



Best Agrolife Limited

CIN : L74110DL1992PLC116773

27th May, 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 to be circulated to investors/analyst.

Submitted for your information and record.

Thanking You,

Yours Faithfully,

For Best Agrolife Limited

Astha Wahi

Astha Wahi

CS & Compliance Officer



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MAKE IN INDIA



Best Agrolife Limited

Q4 & FY25 Earnings Presentation





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Company Snapshot



Management Comment



Key Highlights



FY25 Financial Highlights



Way Ahead





Company Snapshot



13th

Largest Indian
Agrochemical
Company*

40

Warehouses

21

States

6

Patented Products
with focus on
Branded sales

10,900+

Dealers

4

Manufacturing units
7000 MTPA
Technical Capacity
35,500 KL
Formulation Capacity

525+

Formulations
registered in India

800+

Employees

15%

3 Year Revenue CAGR



Management Comment



Mr. Vimal Kumar
Managing Director

"We are pleased to share the improved performance in Q4 FY'25 having brought a turnaround in our financial and operational performance. Our concerted efforts towards cost optimization, strategic restructuring, and improved operational efficiency and brand business have led to a reduction in losses, from ₹92 Cr in Q4 FY'24 to ₹24 Cr this quarter.

We believe that our improved gross margins and reduced operating expenses reflect our disciplined approach and commitment to sustainable growth. With better inventory management, having reduced our inventory position by ₹185 Cr (19% YoY) and streamlined working capital ₹146 Cr (54% YoY), and we've notably strengthened our operating cash flow position ₹192 Cr (540% YoY) and reduced our total borrowings by ₹161 Cr (25% YoY).

In business operations, sales return has been a major concern for us. For FY25-26, we have introduced a strategic sales policy for driving demand in specialty products and ensuring significant reduction in sales returns. This will help drive profitability and accountability across the sales channels.

Key strategic initiatives such as the geographic brand restructuring and targeted team realignment have already started yielding results in terms of efficiency and market responsiveness.

Furthermore, the Technical Plant expansion is a key milestone for us, with ₹60 Cr of funding sanctioned towards the ₹90 Cr project. This capex initiative will support future capacity expansion and reinforce our production capabilities.

We are also keeping up with our commitment of delivering 3-4 cutting edge patented crop protection solutions tailored to the needs of Indian agriculture every year.

After receiving positive feedback from farmers across India during extensive trials and demonstrations we have officially launched our patented herbicide (Shot Down Haloxypop-R Methyl 12.8% + Imazethapyr 10% (w/w) ME) in the Indian market. Building on this momentum, we are excited to announce the upcoming launch of two more patented products—Bestman (Fipronil 7.0% + Abamectin 1.25% + Tolfenpyrad 15% SC) and Fetagen (Chlorantraniliprole 0.45% + Emamectin Benzoate 0.18% + Fipronil 0.50% GR). Further, we will be launching Biopesticides in FY'26. These products represent the next wave of our research driven approach and are designed to support farmers in achieving higher yields and sustainable farming practices.

We continue to strategically expand our R&D capabilities, with promising yields anticipated in the coming years. Our commitment remains strong toward developing safer, more innovative chemistries that benefit both farmers and the environment. Looking ahead, we are focused on driving sustainable growth, enhancing operational excellence, and delivering long-term value for our stakeholders. Continuing our tradition, we are happy to declare a dividend of ₹3 per share subject to approval from the shareholders."

Patented Products



RONFEN™ Insecticide (SC)

Pyriproxyfen - 8%
Dinotefuran - 5%
Diafenthiuron - 18%
Key Crops - Brinjal, Cotton
Major Pests - Sucking Pests & Thrips

FY22-23



TRICOLOR™ Fungicide (SC)

Trifloxystrobin - 10%
Difenoconazole - 12.5%
Sulfur - 3%
Key Crops - Tomato
Major Fungus - Early & Late Blight

FY23-24



ORISULAM™ Herbicide (GR)

Bispyribac Sodium - 0.25%
Penoxsulam - 0.25%
Pyrazosulfuron Ethyl - 0.20%
Key Crops - Transplanted Rice
Major Weeds - Sedges, Grasses & Broad leaves

FY24-25



DEFENDER™ Insecticide + Fungicide (WG)

Pymetrozine - 30%
Dinotefuran - 10%
Pyraclostrobin - 20%
Key Crops - Paddy
Major Pests/Fungus - BPH & Blast



NEMAGEN™ Insecticide (SC)

Chlorantraniliprole - 4.5%
Novaluron - 11.5%
Emamectin Benzoate - 1.5%
Key Crops - Brinjal
Major Pests - Fruit & Shoot Borer

FY24-25



WARDEN EXTRA™ Insecticide + Fungicide (FS)

Trifloxystrobin - 6%
Thiamethoxam - 12.5%
Thiophanate Methyl - 9.5%
Key Crops - Okra
Major Pests - Aphids, Leaf hopper & Whitefly

SHOT DOWN™ Herbicide (ME)

Haloxyfop-R Methyl - 12.8%
Imazethapyr - 10%
Key Crops - Soyabean
Major Weeds - Grasses & Sedges

FY25-26



SHOT DOWN



Introducing *Shot Down™* A Game-Changing Herbicide for Soybean Farmers

Product Overview

- **Shot Down™** is our proprietary **Microemulsion (ME)** herbicide formulation combining **Haloxypyr-R-methyl** and **Imazethapyr**.
- Offers **broad-spectrum weed control** tailored specifically for **soybean crop**.

Market Impact

- Launched after extensive on-ground trials and overwhelmingly positive feedback from farmers across India.
- Targets a fast-growing herbicide segment valued at **~₹2,000 Cr.**

Strategic Advantage

- **Patented innovation** designed to deliver superior efficacy and farmer satisfaction.
- Strengthens Best Agrolife's position as a leading agri-science innovator in the Indian market.





Key Highlights



01 Financial Performance

1. Loss Reduction:

- Q4 FY25: ₹24 Cr loss
- Q4 FY24: ₹92 Cr loss

- **Significant reduction in losses YoY**

2. Gross Margins:

- Improved compared to the previous year

3. Operating Expenses (OPEX):

- Reduced YoY due to cost optimization
- Redefined geographies and restructured teams

4. Cash Flow & Financial Health:

- Improved overall cash flow
- Loan balance reduced
- Working capital reduced

5. Inventory Management:

- Inventory in Q4 FY24: ₹958 Cr
- Inventory in Q4 FY25: ₹773 Cr

- **Efficient inventory management contributed to working capital improvement**

02 Operational & Strategic Initiatives

1. Geographic Restructuring:

- Merged teams and restructured geographical operations for better efficiency

2. Cost Optimization:

- Ongoing efforts in cost reduction across functions

03 Sales & Market Performance

1. Brand Sales:

- Volume increase observed across major brands

2. Sales Returns Management:

- Introduced policies to drastically reduce our sales return

04 Capital Projects

1. Gajraula Plant Extension:

- Project Cost: ₹90 Cr
- Funding Sanctioned: ₹60 Cr

- **Capex initiative aimed at capacity expansion and efficiency**





Business Achievements in FY25



01 Inorganic Developments/Partnerships

- Entered into a strategic partnership with Shanghai E-Tong Chemical Co Ltd, based in China focusing on collaborative research, manufacturing, and global market development.
- Won the PMFAI 2025 "Outstanding Innovation and Chemical Synthesis Award"

02 Product Launches

- **NEMAGEN™**
- **DEFENDER™**
- **WARDEN EXTRA™**
- **ORISULAM™**

03 Patent

- Granted a patent by the African Intellectual Property Organization (OAPI) for an invention entitled "SYNERGISTIC PESTICIDAL COMPOSITION AGAINST SUCKING PESTS COMPLEX" for the term of 20 years commencing from June 12, 2021.
- Secured a process patent for the production of Methyl 2-(2-methylphenoxyethyl) phenylglyoxylate.
- Received patent for insecticide formulation Best Man, a combination of Fipronil, Abamectin, and Tolfenpyrad in Suspension Concentrate (SC).
- Secured a synergistic patent for its novel ternary pesticide formulation that integrates Spiromesifen, Hexythiazox, and Abamectin.
- Received patent for Nemagen.
- Received binary patent for its fungicide formulation that combines Trifloxystrobin and Valifenalate.
- Received patent for ternary pesticide formulation that integrates Isoprothiolane, Pymetrozine, and Trifloxystrobin.

04 9(3) Registrations

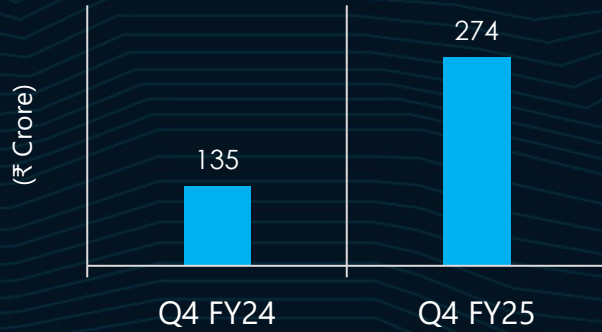
- Seedlings India Private Limited received Licence for indigenous manufacture of Haloxyfop-R-methyl 12.8% and Imazethapyr 10% ME (Shot Down) and Chlorantraniliprole 4.5%, Novaluron 11.5% and Emamectin Benzoate 1.5% (Fetagen).
- Best Crop Science Private Limited, received registration for indigenous manufacturing of Haloxyfop R Methyl Ester Technical 96% w/w.



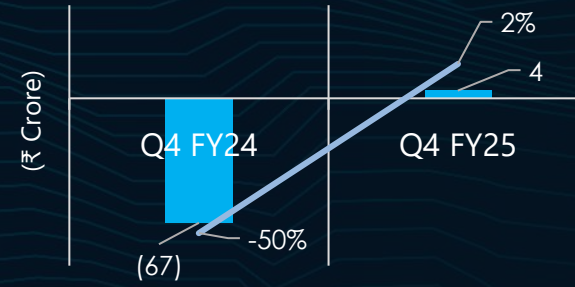
Financial Highlights



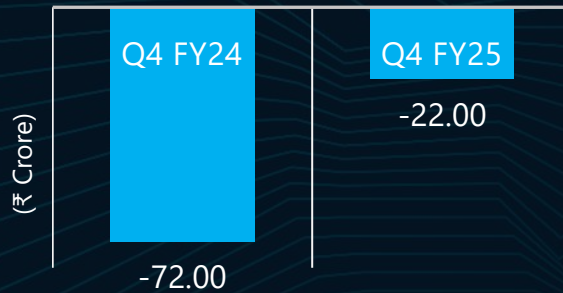
Revenue from operations



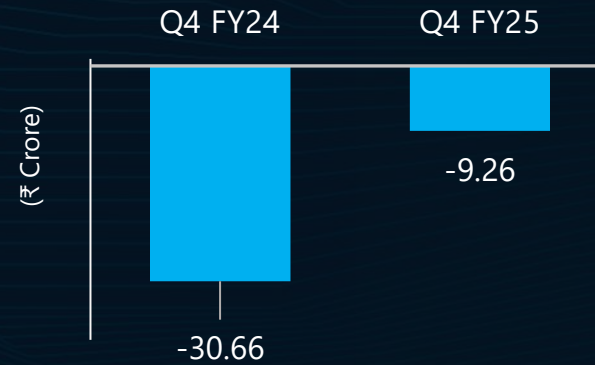
EBITDA*



PAT



EPS

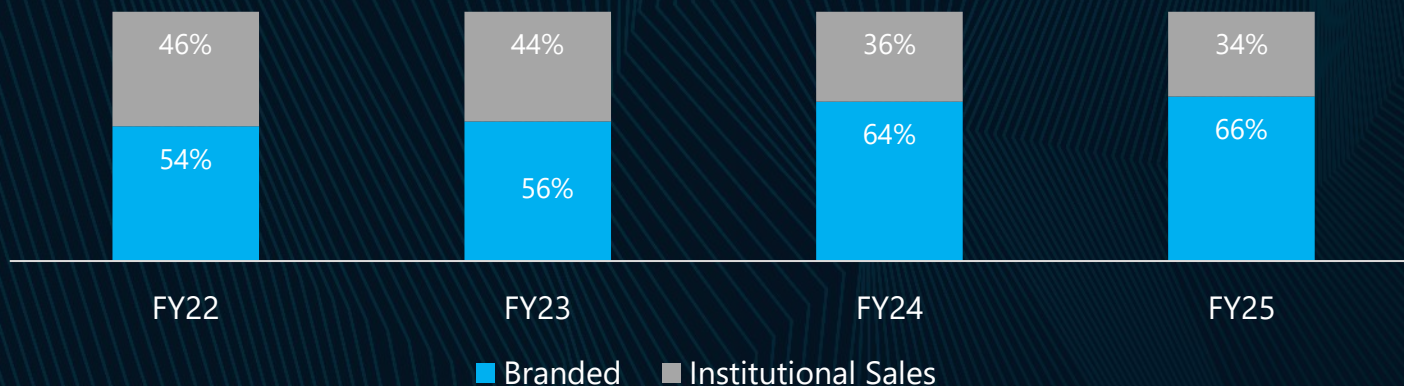




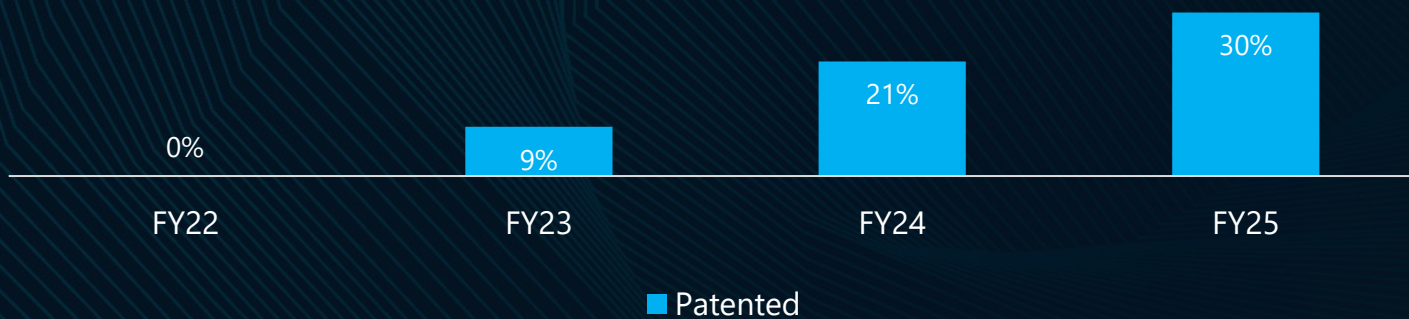
Building a Branded Business



Branded v/s Institutional Sales



Contribution of Patented products in Branded Sales



Ronfen



Warden Extra



Defender



Nemagen



Tricolor



Consolidated P&L for Q4 FY25



Value (INR Cr)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25
Revenue from Operations	274	135	103%	274
Other Income	1	1		0
Total Revenue	275	136	103%	274
Cost of Goods Sold	212	146		185
Employee Benefits Expense	23	22		29
Other Operating Expenses	35	35		66
Total Expenses	270	203		280
EBITDA*	4	(67)	106%	(6)
EBITDA Margin (%)	2%	(50)%	NA	(2)%
Depreciation and Amortisation	12	11		11
Finance Cost	17	16		16
Profit Before Tax	(24)	(92)	NA	(33)
PBT Margin (%)	(9)%	(68)%	NA	NA
Profit After Tax	(22)	(73)	NA	(24)
PAT Margin (%)	(8)	(53)%	NA	NA
Diluted EPS	(9.26)	(30.66)	NA	(10.22)

*EBITDA is calculated excluding other income



Consolidated P&L for FY25



Value (INR Cr)	FY25	FY24
Revenue from Operations	1,814	1,873
Other Income	5	3
Total Revenue	1,819	1,876
Cost of Goods Sold	1,283	1,415
Employee Benefits Expense	107	82
Other Operating Expenses	224	151
Total Expenses	1,614	1,648
EBITDA*	200	226
EBITDA Margin (%)	11%	12%
Depreciation and Amortisation	43	33
Finance Cost	66	62
Profit Before Tax	96	134
PBT Margin (%)	5%	7%
Profit After Tax	70	106
PAT Margin (%)	4%	6%
Diluted EPS	29.56	44.94

*EBITDA is calculated excluding other income



Consolidated Balance sheet

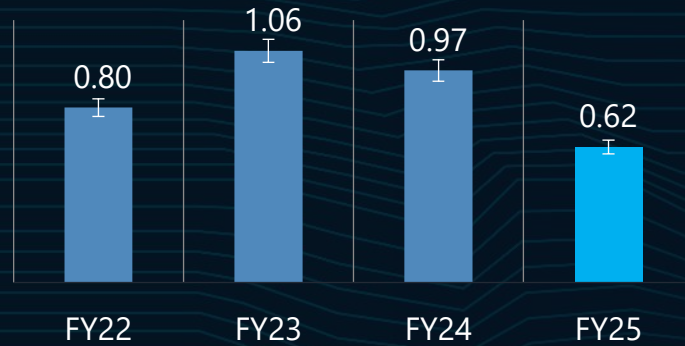


Value (INR Cr)	As on Mar 31, 2025	As on Mar 31, 2024
Equity And Liabilities		
Share Holders Fund	758	647
Non-current Liabilities		
• Long Term Borrowings	14	21
• Other Financial Liabilities	41	41
Total Non-current Liabilities	55	62
Current Liabilities		
• Short Term Borrowings	453	607
• Trade Payable	542	578
• Other Current Liabilities	142	120
Total Current Liabilities	1,137	1,304
Total Equity & Liability	1,950	2,013
Assets		
• Non-current Assets		
• Net Fixed Asset	177	165
• Intangible Asset	62	70
• Other Non Current Assets	160	205
Total Non-current Assets	399	440
Current Assets		
• Inventories	773	958
• Trade Receivables	564	465
• Cash & Bank Balance	99	47
• Other Current Assets	118	104
Total Current Assets	1,554	1,573
Total Assets	1,953	2,013

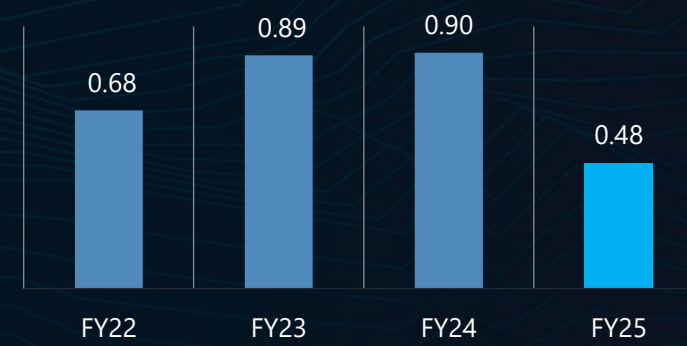
Key Ratios



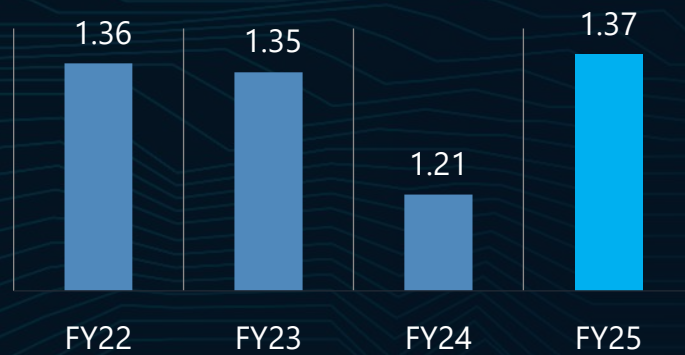
Debt to Equity (x)



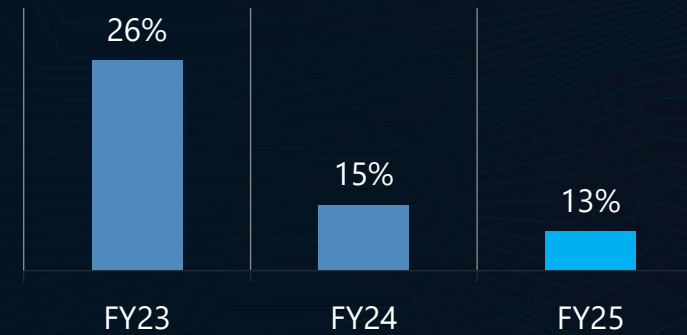
Net Debt to Equity (x)



Current Ratio (x)



ROCE



*Formulae:

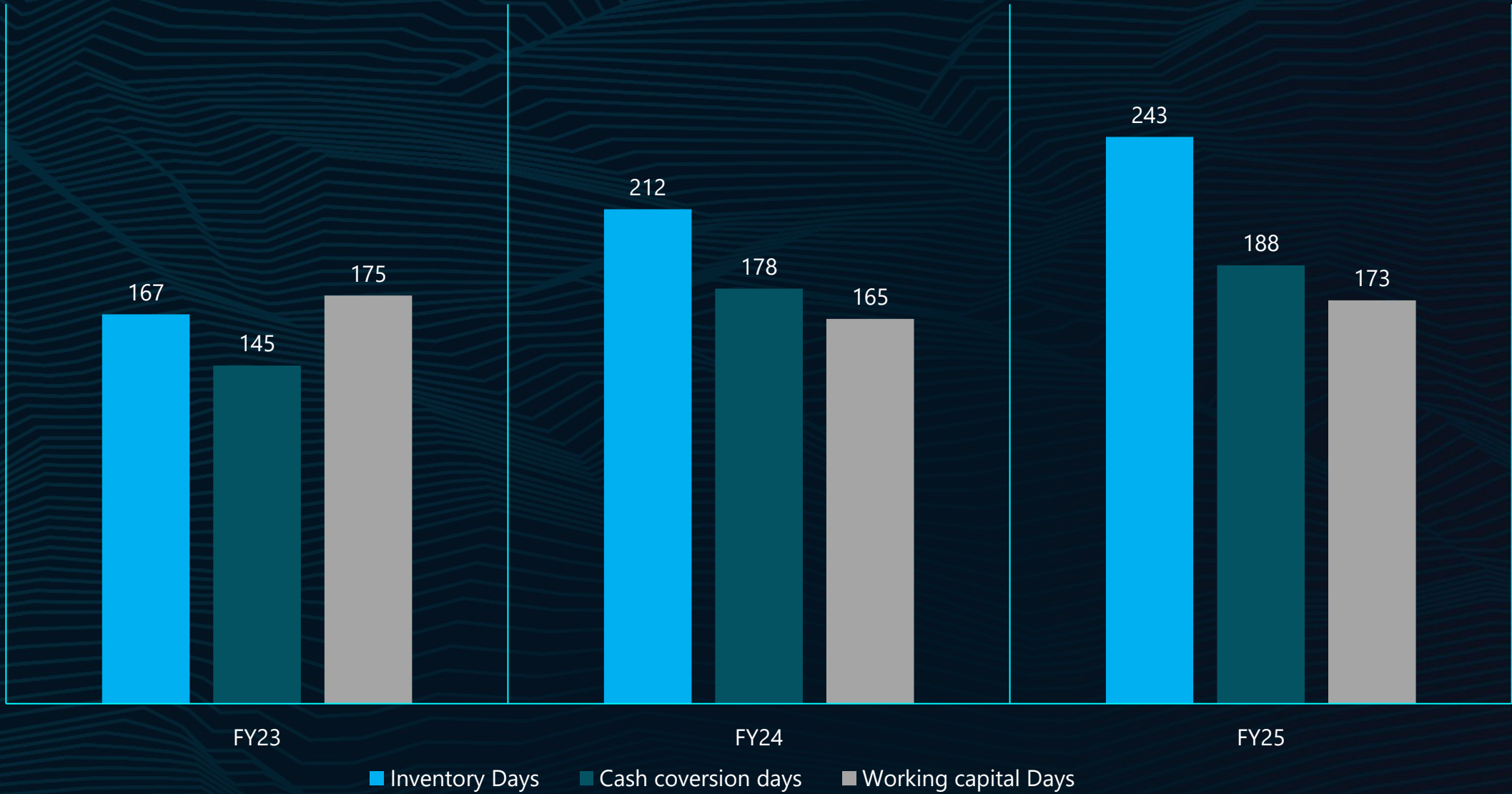
ROCE= EBIT/ Capital Employed*100 (Capital Employed = Total Assets – current liabilities + Short term borrowings)

Debt to Equity = Total Debt / Shareholders fund; Net Debt to Equity = Total Debt - Cash & Bank Balances / Shareholders fund

Current ratio = Current Assets / Current liabilities



Working Capital Movement





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

Managing 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

Head International Business

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 Sustainance 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.



Glimpse of Differentiated Products



RONFEN

Patented Product

Launched

- ✓ 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.



TOMBO
(TEMBOTRIONE)

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.



CITIGEN
(CTPR)

First to launch in India after Innovator

Launched

- ✓ Best Agrolife is the first generic company to launch the product in India post the product going off-patent
- ✓ It is a plant systemic insecticide that belongs to the group anthranilic diamide, which has a unique mode of action called Ryanodine Receptor Activators that disrupt normal muscle functions within the pest
- ✓ Activation leads to the unregulated release of Ca²⁺ (Calcium) from the sarcoplasmic reticulum muscle cells resulting in impaired muscle paralysis, feeding cessation, lethargy and eventually insect death.



VISTARA
(CTPR)



TRICOLOR

Patented Product

Launched

- ✓ Broad spectrum fungicide 3X formulae where sulfur acts as a catalyst
- ✓ TRICOLOR covers the composition of Trifloxystrobin 10% + Difenconazole 12.5% + Sulphur 3%
- ✓ A broad-spectrum fungicide with Prophylactic, Curative & Eradicative action.



Glimpse of Differentiated Products



AZARO

9 (3) Registration

Launched

- ✓ Novel pre-emergence herbicide for wheat, corn, and soybean
- ✓ Until now India was dependent on other countries for Pyroxasulfone



PROPIQUE

Launched

- ✓ Herbicide used for the post-emergence control of a wide range of annual and perennial grasses in various broadleaf crops such as soybean, cotton, pulses, sunflower, other field crops, vegetables, fruit trees, vineyards, sugarbeet, oilseed rape, and forestry



WARDEN EXTRA

Patented Product

Launched

- ✓ The ultimate seed treatment agent offering unparalleled crop protection from seed to harvest. With a powerful formula for broad-spectrum disease and pest control, it employs a unique systemic, preventive, and curative mode of action
- ✓ Warden Extra covers the composition of Trifloxystrobin 6% + Thiamethoxam 24% + Thiophanate Methyl 9.5% FS



ORISULAM

Patented Product

Launched

- ✓ Orisulam is a broad-spectrum, post-emergence contact herbicide with a wide window of application.
- ✓ The triple-powerful eradication power of three molecules (Bispyribac Sodium 0.25% + Penoxulam 0.25% + Pyrazosulfuron Ethyl 0.2% GR) ensures no weeds among rice crops.
- ✓ It is designed for postemergence control of annual grasses, sedges, and broadleaf weeds in rice culture.



NEMAGEN

Patented Product

Launched

- ✓ A systemic insecticide effective against a broad spectrum of insects, including Lepidoptera, Coleoptera, and Diptera species.
- ✓ Nemagen covers the composition of Chlorantraniliprole 4.5 % + Novaluron 11.5 % + Emamectin Benzoate 1.5 % SE
- ✓ It's versatile for use on fruit trees, vegetables, field crops, and lawns at various growth stages.



DEFENDER

Patented Product

Launched

- ✓ The ultimate 2-in-1 crop protector and yield enhancer, providing four times stronger protection. It eradicates brown planthopper blast from paddy fields and ensures complete defense against diseases, resulting in healthier crops and higher yields.
- ✓ Defender covers the composition of Pymetrozine 30% + Dinotefuran 10% + Pyraclostrobin 20% WG



Patented Products Launch Plan FY26



BEST MAN™ **Insecticide (SC)**

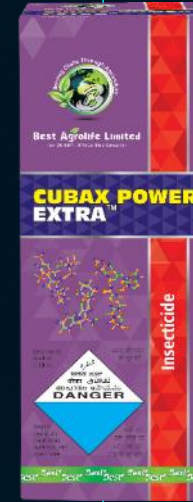
Fipronil - 7%
Abamectin - 1.25%
Tolfenpyrad - 15%
Key Crops - Okra & Chilli
Major Pest - Sucking Pests, Fruit Borers, Thrips & Mites



FETAGEN™ **Insecticide (GR)**

Chlorantraniliprole - 0.45%
Fipronil - 0.5%
Emamectin Benzoate - 0.18%
Key Crops - Tomato
Major Pests - White Fly & Fruit Borers

Patent Applied*



CUBAX POWER EXTRA™ **Insecticide**

Spiromesifen
Hexythiazox
Abamectin
Key Crops - Tomato
Major Pests - Mites, Whitefly & Thrips

Patent Applied*



Thank You

Contact Us:
ir@bestagrolife.com
(Investor Relations)

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