



Best Agrolife Limited

CIN : L74110DL1992PLC116773

8th August, 2025

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra - Kurla Complex
Bandra (E), Mumbai-400051

BSE Limited
25th Floor, P.J. Towers,
Dalal Street, Mumbai-400001

SCRIP CODE: 539660

SCRIP ID: BESTAGRO

Sub: Intimation under Regulation 30 of SEBI (LODR), 2015 Corporate Presentation

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.

Submitted for your information and record.

Thanking You,

Yours Faithfully,

For Best Agrolife Limited


Astha Wahi
CS & Compliance Officer





Best Agrolife Limited

Q1 FY25-26





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Key Highlights



FY25 Financial Highlights



Way Ahead





Company Snapshot



13th

Largest Indian
Agrochemical
Company*

40

Warehouses
21 States

9

Patented
Products

10,000+

Dealers

4

Manufacturing units
7000 MTPA Technical
35500 KL Formulation

530+

Formulations
Registrations

800+

Employees

14%

3 Year Revenue
CAGR



Management Comment



Mr. Vimal Kumar
Managing Director

*"This **monsoon** we observed a mixed season with most parts of India witnessing normal to above normal rainfall with the exception of **Telangana** and **Maharashtra**. In certain regions this variability impacted sowing activity. Despite these regular climatic variations, this is a fair year for agriculture. We are pleased to report that our newly launched patented products are performing well in their debut season.*

*This quarter we have taken multiple steps to strengthen our sales performance from the ground up. Given our path to a disciplined approach in sales, we are **reducing inventories** and **improving margins**. As per our expectation, we have seen a margin improvement on a lower base of **Q1** revenue numbers when compared with **QoQ**.*

*We view this in alignment with our strategic decision to implement revised sales policies with the aim to **increase profitability**, **reduce excess placements**, and **reduce inventory levels** across the value chain.*

We made a deliberate shift from early product placements to focus on more sales during the season. This we believe is a critical step toward building a leaner and more sustainable business model.

*While this has resulted in a dip in **Q1 revenues**, we see this approach towards positive outcomes in terms of lower sales returns and lower inventories.*

*Despite delayed monsoons affecting sowing in key regions, our newly launched patented products - "**Shot Down™**", "**Best Man™**" and "**Fetagen™**" (along with "**Hustler™**", "**Executive™**" and "**Suflex™**" under the **Sudarshan Farm** brand) - delivered exceptional first-season performance. Field-level feedback has been overwhelmingly positive. "**Shot Down™**" and "**Hustler™**" alone have already covered over **5 lakh acres**, a strong testament to the trust we've earned among farmers and trade partners. Demand for "**Fetagen™**" and "**Suflex™**" continues to accelerate in **paddy**, **sugarcane**, and **vegetable** segments.*

*We remain confident that our strong product portfolio, enhanced margins, and disciplined in-season execution will help sustain momentum through the remainder of the **Kharif season**."*

Patented Products



RONFEN™ Insecticide (SC)

Pyriproxyfen - 8%
Dinotefuran - 5%
Difenthiuron - 18%

Crops - Brinjal, Cotton
Pests - Sucking Pests & Thrips

FY22-23



TRICOLOR™ Fungicide (SC)

Trifloxystrobin - 10%
Difenoconazole - 12.5%
Sulfur - 3%

Crops - Tomato
Fungus - Early & Late Blight

FY23-24



ORISULAM™ Herbicide (GR)

Bispyribac Sodium - 0.25%
Penoxsulam - 0.25%
Pyrazosulfuron Ethyl - 0.20%

Crops - Transplanted Rice
Weeds - Sedges, Grasses & Broad Leaves

FY24-25



DEFENDER™ Insecticide + Fungicide (WG)

Pymetrozine - 30%
Dinotefuran - 10%
Pyraclostrobin - 20%

Crops - Paddy
Pests/Fungus - BPH & Blast



NEMAGEN™ Insecticide (SC)

Chlorantraniliprole - 4.5%
Novaluron - 11.5%
Emamectin Benzoate - 1.5%

Crops - Brinjal
Pests - Borer



WARDEN EXTRA™ Insecticide + Fungicide (FS)

Trifloxystrobin - 6%
Thiamethoxam - 12.5%
Thiophanate Methyl - 9.5%

Crops - Okra
Pests - Aphids, Leaf Hopper & Whitefly

FY24-25



SHOT DOWN™ Herbicide (ME)

Haloxyp-R Methyl - 12.8%
Imazethapyr - 10%

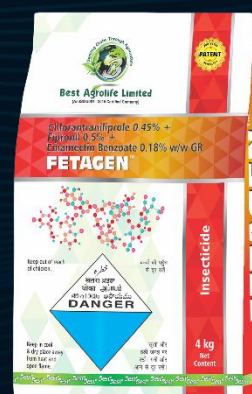
Crops - Soyabean
Weeds - Grasses & Sedges

FETAGEN™ Insecticide (GR)

Chlorantraniliprole - 0.45%
Fipronil - 0.5%
Emamectin Benzoate - 0.18%

Crops - Tomato
Pests - Whitefly & Fruit Borer

FY25-26



BEST MAN™ Insecticide (SC)

Fipronil - 7%
Abamectin - 1.25%
Tolfenpyrad - 15%

Crops - Chilli
Pests - Aphids, Jassids, Thrips, Whitefly, Mites, Borer

Operational Highlights

- **Gross margin** improved to 29% from 25% YoY, driven by a superior product mix and cost discipline.
- **EBITDA margin** rose to 12%, up 150 bps YoY.
- **PAT margin** increased to 5%, up from 4% in Q1 FY25.
- **Sales returns** significantly **reduced**, improving profitability and inventory hygiene.
- **Revenue** stood at ₹381 crore, compared to ₹519 crore in Q1 FY25 due to deferred placements.
- **PAT** remained steady at ₹20 crore, despite lower topline.
- **Operating expenses (OPEX)** reduced due to strategic regional restructuring.





Business Achievements in FY26



01 9(3) FIM Registrations

- **Cubax Power Extra™:**

- Combination: Spiromesifen 15% + Hexythiazox 2.2% + Abamectin 1.15% SC
- Crops: Chilli
- Pests: Black Thrips & Yellow Mites

- **Trishanku™:**

- Combination: Tolfenpyrad 30% + Pyriproxyfen 10% + Acetamiprid 4% EC
- Crops: Chilli and Cotton
- Pests: Aphids, Black Thrips, Whitefly, & Jassids

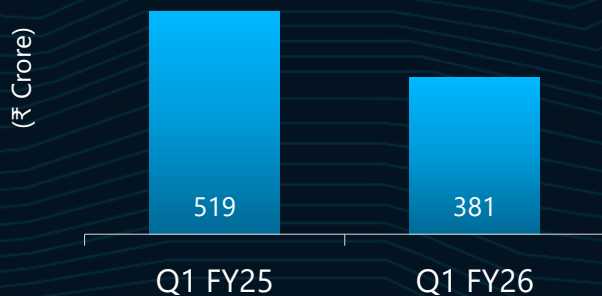
02 Patents Received

- Best Agrolife has received a patent for a novel insecticide-fungicide formulation combining **Nitenpyram + Pymetrozine / Dinotefuran + Isoprothiolane**, offering broad-spectrum control of pests like **brown plant hopper, whiteflies, jassids, and stem borers**, along with diseases such as **blast, sheath blight, and powdery mildew** across key crops including **paddy, cotton, brinjal, tomato, groundnut, and soybean**.
- A second patent was granted for a unique formulation of **Fluxapyroxad + Thiamethoxam + Tebuconazole**, delivering effective management of **white grubs, thrips, fruit borers**, and fungal diseases such as **leaf spots and blights** in crops like **groundnut, chilli, wheat, soybean, maize, grapes, tea, and mango**, reinforcing Best Agrolife's commitment to integrated crop protection.

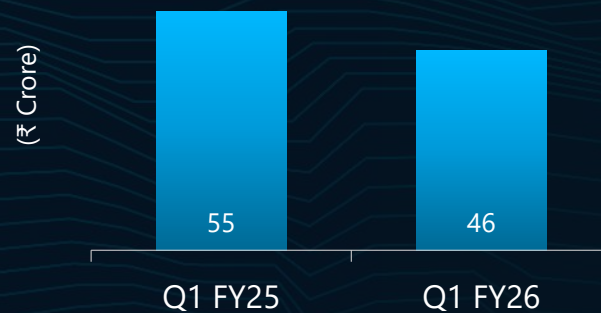


Financial Highlights

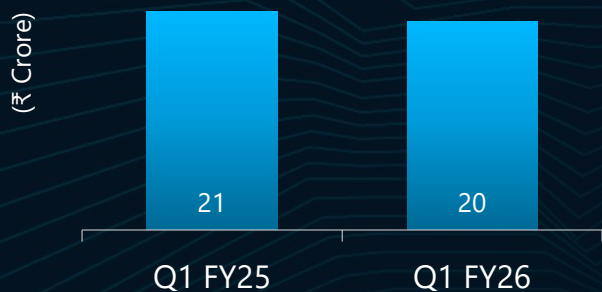
Revenue From Operations



EBITDA*



PAT



EPS



*EBITDA is calculated excluding other income

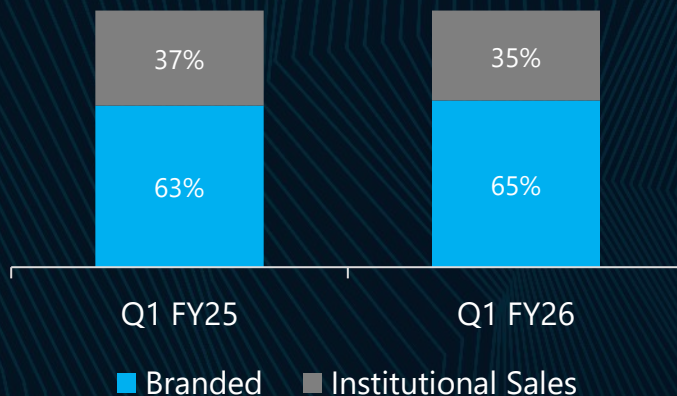




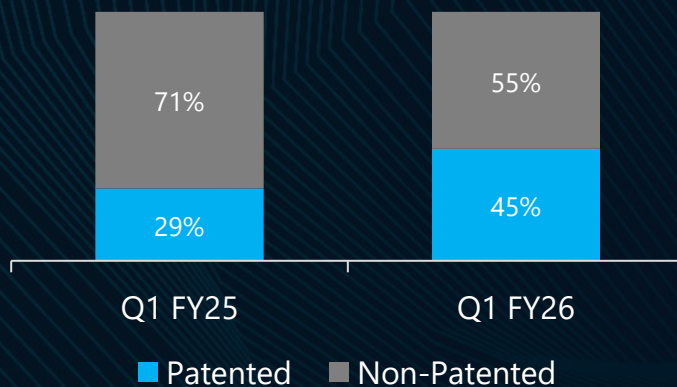
Building a Branded Business



Branded v/s Institutional Sales



Contribution of Patented products in Branded Sales



Best Man™



Fetagen™



Shot Down™



Nemagen™



Defender™



Orrisulam™



Warden Extra™



Tricolor™



Ronfen™



Consolidated P&L for Q1 FY26



Value (INR Cr)	Q1 FY26	Q1 FY25	YoY	Q4 FY25	QoQ
Revenue from Operations	381	519	(27%)	274	39%
Gross Margin	111	127	(13%)	63	76%
EBITDA*	46	55	(16%)	4	952%
EBITDA Margin (%)	12%	11%	150 bps	2%	1043 bps
Profit After Tax	20	21	(6%)	(22)	191%
PAT Margin (%)	5%	4%	110 bps	(8)	1313 bps

*EBITDA is calculated excluding other income



Consolidated P&L for Q1 FY26



Value (INR Cr)	Q1 FY26	Q1 FY25	Q4 FY25
Revenue from Operations	381	519	274
Other Income	4	3	1
Total Revenue	385	522	275
Cost of Goods Sold	271	392	212
Employee Benefits Expense	25	26	23
Other Operating Expenses	40	47	35
Total Expenses	336	465	270
EBITDA*	46	55	4
EBITDA Margin (%)	12%	11%	2%
Depreciation and Amortisation	10	10	12
Finance Cost	14	16	17
Profit Before Tax	26	32	(24)
PBT Margin (%)	7%	6%	(9%)
Profit After Tax	20	21	(22)
PAT Margin (%)	5%	4%	(8%)

*EBITDA is calculated excluding other income



Experienced Management Team



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. P. N. Karlekar

Director

A chemical Engineer from UDCT- one of the top Indian Institute for Chemical Technology and a Management Graduate from Mumbai University, he has a diverse and rich professional background.

He has been associated at the apex level with 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 strategic areas such as mergers and acquisitions and global business development etc.



Mr. N Surendra Sai

Director

A passionate technologist and entrepreneur having 31 years of extensive experience and understanding of Organizational Program Management, Business Analytics, Innovation, Startup Culture and Technology. He has held various leadership positions at private and government sectors with national and international exposure. In his 15 years stint at Wipro Technologies, held the roles of Delivery Head (PES), Program Head of Microsoft Windows Sustenance Engineering Services, Head of Cost of Delivery Optimization.

As a scientist with DRDO he worked on technology development and R&D for critical systems of national importance. He was instrumental in creating India's first Quantum Secure Communication Stack for National Agencies.

In his earlier stint with Best Group, The R&D environment created by him established a foundation for manufacturing of next generation molecules.



Mr. Vikas Jain

Chief Financial Officer

A seasoned finance professional with over two decades of experience in Accounts, Finance, Treasury, Taxation, Budgeting, MIS, Auditing, IT, and Legal. With a distinguished career including roles at ADAMA India Pvt Ltd, KPMG, and Price Waterhouse, Mr. Jain's leadership has been recognized with the 'CFO 100 Roll of Honour' Award in both 2020 and 2022. Armed with an Executive MBA (PGPMAX 2022) from the Indian School of Business (ISB) and certification in International Financial Reporting Standards (IFRS) from ACCA, UK, Mr. Jain has a profound understanding of the agrochemical industry and global financial practices.



Thank You

Contact Us:
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(Investor Relations)

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