



Best Agrolife Limited

CIN : L74110DL1992PLC116773

22nd October, 2022

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

SCRIP CODE: 539660
SCRIP ID: BESTAGRO

Sub: Intimation under Regulation 30 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
Auth. Sign.

Astha Wahi
CS & Compliance Officer

Encl. as above

Registered & Corporate Office : B-4, Bhagwan Dass Nagar, East Punjabi Bagh, New Delhi-110026

Phone: 011-45803300 | Fax: 011-45093518 | info@bestagrolife.com | www.bestagrolife.com



Oct — 2022



Best Agrolife Limited

Think Big Think Best

— INVESTOR PRESENTATION



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Best Agrolife Limited

BEST AGROLIFE LIMITED

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Q2 FY23 – Highlights



BUSINESS HIGHLIGHTS

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



ABOUT US

FINANCIAL OVERVIEW

Q2FY23 FINANCIAL RESULTS HIGHLIGHTS

Q2 & H1 FY23 – INCOME STATEMENT

OUTLOOK

PERFORMANCE OVER THE YEARS - HIGHLIGHTS

PERFORMANCE OVER THE YEARS – P&L

PERFORMANCE OVER THE YEARS – BALANCE SHEET

Q2 FY23 – Highlights



Financial Highlights

- Achieved highest ever REVENUE , EBITDA & PAT

(RS . IN CRORE)

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

Credit Rating Upgraded

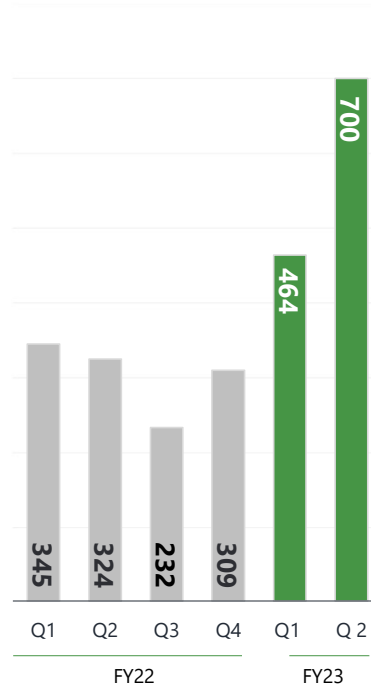
- CARE assigned “ **-A stable** ” credit ratings to Best Agrolife Limited . Earlier CARE assigned “ **-A stable** ” to Best Crop Science Pvt Ltd (technical unit) & “ **CARE BBB stable** ” to Seedlings India Pvt Ltd (new formulation unit commissioned in Dec-21)

Q2 FY23 – Financial Results



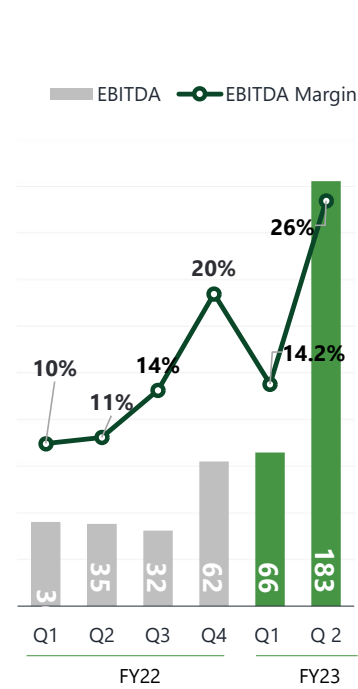
Net Revenue from Operations

(RS . IN CRORE)



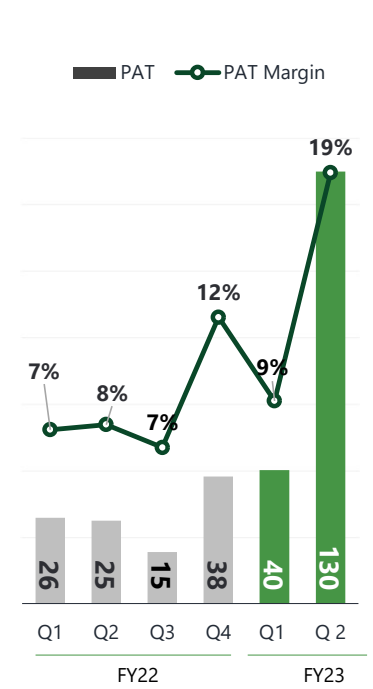
EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



PAT and PAT Margin

(RS . IN CRORE AND %)



Q2 FY23 – Income Statement

Q2FY23

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

(₹ IN CRORE)

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

H1 FY23 – Income Statement

H1 FY23

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

(₹ IN CRORE)

PARTICULARS	H1 FY23	H1 FY22	YoY Growth
Revenue From Operation	1164.0	668.9	74.0%
EBITDA (₹)	186.5	71.2	254.1%
EBITDA (%)	21.7%	10.7%	
PAT (₹)	165.9	51.1	224.6%
PAT (%)	14.2%	7.6%	
EPS			

Outlook

Revenue Growth – 30%
EBITDA Margin of 20%

1

Launch of new & innovative products with higher margins

2

Ramping up distribution & branded products business

3

Maximizing backward integration to improve efficiencies

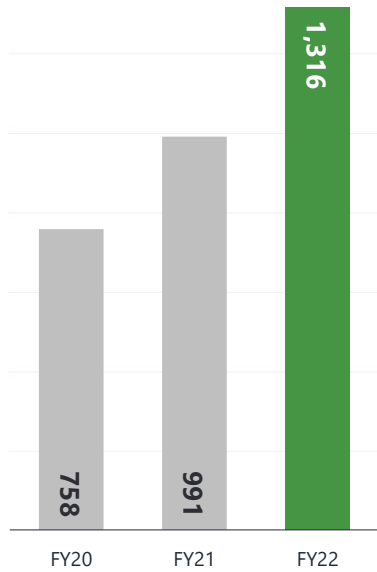
4

Building export business

Performance Over The Years – Highlights

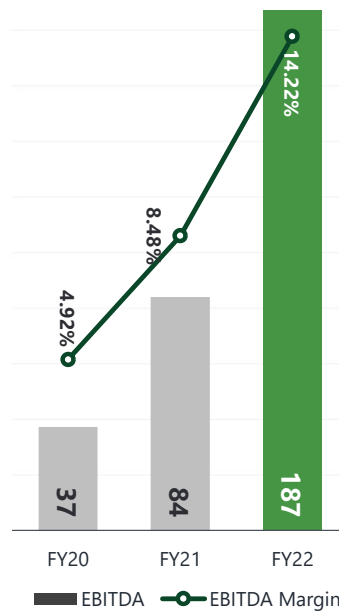
Net Revenue from Operations

(RS . IN CRORE)



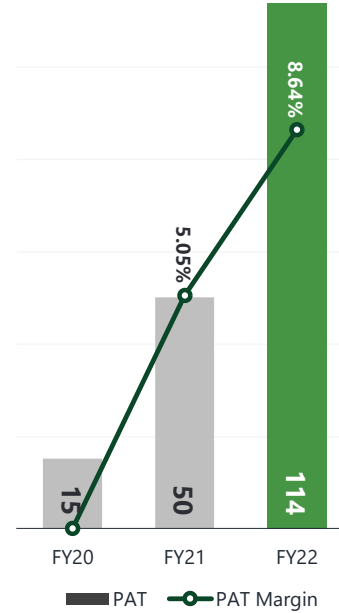
EBITDA & EBITDA Margin

(RS . IN CRORE AND %)



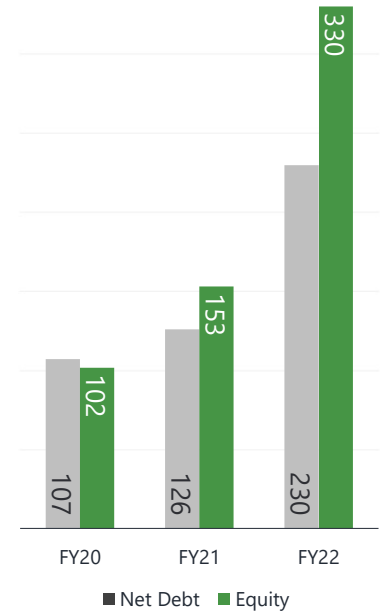
PAT and PAT Margin

(RS . IN CRORE AND %)



Net Debt and Equity

(RS . IN CRORE)



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

Performance Over The Years – P&L

- Revenue Growth of 32.91% in FY22
- EBITDA improved by 574 basic points in FY22 & 701 basic points in H1 FY 23
- PAT improved by 366 basic points in FY22 & 596 basic points in H1 FY 23

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

(₹ IN CRORE)

PARTICULARS	FY20	FY21	FY 22	H1 FY23
Revenue From Operation	758.14	990.75	1316.88	1164.0
EBITDA (₹)	37.29	84.04	187.15	182.5
EBITDA (%)	4.92%	8.48%	14.22%	21.3%
PAT (₹)	15.12	50.08	113.82	169.9
PAT (%)	1.99%	5.05%	8.64%	14.6%

Performance Over The Years – Balance Sheet

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

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

* EBIT/(Shareholders Funds + Debt)

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

(₹ IN CRORE)

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



ABOUT US

Company Overview

WHAT IS BEST AGROLIFE

BAL AT A GLANCE

JOURNEY OF THE COMPANY

TOP CLIENTELE

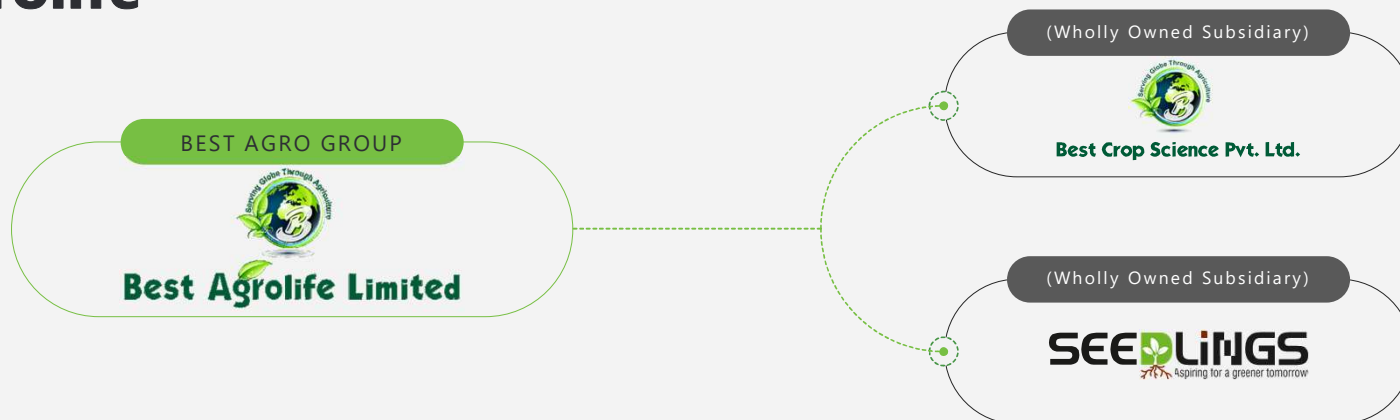
DISTRIBUTION NETWORK AND BRANDS

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)



600+
Employees



44.5%
Revenue from Top 10 molecules as % of sales (FY22)

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

Journey of the Company



2010

Formulations

- Setting of 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

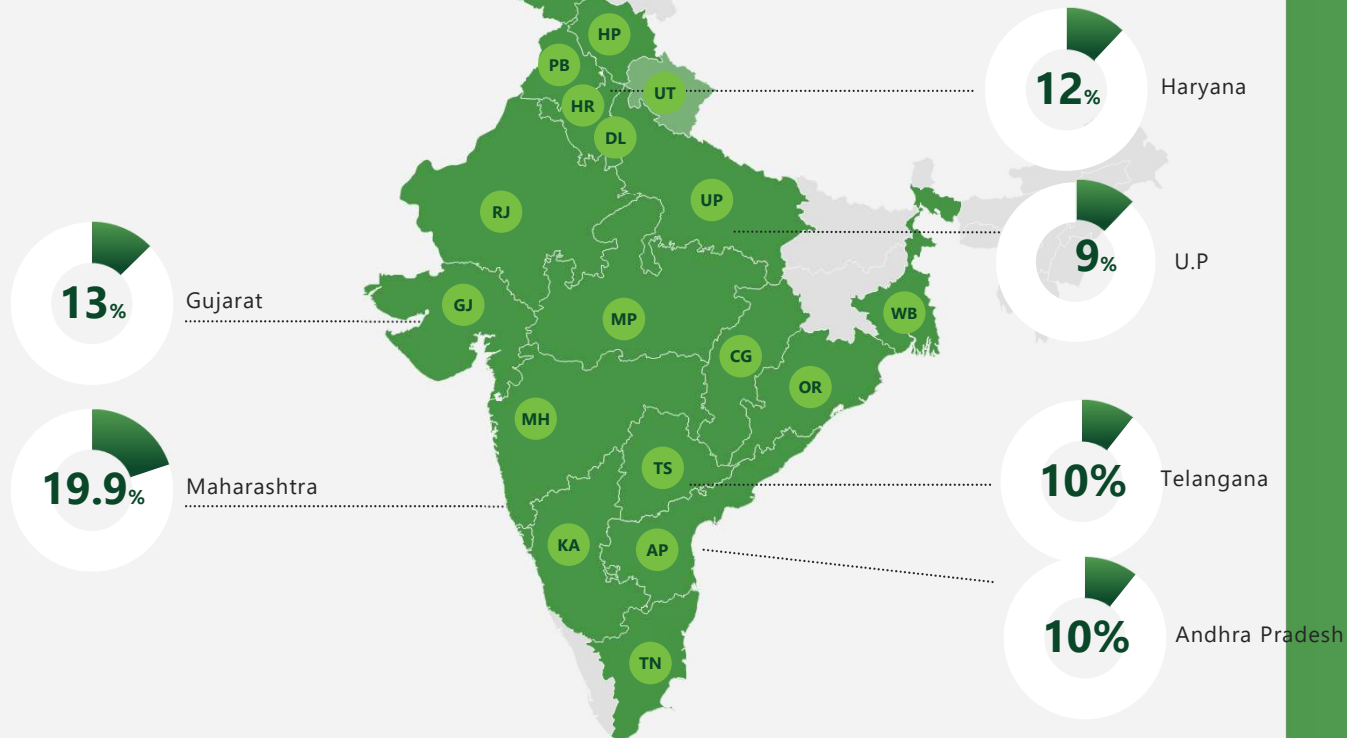
5,200+
Distributors Network

20
Depots

18
States

**State % for FY 22*

A large network of 5,200+ dealers in India ensures adequate supply of the BAL products across states



Experienced Management With Domain Knowledge

Management having a cumulative experience of more than four decades



Mr. Vimal Alawadhi
MANAGING DIRECTOR

A true visionary and a passionate entrepreneur, Mr Vimal Alawadhi is an eminent personality with vast and rich experience in the Agrochemicals Industry. He oversees strategy, management, development, and integration of the company policies. With Best Agrolife he is pioneering endeavors to provide farmers with safe agrochemical products at economical prices. He has been interviewed by international magazines from "African Farming and Food Processing" to the publication Agro Pages, where he spoke on the "Taking Indian Brands and Leaders. Strides towards Make in India". In the 2018 edition of India Suppliers Guide, Mr. Vimal's views were published as "An Agrochemical Perspective from India". In 2019, he was featured in the Forbes India magazine's & in 2022 featured in Fortune India magazine.



Mr. Raajan Ailawadhi
EXECUTIVE DIRECTOR

Having a Degree of Bachelor of Agricultural (Hons.) from CCS HAU, Hisar, and a Master in Business Administration (MBA) from Symbiosis, Pune, Mr. Raajan comes with an experience of 15 years.

He has deep commitments towards the achievement of organizational goals. His foresight and business acumen has propelled the Company towards success and growth. His rich experience includes managing the brand and extensively overlooking and managing the company's strategic alliances, marketing, and branding strategies.



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

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

Management Expertise

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

CA Atul Garg
CHIEF FINANCIAL OFFICER

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

Ajit Gujral
HEAD – INSTITUTIONAL BUSINESS

- Having rich and multifaceted experience of more than 35 years and enjoys an understanding of the market and customer needs. He plays a key role in Best Agro's global product strategy and international expansion efforts as we expand our footprint into new regions.
- A postgraduate in Agronomy from HAU, Hissar, Mr Gujral started his career with a premier organization, Hoechst India, in 1984. He performed a leadership role for the domestic business of leading companies such as Gharda Chemicals, Sumitomo Chemicals, and GSP Crop Science.

Davinder Dogra
PRESIDENT – FINANCE & ACCOUNTS

- A qualified Chartered Accountant & B.Com (H) with +24 years of post-qualification experience in the field of Planning, Treasury, Governance & Compliance, Controlling, Financial Accounting & Taxation.
- Has a wide & multi sectoral experience in the field of Finance & Accounts having worked with large multinational & leading Indian Companies. In his previous stints had been in leadership roles and was CFO with a leading FMCG company in his last assignment.

Mr. Sara Narsaiah
NATIONAL MARKETING HEAD

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

Dr. Akash Kumar
RESEARCH HEAD

CS Astha Wahi
COMPANY SECRETAR & COMPLIANCE OFFICER

Deepak Patel
HEAD – OPERATION (FORMULATIONS)

Rakesh Singh
QC- INCHARGE



ABOUT US

Products & Processes Overview

OUR BEST - SELLING PRODUCTS	12
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PRODUCT REGISTRATIONS	17

Our Best - selling Products

DIRON
DINOTEFURAN 20% SG

INSECTICIDE

MODE OF ACTION

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



Market Size
1,300 MT
Our Share
350 MT

27%

PYMAX
PYMETROZINE 50% WG

INSECTICIDE

MODE OF ACTION

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



Market Size
1,800 MT
Our Share
300 MT

17%

PYDON
PYRIPROXYEN 5% +
DIAFENTHIURON 25% SE

INSECTICIDE

MODE OF ACTION

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



Market Size
1,400 MT
Our Share
650 MT

46%

IRMA
EMAMECTIN BENZOATE
5% SG & TC

INSECTICIDE

MODE OF ACTION

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

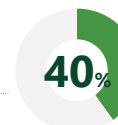
- It is known antagonist of the plant hormone gibberellin that acts by inhibiting gibberellin biosynthesis, reducing inter-nodal growth to give stouter stems, increasing root growth.

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



New Products launched in FY 23

We INNOVATE.
PRODUCE.
DELIVER.

- **Received patent in FY 22** for first-of-its-kind - a three-way insecticidal combination (RONFEN) that effectively controls the sucking pest complex, including whitefly, jassids, aphids, and thrips together in various crops as a 'one shot' treatment.
- A synergistic insecticidal composition comprising bioactive amounts of Diafenthiuron, Diafenthiuron and Pyriproxyfen in a unique suspension concentrate formulation.
- Launching it in PAN-India on multiple crops in FY 22-23.

CUSTOMER BENEFITS

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

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

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

Recent Products launched in Q2 FY 23

Two New Significant CTPR Formulations - Citigen & Vistara

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



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



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

Pyroxasulfone technical-

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

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

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

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

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

Manufacturing Process

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

Hydrogenation → **Chlorination** → **Reduction** → **Condensation** → **Oxidation**

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

01 Reaction	02 Separation	03 Distillation	04 Purification
05 Crystallization	06 Filtration	07 Drying	08 Packing

Value Chain

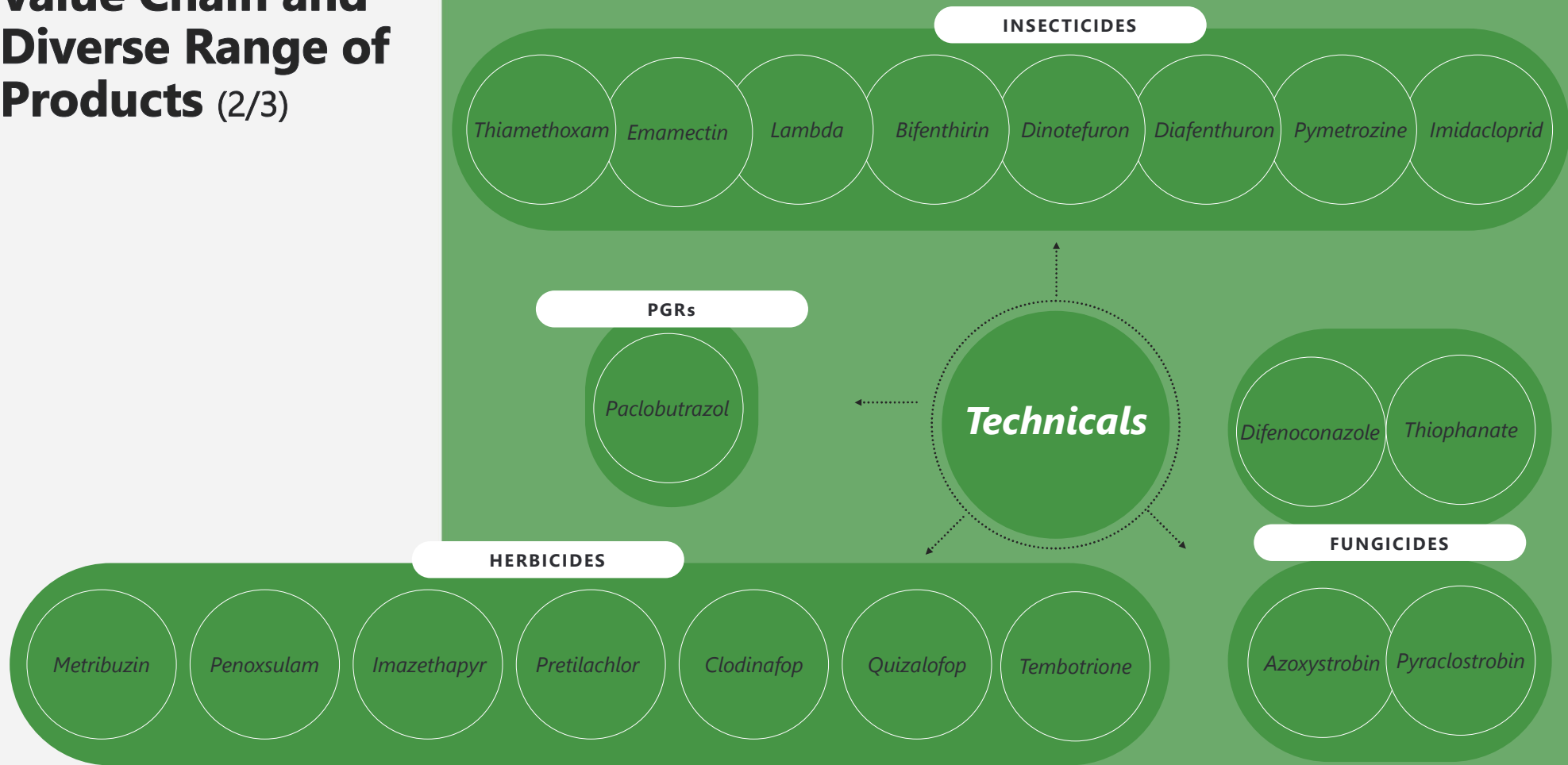
BAL over the years, has scaled up the manufacturing of Intermediates, Technicals and Formulations which form part of the entire value chain of the agrochemicals industry

Intermediates

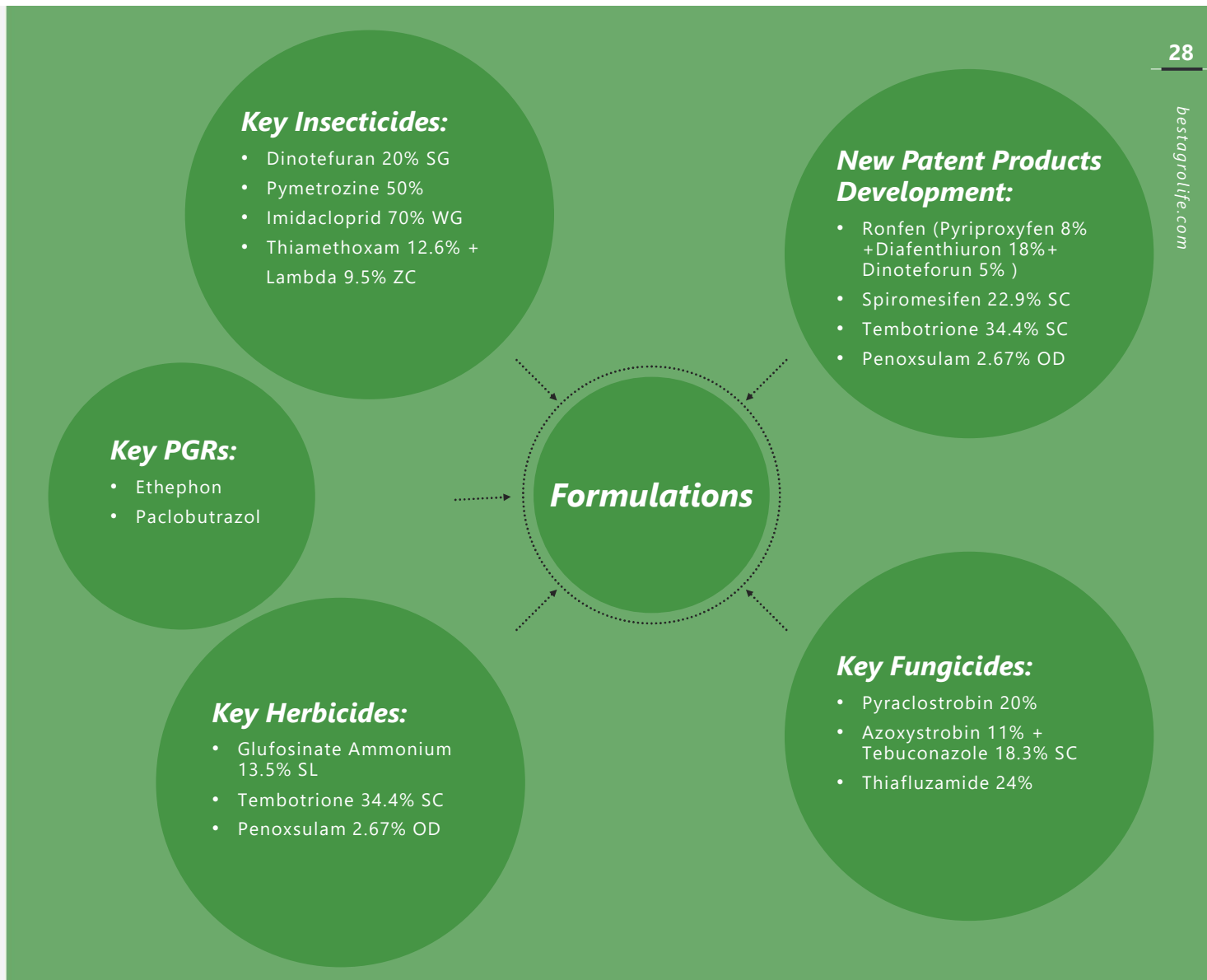


END-USE: Intermediates manufactured are for Company's own captive consumption for manufacturing various Technicals and Formulations

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



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



Product Registrations

Number of registration held by BAL Group

+396

Formulations registered for manufacture and sale in India

67

Formulations registered for manufacture and sale in the export markets

+91

Technicals registered for sale in India

130

Technicals registered for manufacture and sale in the export markets

Number of registration through International Distribution Partners for exports

13

Formulations registered in countries across the world

24

Formulations filed & pending in countries across the world



*Central Insecticides Board & Registration Committee



ABOUT US

Industry Overview and Outlook

INDUSTRY OVERVIEW

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



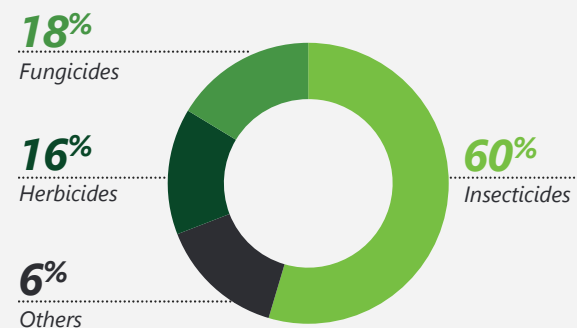
Policy Support

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



Agrochemical Industry - Trends

SEGMENTATION BY PESTICIDES



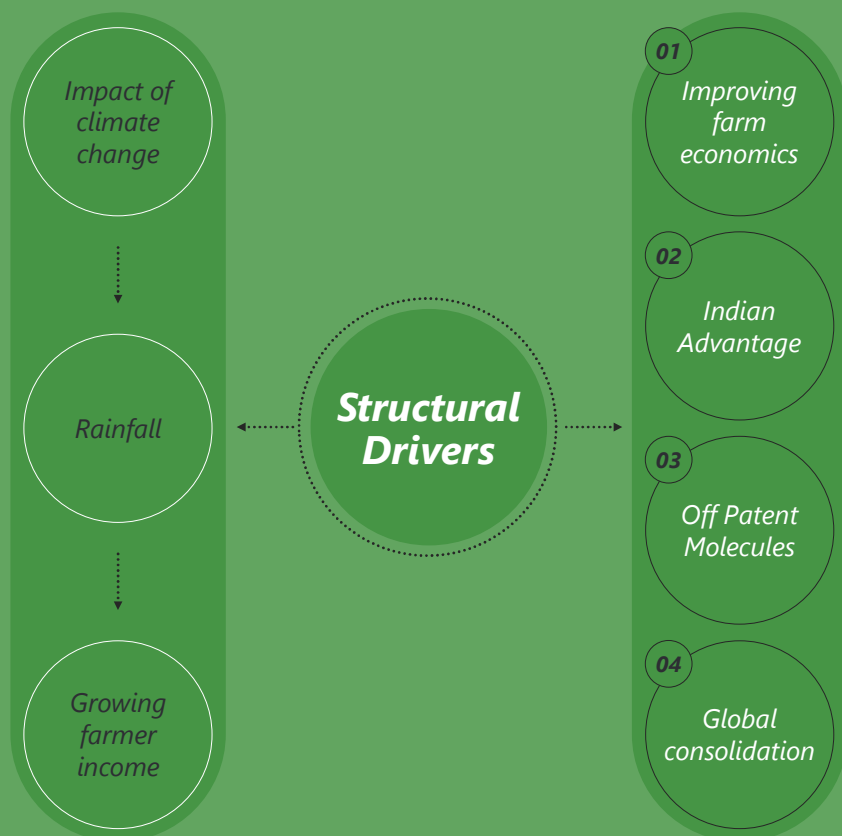
India **4th**

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

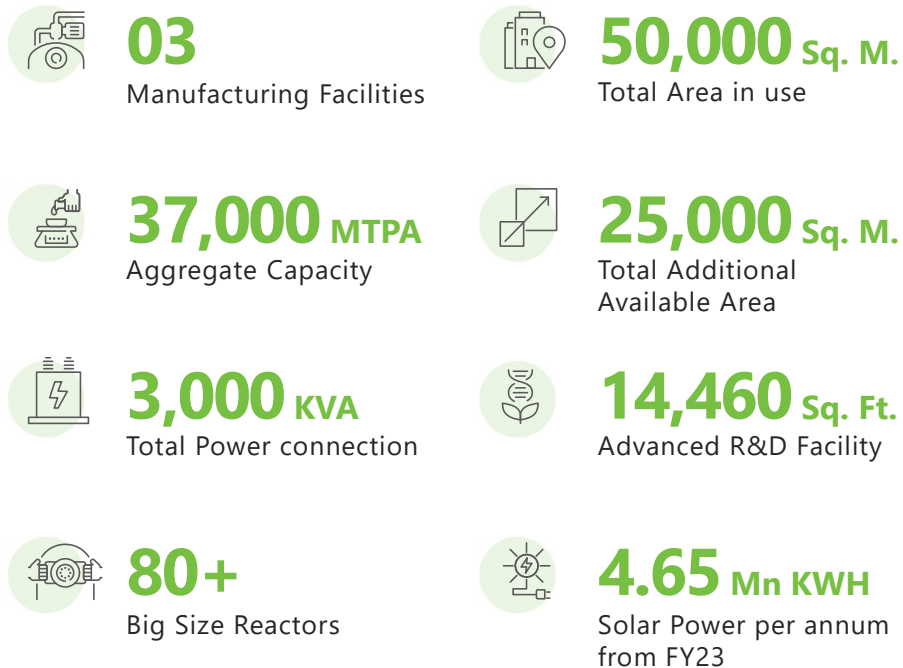
ENVIRONMENT HEALTH AND SAFETY/
EFFLUENT TREATMENT

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.



GAJRAULA



5,400 Sq. ft.

Advanced Formulation
R&D Facility



35,000 Sq. M.

Area in use



20,000 Sq. M.

Additional Available
Area



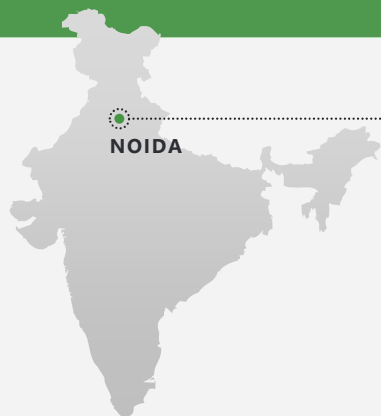
4.65 Mn KWH

Solar Power per
annum

STRATEGIC ASSETS

Greater Noida Unit

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



9,060 Sq. ft.

Advanced Formulation
R&D Facility



14,200 Sq. M.

Area in use



5,000 Sq. M.

Additional Available
Area

J&K

(Agrico Chemicals)

JAMMU AND
KASHMIR



3,000 KL/MT

Company's
formulation capacity



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

Research & Development

Research & Development Overview

- R&D Center Synthesis at Gajraula leading to development of quality and sustainable molecules.
 - Backward integration
 - Process improvement
 - Make in India
- R&D Center at Noida for new formulation molecules
- State of the art laboratory with fully equipped latest quality control & analysis.
- Fully operational Pilot Plant.
- Collaboration with leading scientific and academic institutions



45+

Dedicated R&D Team
(Members)



Pramod N. Karlekar

President – R & D

New Product Development

15

Herbicides

03

Fungicides

09

Insecticides

01

Intermediate

Environment Health and Safety/ Effluent Treatment

BAL is regulated by and is in compliant with:

1986

**Environmental
Protection Act**

1981

Air Act
(Prevention and
Control of Pollution)

1974

Water Act
(Prevention and
Control of Pollution)

2008

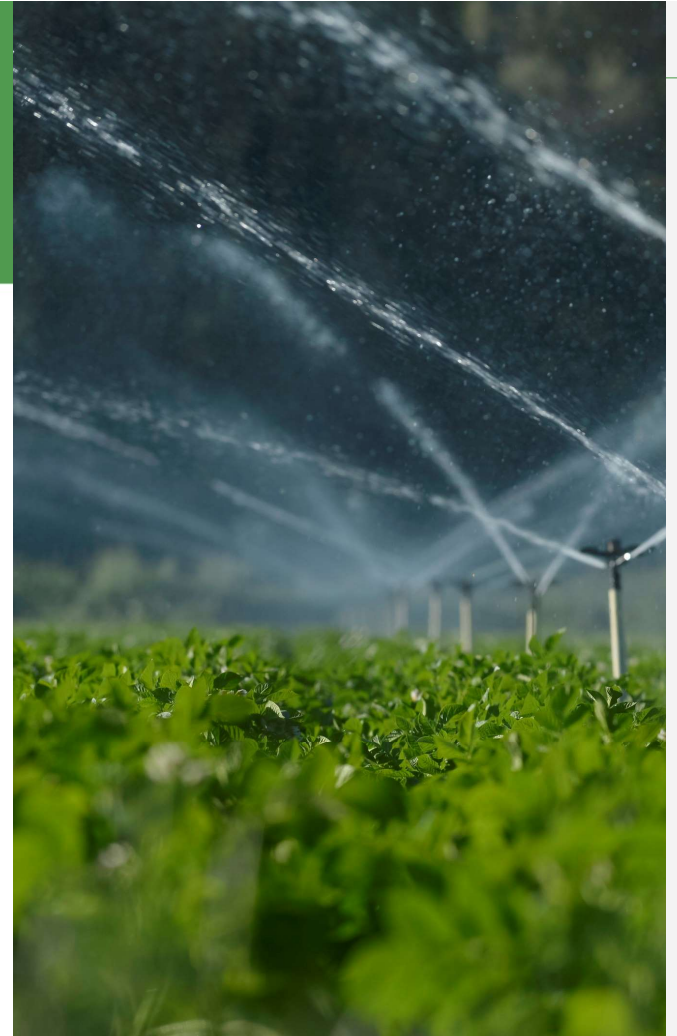
**Hazardous
Waste Rules**
(Management, Handling &
Transboundary Movement)

1948

Factories Act

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

*Ministry of Environment and Forest



Competitive Strengths



Experienced
Promoters and
Management Team



Relationship with
Esteemed Clients
& Vendors



Novel Chemistry
Products & Patents



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



Integrated
Manufacturing Units
with opportunity for
scaling up



In House **NABL**
Accredited QC Labs



Wide **Distribution**
Network

Achievements | News Update

INTERNATIONAL CROP-SCIENCE CONFERENCE & EXHIBITION
 EXCLUSIVE EVENT ON AGRICULTURAL INPUTS IN UAE
14 & 15 FEBRUARY 2022
 Le Meridien Hotels & Conference Centre, Airport Road, Dubai
www.pmfaiindia.org

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

PMFAI-SML Annual Awards
Fastest Growing Company
Best Agrolife Limited



The Statesman

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

AGENCIES
 NEW DELHI, 25 JULY

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

With this new addition, BCS shall become the first agro-chemical industry to manufacture and market Trifloxystrobin in India. Trifloxystrobin being a top molecule has an enormous demand in the domestic and global markets of North America, Europe, Asia-Pacific, South America Middle East, and

The Asian Chronicle

Best Agrolife Limited Gets Registration for the Indigenous Manufacturing of its Proprietary Insecticide Ronfen

Apr 01, 2022 16:35 PM
 New Delhi, India

Best Agrolife Limited (BAL), one of the fastest growing agro-chemical companies in India, made two major announcements today. On Thursday, the Central Insecticides Board Registration Committee granted the registration for the indigenous manufacturing of the company's much-awaited patented binary insecticide (s/BCL) via s/BCL in the 407R HC rating. The company will launch it by the second week of August. BAL had received the patent for Ronfen, which covers the composition of Pyrethrin 0.01, Deltamethrin 0.05, and Chlorantraniliprole 0.1% in a crystal chelated formulation, in August last year. With this BCL, the company has become the first Indian agro-chemical company to manufacture the Indolizidine, three-way insecticidal combination that effectively controls the entire feeding period compared to other Insecticides in the field.

Other than Ronfen, the leading agro-input company has also been granted the registration for the indigenous manufacturing of Oxidiazinone 10%. Pyrethrin 0.05 along with technical manufacturing of Pyrethrin 50% (s/BCL) for the 10% category in the 10% HC rating. The company has decided to launch it in the second week of August.

During trials the aphid, scale insects, mealy bugs, whiteflies, leafhoppers, and mites have been the major concern especially for cotton, oilseed and sugarcane growers across the globe. They can reduce crop productivity and affect both quantitative and qualitative issues. First, a devastating effect is observed on the crop in Punjab State in major 2015 affected about 10% of the cotton crop in 1.32 million hectares causing an estimated loss of 4,200 crore. On the other hand, oilseed crops and rice, if not treated, can complete several generations on crop. Adults and complete life cycle of the pest can be seen on the leaves and growing shoots as a result of trips infestation. Weeds become infested, reduced and killed. Other than this, the majority of insects infesting plants are found to be feeding on the aphid, and mites and many sucking pests also transmit large growth to their colonies.

Suching pests cause direct damage, such as the leaf curl which in turn results in reduced yields. Insects, on and feeding on the leaves, buds or stems of the plant. If they also cause sucking stress, malnourish and general wilting, and drying of the entire plant. Leaf curl, malnourish and wilting are the major signs seen in the sucking pests. It was a very costly business for the farmer in India and across the globe as they had to spend their hard earned money on various pesticides. Motivated by a strong sense of urgency and serving the customer, we BAL have started an intensive R&D program to develop a revolutionary contact solution for all sucking pests and insecticide Ronfen. BAL, New Delhi, India.

With a positive outlook, Trifloxystrobin as part of new product portfolio will open a new window of opportunity to agro-chemical companies to best crop science.

PMFAI-SML Annual Awards
Fastest Growing Company
Best Agrolife Limited

FORTUNE INDIA

THE NEXT 500: LARGEST EMERGING COMPANIES

FORTUNE INDIA

AgroLife Creates a New Niche

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

By JAC C. MATHEW
 PHOTOGRAPHS BY NARENDRA BHATT

31% Rise in revenue over FY20 to FY21

100% Increase in EBITDA over FY20 to FY21

IN THE NEW RURAL MARKET, agro-chemicals manufacturer Best Agrolife Ltd. hasched diversified a new generation insecticide for pest such as Brown Plant Hopper and whitefly. The market had similar products, but Best Agrolife was able to cover 25% market in just 18 months.

Best Agrolife's strategy was simple—identify agri-inputs after products and focus on development and registration. The product began to enter production from 2018. It is now being registered, a complete registration when the product is in the first stage of registration, and will also be the first product to the market. "We already have been the very big markets. Some days ago, we were not allowed to register in some states. Now we are allowed to register in all states. We are now in the first stage of registration, and will also be the first product to the market. We already have been the very big markets. Some days ago, we were not allowed to register in some states. Now we are allowed to register in all states. We are now in the first stage of registration, and will also be the first product to the market."



WHAT IT GOT RIGHT

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WHAT THE NUMBERS SAY

Year	Revenue (₹ Crores)	EBITDA (₹ Crores)
FY18	2,235	42.60
FY19	2,400	45.00
FY20	2,600	48.00
FY21	2,900	54.00

Agrolife, will have to change the brand name of the product. The company has decided to launch it in the second week of August. BAL, New Delhi, India.



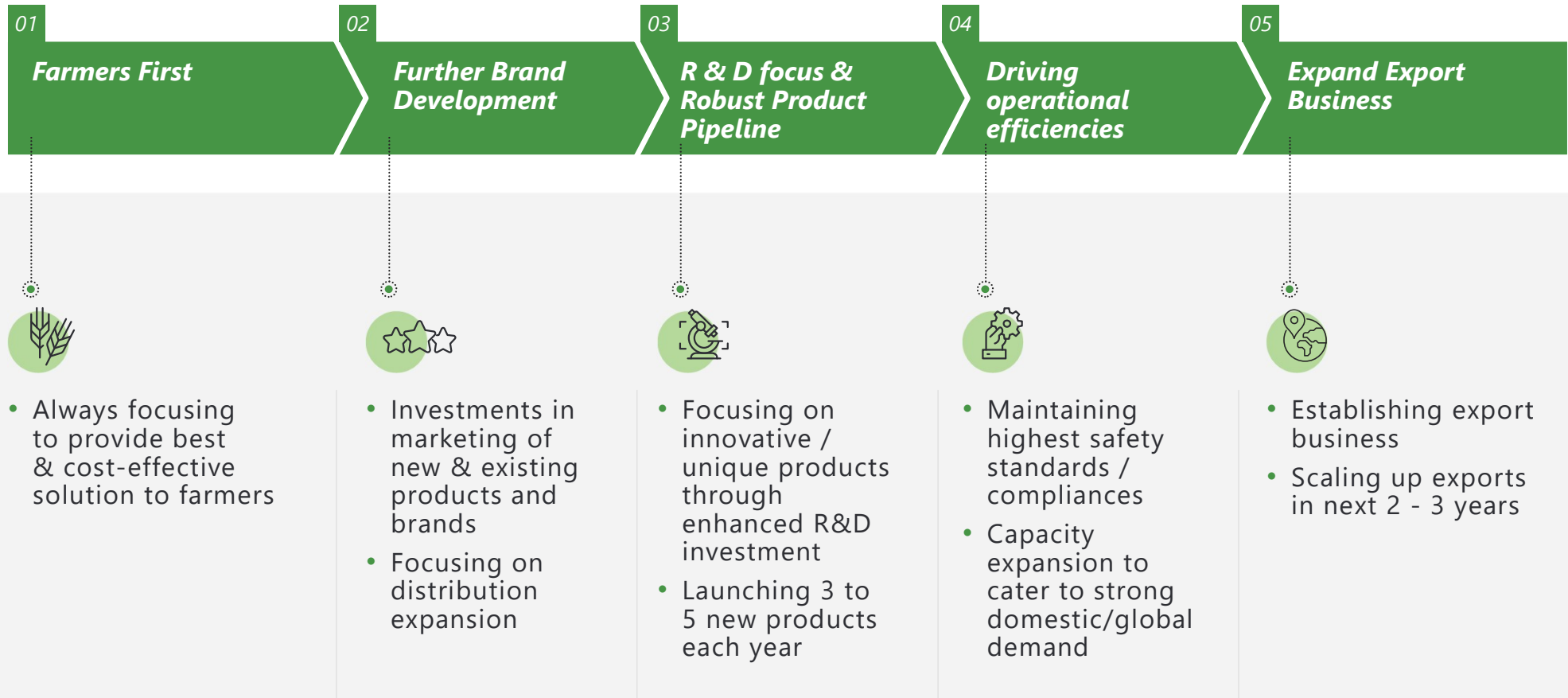
ABOUT US

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

For queries please contact:

EY IR PRACTICE

Rahul Thakur

T: +91 9833319957 | rahul.thakur@in.ey.com

Vikash Verma

T: +91 9664009029 | vikash.verma1@in.ey.com

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