



Q2 & H1 FY24 Earnings Presentation
Best Agrolife Limited



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Q2FY24 Highlights



Mr. Vimal Kumar
MANAGING DIRECTOR

"Despite the challenging external environment, we have maintained a strong growth trajectory, with revenue from operations surging by 32% sequentially to reach Rs. 811 crores. This remarkable growth can be attributed to the success of our flagship products, including Ronfen, Tricolor, CTPR, Propique, Amito, and others. Notably, the second quarter is a pivotal season for Ronfen, and robust interest from farmers is contributing significantly to our growth. Our profit margins remain relatively resilient, driven by an improved product mix. The consistent demand for our products has shielded us from pricing pressures that generic agrochemicals are grappling with.

I am also pleased at the ground-breaking achievement by our subsidiary, Seedlings India, which has been granted a 20-year patent for a revolutionary Synergistic Pesticidal Composition. This composition incorporates two insecticides and a fungicide, offering innovative solutions to the challenges faced in rice cultivation. We have additionally secured a vital 20-year patent for a revolutionary herbicidal composition that promises to enhance rice crop yields. This one-shot herbicide, set to launch in the next Kharif season under the brand name 'Orisulam,' will further bolster our herbicide portfolio. During this quarter, we introduced our patented product, Tricolor, which has garnered a very encouraging response from the farming community.

Notwithstanding the industry's anticipated challenges in the forthcoming quarters, our differentiated product portfolio instills confidence in our ability to drive growth with improvised EBITDA for FY24."

	Revenue	EBITDA	PAT	ROCE
Q2 FY24	Rs. 811 cr ↑ 16% YoY 32% QoQ	Rs. 144 cr 18% EBITDA Margin -21% YoY ↓ 300 bps	Rs. 95 cr 12% PAT Margin -27% YoY ↓ 300 bps	18%



Financial Highlights

Q2 FY24

- ✓ Revenue from operations for Q2 FY24 stood at Rs. 811 cr which grew by 32% QoQ and 16% on YoY basis compared to Rs. 612 cr in Q1 FY24 and Rs. 700 cr in Q2 FY23
- ✓ EBITDA for the quarter came at Rs. 144 cr up 11% QoQ and de-grew 21% YoY compared to Rs. 130 cr in Q1 FY24 and Rs. 183 cr in Q2 FY23. The improvement in EBITDA for the quarter was on account of better product mix.
- ✓ EBITDA margin for the quarter came at 18% as compared to 21% in Q1 FY24 and 26% in Q2 FY23, down 300 bps QoQ and down 800 bps YoY.
- ✓ PAT for the quarter was at Rs. 95 cr, up 5% QoQ and down 27% YoY compared to Rs. 91 cr in Q1 FY24 and Rs. 130 cr in Q2 FY23 .
- ✓ PAT margin for the quarter came at 12% as compared to 15% in Q1 FY24 and 19% in Q2 FY23, down 300 bps QoQ and down 700 bps YoY.



Financial Highlights

H1 FY24

- ✓ Revenue from operations for H1 FY24 stood at Rs. 1,423 cr which grew by 22% on YoY basis compared to Rs. 1,164 cr in H1 FY23
- ✓ EBITDA for H1 FY24 came at Rs. 274 cr up 10% YoY compared to Rs. 248 cr in H1 FY23. The improvement in EBITDA was driven by better product mix and higher sales during H1FY24
- ✓ EBITDA margin for H1 FY24 was at 19% as compared to 21% in H1 FY23, down 200 bps YoY.
- ✓ PAT for H1 FY24 came at Rs. 185 cr up 9% YoY compared to Rs. 170 cr in H1 FY23.
- ✓ PAT margin for H1 FY24 was at 13% as compared to 15% in H1 FY23, down 200 bps YoY.
- ✓ The drop in EBITDA and PAT % is mainly due to increase in Employee cost and Brand building exercise; which is in-line with Business Growth plans and expansion.



Key Business Highlights

Product Launch in Q2FY24

- ✓ BAL Launched 1 Herbicide and 1 Fungicide product during the quarter
 - ✓ Fungicide: TriColor (Patented Combination of Trifloxystrobin 10% + Difenoconazole 12.5% + Sulphur 3% Sc)
 - ✓ Herbicide: Azaro-Pyroxasulfone 85% WG

Other Business Highlights

- ✓ Started new office in Hyderabad, a strategic move to build a pivotal position in the region
- ✓ BAL Inked a marketing agreement with Syngenta for the marketing of Pyroxosulfone 85% WG herbicide under the brand name Movondo
- ✓ BAL invested to acquired 99% stake in Kashmir Chemicals [A Partnership Firm, based at Jammu] and became the major partner, a strategic aim to expand manufacturing capacity

Capex Update

- ✓ Brown field Capex for Strobilurin Chemistry, Backward Integration of Technicals and Capacity enhancement for Formulation is going in full swing as per plans.



Key Business Highlights

Approvals and Registrations received Q2FY24

- ✓ Seedlings India has been granted a patent for an invention entitled "Synergistic Granular Herbicidal Composition For Paddy" for a term of 20 years. The company plans to launch the "Orisulam" brand name herbicide as a one-shot solution in the upcoming Kharif season. The newly patented herbicidal composition is a powerful and effective solution for addressing the challenges of Monocot and Dicot weeds in paddy crops. It offers a comprehensive strategy to combat weeds such as Echinochloa crusgalli, Echinochloa colonum, Ludwigia parviflora, Cyperus rotundus, Cyperus difformis, Cyperus iria, Fimbristylis miliacae, Monochoria vaginalis, Leptochloa chinensis, Panicum repens, Chenopodium album, Commelina benghalensis, and Eclipta alba.
- ✓ Seedlings India has been granted a 20-year patent for a revolutionary invention of a Synergistic Pesticidal Composition that includes two insecticides and a fungicide to address some of the most pressing challenges in rice cultivation. The patented innovation offers a potent and efficient remedy for addressing the issues posed by the Brown Plant Hopper (BPH), Green Leaf Hopper, White Backed Plant, and various fungal diseases that have been persistent challenges for rice crops in India and worldwide.

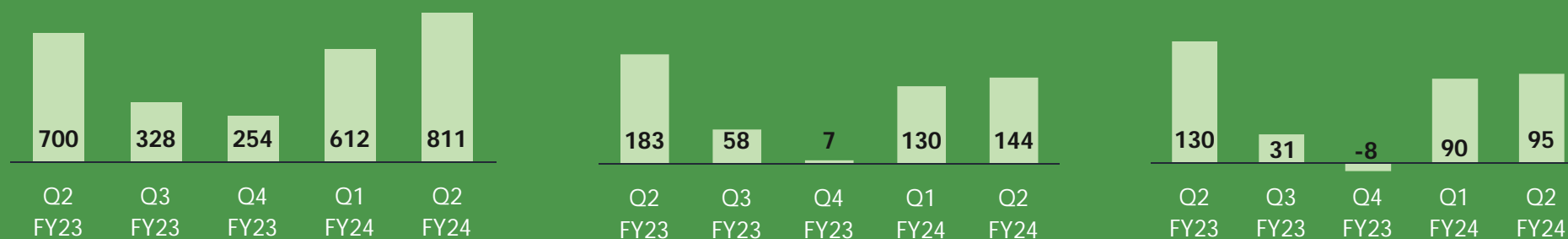
Strong revenue growth coupled with improving margins

Revenue

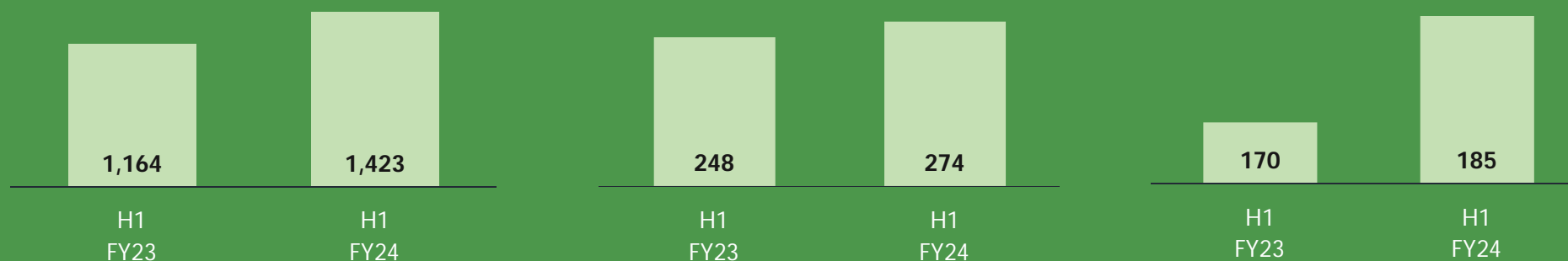
EBITDA

PAT

Q2 FY24



H1 FY24





Glimpse of Differentiated products launched since 2022

Patented
Product

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 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
- ✓ Domestic Market Size of around Rs. 8,000cr

AXEMAN

LAUNCHED



- ✓ AxeMan (Dinotefuran 15% + Pymetrozine 45 % WG), with its dual mode of action, helps protect the rice crop from the devastating pest BPH which develops high resistance against all agrochemicals.
- ✓ AxeMan provides healthy and vibrant tillers at the reproductive stage and helps in the long-duration control and resistance management of BPH in paddy.

WARDEN

LAUNCHED



- ✓ A ternary combination of two fungicides and one insecticide (Azoxystrobin 45% + Thiophanate Methyl 11.25% + Thiamethoxam 25% FS).
- ✓ It acts as a systemic fungicide and insecticide that provides effective seed treatment and can prevent pest and disease infestation for up to long if appropriately treated.

REVEAL

LAUNCHED



- ✓ 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



Glimpse of Differentiated products launched since 2022

first to launch in India after Innovator

CITIGEN (CTPR)



LAUNCHED

- ✓ 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.
- ✓ Best Agrolife is the first generic company to launch the product in India post the product going off-patent
- ✓ Market Size of around Rs. 2,800cr as of 2023

VISTARA (CTPR)



LAUNCHED

TRI-COLOR (DIFENOCONAZOLE + TRIFLOXYSTROBIN + SULPHUR)



LAUNCHED

- ✓ Broad spectrum fungicide 3X formulae where sulphur acts as a catalyst
- ✓ Composition of Difenoconazole, Trifloxystrobin and sulphur
- ✓ We plan to launch this combination PAN India with the brand name 'Tricolor'

AZARO (PYROXASULFONE)



LAUNCHED

- ✓ Novel pre-emergence herbicide for wheat, corn, and soybean.
- ✓ Until now India was dependent on other countries for Pyroxasulfone
- ✓ The market size of Pyroxasulfone is approximately ₹ 450 Crore as of 2023

PROPIQUE (PROPIQUAZAFOP)



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.
- ✓ With ₹ 350 Cr of the market size in India.

AMITO (AMETRYN)



LAUNCHED

- ✓ A new selective early post-emergence herbicide with broad-spectrum activity on grasses and broad-leaved weeds
- ✓ Provides a longer duration of weed control and shields sugarcane

Patented Product

9 (3) Registration



Product Launch Plan FY24

HERBICIDE

Patented Product

**HALOXYFOP +
IMAZETHAPYR +
CHLORIMURON**

TO BE LAUNCHED

- ✓ Patent for herbicidal Composition of Haloxyfop + Imazethapyr + chlorimuron
- ✓ A very prominent one-shot solution for an important crop like Soyabean. High importance not only in India but in other soybean-producing countries as well
- ✓ Plan to launch Pan-India with the brand name 'Shot Down'

**HALOSULFURON
METHYL**

TO BE LAUNCHED

- ✓ Selective, systemic post-emergence herbicide with WDG formulation and residual soil activity
- ✓ Rapidly inhibits the growth of susceptible weeds in low doses
- ✓ Provides exponential benefits every season

**PROPAQUIZAFOP +
OXYFLUORFEN**

TO BE LAUNCHED

- ✓ Contact and Broad Spectrum Herbicide, Post Emergence Herbicide
- ✓ Provides long-duration weed with foliar and residual activity grasses and broad-leaved weeds in Onion crop

FUNGICIDE

Patented Product

**CYAZOFAMID +
DIMETHOMORPH +
DIFENOCONAZOLE**

TO BE LAUNCHED

- ✓ Composition of Cyazofamid, Dimethomorph, and Difenoconazole
- ✓ Highly effective against Late Blight and Downy Mildew in tomato and grapes crops
- ✓ The approximate market size of this fungicidal composition is ₹350 crore.

**METIRAM +
PYRACLOSTROBIN**

TO BE LAUNCHED

- ✓ A novel combination of Metiram and Pyraclostrobin is effective against a broad spectrum of disease
- ✓ A premium broad-spectrum dual AI fungicide that provides extended disease protection and additional health benefits

CYHALOFOP-BUTYL

TO BE LAUNCHED

- ✓ 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



P&L For Q2 & H1 FY24

Value (INR Cr)	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	H1 FY24	H1 FY23	YoY (%)
Revenue from Operation	811	700	16%	612	32%	1,423	1,164	22%
Other Income	(3)	1		4		2	1	
Total Revenue	808	701	15%	616	31%	1,425	1,165	22%
Cost of Goods Sold	597	467	28%	429	39%	1,026	832	23%
Employee Benefits Expense	19	11	68%	16	18%	35	20	74%
Other Operating Expenses	51	39	30%	37	37%	88	63	40%
Total Expenses	667	518	29%	482	38%	1,149	916	26%
EBITDA	144	183	-21%	130	11%	274	248	10%
EBITDA Margin (%)	18%	26%		21%		19%	21%	
Depreciation and Amortisation	8	6	42%	7	12%	15	11	35%
Finance Cost	15	10	61%	12	23%	28	17	67%
Profit Before Tax	118	168	-30%	115	3%	232	222	5%
PBT Margin (%)	15%	24%		19%		16%	19%	
Profit After Tax	95	130	-27%	91	5%	185	170	9%
PAT Margin (%)	12%	19%		15%		13%	15%	



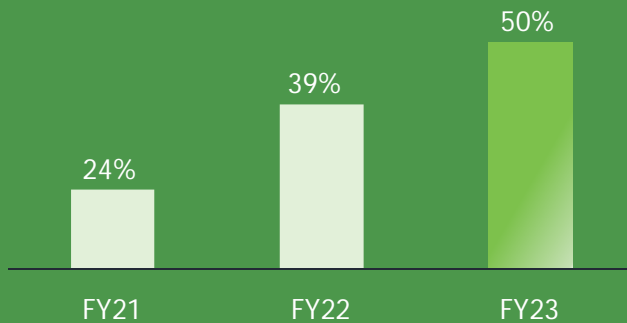
Balance Sheet H1 FY24

Value (INR Cr)	FY 21	FY22	FY23	H1 FY23	H1 FY24
Equity And Liabilities					
Share Holders Fund	153	330	527	495	706
Non-current Liabilities					
Long Term Borrowings	73	52	43	42	36
Other Financial Liabilities	2	17	13	9	12
Total Non-current Liabilities	228	399	583	546	755
Current Liabilities					
Short Term Borrowings	92	218	525	432	558
Trade Payable	192	284	303	550	894
Other Current Liabilities	108	84	64	52	100
Total Current Liabilities	391	585	892	1,034	1552
Total Equity & Liability	619	984	1,475	1,580	2307
Assets					
Non-current Assets					
Net Fixed Asset	74	155	189	156	204
Intangible Asset	0	29	28	29	28
Other Non Current Assets	3	3	52	16	63
Total Non-current Assets	77	187	269	200	295
Current Assets					
Inventories*	287	455	709	633	890
Trade Receivables	174	256	349	563	1012
Cash & Bank Balance	39	40	89	149	57
Other Current Assets	42	46	60	35	53
Total Current Assets	542	797	1,206	1,380	2012
Total Assets	619	984	1,475	1,580	2307

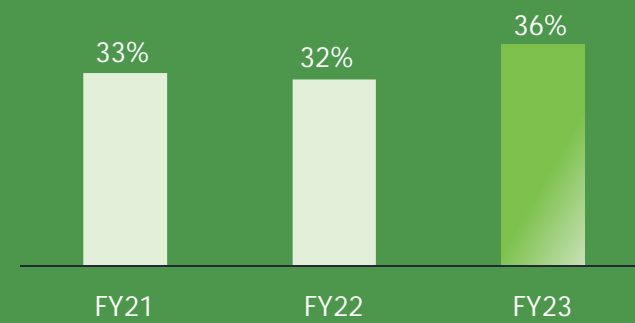


Improving Return Ratios and Stable balance sheet

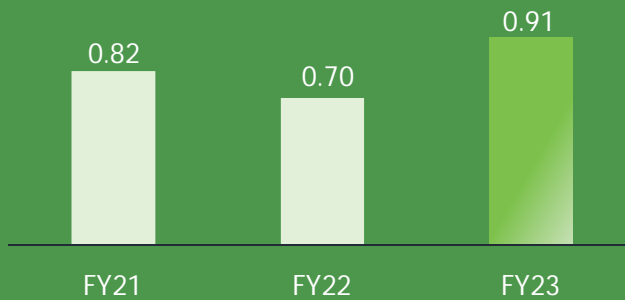
ROCE



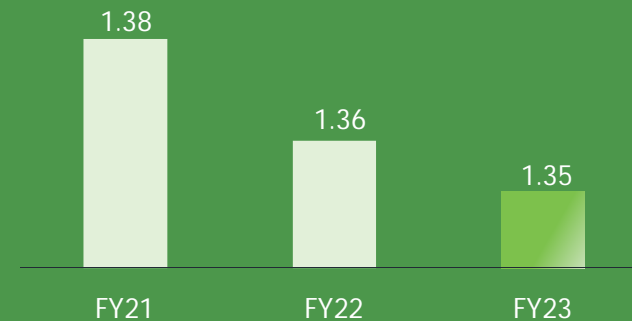
ROE



Net Debt to Equity



Current Ratio





Experienced Management with Domain Knowledge

Management with a cumulative experience of more than five decades



Mr. Vimal Kumar
MANAGING DIRECTOR

A true visionary and a passionate entrepreneur, Mr Vimal Kumar 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. S. B. V. Rama Prasad
EXECUTIVE DIRECTOR

A business leader with an excellent track record across leading companies Mr Bala has been associated at the apex level with several reputed organizations such as Adama India Pvt Ltd. An Agri graduate from Kanpur University Mr Bala comes with more than 40 years of substantial experience in the chemical industry. As a Founder member and Director of the Board of Adama India Pvt Ltd. since 2009, he has delivered significant portfolio and organizational change as part of transforming it into a more focused, growth-driven and sustainable business.

Prior to joining Adama India Pvt Ltd in 2009, Mr Bala worked for Nagarjuna Group (Fertilizers & Pesticides) for more than two decades (1986-2009). With his analytical and strategic mindset and his ability to turn challenges into great success, Mr Bala took Nagarjuna Agrichem & Adama to new heights and turned them into high-revenue-earning companies.



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, 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 Sustenance Engineering Services, Head of Cost of Delivery Optimization.

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

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



Mr. Sanjeev Kharbanda
CHIEF FINANCIAL OFFICER

Mr. Sanjeev is a Post Graduate in Business Management (MBA) from IMT Ghaziabad & comes with a hands on experience of over 28 years His expertise lies in strategic & financial planning, business operations & transformation, investors relationship, audit, tax, treasury, enterprise risk management, governance & compliance.

He has deep knowledge about both Indian and international financial markets and has been recognized among the Top Most Impactful CFO Leaders of 2022-23 by Transformance and a recipient of Top CFONext100 Award in 2017 and 2016 Mr Kharbanda was also awarded among top 20 Treasurers (T20) twice by CFO India Finance.

He joins BAL from Aqualite (a footwear brand supported by PE fund), where he worked as CFO and Business Co-Pilot. He has also worked in senior finance positions with Mother Dairy and leading companies in FMCG & Telecom sector.



Outlook

Revenue Growth ~ 30%
EBITDA Margin ~ 20%

1

Launch of new & innovative products with higher margins

2

Ramping up distribution & branded products business

3

Maximizing backward integration to improve efficiencies

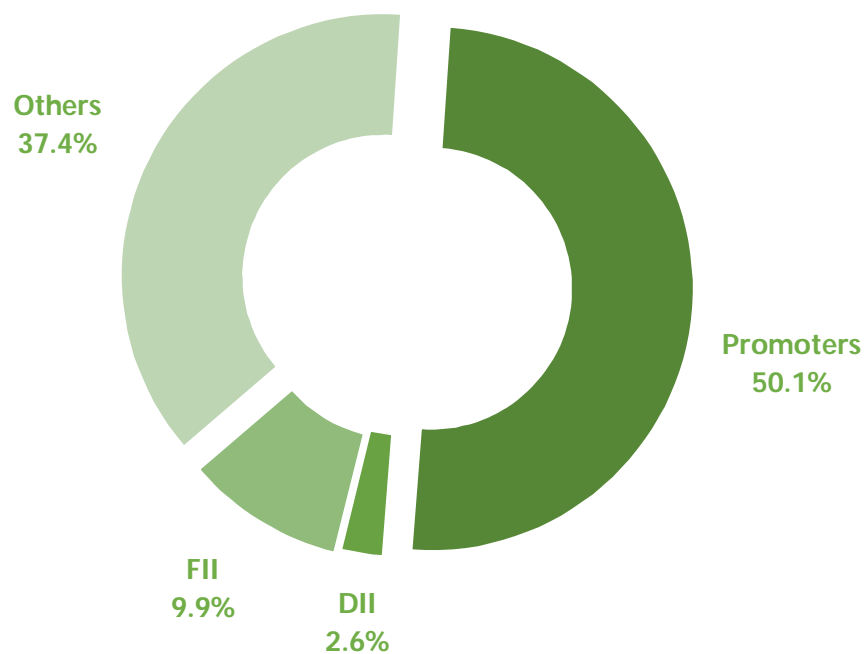
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Building export business



Share Information

Shareholding as on 30th September 2023



Share Information (as on 30th September 2023)

BSE Ticker	539660
Market Cap (INR Cr)	2657.31
% free-float	49.9%
Free-float market cap (INR Cr)	1,325.93
Total Debt (INR Cr)	5,94
Cash & Cash Equivalents (INR Cr) [#]	57
Shares Outstanding	2,36,44,740
3M ADTV (Shares)*	71,561
3M ADTV (INR Cr)*	8.53
Industry	Agrochemicals

*Source: NSE & BSE as of 30th September 2023

Thank You

For queries please contact:

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