



Best Agrolife Limited

CIN : L74110DL1992PLC116773

Date: 28th May, 2022

To,

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

Scrip Code: 539660

Scrip ID: BESTAGRO

Sub: INTIMATION UNDER REGULATION 30 (LODR)2015-SUBMISSION OF CORPORATE PRESENTATION

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), submitting herewith the copy of our Corporate Presentation to be circulated to Investors/Analysts.

Please take the same on record.

The said presentation is also available on the Company's website at www.bestagrolife.com.

Thanking You,

Yours Faithfully,

For Best Agrolife Limited
For BEST AGROLIFE LIMITED

Astha Wahi

Astha Wahi Company Secretary
CS & Compliance Officer

Encl: as above



May — 2022



Best Agrolife Limited

Think Big Think Best

— INVESTOR PRESENTATION

Safe Harbor Statement

Disclaimer

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 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 the prior approval from Best Agrolife Ltd.



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ABOUT US

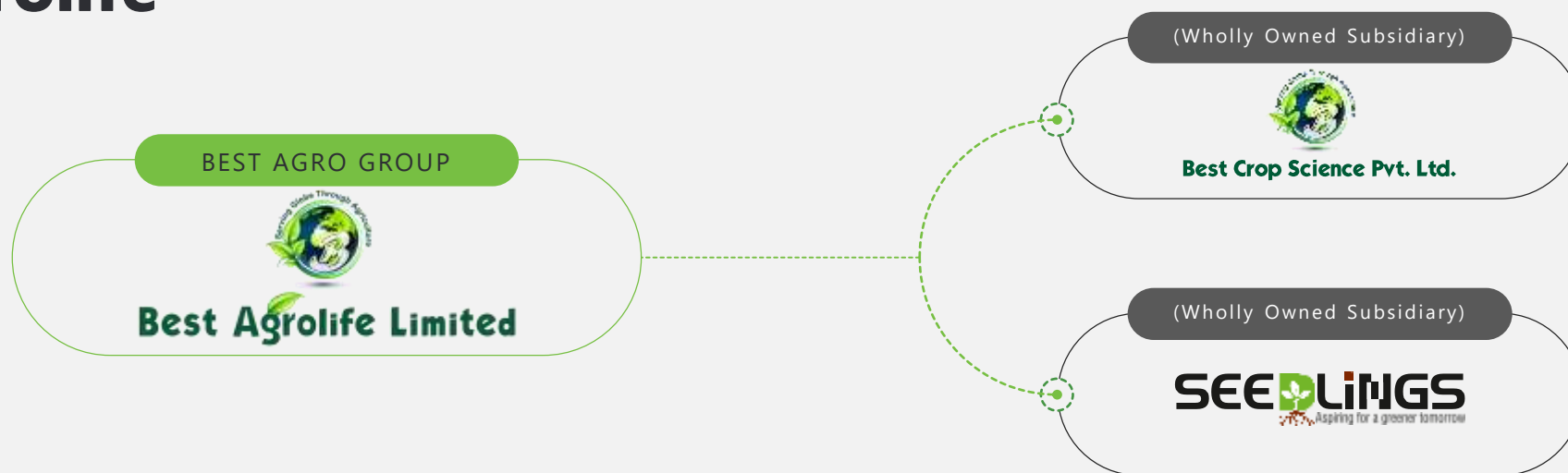
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What is Best Agrolife

In 2019,

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



3,200+

Distribution Network across India
Facilities



7,000 MTPA*

Technicals Manufacturing Capacity



34.49%

RONW# (FY21)



600+

Employees



44.5%

Revenue from Top 10 molecules
as % of sales

Journey of the Company



2010

Formulations

- Setting of 1st 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

Technicals 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



3,200+
Distributors Network



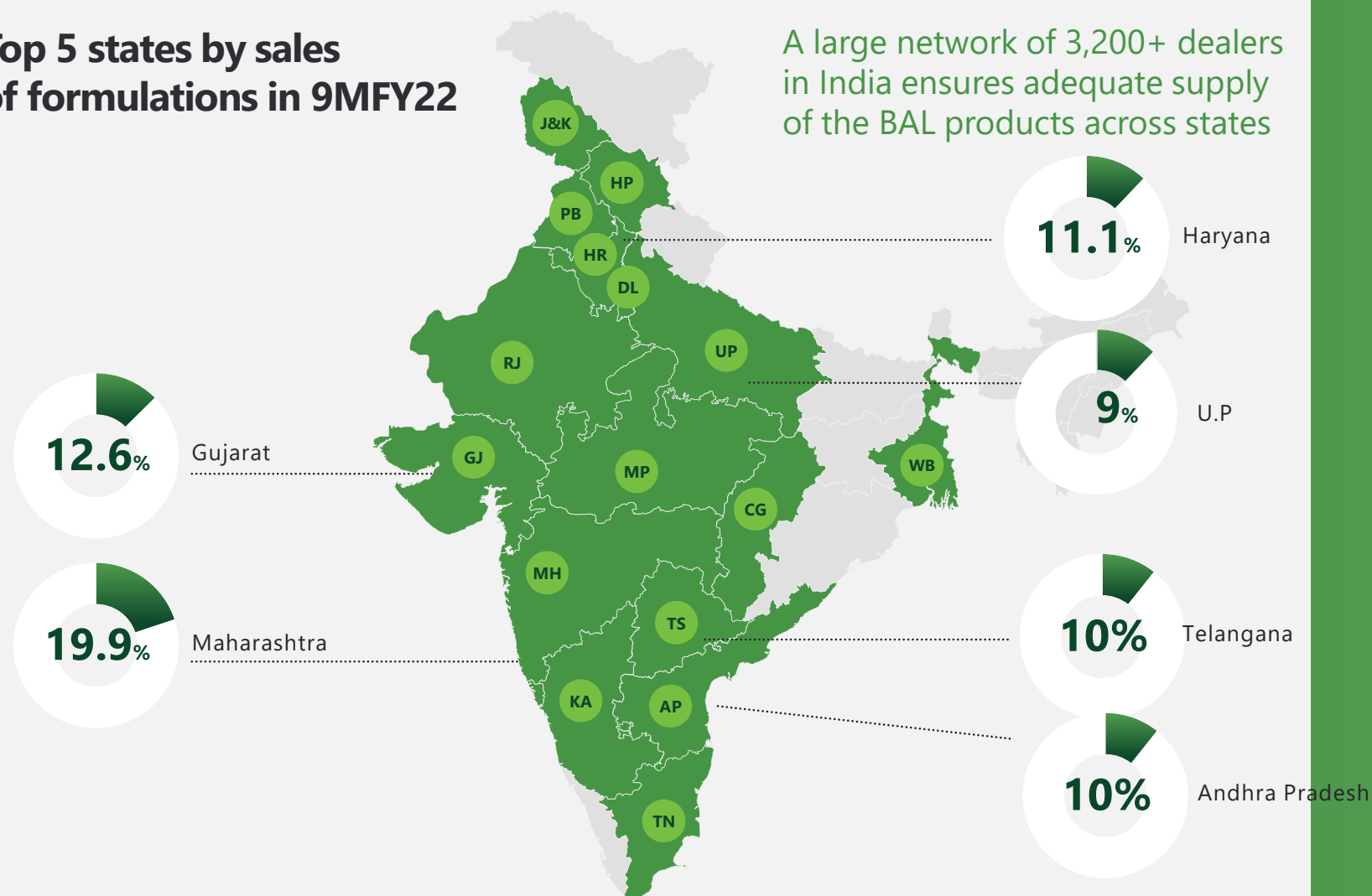
18
Depots



19
States

We will have pan India presence by H1 FY 23

Top 5 states by sales of formulations in 9MFY22



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 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 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.

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 & R&D

- 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.

DV Singh RESEARCH HEAD

CS Astha Wahi COMPANY SECRETARY & COMPLIANCE OFFICER

Deepak Patel HEAD – OPERATIONS (FORMULATIONS)

Hari Prasad PLANT HEAD – GAJRAULA



ABOUT US

Products & Processes Overview

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VALUE CHAIN AND DIVERSE RANGE OF PRODUCTS	14
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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

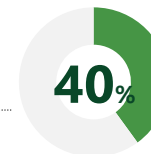
- It is known antagonist of the plant hormone gibberellin that acts by inhibiting gibberellin biosynthesis, reducing inter-nodal growth to give stouter stems, increasing root growth.

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.



PICHAJ

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

We INNOVATE.
PRODUCE.
DELIVER.

- **Received patent in FY 21** 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 (Azoxystrobin 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.

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

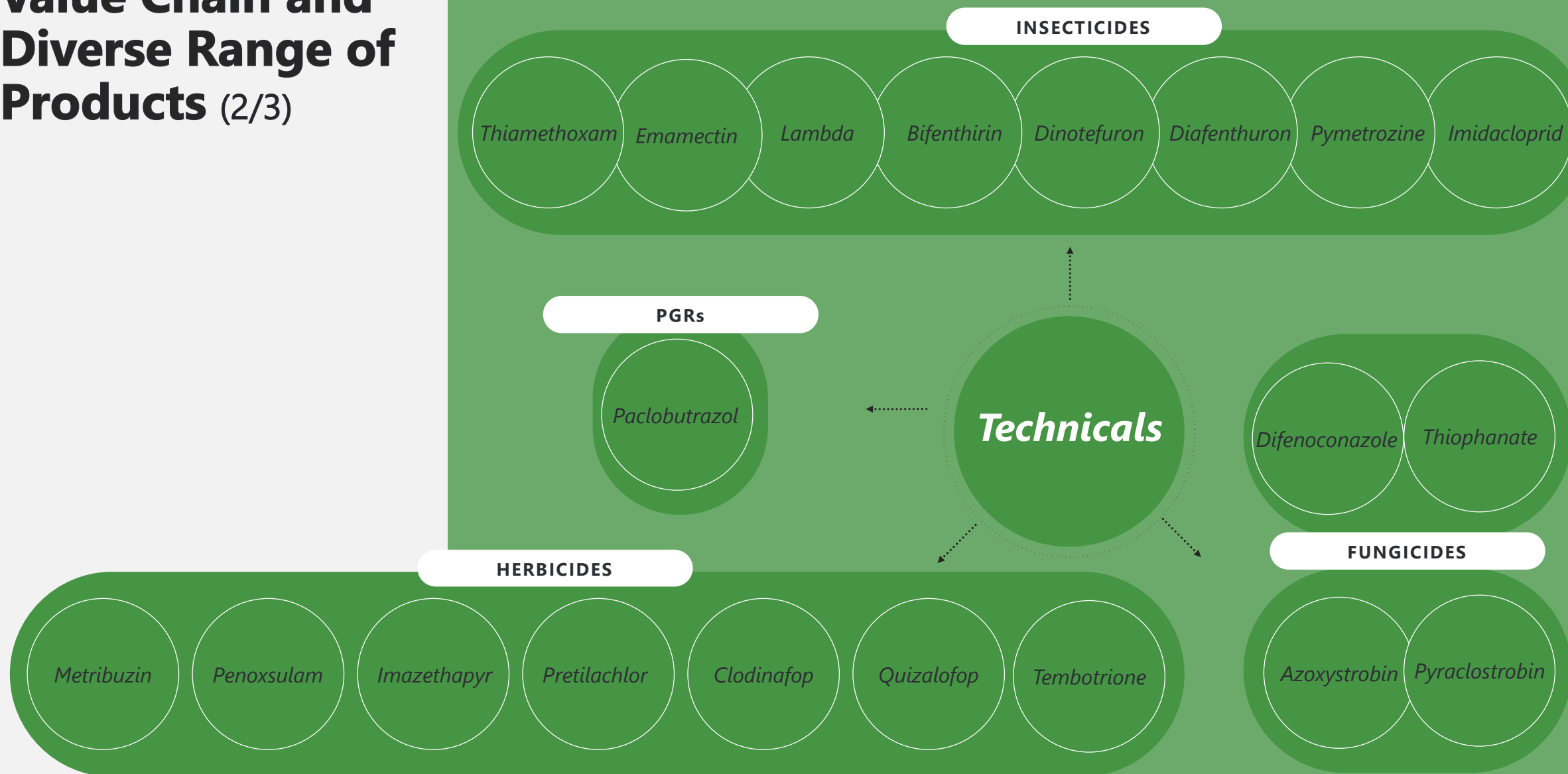
3C Aldehyde

Oxirane

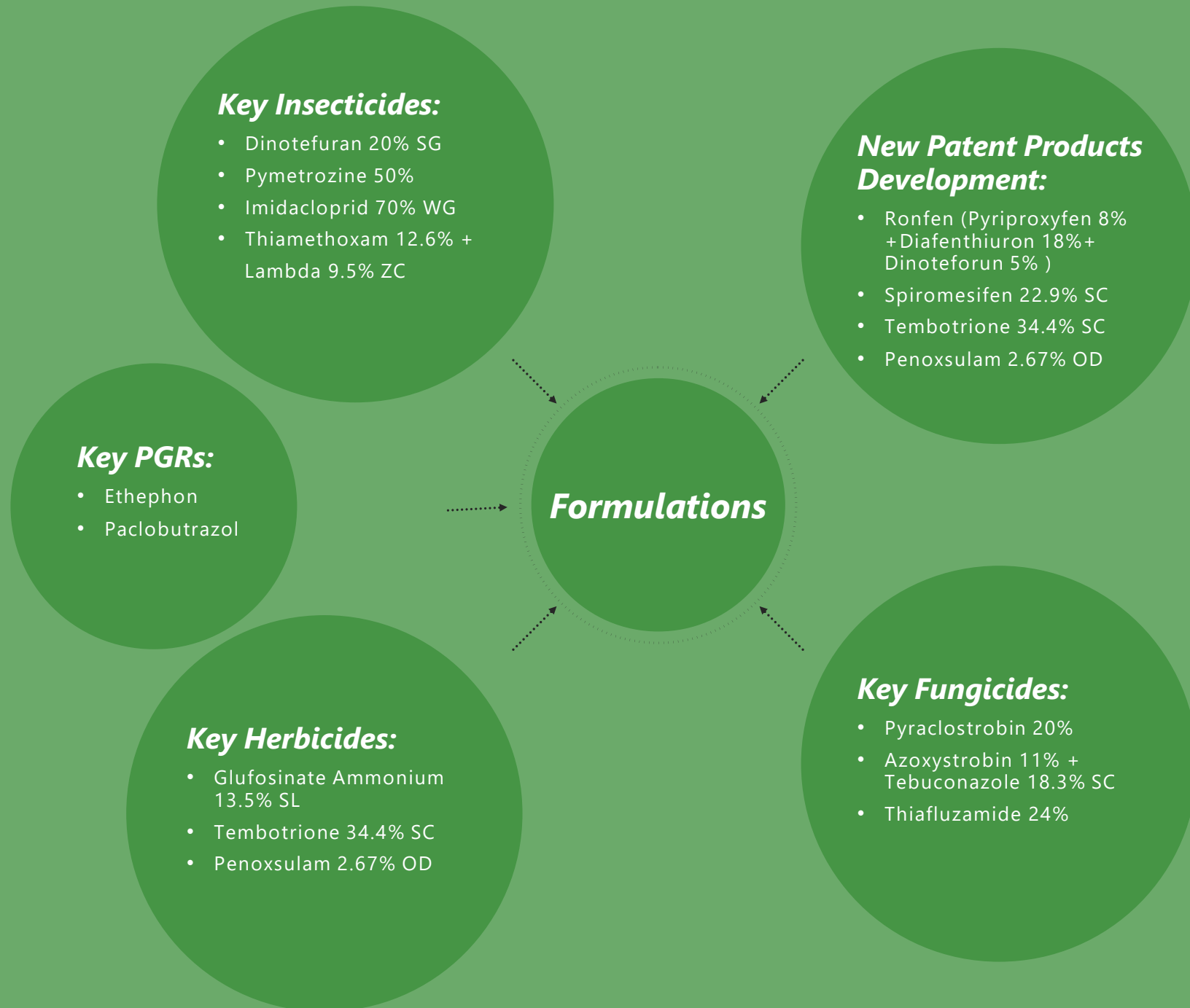
1,2,4 Triazinone

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

14

Formulations registered
in countries across the
world

42

Formulations filed &
pending in countries
across the world





ABOUT US

Industry Overview and Outlook

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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

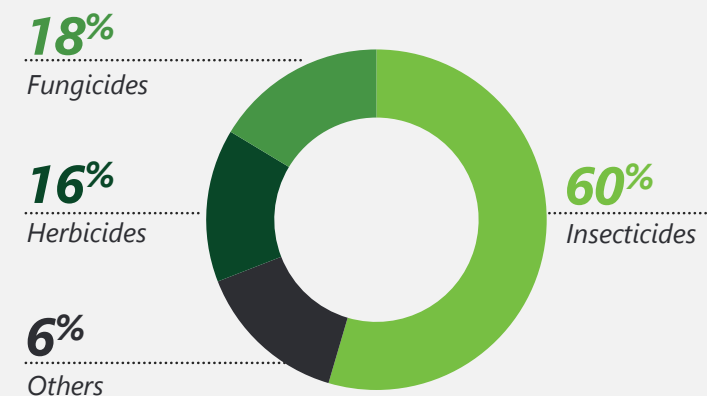


Policy Support

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

Agrochemical Industry - Trends

SEGMENTATION BY PESTICIDES



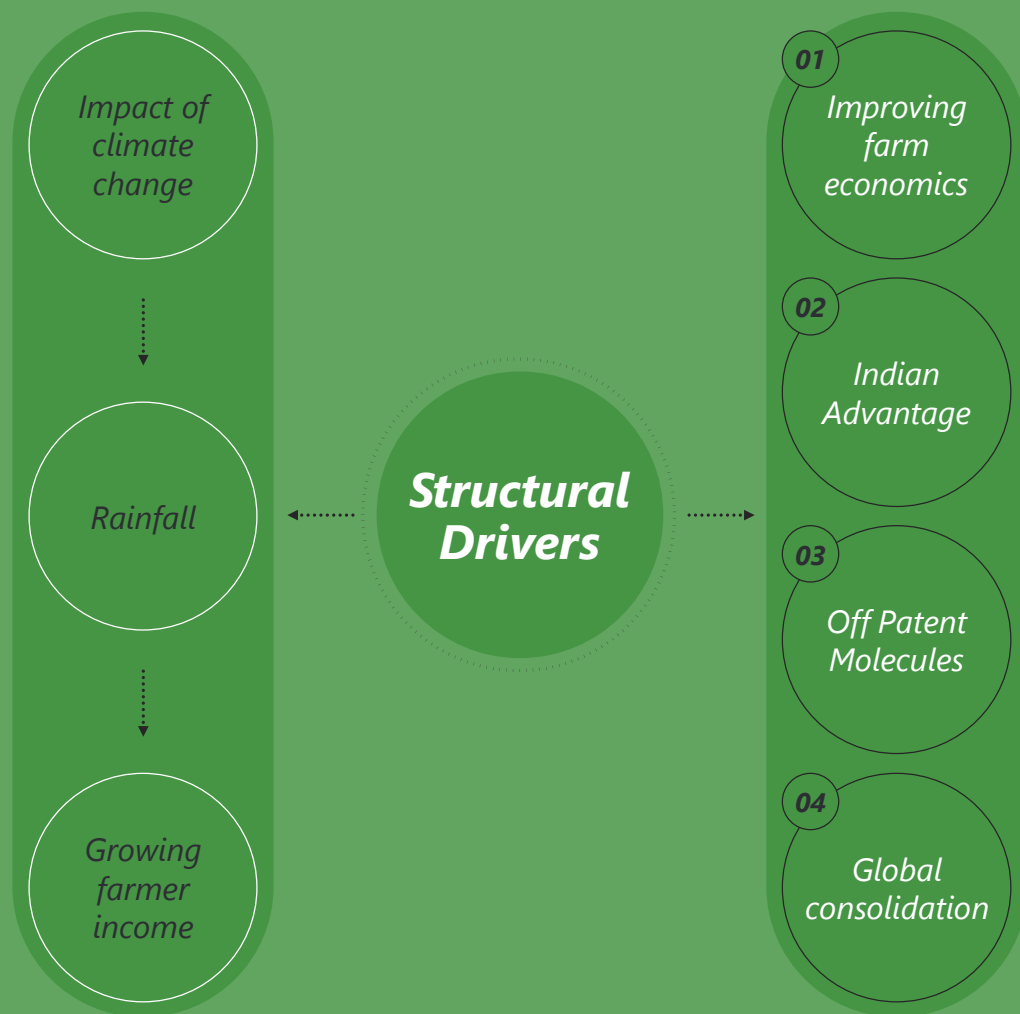
India 4th

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

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&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.



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.



5,400 Sq. ft.

Advanced Formulation
R&D Facility



35,000 Sq. M.

Area in use



20,000 Sq. M.

Additional Available
Area

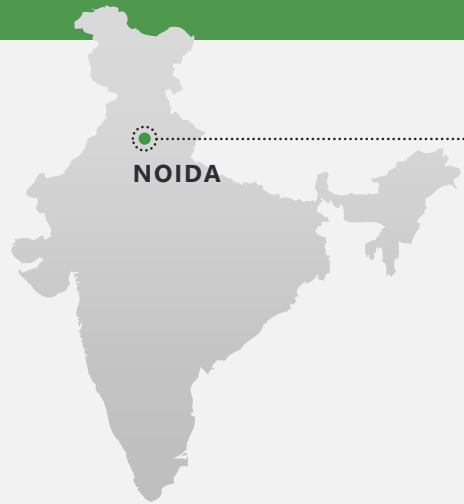


4.65 Mn KWH

Solar Power per
annum

Greater Noida Unit

- This location has started commercial production in Dec-21
- Fully Automated formulation plants for – SC, SG, SE, ZC & GR with Integrated unit for new developments
- With R&D and IP efforts received a patent for RONFEN - a unique 3-way insecticidal combination



9,060 Sq. ft.

Advanced Formulation
R&D Facility



14,200 Sq. M.

Area in use



5,000 Sq. M.

Additional Available
Area

New Location – 3 being added 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)



Ajit Gujral

President – R & D

New Product Development

15

Herbicides

03

Fungicides

05

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



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

AGENCIES
NEW DELHI, 15 JULY

Best Crop Science LSP (BCS), awarding award to the largest manufacturers of agro inputs. has announced that Central Insecticides Board is Registration Committee has granted a registration for agro input manufacturing of Trifloxystrobin Technical in India.

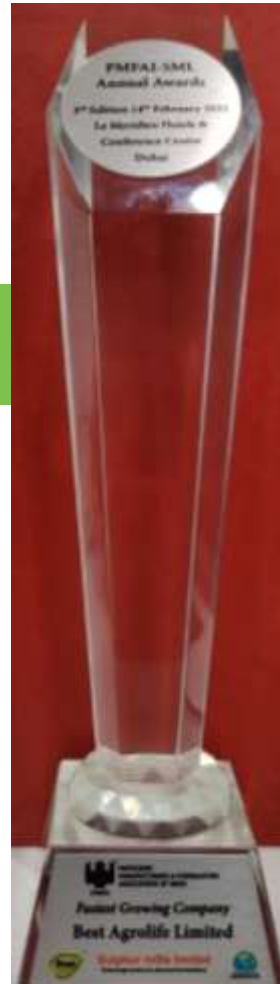


number-1 fungicide in demand Trifloxystrobin Technical possesses broad-spectrum control against fungal plant diseases and forms a secure reservoir of fungicide in providing long-lasting, weather-resistant disease control.

Talking about the growing need for food security, Vinod Alawadhi, Managing Partner of BCS said, "we intend to play a vital role in the effective management of crop diseases, improving the yield and productivity of farmers across the globe by making this product more effective."

With a positive outlook, BCS is looking at the global market as part of new product portfolio will open a new window of opportunity for agro input manufacturing in Best Crop Science.

PMFAI-SML Annual Awards Fastest Growing Company Best Agrolife Limited





ABOUT US

Business Strategy

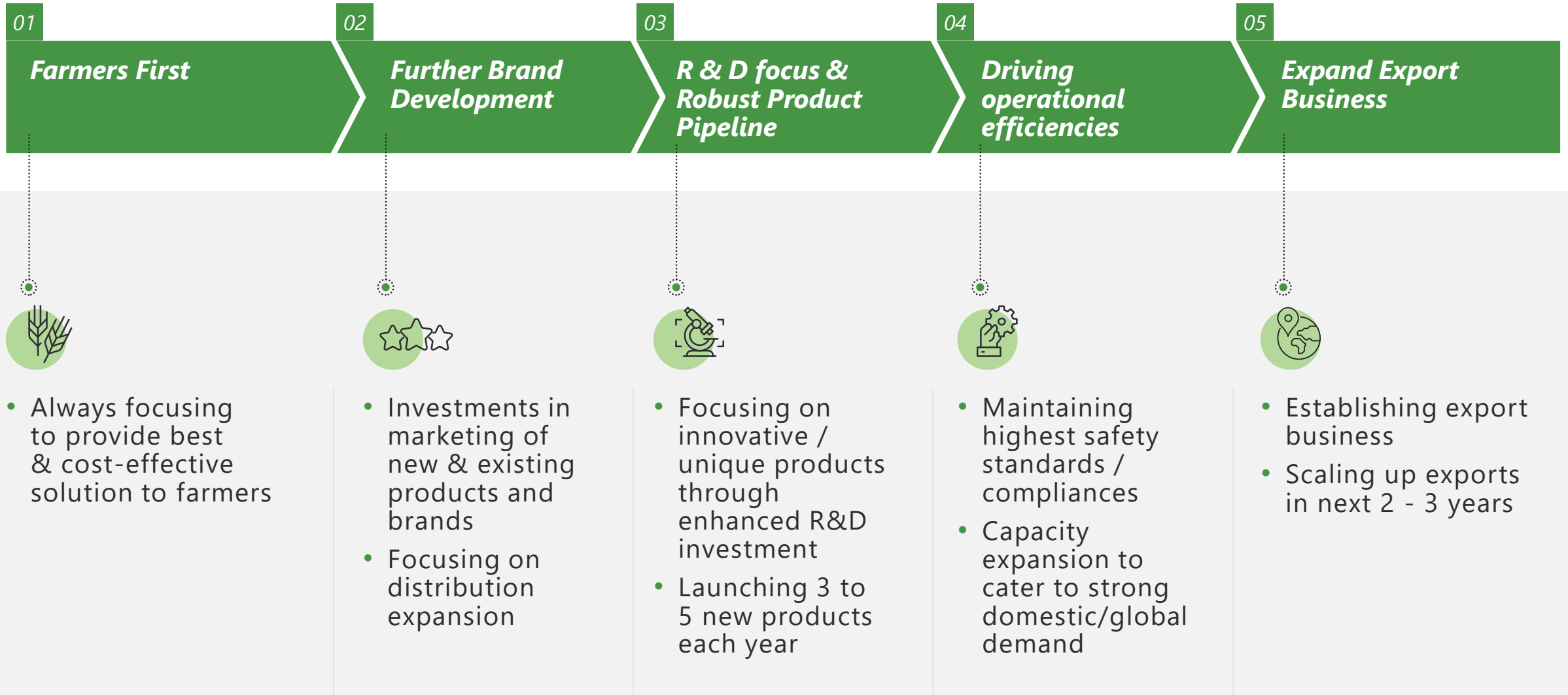
BUSINESS STRATEGY/PLAN

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TARGETING EXPORTS MARKETS

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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*



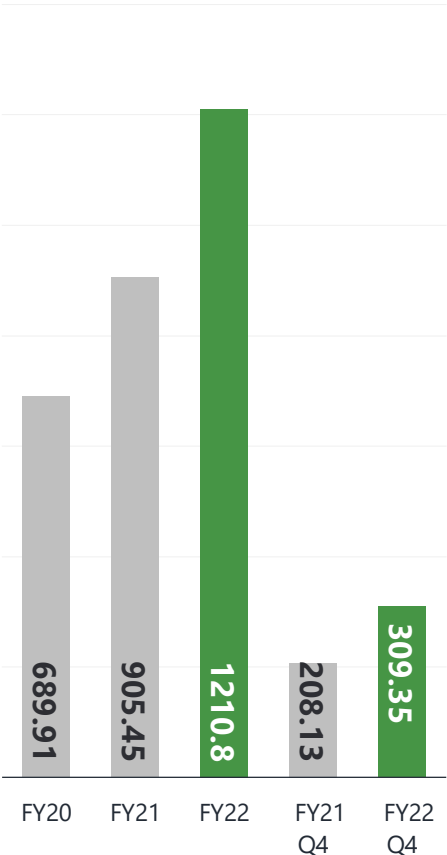
Financials – Best Agrolife Limited

(Consolidated published results*)

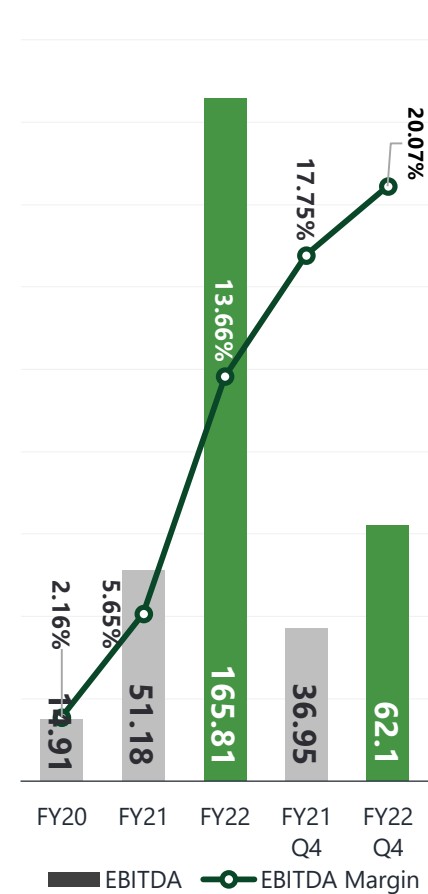


*Consolidated published (consolidation effective from Oct ,2021)

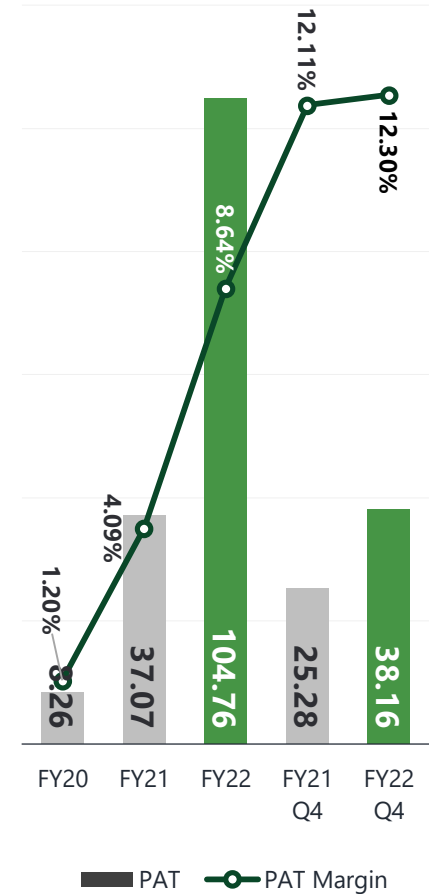
Net Revenue from Operations
(RS . IN CRORE)



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



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



Income Statement– Best Agrolife Limited (Consolidated*)

Q4 FY -22

- Revenue Growth of 33.1% Q-O-Q & 48.6% Y-O-Y
- EBITDA Growth of 91.5% Q-O-Q & 68.1% Y-O-Y
- PAT Growth of 146.6% Q-O-Q & 51 % Y-O-Y

FY -22

- Revenue Growth of 33.7 %
- EBITDA Growth of 224%
- PAT Growth of 182.6%

*Audited Consolidated published (consolidation effective from 13 Oct ,2021)

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY 22	FY21 Q4	FY22 Q4
Revenue From Operation	689.91	905.45	1210.79	208.13	309.35
EBITDA (₹)	14.19	51.18	165.81	36.95	62.10
EBITDA (%)	2.06%	5.65%	13.69%	17.75%	20.07%
PAT (₹)	8.26	37.07	104.76	25.28	38.16
PAT (%)	1.20%	4.09%	8.64%	12.11%	12.30%
EPS	3.75	16.83	45.98	11.47	16.75

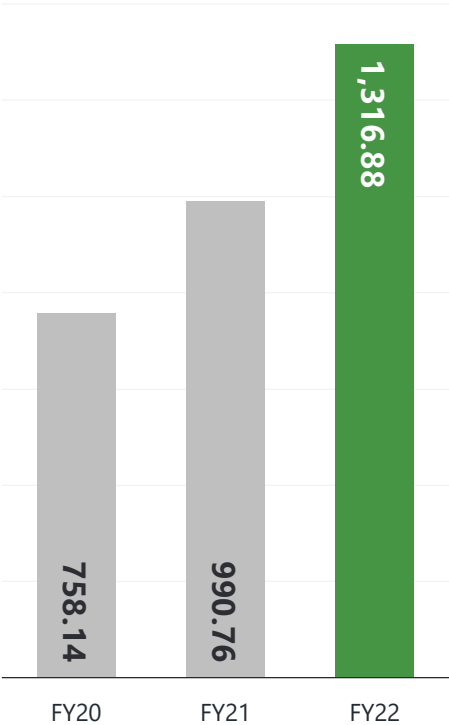
- Growth & Ebitda improvement aided by start of new formulation unit in Q4 FY 22 & consolidation of subsidiary company (technical unit) from Q3 FY 22

Financials – Best Agrolife Limited

(Consolidated full year & previous years*)

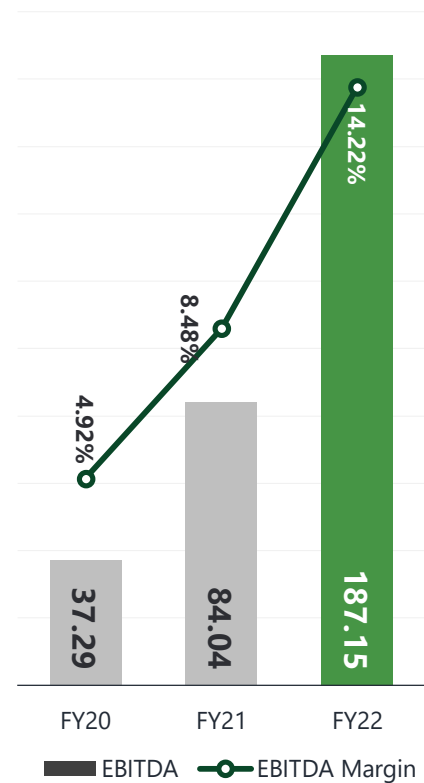
Net Revenue from Operations

(RS . IN CRORE)



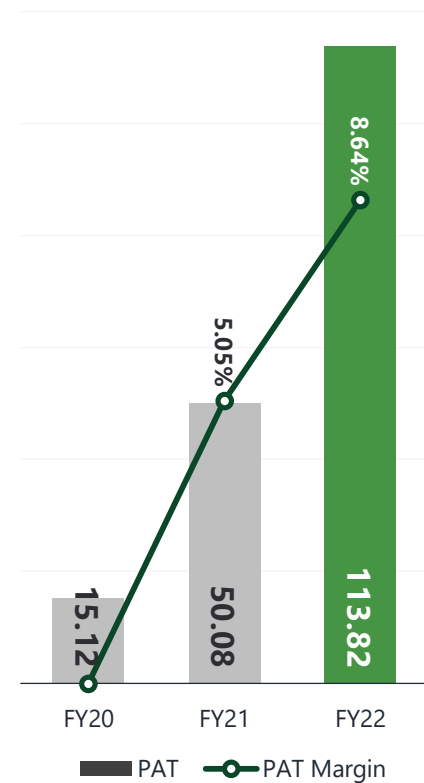
EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



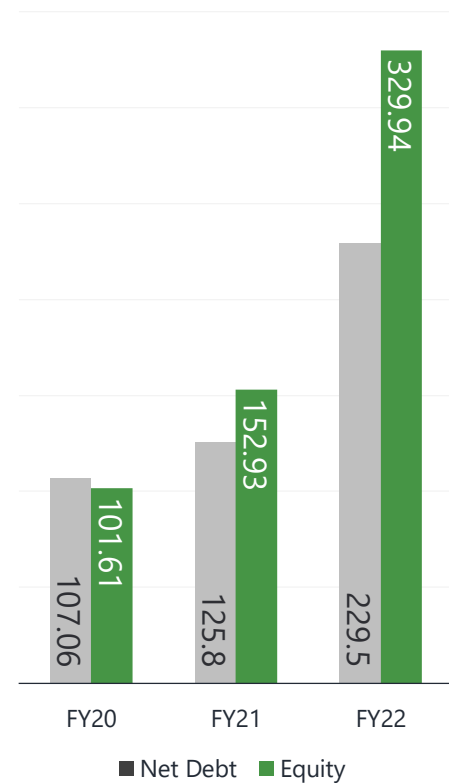
PAT and PAT Margin

(RS . IN CRORE AND %)



Net Debt and Equity

(RS . IN CRORE)



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

Income Statement– Best Agrolife Limited

(Consolidated for full period *)

- Revenue Growth of 32.91% in FY22
- EBITDA improved by 574 basic points in FY22
- PAT improved by 366 basic points in FY22

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY 22	FY22 Q4
Revenue From Operation	758.14	990.75	1316.88	309.35
EBITDA (₹)	37.29	84.04	187.15	62.1
EBITDA (%)	4.92%	8.48%	14.22%	20.07%
PAT (₹)	15.12	50.08	113.82	38.16
PAT (%)	1.99%	5.05%	8.64%	12.30%

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

Balance Sheet – Best Agrolife Ltd

(Consolidated*)

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

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

- EBIT/(Shareholders Funds + Debt)
- Higher Inventory levels in FY 22 due to new product launches for Q1 & Q2 FY 23

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

(₹ IN CRORE)

	FY 20	FY 21	FY22
EQUITY AND LIABILITIES			
Share Holders Fund	101.61	152.93	329.94
NON-CURRENT LIABILITIES			
Long Term Borrowings	63.77	72.88	52.18
Other Financial Liabilities	1.84	2.13	17.16
Total non-current liabilities	167.23	227.94	399.28
CURRENT LIABILITIES			
Short Term Borrowings	69.61	91.94	217.58
Trade Payable	200.63	191.51	283.50
Other Current Liabilities	56.67	107.67	83.79
Total current liabilities	326.91	391.12	584.90
Total Equity & Liability	494.13	619.06	984.21
ASSETS			
Non-current assets			
Net Fixed Asset	61.63	73.90	155.14
Intangible Asset	0.23	0.23	29.05
Other Non Current Assets	8.19	3.09	2.99
Total Non-current assets	70.05	77.22	187.20
CURRENT ASSETS			
Inventories*	148.33	287.15	454.57
Trade receivables	203.80	174.07	255.92
Cash & Bank Balance	26.32	39.02	40.36
Other Current Assets	45.64	41.60	46.15
Total Current assets	424.09	541.84	811.56
Total Assets	494.13	619.06	988.08

FY -23 Guidance

Targeted Revenue Growth
of 30%

EBITDA Target of 20%

Healthy & Profitable growth driven by -

- Launch of new & innovative products with higher margins
- Ramping up distribution & branded products business
- Maximizing backward integration to improve efficiencies
- Building export business

Thank You

For queries please contact:

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