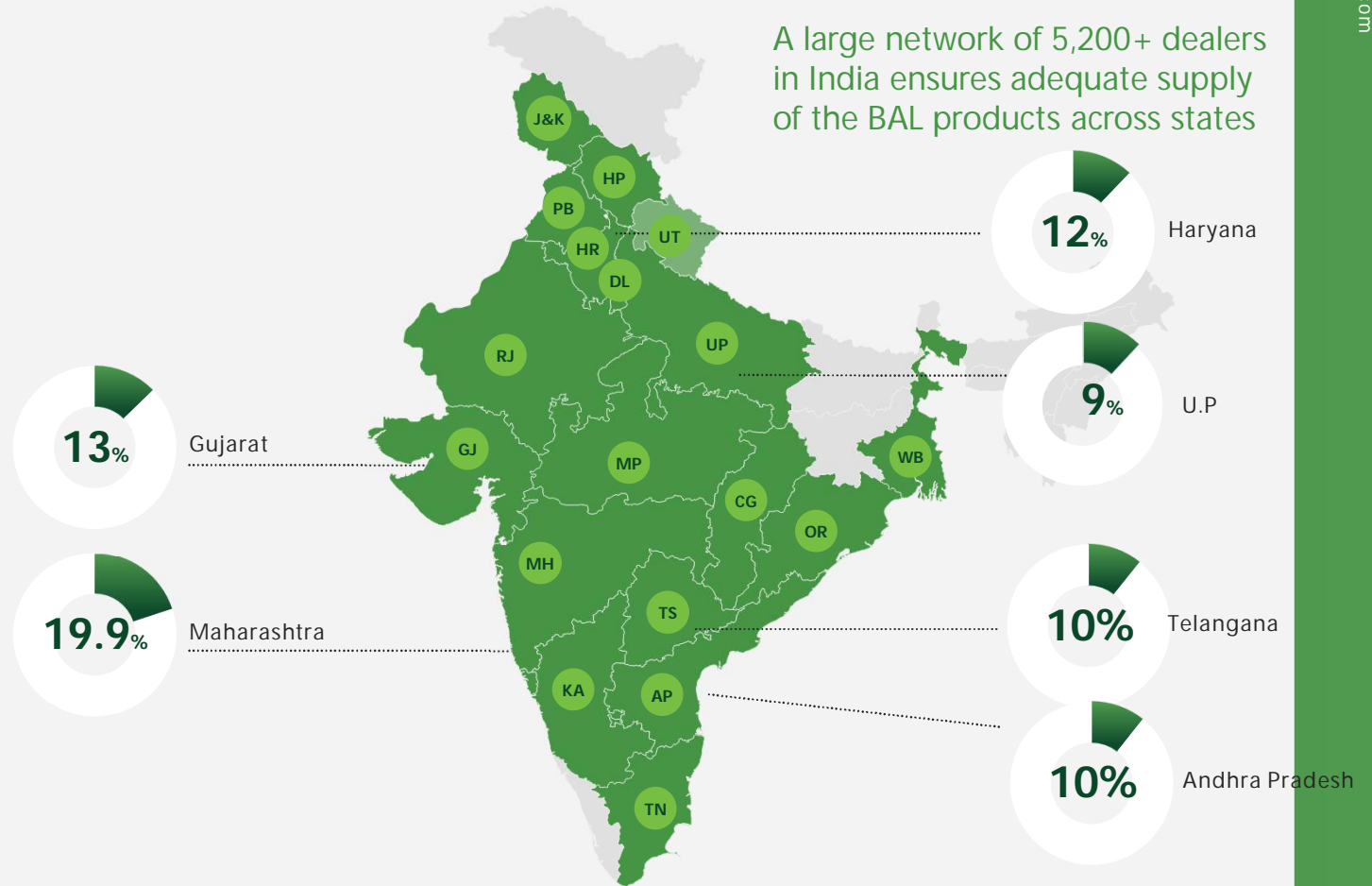


**20**  
Depots



**18**  
States

*\*State % for FY 22*





# Experienced Management With Domain Knowledge

Management having a cumulative experience of more than four decades



**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 oversees strategy, management, development, and integration of the company policies. With Best Agrolife he is pioneering endeavors 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 Indian Brands and Leaders. 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 & in 2022 featured in Fortune India magazine.



**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. P. N. Karlerkar**  
MANAGING DIRECTOR ( Best  
Crop Science Pvt Ltd )

A Chemical Engineer from UDCT- one of the top Indian Institute for Chemical Technology and a Management Graduate from Mumbai University, Mr Karlekar has a diverse and rich professional background. He has been associated at the apex level with many reputed organizations such as -Rallis India Ltd as President Technology, thereafter worked at leadership levels including as President of the Agrochemical division of Atul Ltd, as COO of Deepak Nitrite Ltd., as Managing Director of Cheminova India Ltd from 2008 and subsequently as its President international region comprising of Asia-Pacific, Africa, Middle East. Later on, post-global acquisition of Cheminova by FMC corp (USA), he assumed the position of country head for FMC India. In these assignments he worked on many important strategic areas such as mergers and acquisitions and global business development etc.

# Management Expertise

Management team comprises of skilled and capable professionals who assist the Board in identifying and implementing business strategies

## **CA Atul Garg** CHIEF FINANCIAL OFFICER

- Qualified CA with 15 years of experience in Finance & Accounts, MIS, Transaction Reporting, Auditing, and Taxation
- Proven track record of improved operations, maintaining continuous profitability, cost controls, internal control, and productivity improvements.
- Excellently handling all the financial transactions of the Company and at different points, he has been critical in building and maintaining relationships with different stakeholders.

## **Ajit Gujral** HEAD – INSTITUTIONAL BUSINESS

- 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 as we expand our footprint into new regions.
- A postgraduate 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.

## **Davinder Dogra** PRESIDENT – FINANCE & ACCOUNTS

- 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.
- 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.

## **Mr. Sara Narsaiah** NATIONAL MARKETING HEAD

- Mr Narsaiah is a result-driven, enthusiastic, and creative sales and marketing professional with over 30 years of proven track record in organizational growth and revenue enhancement within a challenging and fast-paced environment with 28 years in the leading agrochemical company, Bayer crop science.
- With a diverse and rich professional background, his strengths comprise Business Strategy, Sales & Marketing, Business Development, Product & Portfolio Management, Sales Promotion, Brand Building, Market Research & Analysis.

## **Dr. Akash Kumar** RESEARCH HEAD

## **CS Astha Wahi** COMPANY SECRETAR & COMPLIANCE OFFICER

## **Deepak Patel** HEAD – OPERATION (FORMULATIONS)

## **Rakesh Singh** QC- INCHARGE



## ABOUT US

# Products & Processes Overview

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PRODUCT REGISTRATIONS	17

# Our Best - selling Products

## **DIRON** DINOTEFURAN 20% SG

### INSECTICIDE

#### MODE OF ACTION

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

Market Size  
**1,300 MT**

Our Share  
**350 MT**

**27%**



## **PYMAX** PYMETROZINE 50% WG

### INSECTICIDE

#### MODE OF ACTION

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

Market Size  
**1,800 MT**

Our Share  
**300 MT**

**17%**



## **PYDON** PYRIPROXYEN 5% + DIAFENTHIURON 25% SE

### INSECTICIDE

#### MODE OF ACTION

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

Market Size  
**1,400 MT**

Our Share  
**650 MT**

**46%**



## **IRMA** EMAMECTIN BENZOATE 5% SG & TC

### INSECTICIDE

#### MODE OF ACTION

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



## **THRONE** THIAMETHOXAM 25% WG

### INSECTICIDE

#### MODE OF ACTION

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



# Our Best - selling Products

**BESTLINE**  
PYRACLOSTROBIN 20% WG

## FUNGICIDE

### MODE OF ACTION

- It is a very effective fungicide with anti sporulation technique.



**ZOXIT**  
AZOXYSTROBIN 11% +  
TEBUCONAZOLE 18.3% SC

## FUNGICIDE

### MODE OF ACTION

- It is a very effective fungicide with anti sporulation technique.



**TUZO**  
TIFLUZAMIDE 24%

## FUNGICIDE

### MODE OF ACTION

- A very effective Systemic fungicide with both preventive and curative action.



**DONGLE**  
PACLOBUTRAZOL 40% SC

## PGR

### MODE OF ACTION

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

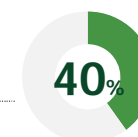


Market Size

**100 KL**

Our Share

**40 KL**



**BESTIE**  
GLUFOSINATE  
AMMONIUM 13.5% SL

## HERBICIDE

### MODE OF ACTION

- A broad-spectrum herbicide and acts against a wide range of annual and perennial broadleaf weeds and grasses.



**PICHA**  
PENOX SULAM 2.67% OD

## HERBICIDE

### MODE OF ACTION

- A post-emergency foliar spray or a granular formulation for the control of broadleaf, sedge, and grass weeds in transplanted, dry seeded, and water-seeded rice.





# New Products launched in FY 23

**We** INNOVATE.  
PRODUCE.  
DELIVER.

- **Received patent in FY 22** for first-of-its-kind - a three-way insecticidal combination (RONFEN) 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.
- Launching it in PAN-India on multiple crops in FY 22-23.

## 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

**Received patent in FY 23** for HERBICIDAL COMPOSITION for a term of 20 years. It covers the herbicidal composition of Haloxypyr + Imazethapyr + chlorimuron which is a very prominent one-shot solution for an important crop like Soyabean.

We plan to launch Pan -India in FY23 with the brand name 'Shot Down'. With this patent in hand, BAL will now have a competitive advantage as this product is going to be of high importance not only in India but in other soybean-producing countries as well.



### TOMBO

LAUNCHED



A new generation corn herbicide Tembotrione shows a fast efficacy in control of weeds. It is a post emergence herbicide that dissipates rapidly in the environment that causes any crop phytotoxicity. It has a low application rate per hectare and hence poses almost nil environment risk.

### RONFEN

LAUNCHED



A first of its kind ternary insecticidal combination of Best Agrolife Ltd, Ronfen is a single shot solution that controls all sucking pests in various crops like cotton, chilly, vegetables, and many other segments. Ronfen covers the composition of Pyriproxyfen 8%, Diafenthiuron 18%, and Dinotefuran 5% in a unique suspension concentrate formulation.

### AXEMAN

LAUNCHED



AxeMan (Dinotefuran 15% + Pymetrozine 45 % WG), with its dual mode of action, helps protect the rice crop from the devastating pest BPH which develops high resistance against all agrochemicals. AxeMan provides healthy and vibrant tillers at the reproductive stage and helps in the long-duration control and resistance management of BPH in paddy.

### Warden

LAUNCHED



A ternary combination of two fungicides and one insecticide (Azoxyastrobin 45% + Thiophanate Methyl 11.25% + Thiamethoxam 25% FS). It acts as a systemic fungicide and insecticide that provides effective seed treatment and can prevent pest and disease infestation for up to long if appropriately treated.

## Recent Products launched in Q2 FY 23

### Two New Significant CTPR Formulations - Citigen & Vistara

*There is extensive usage of CTPR based products with a market size of + Rs 2000 cr*



**CITIGEN** (Chlorantraniliprole 18.5 % W/W SC) is a broad-spectrum insecticide with exceptional insecticide efficacy, longer rain fastness, and low mammalian toxicity. It is highly recommended for controlling pests of sugarcane, rice, cabbage, cotton, tomato, chili, soybean, brinjal, pigeon pea, Bengal gram, black gram, bitter gourd, okra, maize, and groundnut crop.



**VISTARA** (chlorantraniliprole 0.4% GR) prevents the build-up of shoot borer and stem borer populations in paddy and sugarcane and protects growers from incurring losses due to low crop yield and thereby maximizing output. Due to its low dosage, it is also safe for the environment.

### Pyroxasulfone technical-

Granted registration for the indigenous manufacturing of Pyroxasulfone technical u/s 9(3). Pyroxasulfone is a novel pre-emergence herbicide for wheat, corn, and soybean.

The market size of Pyroxasulfone is approximately ₹ 450 Crore at present and its demand will increase further in the coming years. Until now India was dependent on other countries for Pyroxasulfone.

Now it will be manufactured indigenously and will be easily available to the farmers. This will prove to be highly beneficial for them as they will get a high-quality product at a better price.

# Value Chain and Diverse Range of Products (1/3)

Best Agrolife Limited is one of the India's producers of novel chemistry advanced formulation products

## Manufacturing Process

- BAL manufactures a wide range of products and each product has its own unique manufacturing process
- The Company specialises in the manufacturing processes that mainly include chemical reactions of:

Hydrogenation

Chlorination

Reduction

Condensation

Oxidation

- The process of manufacturing can be classified broadly into following stages

01 Reaction

02 Separation

03 Distillation

04 Purification

05 Crystallization

06 Filtration

07 Drying

08 Packing

## Value Chain

BAL over the years, has scaled up the manufacturing of Intermediates, Technicals and Formulations which form part of the entire value chain of the agrochemicals industry

## Intermediates

4,6 DCP

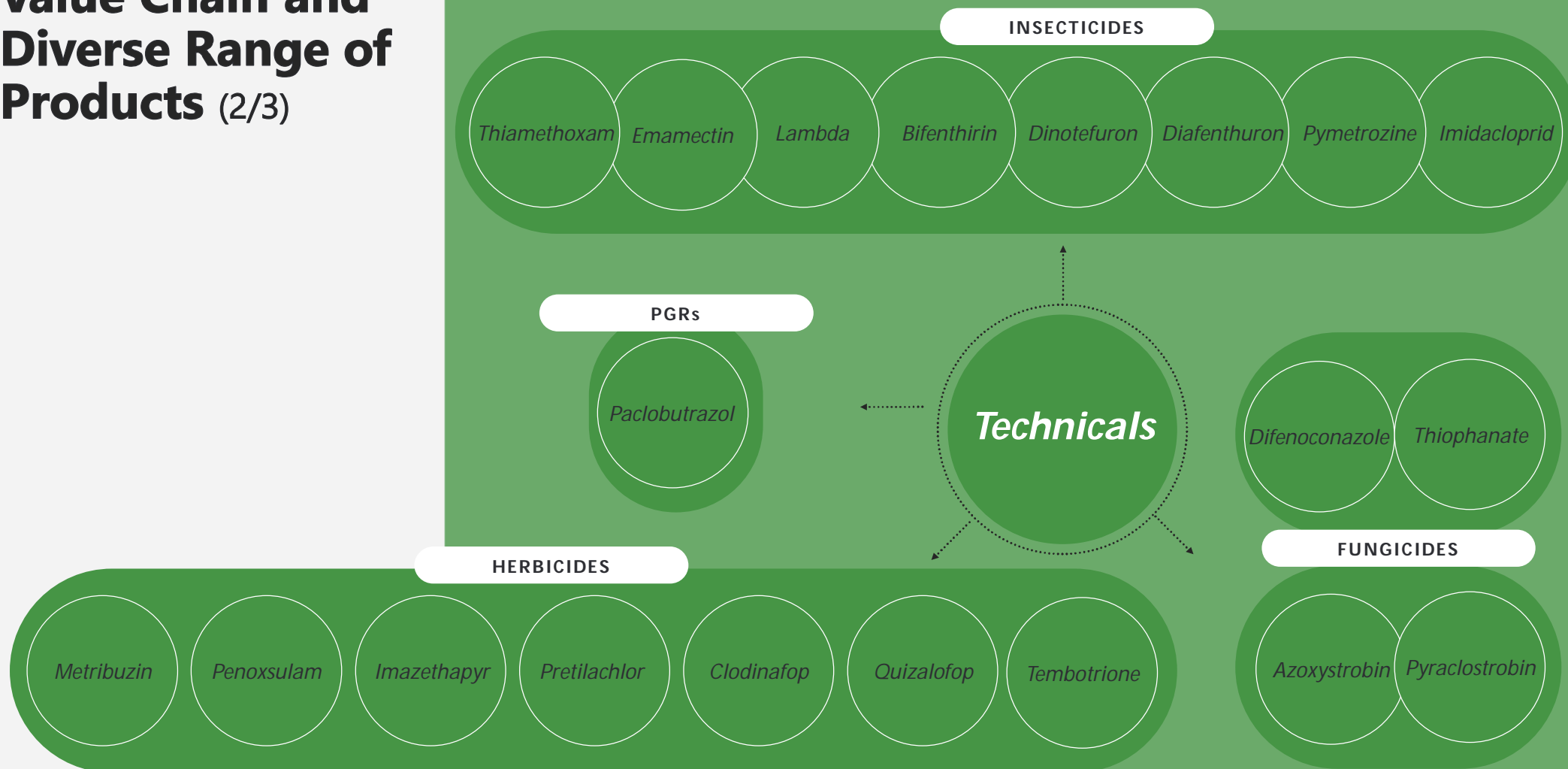
3C Aldehyde

Oxirane

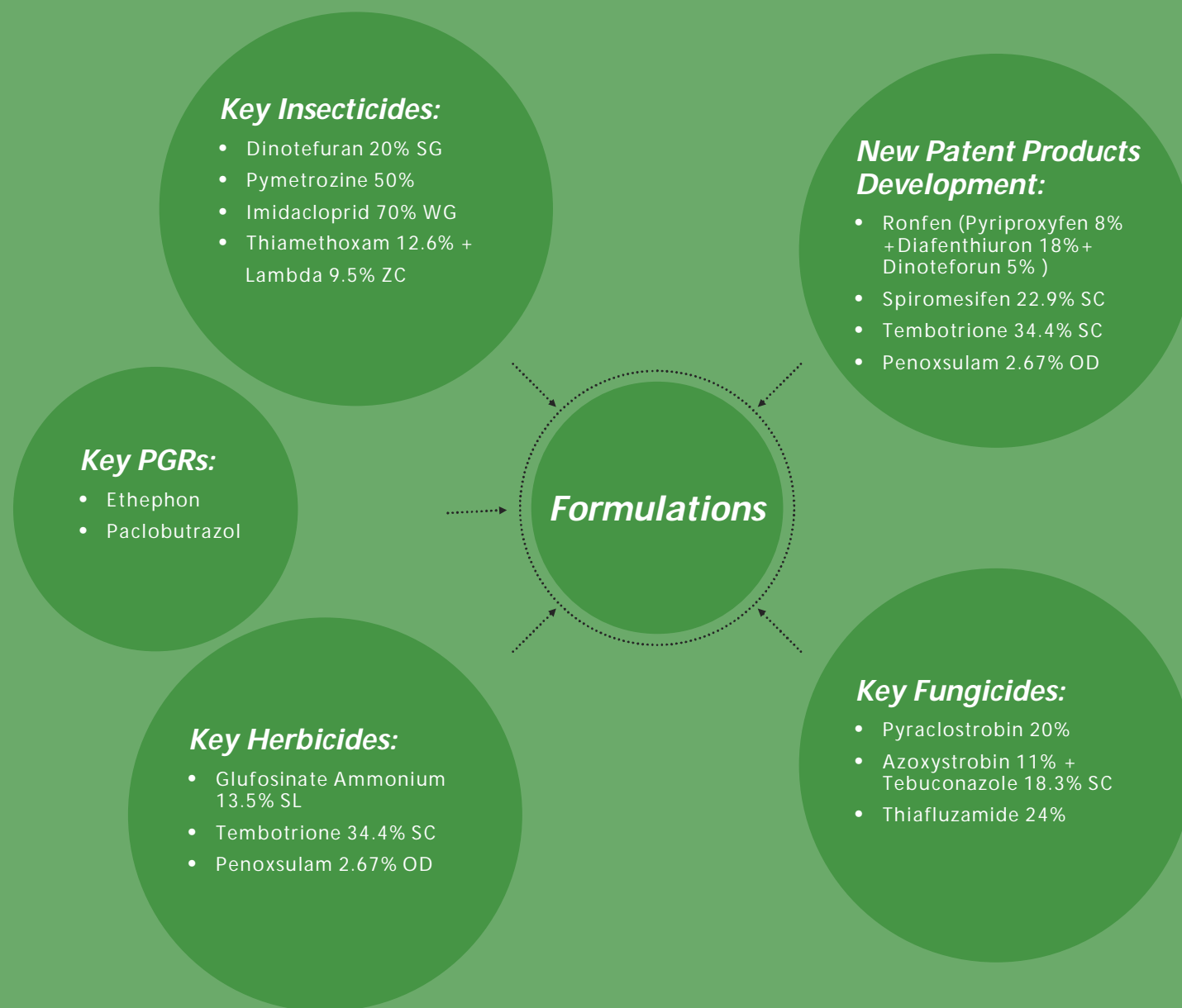
1,2,4 Triazinone

**END-USE:** Intermediates manufactured are for Company's own captive consumption for manufacturing various Technicals and Formulations

# Value Chain and Diverse Range of Products (2/3)



## Value Chain and Diverse Range of Products (3/3)





# Product Registrations

Number of registration held by BAL Group

**+396**

Formulations registered for manufacture and sale in India

**67**

Formulations registered for manufacture and sale in the export markets

**+91**

Technicals registered for sale in India

**130**

Technicals registered for manufacture and sale in the export markets

Number of registration through International Distribution Partners for exports

**13**

Formulations registered in countries across the world

**24**

Formulations filed & pending in countries across the world

*\*Central Insecticides Board & Registration Committee*





ABOUT US

# Industry Overview and Outlook

INDUSTRY OVERVIEW

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AGROCHEMICALS –  
STRUCTURAL GROWTH DRIVERS

---

# Industry Overview



## 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

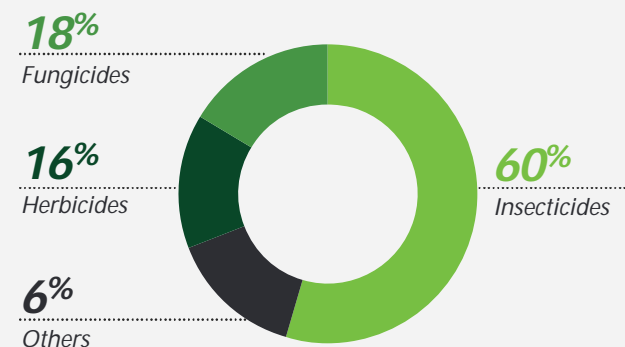


## Policy Support

Govt. of India offering Product Link Incentives and **another scheme to boost domestic Manufacturing & Exports**

## Agrochemical Industry - Trends

### SEGMENTATION BY PESTICIDES



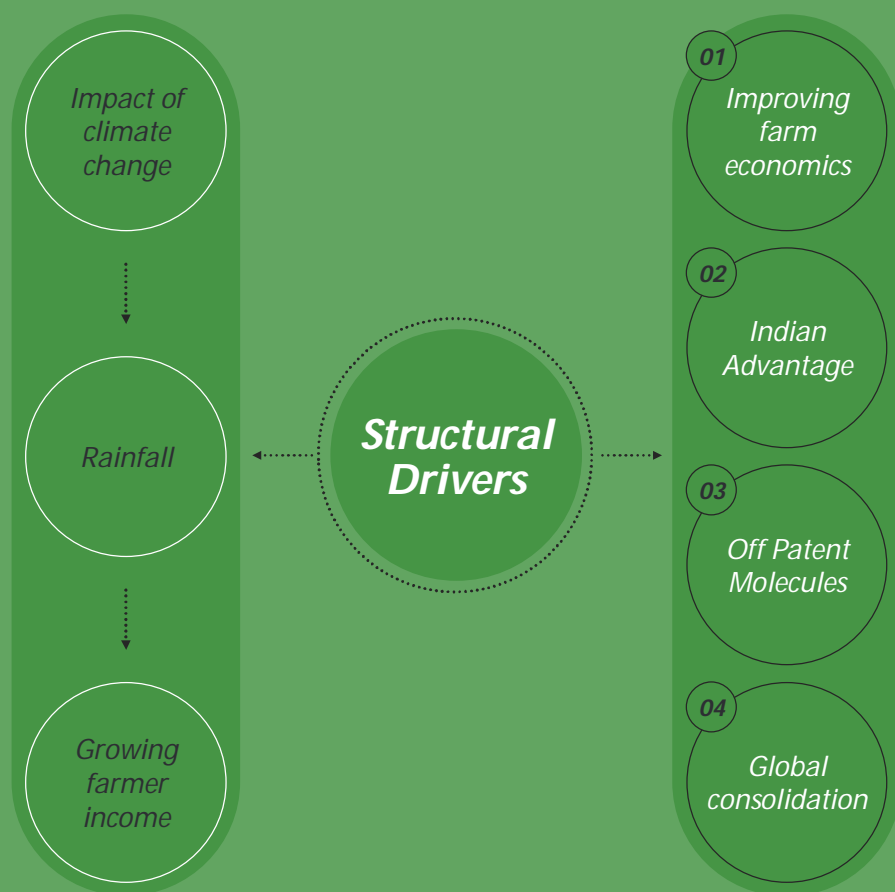
## India 4<sup>th</sup>

Largest producer of agrochemicals after USA, Japan & China

### Export Opportunity supported by:

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

# Agrochemicals - Structural Growth Drivers



## Domestic industry expected to post 8-10% CAGR in the next few years

### IMPROVING FARM ECONOMICS

Govt.'s thrust on doubling farmer's income by 2022 via (a) higher MSPs for crops (average increase of 35% across crops in the last 5 years); (b) increased irrigation coverage (area under irrigation currently at 52% of net sown area as against 40% few years back; implies improved crop yield); (c) better procurement efficiencies and (d) higher agricultural credit, bodes well for the sector. We believe efforts to boost crop yields and farmer's awareness of crop protection benefits will drive domestic demand of agrochemicals.

### CHINA+1 STRATEGY TO FUEL GROWTH

Stringent environmental norms has led to closure of environmentally non-compliant agrochemical manufacturing facilities in China. We believe, India is likely to emerge as an alternative procurement base for global agrochemical industry primarily led by a) available resources; b) favorable cost dynamics; and c) availability of technically skilled & cheap labor.

### OFF PATENT MOLECULES TO POWER GROWTH

Agrochemicals worth ~USD6bn are going off-patent globally by 2030. We believe, generic companies especially in developing countries (where they have limited R&D facility as well as lower balance sheet strength to carry these cost) would be major beneficiaries as a) these molecules already come along with better efficacy to fight against pest and have better market and target crop, hence it becomes easy for generic players to leverage on their distribution network; b) generic players breaks the exclusivity of molecules/ companies, hence there remains no pricing edge for product and becomes more easier for farmers to adopt to that product. We believe, it augurs well for domestic agrochemical players, as it would result into opening up of huge opportunity for domestic companies both on domestic formulation as well on exports front.

### GLOBAL CONSOLIDATION TO REVITALIZE THE DOMESTIC PLAYERS

In the last few years global agrochemical industry has witnessed drastic shift in consolidation of their functional and operational strategies commanding a lion's share of 55-60% in the global agrochemical market. Consolidation in the global agro chemical industry offers additional opportunity to domestic players led by a) enhanced demand in case of down trading (purchasing generic product for the same molecular composition) by global farmers; b) rising R&D spends amidst increasing costs in developing new active ingredients would result into higher outsourcing of CRAMS towards cost effective nations like India.



## ABOUT US

# Strategic Assets

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STRONG MANUFACTURING CAPABILITIES

---

GAJRAULA – UNIT

---

GREATER NOIDA

---

NEW LOCATION – J&K

---

RESEARCH & DEVELOPMENT

---

ENVIRONMENT HEALTH AND SAFETY/  
EFFLUENT TREATMENT

---

COMPETITIVE STRENGTHS

---

ACHIEVEMENTS | NEWS UPDATE

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# Strong Manufacturing Capabilities

## Manufacturing Facilities


**03**

Manufacturing Facilities


**37,000** MTPA

Aggregate Capacity


**3,000** KVA

Total Power connection


**80+**

Big Size Reactors


**50,000** Sq. M.

Total Area in use


**25,000** Sq. M.

 Total Additional  
Available Area

**14,460** Sq. Ft.

Advanced R&amp;D Facility


**4.65** Mn KWH

 Solar Power per annum  
from FY23

## Quality Control and Assurance

- Quality Compliance - As per ISO 9001:2017, NABL Accredited labs with 100% quality compliance.
- State of the art laboratory with fully equipped latest quality control and quality analysis.
- Experienced & qualified quality team.
- Fully operational Pilot Plant for conducting trial runs.
- Quality testing at each stage of material receiving & various stages of manufacturing process.

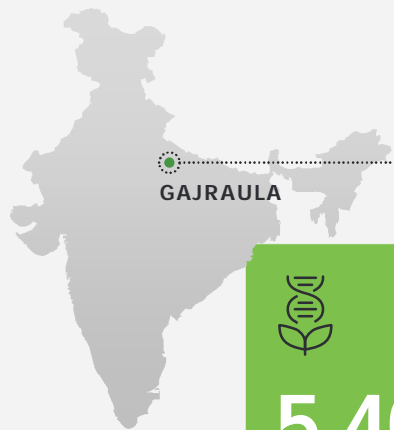




## STRATEGIC ASSETS

# Gajraula – Unit

Gajraula location has both Technical & Formulation units but now focused more towards Technicals manufacturing with coming up new formulation unit at Greater Noida.



GAJRAULA



**5,400** Sq. ft.

Advanced Formulation  
R&D Facility



**35,000** Sq. M.

Area in use



**20,000** Sq. M.

Additional Available  
Area



**4.65** Mn KWH

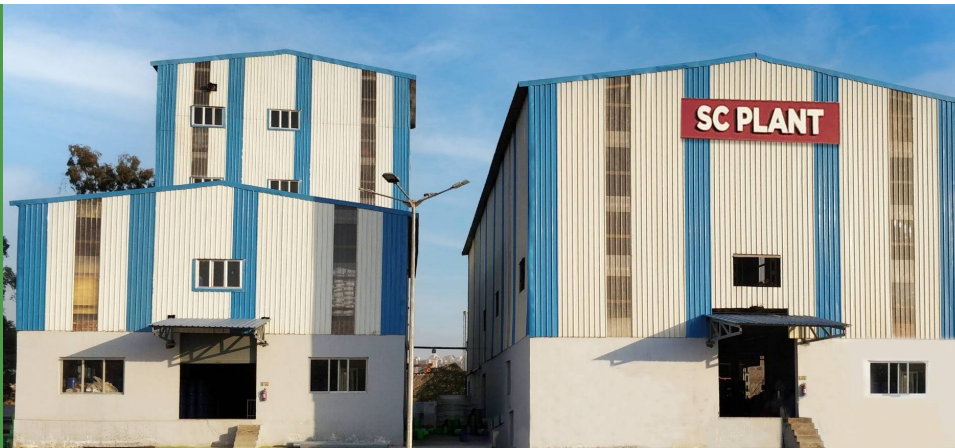
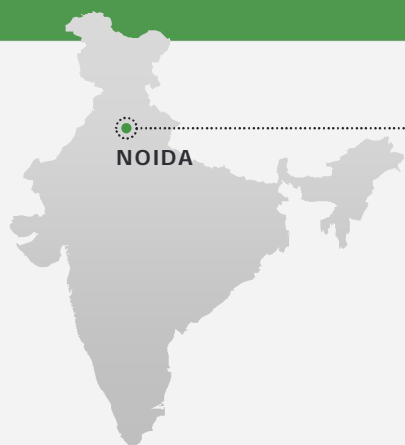
Solar Power per  
annum



## STRATEGIC ASSETS

# Greater Noida Unit

- Fully Automated formulation plants for – SC, SG, SE, ZC & GR with Integrated unit for new developments
- Further increase in capacities by adding another formulation unit for Herbicides



**9,060** Sq. ft.  
Advanced Formulation  
R&D Facility



**14,200** Sq. M.  
Area in use



**5,000** Sq. M.  
Additional Available  
Area



# J&K

(Agrico Chemicals)



JAMMU AND  
KASHMIR



**3,000** KL/MT  
Company's  
formulation capacity



- BAL has acquired Agrico Chemicals through a cash deal . Agrico Chemicals is situated at Phase-1, SIDCO Industry Complex, IGC Samba, Jammu & Kashmir. This acquisition of Agrico Chemicals will be beneficial for BAL as the plant will be specifically dedicated to proprietary formulations like WG, SC, and EC adding to Company's formulation capacity by 3,000 KL/MT per annum and can add approximately ₹ 150 Crores per annum to the overall revenues.
- It has its own state of art formulation Research & Development facility to support the development of niche formulations including herbicides.

# Research & Development

## Research & Development Overview

- 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
- State of the art laboratory with fully equipped latest quality control & analysis.
- Fully operational Pilot Plant.
- Collaboration with leading scientific and academic institutions



# 45+

Dedicated R&D Team  
(Members)



## Pramod N. Karlekar

President – R & D

## New Product Development

# 15

Herbicides

# 03

Fungicides

# 09

Insecticides

# 01

Intermediate

# Environment Health and Safety/ Effluent Treatment

BAL is regulated by and is in compliant with:

1986

**Environmental  
Protection Act**

1981

**Air Act**  
(Prevention and  
Control of Pollution)

1974

**Water Act**  
(Prevention and  
Control of Pollution)

2008

**Hazardous  
Waste Rules**  
(Management, Handling &  
Transboundary Movement)

1948

**Factories Act**

**Other regulations  
by the MoEF\* and  
regulatory authorities  
in India**

\*Ministry of Environment and Forest



# Competitive Strengths



**Experienced**  
Promoters and  
Management Team



**Relationship** with  
Esteemed Clients  
& Vendors



**Novel** Chemistry  
Products & Patents



**360+** Formulation  
& **80+** Technical  
Licenses



**Integrated**  
Manufacturing Units  
with opportunity for  
scaling up



In House **NABL**  
Accredited QC Labs



Wide **Distribution**  
**Network**



# Achievements | News Update



**INTERNATIONAL CROP-SCIENCE CONFERENCE & EXHIBITION**  
EXCLUSIVE EVENT ON AGRI INPUTS IN UAE  
**14 & 15 FEBRUARY 2022**  
Le Meridien Hotels & Conference Centre, Airport Road, Dubai  
[www.pmfaiindia.org](http://www.pmfaiindia.org)




**Business Standard**  
Best AgroLife Ltd. bagged the Award for Fastest Growing Company at PMFAI-SML Annual Awards 2022



**The Statesman**  
Best Crop Science receives license to manufacture and market Trifloxystrobin Technical in India



**Agencies**  
Best Crop Science LLP (BCS), a leading player and one of the largest manufacturers of agro-inputs, has announced that Central Insecticides Board & Registration Committee has granted a registration for indigenous manufacturing of Trifloxystrobin Technical (50% EC).



**Africa**  
The estimated Trifloxystrobin market size of India values close to Rs400cr. An excellent compound for efficient integration into control programs against fungal pathogens in cereals, paddy, cotton, fruits and vegetables like tomatoes, grapes, mango, chilies, and wheat.



**India**  
Trifloxystrobin is India's number-1 fungicide in demand. Trifloxystrobin Technical possesses broad-spectrum control against fungal plant diseases and forms a secure reservoir of fungicide to provide long-lasting, weather-protected disease control.



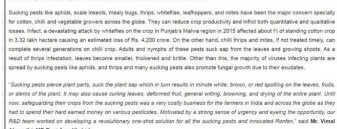
**PMFAI-SML Annual Awards**  
*Fastest Growing Company*  
**Best AgroLife Limited**



**The Asian Chronic**  
Best AgroLife Limited Gets Registration for the Indigenous Manufacturing of its Proprietary Ternary Insecticide Ronfen



**New Delhi**  
Best AgroLife Limited (BAL), one of the fastest-growing agrochemical companies in India, made two major announcements today. On Thursday, the Central Insecticides Board & Registration Committee granted the registration for the indigenous manufacturing of the company's much-awaited patented ternary insecticide to BAL on 9 (2) in the 425th RC meeting. The company will launch it by the name Ronfen. BAL has received the patent for Ronfen, which covers the composition of Propoxycarbonyl, Cyfluthrin, and Cyfluthrin. It is a unique suspension concentrate formulation. In August last year, with this BAL has received the first Indian agrochemical company to manufacture the first-of-its-kind, ternary insecticide combination that effectively controls the entire sucking pest complex in various stages in one shot.



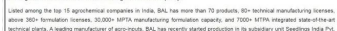
**Sucking pests**  
Other than Ronfen, the leading agro-input company has also been granted the registration for the indigenous manufacturing of Cyfluthrin 10% in Pyrethroids 40% EC along with technical manufacturing of Cyfluthrin. Both 10% EC and 40% EC are in the same RC meeting. The company has decided to launch it with the brand name Ronfen.



**Ronfen**  
Sucking pests are the most common pest of crops in India. They are sucking the sap from the plant, which causes the plant to wilt and die. Ronfen is a ternary insecticide that effectively controls the entire sucking pest complex in various stages in one shot.



**Ronfen**  
Ronfen is a ternary insecticide that effectively controls the entire sucking pest complex in various stages in one shot.



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**PMFAI-SML Annual Awards**  
3rd Edition 14th February 2022  
Le Meridien Hotel & Conference Centre  
Dubai



**Fastest Growing Company**  
**Best AgroLife Limited**



**Sulphur Mills Limited**  
Sulphur Mills Limited is a leading manufacturer of agro-inputs. BAL has recently started production in the subsidiary unit Sengul India Pvt. Ltd.



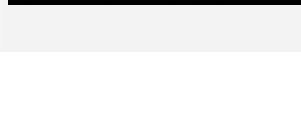
**FORTUNE INDIA**  
THE NEXT 500: LARGEST EMERGING COMPANIES



**AgroLife Creates a New Niche**  
+ THE COMPANY RANKED ON CHEMISTRY-LED PRODUCTS TO DOMINATE NEWER SEGMENTS.  
BY JOEL C. MATHW  
PHOTOGRAPH BY NARENDRA BHATT



**Vimal Kumar Alawadhi**  
managing director,  
Best AgroLife



**AgroLife**  
AgroLife is a leading manufacturer of agro-inputs. BAL has recently started production in the subsidiary unit Sengul India Pvt. Ltd.



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PROFILE: BEST AGROLIFE

## AgroLife Creates a New Niche

BY JOEL C. MATHW  
PHOTOGRAPH BY NARENDRA BHATT



Best AgroLife, among top 15 agrochemical companies in India, has over 160

PROFILE: BEST AGROLIFE

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BY JOEL C. MATHW  
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**WHAT THE NUMBERS SAY**  
FY20 FY21 FY22  
Revenue (₹ Cr.)  
Revenue Change (%)



**WHAT THE NUMBERS SAY**  
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Revenue (₹ Cr.)  
Revenue Change (%)



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Revenue (₹ Cr.)  
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### WHAT IT GOT RIGHT

AgroLife's focus on chemistry-led products to dominate newer segments.

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ABOUT US

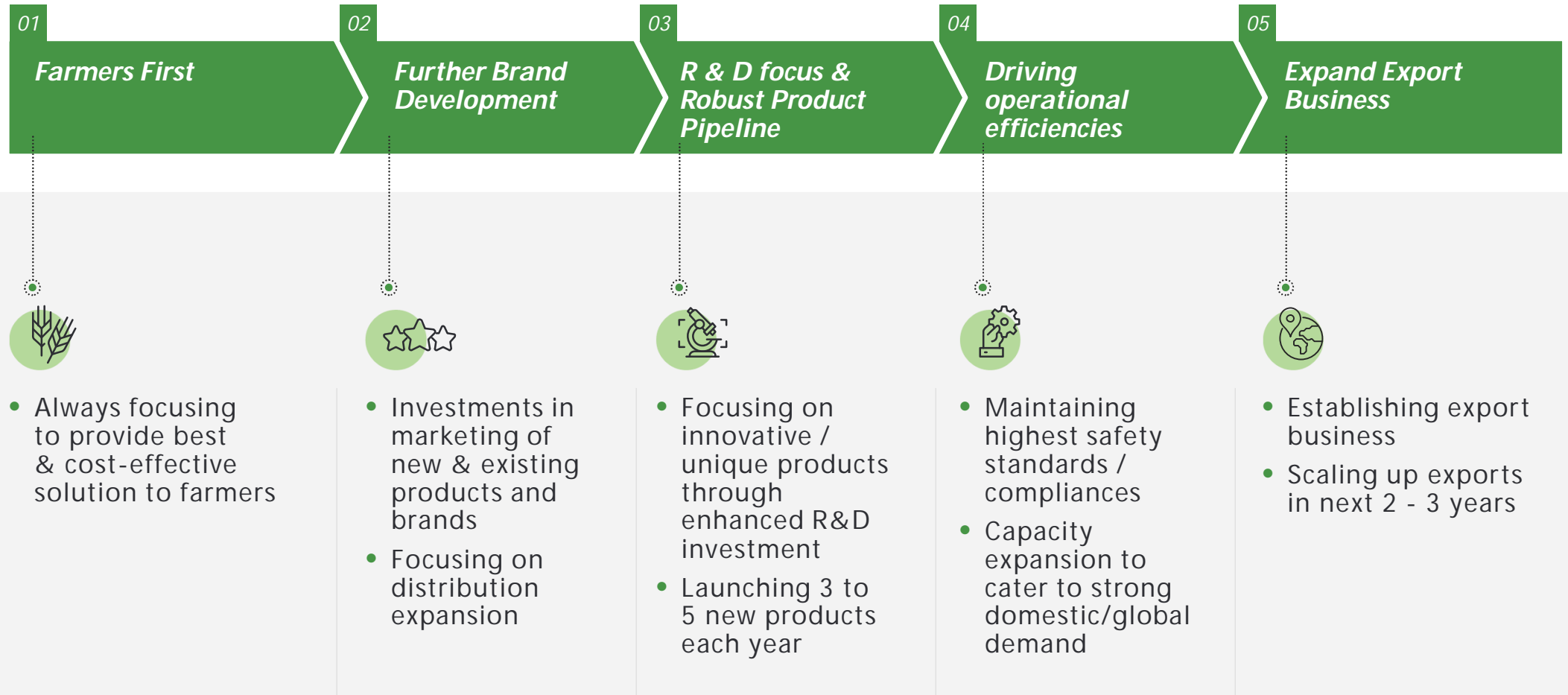
# Business Strategy

BUSINESS STRATEGY/PLAN

TARGETING EXPORTS MARKETS



# Business Strategy/Plan



# Targeting Exports Markets



*Market Research  
and Analysis*



*Off Patent  
Molecules*



*R&D,  
IP-Creation*

## Key initiatives taken by the Company to enter the exports markets



*Customer  
Selection*



*Registration  
Process*



*Product Execution  
in Market*



# Safe Harbor Statement

## Disclaimer

This presentation includes certain forward-looking statements and information including statements concerning the outlook for the 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 information 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 prior approval from Best Agrolife Ltd.



# Thank You

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**EY IR PRACTICE**

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