



Best Agrolife Limited

CIN : L74110DL1992PLC116773

31st January, 2023

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

SCRIP CODE: 539660
SCRIP ID: BESTAGRO

Sub: Intimation of Press Release

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
CS & Compliance Officer

Encl. as above



Jan 2023



Best Agrolife Limited

Think Big Think Best

— INVESTOR PRESENTATION



Table of Contents



Best Agrolife Limited

BEST AGROLIFE LIMITED

BUSINESS & FINANCIAL OVERVIEW	03
COMPANY OVERVIEW	13
PRODUCTS & PROCESSES OVERVIEW	21
INDUSTRY OVERVIEW AND OUTLOOK	30
STRATEGIC ASSETS	33
BUSINESS STRATEGY	42

Q3 FY23 – Highlights



BUSINESS HIGHLIGHTS

- **New Formulation Patent received** – Seedlings India Pvt Ltd wholly- owned subsidiary received a patent valid for 20 years for the first-of-its-kind **fungicidal composition of Cyazofamid, Dimethomorph, and Difenoconazole** which is going to emerge as a highly effective crop solution against Late Blight and Downy Mildew in tomato and grapes crops respectively. Keeping in view the importance of tomato and grapevine crops in India and the amount of damage caused by late blight and downy mildew in these crops, the granted composition of this patent will prove to be highly beneficial for the ultimate integrated management of these diseases. It not only aids in controlling and limiting the fungal growth but also improves bio-efficacy in terms of synergistic effect, increases plant yield, leads to no phytotoxicity, and renders improved stability along with higher benefits. The approximate market size of this fungicidal composition is ₹350 crore.

New 9 (3) registration received

- Granted registration for the **indigenous manufacturing of Propaquizafop u/s 9(3)** . Propaquizafop is a 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. As a selective and systemic herbicide, it controls weeds in all the stages of their development. Propaquizafop Technical is a crucial addition to our portfolio other than removing our import dependency for Propaquizafop Technical .
- Granted registration for the **indigenous manufacturing of Cyhalofop-Butyl Technical , u/s 9(3)** . It is a herbicide that controls grass weed growth in rice crops & can immensely help increase rice production in India. "A post-emergence, herbicide Cyhalofop-butyl, is used for controlling weeds in rice plantations. These herbicides stop weed growth immediately, thus minimizing crop losses and facilitating high production



ABOUT US

FINANCIAL OVERVIEW

Q3 FY23 FINANCIAL RESULTS HIGHLIGHTS

YTD FY23 – INCOME STATEMENT

OUTLOOK

PERFORMANCE OVER THE YEARS - HIGHLIGHTS

PERFORMANCE OVER THE YEARS – P&L

PERFORMANCE OVER THE YEARS – BALANCE SHEET

Q3 FY23 – Highlights



Financial Highlights

(RS . IN CRORE)

	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
REVENUE	327.8	700.3	232.5	1,491.8	901.4
Y-o-Y Growth	41%			65%	
Q-o-Q Growth	-53%				
EBITDA	58.1	182.5	32.4	306.5	103.7
Y-o-Y Growth	79%			196%	
Q-o-Q Growth	-68%				
EBITDA %	17.7%	26.1%	13.9%	20.5%	11.5%
PAT	30.6	129.8	15.2	200.6	66.4
Q-o-Q Growth	101%			202%	
Y-o-Y Growth	-76%				
PAT %	9.3%	18.5%	6.6%	13.4%	7.4%

Q3 FY 23

- Revenue growth of 41 % on Y-o-Y basis
- EBITDA growth of 79 % on Y-o-Y basis
- PAT growth of 100.8 % on Y-o-Y basis

9M FY 23

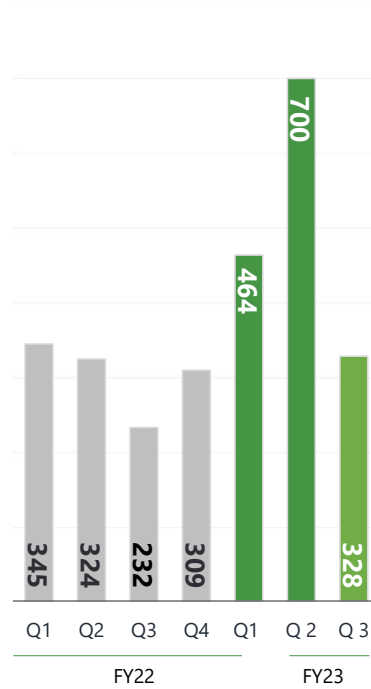
- Revenue growth of 65 % on Y-o-Y basis
- EBITDA growth of 196 % on Y-o-Y basis
- PAT growth of 202 % on Y-o-Y basis

Q3 FY23 – Financial Results



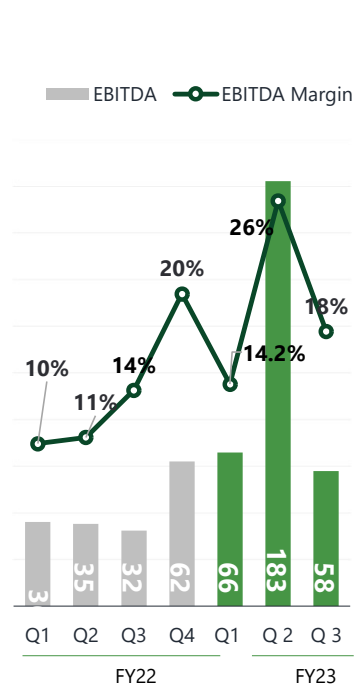
Net Revenue from Operations

(RS . IN CRORE)



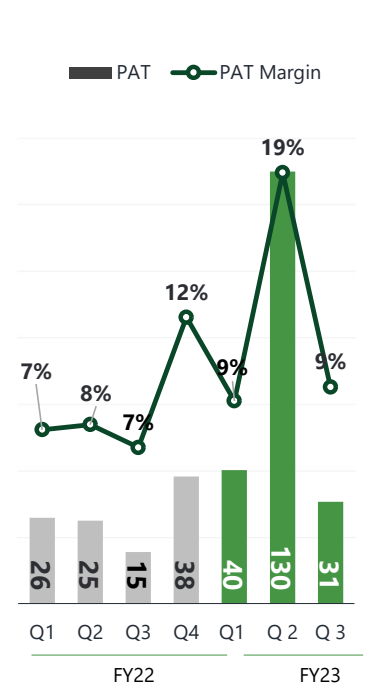
EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



PAT and PAT Margin

(RS . IN CRORE AND %)



Q3 FY23 – Income Statement

Q3FY23

- Revenue Growth of 41 % Y-O-Y & (53%) Q-o-Q (53%)
- EBITDA Growth of 79.1 % Y-O-Y & (68.2%) Q-O-Q
- PAT Growth of 100.8 % Y-O-Y & (74.6 %) Q-O-Q

(₹ IN CRORE)

PARTICULARS	Q3 FY23	Q3 FY22	Y-o-Y Growth	Q2 FY23	Q-o-Q Growth
Revenue From Operation	327.8	232.5	41%	700.03	(53 %)
EBITDA (₹)	58.1	32.43	79.1%	182.5	(68.2 %)
EBITDA (%)	17.7%	13.9%	380 bps	26.1%	(840 bps)
PAT (₹)	30.6	15.24	100.8 %	129.82	(74.6 %)
PAT (%)	9.3%	6.6%	270 bps	18.5%	(920 bps)
EPS	12.95	6.55		54.90	

9 Months FY 23 – Income Statement

9 Months - FY23

- Revenue Growth of 65.5 % Y-O-Y
- EBITDA Growth of 195.5 % Y-O-Y
- PAT Growth of 202.2 % Y-O-Y

(₹ IN CRORE)

PARTICULARS	9M FY23	9M FY22	Y-o-Y Growth
Revenue From Operation	1491.8	901.4	65.5 %
EBITDA (₹)	306.5	103.7	195.5 %
EBITDA (%)	17.7 %	11.5 %	620 bps
PAT (₹)	200.6	66.4	202.2 %
PAT (%)	13.4 %	7.4%	600 bps
EPS	84.82	28.17	

Outlook- FY 23

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

4

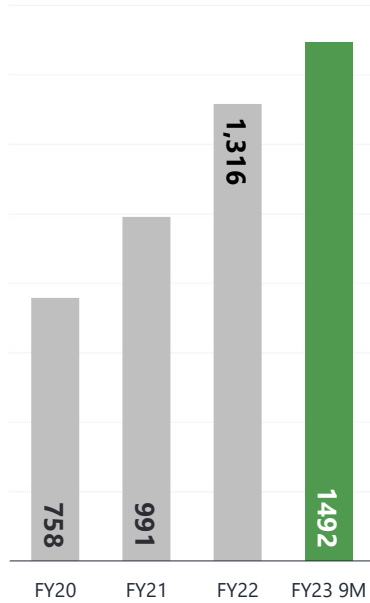
Building export business

9M FY 23 Revenue Growth of 65% with improved EBITDA Margin at 20.5 %
FY 23 Revenue Guidance likely to be overachieved with higher EBITDA margin

Performance Over The Years – Highlights

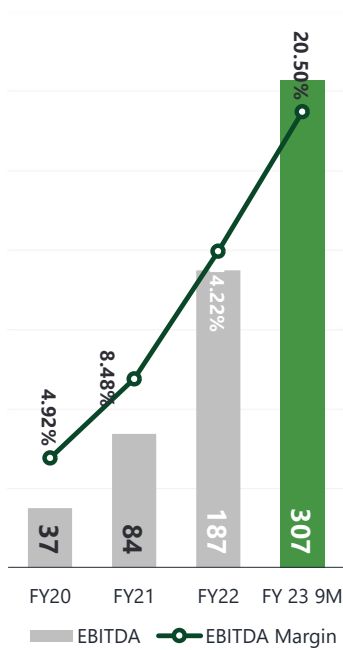
Net Revenue from Operations

(RS . IN CRORE)



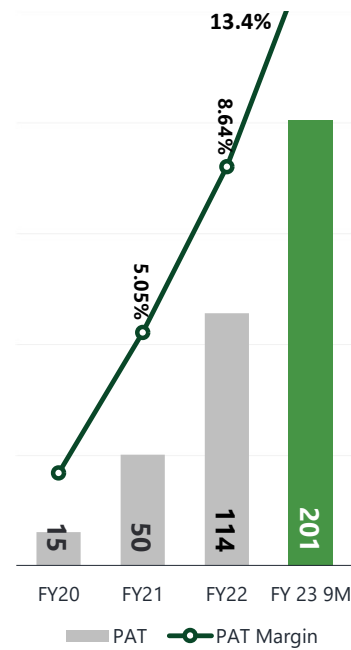
EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



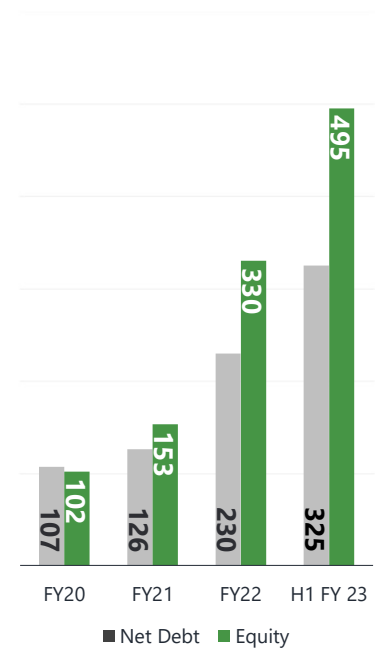
PAT and PAT Margin

(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 & 630 basic points in 9 M FY 23
- PAT improved by 359 basic points in FY22 & 476 basic points in 9 M FY 23

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

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY 22	9M FY23
Revenue From Operation	758.14	990.75	1316.88	1491.8
EBITDA (₹)	37.29	84.04	187.15	306.5
EBITDA (%)	4.92%	8.48%	14.22%	20.5 %
PAT (₹)	15.12	50.08	113.82	200.6
PAT (%)	1.99%	5.05%	8.64%	13.4%

Performance Over The Years – Balance Sheet

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

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

* EBIT/(Shareholders Funds + Debt)

*Un-Audited Consolidated B/S for FY 21

(₹ IN CRORE)

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



ABOUT US

Company Overview

WHAT IS BEST AGROLIFE

BAL AT A GLANCE

JOURNEY OF THE COMPANY

TOP CLIENTELE

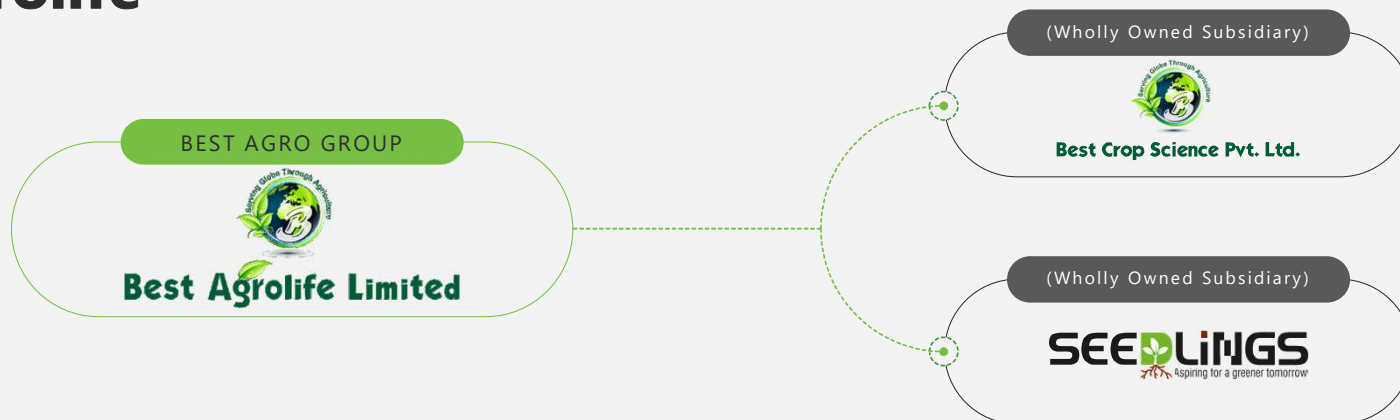
DISTRIBUTION NETWORK AND BRANDS

EXPERIENCED MANAGEMENT WITH
DOMAIN KNOWLEDGE

MANAGEMENT EXPERTISE

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)



700+

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 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

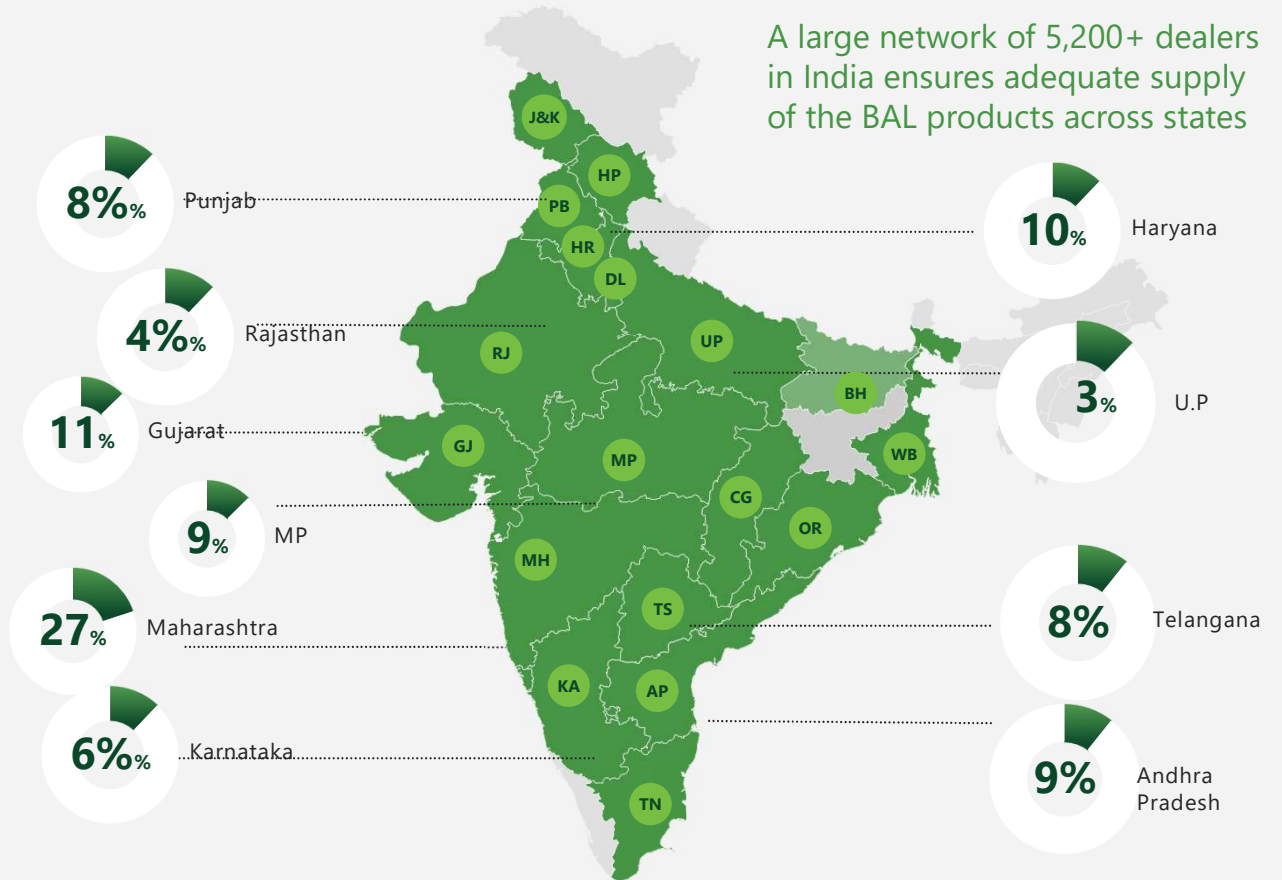
BAL products coverage across India

5,200+
Distributors Network

20
Depots

18
States

*State % for YTD FY 23



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

- Mr. Atul Garg is a 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.

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.

Mr. Davinder Dogra
PRESIDENT – FINANCE & ACCOUNTS

- Mr. Dogra is a qualified CA and 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 & Indian Companies. In his previous stints had been in leadership roles & was CFO with a leading FMCG company in his last assignment.

Mr. Rajesh Bhatia-
GOVT & INSTITUTIONAL BUSINESS -LEAD

- Mr Bhatia is a doctorate in agronomy, he has over 21 years of extensive experience in Sales, Institutional Business, Distribution, and Channel Management.
- He has worked with reputed organizations such as Monsanto India Limited, Syngenta India Limited, and Devgen Seeds and Technology Private Limited.
- There is big potential of our newly launched formulations in this segment which he will be focusing .

Mr. Yashwant Dharap
RESEARCH HEAD

CS Astha Wahi
COMPANY SECRETAR & COMPLIANCE OFFICER

Mr. Anil Gupta
HEAD – OPERATIONS (TECHNICALS)

Mr. Deepak Patel
HEAD – OPERATIONS (FORMULATIONS)



ABOUT US

Products & Processes Overview

OUR BEST - SELLING PRODUCTS	12
UPCOMING PRODUCT	13
VALUE CHAIN AND DIVERSE RANGE OF PRODUCTS	14
PRODUCT REGISTRATIONS	17

Our Best - selling Products (INSECTICIDES)

RONFEN* (Patented 3 way)
(PYRIPROXYEN 8%,
DIAFENTHIURON 18%, and
DINOTEFURAN 5%

CITIGEN (CTPR Based)
(CHLORANTRANILIPROLE
18.5 % W/W SC)

VISTARA (CTPR Based)
(CHLORANTRANILIPROLE
0.4% GR)

AXEMAN
(DINOTEFURAN 15% +
PYMETROZINE 45 % WG)

REVEAL
(SPIROMESIFEN 22.9% SC)

MODE OF ACTION

It is a ternary insecticide. It is used for the effective control of Whitefly, Jassids, Thrips & Aphids in Brinjal Crop.



MODE OF ACTION

- It has a unique mode of action called Ryanodine Receptor Activators that disrupt normal muscle functions within the pest, feeding cessation, lethargy and eventually insect death.



MODE OF ACTION

- It has a unique mode of action called Ryanodine Receptor Activators that disrupt normal muscle functions within the pest.



MODE OF ACTION

- It exhibits translaminar activity recommended for the control of Brown planthopper, White backed plant hopper, Green leaf hopper and Rice ear head bug of rice crop.



MODE OF ACTION

- It is used as foliar spray for the control of red spider mite in Brinjal & Tea; yellow mite in Chilli, European red mite & red spider mite in Apple and White Fly Mite in Tomato and Cotton.



DIRON
DINOTEFURAN 20% SG

PYMAX
PYMETROZINE 50% WG

IRMA
EMAMECTIN BENZOATE
5% SG & TC

THRONE
THIAMETHOXAM 25% WG

PYDON
PYRIPROXYEN 5% +
DIAFENTHIURON 25% SE

MODE OF ACTION

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



MODE OF ACTION

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



MODE OF ACTION

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



MODE OF ACTION

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



MODE OF ACTION

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



Our Best - selling Products

WARDEN

AZOXYSTROBIN 2.5% +
TPM 11.25% +
THIAMETHEXAM 25% FS%

FUNGICIDE

MODE OF ACTION

It is a mix. of insecticide & fungicide, used as seed treatment for the effective control of diseases like fusarium root rot, phytophthora root rot, rhizoctonia seedling blight, pythium seedling blight and insect as shoot fly, white grub and termites of soybean.



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.



TOMBO

TEMBOTRIONE 34.4% SC

HERBICIDE

MODE OF ACTION

It is a selective herbicide recommended for use along with surfactant for control of broadleaf and grassy weeds in maize.



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.



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.



PACLOCK

PACLOBUTRAZOL
23%W/W (25% w/v) SC

MODE OF ACTION

boosts the capacity of immunity and resistance of the plant & determines a considerable increase in quality and quantity of the agricultural / horticulture produce..



Successful New Products launched in FY 23

WE INNOVATE. PRODUCE.DELIVER.

**RONFEN
(PATENTED)**



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 like cotton, chilly, vegetables, and many other segments. as a 'one shot' treatment. A synergistic insecticidal composition comprising bioactive amounts of Diafenthiuron, Diafenthiuron and Pyriproxyfen in a unique suspension concentrate formulation launched in PAN-India on multiple crops .

CUSTOMER BENEFITS -Eco-friendly with phytotoxic effect on crops. Cost-effective One-shot solution for pest complex with less number of spray rounds per crop cycle

AXEMAN



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



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.

TOMBO



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.

REVEAL



A new generation systemic insecticide with dual action as insecticide & acaricide used as foliar spray for the control of red spider mite in Brinjal & Tea; yellow mite in Chilli, European red mite & red spider mite in Apple and White Fly & Mite in Tomato and cotton

CITIGEN (CTPR)



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)



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..

New Patents & 9 (3) registrations received

WE INNOVATE. PRODUCE.DELIVER.

PRODUCT PATENTS RECEIVED

(Received three formulation patents which are pursued to launch in future)

Patent for herbicidal Composition of Haloxyfop + Imazethapyr + chlorimuron which is a very prominent one-shot solution for an important crop like Soyabean. We plan to launch Pan -India in FY24 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.

Patent for fungicidal composition of Cyazofamid, Dimethomorph, and Difenconazole which is going to emerge as a highly effective crop solution against Late Blight and Downy Mildew in tomato and grapes crops. Given the importance of tomato & grapevine crops in & the amount of damage caused by late blight & downy mildew in these crops, the patent will prove to be highly beneficial for the ultimate integrated management of these diseases. The approximate market size of this fungicidal composition is ₹350 crore.

9 (3) for Pyroxasulfone technical . 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

9 (3) for Propiquazafop Technical . It is a 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. With ₹ 350 Cr of the market size in India, Propaquizafop Technical is a crucial addition

9 (3) for Cyhalofop-Butyl Technical. It is a herbicide that controls grass weed growth in rice crops & can immensely help increase rice production in India. "A post-emergence, herbicide Cyhalofop-butyl, is used for controlling weeds in rice plantations. These herbicides stop weed growth immediately, thus minimizing crop losses and facilitating high production

RECENT 9(3) REGISTRATIONS

(for indigenous manufacturing of technical)

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

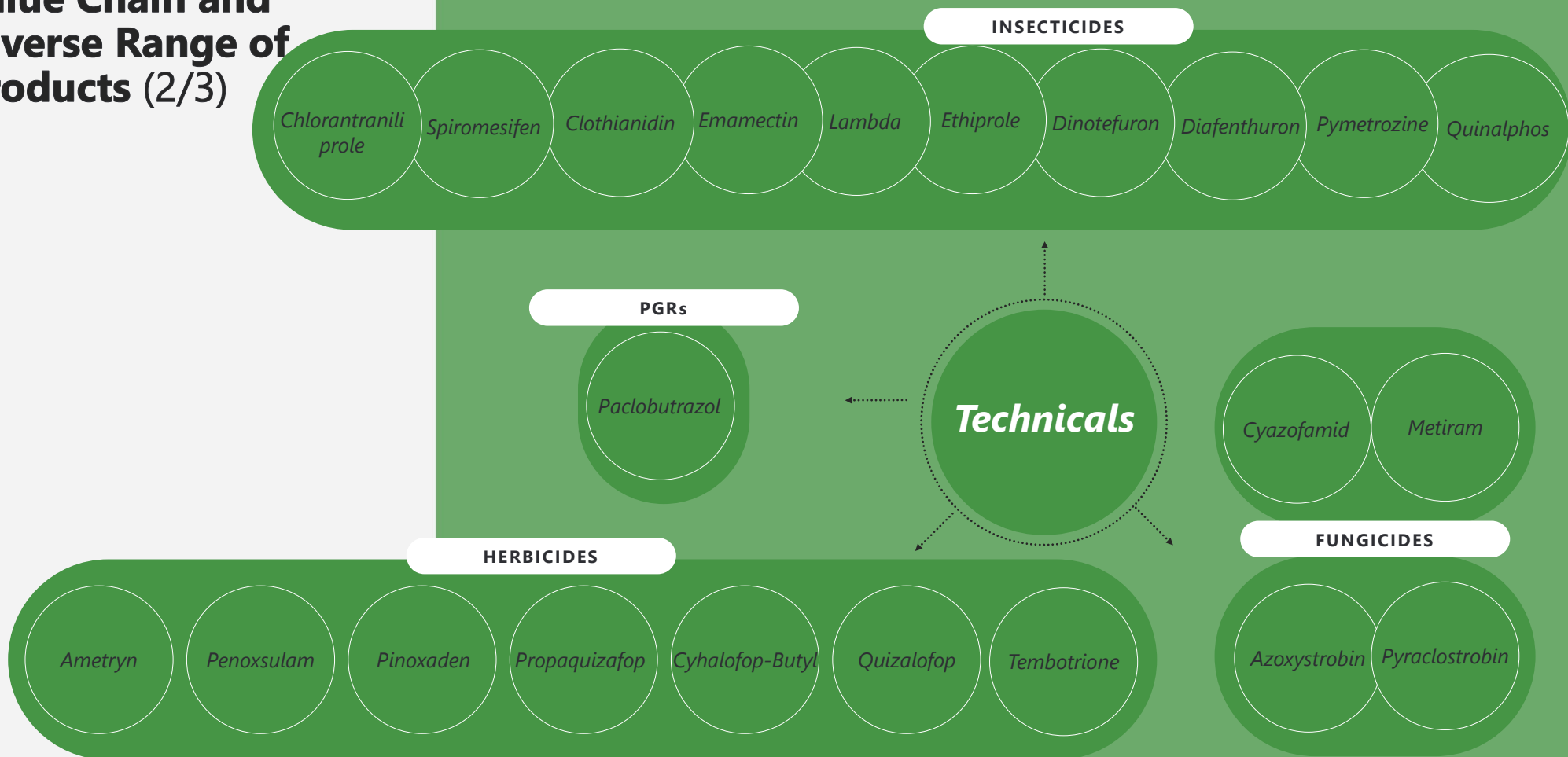
BAL over the years, has scaled up the manufacturing of Intermediates, Technicals and Formulations which form part of the entire value chain of the agrochemicals industry

Intermediates



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)

Key Insecticides:

- Ronfen (Pyriproxyfen 8% + Diafenthiuron 18% + Dinoteforun 5%)
- Dinotefuran 20% SG
- Pymetrozine 50%
- Imidacloprid 70% WG
- Thiamethoxam 12.6% + Lambda 9.5% ZC
- Spiromesifen 22.9% SC
- Chlorantraniliprole 18.5% w/w SC)

Key Fungicides:

- Pyraclostrobin 20%
- Azoxystrobin 11% + Tebuconazole 18.3% SC
- Thiafluzamide 24%
- Azoxystrobin 2.5% + Tpm 11.25% + Thiamethexam 25% FS%

Formulations

Key Herbicides:

- Glufosinate Ammonium 13.5% SL
- Tembotrione 34.4% SC
- Penoxsulam 2.67% OD

Key PGRs:

- Ethephon
- Paclobutrazol

Product Registrations

Number of registration held by BAL Group

+413

Formulations registered for manufacture and sale in India

74

Formulations registered for manufacture and sale in the export markets

+106

Technicals registered for sale in India

131

Technicals registered for manufacture and sale in the export markets

Number of registration through International Distribution Partners for exports

14

Formulations registered in countries across the world

41

Formulations filed & pending in countries across the world



*Central Insecticides Board & Registration Committee



ABOUT US

Industry Overview and Outlook

INDUSTRY OVERVIEW

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



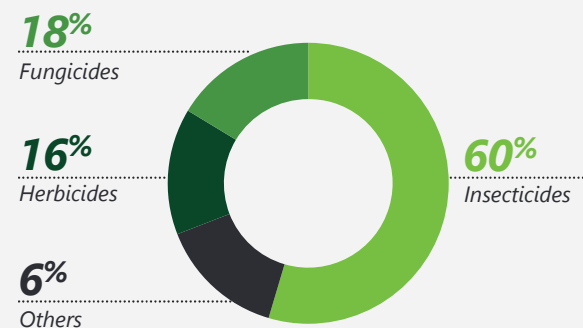
Policy Support

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



Agrochemical Industry - Trends

SEGMENTATION BY PESTICIDES



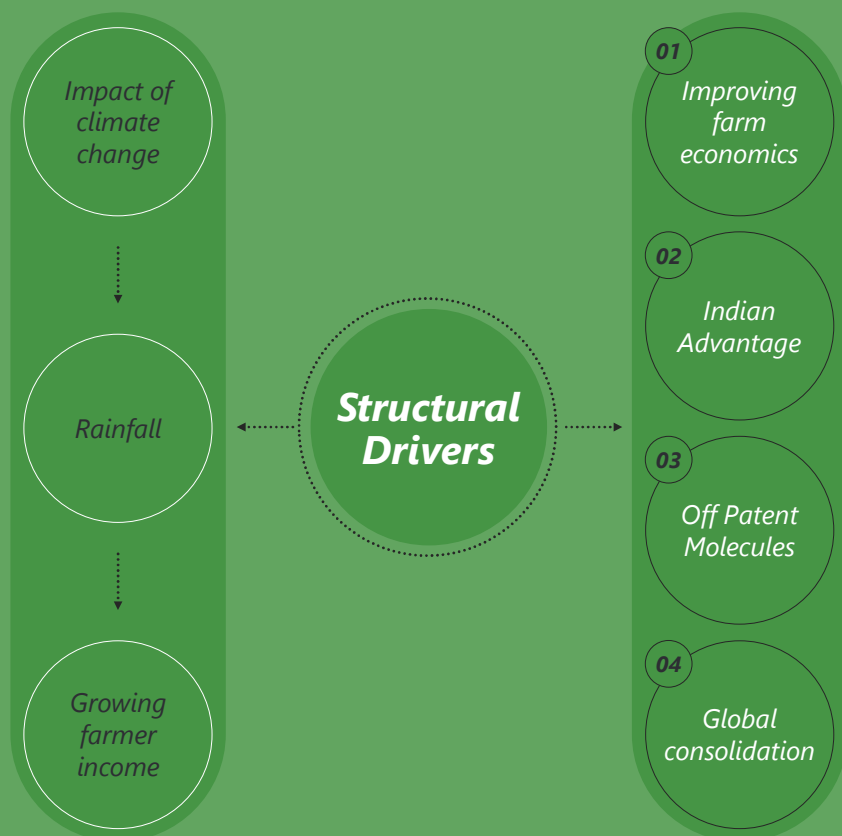
India **4th**

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

STRONG MANUFACTURING CAPABILITIES

GAJRAULA – UNIT

GREATER NOIDA

NEW LOCATION – J&K

RESEARCH & DEVELOPMENT

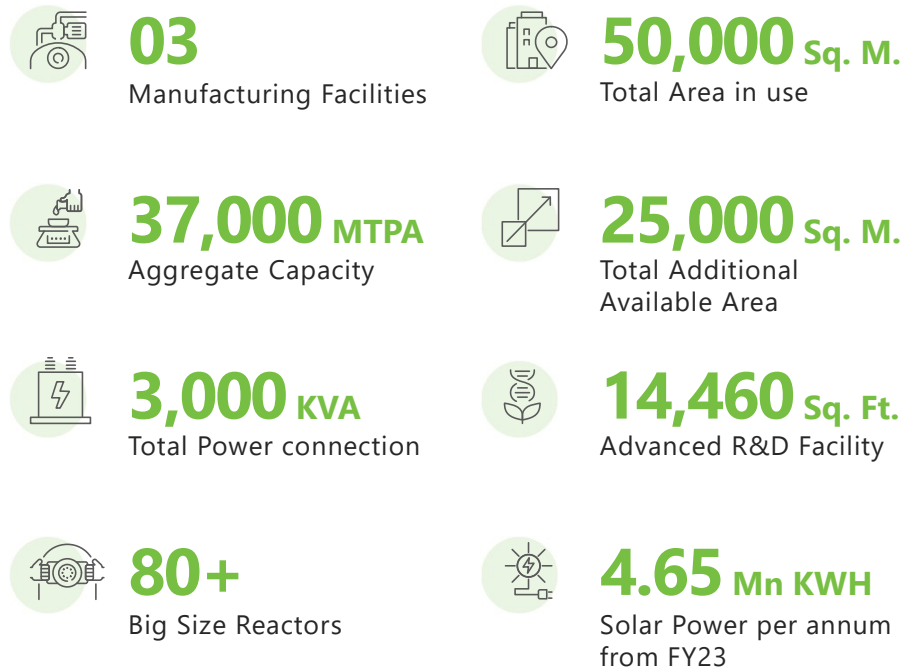
ENVIRONMENT HEALTH AND SAFETY/
EFFLUENT TREATMENT

COMPETITIVE STRENGTHS

ACHIEVEMENTS | NEWS UPDATE

Strong Manufacturing Capabilities

Manufacturing Facilities



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.
- Capacity Expansion for new products & upgradations .



GAJRAULA



5,400 Sq. ft.

Advanced Formulation
R&D Facility



35,000 Sq. M.

Area in use



20,000 Sq. M.

Additional Available
Area



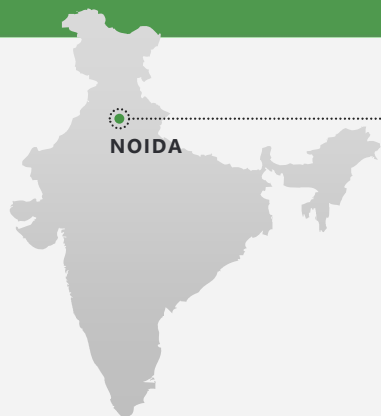
4.65 Mn KWH

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 had acquired Agrico Chemicals through a cash deal in FY 22. 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



50+

Dedicated R&D Team
(Members)



Pramod N. Karlekar

President – R & D

New Product Development

15

Herbicides

05

Fungicides

09

Insecticides

04

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

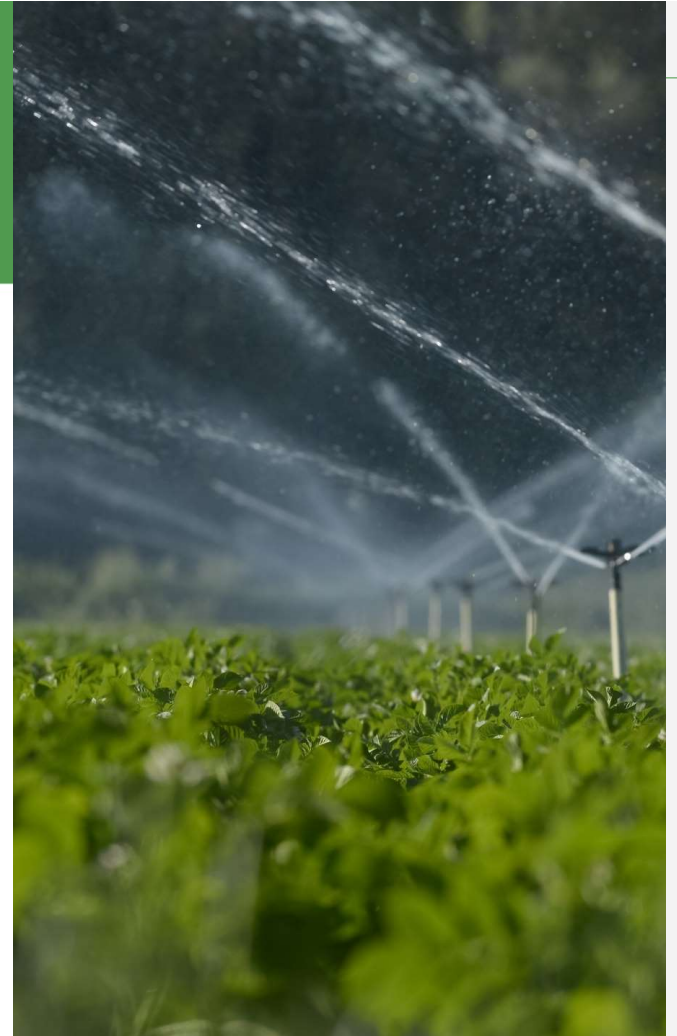
**Hazardous
Waste Rules**
*(Management, Handling &
Transboundary Movement)*

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



413+ Formulation
& **106+** Technical
Licenses



Integrated
Manufacturing Units
with opportunity for
scaling up



In House **NABL**
Accredited QC Labs



Wide **Distribution**
Network

Achievements | News Update



PMFAI-SML Annual Awards
Fastest Growing Company
Best AgriLife Limited



Best Crop Science receives license to manufacture and market 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 to provide long-lasting, weather-protected disease control.

Talking about the growing need for food security, Vimal Alawadhi, Managing Partner of BCS, said, "We intend to play a vital role in the effective management of crop disease, improving the yield and profitability of farmers across the globe by making this product cost-effective."

With a positive outlook, Trifloxystrobin as part of new product portfolio will open a new window of opportunity to explore larger markets to Best Crop Science.

Africa. The estimated Trifloxystrobin market size of India values close to \$400cr. An excellent compound for efficient integration into control programs against fungal pathogens increases productivity. Trifloxystrobin is India's

The Asian Chronicle

Best AgriLife Limited Gets Registration for the Indigenous Manufacturing of its Proprietary Fungicide Rotfen

Apr 01, 2022 10:35 PM
 New Delhi, India

Best AgriLife Limited (BAL), one of the fastest growing agricultural 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 most advanced patented fungicide Rotfen in India, via a 40% RTO. The company will launch it by the end of the year. BAL also received the patent for Rotfen, which covers the composition of Trifloxystrobin 1% Dithionates 10% and Chlorothal 1% in a certain formulation. The registration of Rotfen is a major milestone for BAL, as it is the first time an indigenous company has manufactured the fungicide in India. The registration also allows the company to export the fungicide to other countries.

Other than Rotfen, the leading agri-input company has also been granted the registration for the indigenous manufacturing of Chlorothal 1% - Pyrazolone 4% V05 along with technical manufacturing of Pyriproxyfen 0.5% V05 V05 in the category of 10% RTO. The company has decided to launch it in the second half of the year.

Starting from the agri-input, such as fertilizers, pesticides, and other inputs, BAL has been the major contributor to India's agri-input industry. BAL and its subsidiaries have been the major contributors to India's agri-input industry. BAL and its subsidiaries have been the major contributors to India's agri-input industry. BAL and its subsidiaries have been the major contributors to India's agri-input industry.

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AgroLife Creates a New Niche

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

By JUC C. MATHEW
 PHOTOGRAPHS BY HARSHVARDH NIGHT

31%
 INCREASE IN EBITDA IN FY21 OVER FY20

IN THE NEW WORLD OF agrichemicals, Best AgriLife Ltd. has carved a niche for itself as a new generation fertilizer for paddy and other crops. The company, which started as a fertilizer manufacturer, has now diversified into agro-chemicals, including fungicides, insecticides, and herbicides. The company's focus on chemistry-led products has helped it dominate newer segments of the market. The company's EBITDA increased by 31% in FY21 over FY20, a testament to its success in these areas.



WHAT THE NUMBERS SAY

TODAY, OUR EBITDA MARGIN IS IN THE 12-13% RANGE. THREE YEARS FROM NOW, OUR TURN-UP WILL BE IN THE ₹2,500-3,000 CRORE RANGE AND EBITDA AT LEAST 20%.

UNILAKSHMI, BAL, and Best AgriLife

AgriLife's EBITDA margin is currently in the 12-13% range. The company expects this to increase to 20% or more in three years. This is due to the company's focus on higher-margin products and its expansion into new markets. The company's EBITDA is expected to reach ₹2,500-3,000 crore in three years, a significant increase from its current level.

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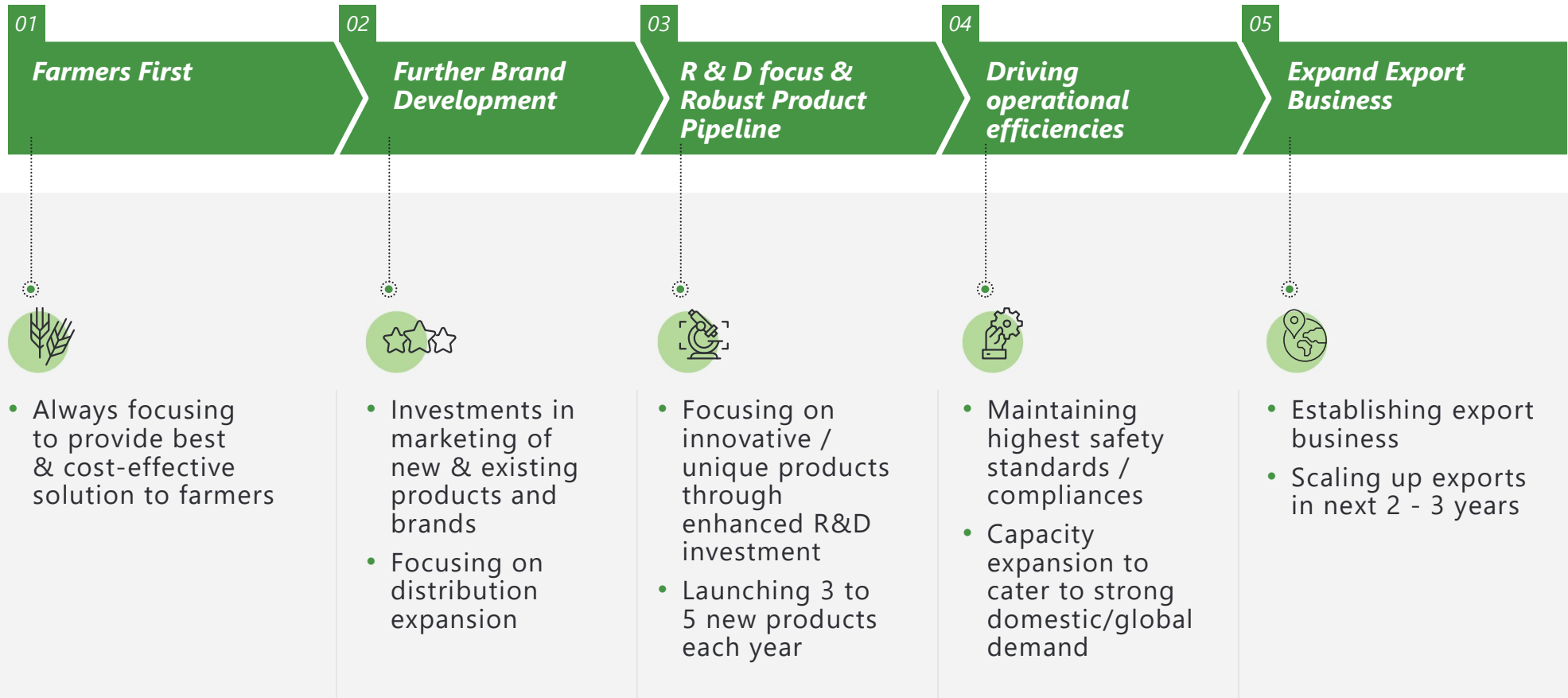
ABOUT US

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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