



Best Agrolife Limited

CIN : L74110DL1992PLC116773

August 13, 2024

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

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

SCRIP CODE: 539660
SCRIP ID: BESTAGRO

Sub: Intimation under Regulation 30 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
CS & Compliance Officer



Encl. as above





Best Agrolife Limited

BEST

AGROLIFE LIMITED

Q1 FY25 Earnings Presentation

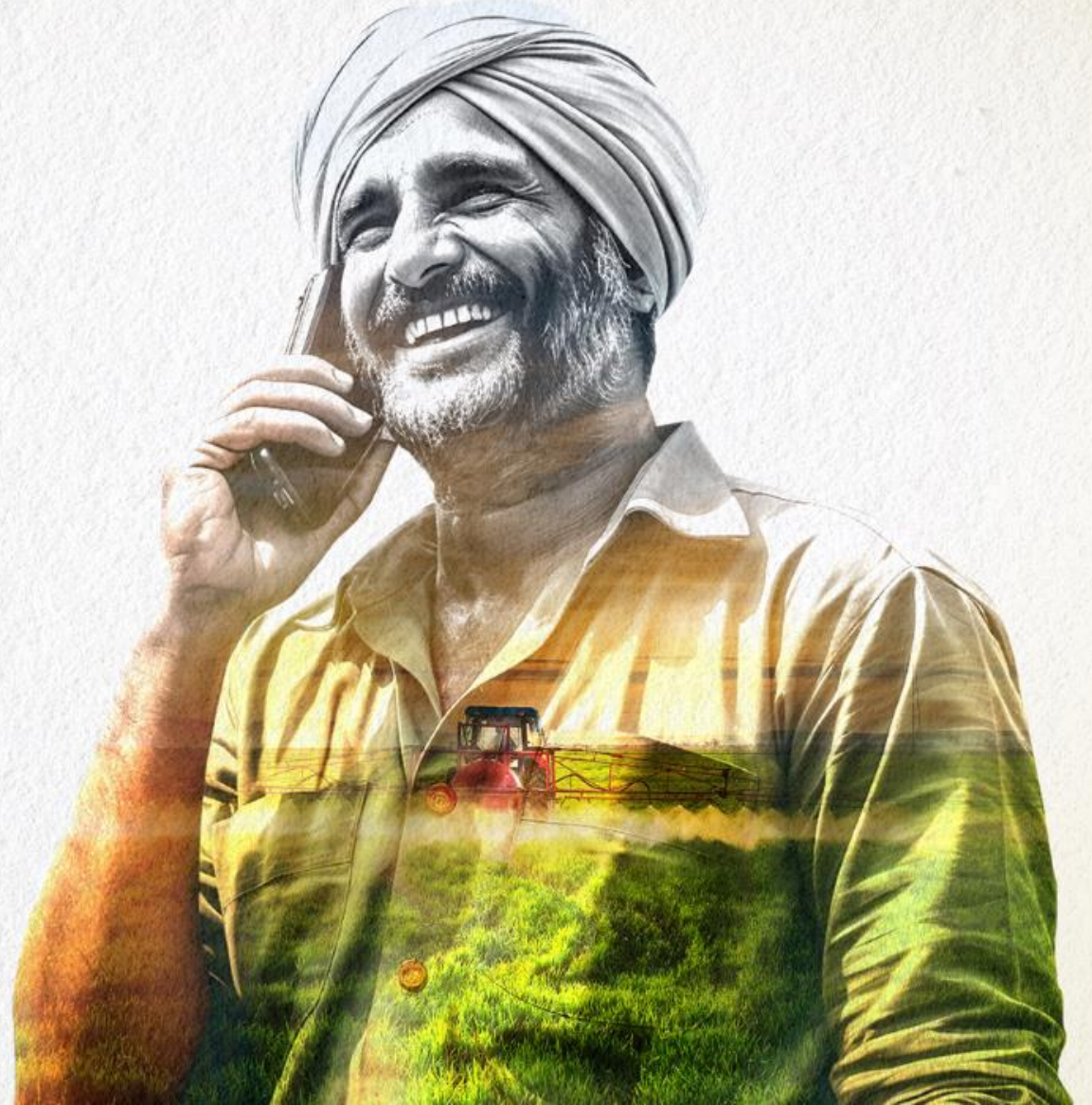
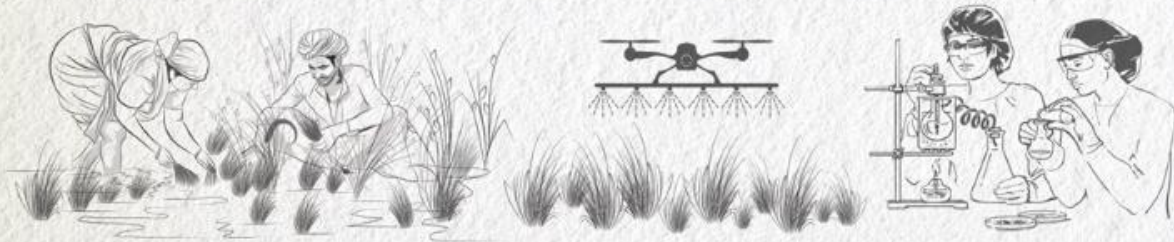




Table of Contents



**Financial
Highlights**



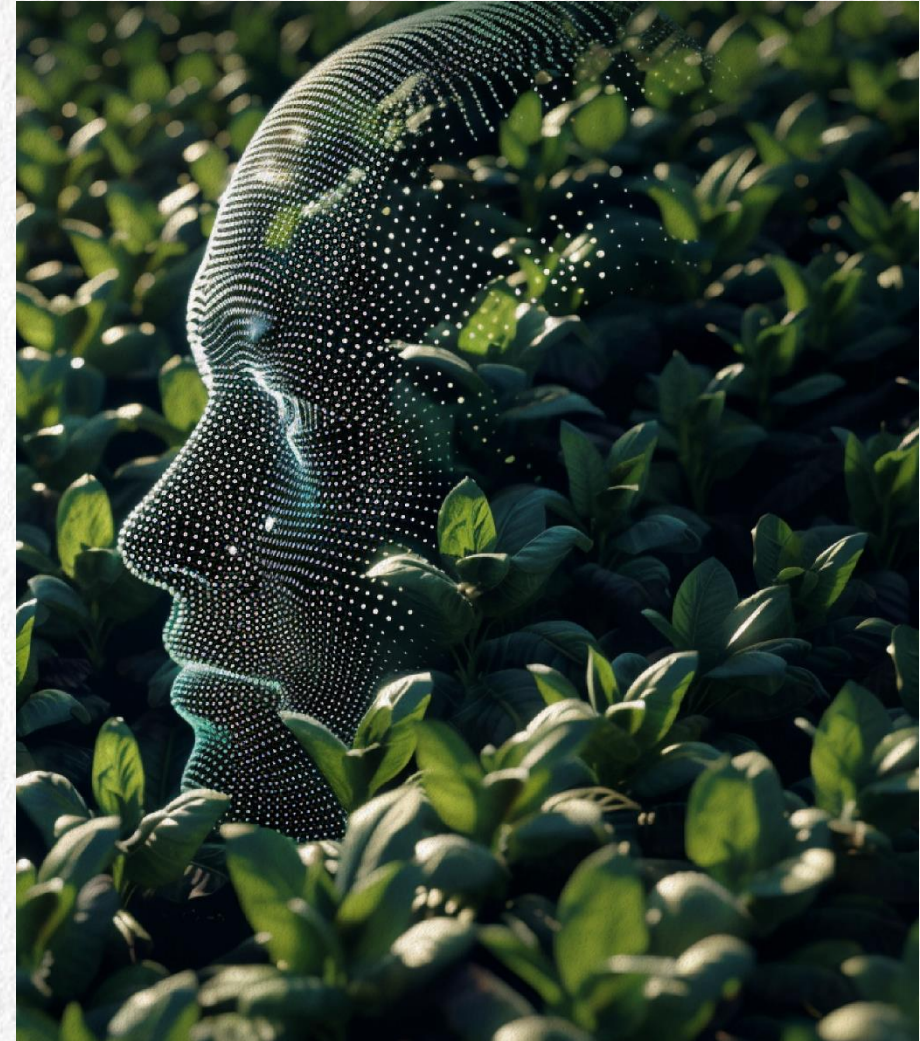
**Key Business
Highlights**



**Products
Launched**



Way Ahead





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Management Comment



Mr. Vimal Kumar
Managing Director

"The early arrival of the monsoon in India boosted positive sentiments in the agricultural sector. La Niña conditions are expected to intensify in the latter half of the monsoon season, compensating for the current precipitation deficiency. As of June 28, 2024, Kharif sowing had surged by 10% year-on-year, reaching 58 million hectares, driven primarily by the increased cultivation of pulses, oilseeds, and cotton. This should boost EBITDA for agrochemical companies in the coming quarters. Inventory de-stocking issues should improve with the good monsoon, as higher demand and improved volumes have helped companies liquidate excess inventory in Q1 FY25.

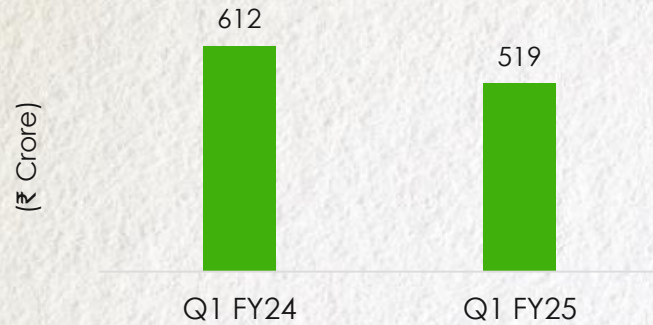
During the quarter, Best Agrolife achieved key milestones, including launching the patented product "Orisulam" and introducing "Nemagen," expanding their agrochemical solutions. Additionally, the Company secured a patent for a Stable Synergistic Pesticidal Composition, highlighting its commitment to innovation and sustainability. These advancements demonstrate the Company's dedication to providing cutting-edge solutions and supporting farmers with reliable products."



Financial Highlights

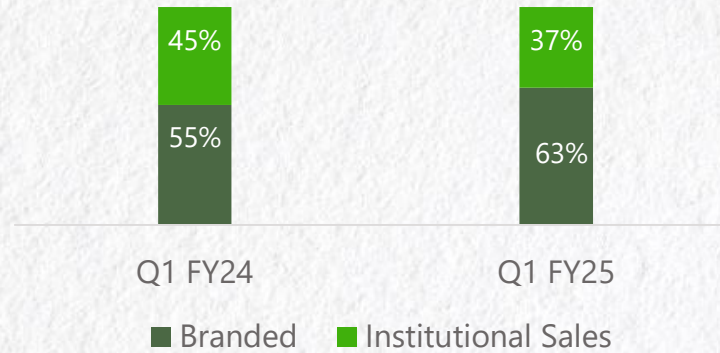


Revenue from operations

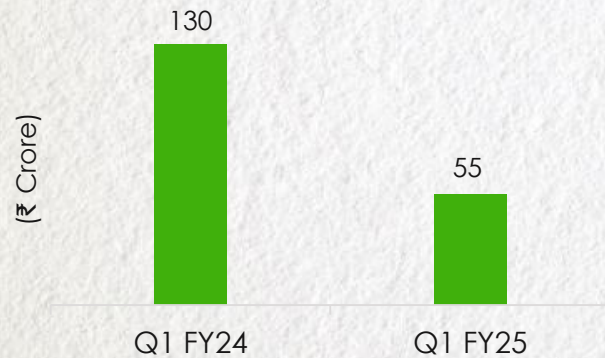


Decline in revenue was mainly due to the strategic shift on building the branded business and lower institutional sales. Also, there was delay in monsoon by in June which resulted in postponement of sales from Q1 to Q2.

Branded v/s Institutional Sales



EBITDA*




Decline in EBITDA was due to decreased revenue, the strategic shift towards building branded business that led to higher employee & other expenses and liquidation of expensive inventory built in Q4 FY24.

PAT



*EBITDA is calculated excluding other income






P&L For Q1 FY25



Value (INR Cr)	Q1 FY25	Q1 FY24	Q4 FY24
Revenue from Operations	519	612	135
Other Income	3	4	1
Total Revenue	522	617	136
Cost of Goods Sold	391	395	146
Employee Benefits Expense	26	16	22
Other Operating Expenses	47	37	35
Total Expenses	464	482	202
EBITDA*	55	130	(67)
EBITDA Margin (%)	11%	21%	(50)%
Depreciation and Amortisation	10	7	11
Finance Cost	16	12	15
Profit Before Tax	32	115	(92)
PBT Margin (%)	6%	19%	(68)%
Profit After Tax	21	91	(72)
PAT Margin (%)	4%	15%	(54)%

*EBITDA is calculated excluding other income



Key Business Highlights



01 Product Launches in Q1 FY25

- › Insecticide and Fungicide: Defender and Warden Extra
- › Insecticide: Nemagen
- › Herbicide: Orisulam

02 Approvals and Registrations received in Q1 FY25

- › Secured new patent under the Invention name of Stable Synergistic Pesticidal Composition
- › Best Crop Science Private Limited, received registration for indigenous manufacturing of Haloxyfop R Methyl Ester Technical 96% w/w
- › Seedlings India Private Limited received license for indigenous manufacturing of Chlorantraniliprole 4.5%, Novaluron 11.5%, and Emamectin Benzoate 1.5%

03 Other Business Highlights

- › Best Agrolife leaps forward in digital transformation with SAP S/4HANA Greenfield implementation





Glimpse of Differentiated Products launched since 2022

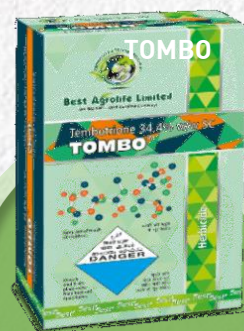


RONFEN

Patented Product

Launched

- ✓ A single shot solution that controls all sucking pests in various crops like cotton, chilly, vegetables, and many other segments
- ✓ Ronfen covers the composition of Pyriproxyfen 8%, Diafenthiuron 18%, and Dinotefuran 5% in a unique suspension concentrate formulation



TOMBO
(TEMBOTRIONE)

Launched

- ✓ A new generation corn herbicide Tembotrione shows a fast efficacy in control of weeds
- ✓ It is a post emergence herbicide that dissipates rapidly in the environment that causes any crop phytotoxicity
- ✓ It has a low application rate per hectare and hence poses almost nil environment risk



CITIGEN
(CTPR)

First to launch in India after Innovator

Launched

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



VISTARA
(CTPR)

Launched

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



TRICOLOR

Patented Product

Launched

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



Glimpse of Differentiated Products launched since 2022



AZARO
(PYROXASULFONE)



PROPIQUE
(PROPIQUAZAFOP)

9 (3) Registration



WARDEN EXTRA

Patented Product



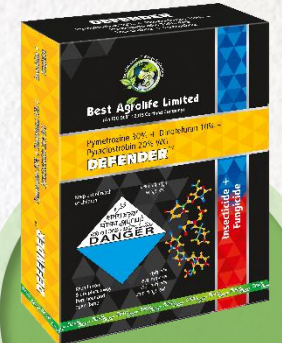
ORISULAM

Patented Product



NEMAGEN

Patented Product



DEFENDER

Patented Product

Launched

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

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

Launched

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

Launched

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

Launched

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

Launched

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



Patented Product Launch Plan FY25



Patented Product

**HALOXYFOP + IMAZETHAPYR +
CHLORIMURON**

HERBICIDE

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'



Patented Product

**CYAZOFAMID + DIMETHOMORPH +
DIFENOCONAZOLE**

FUNGICIDE

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



Experienced Management Team



Mr. Vimal Alawadhi

Managing Director

A true visionary and a passionate entrepreneur, Mr Vimal Alawadhi is an eminent personality with vast and rich experience in the Agrochemicals Industry. He oversees strategy, management, development, and integration of the company policies. With Best Agrolife he is pioneering endeavors to provide farmers with safe agrochemical products at economical prices.

He has been interviewed by international magazines from "African Farming and Food Processing" to the publication Agro Pages, where he spoke on the "Taking Indian Brands and Leaders. Strides towards Make in India". In the 2018 edition of India Suppliers Guide, Mr. Vimal's views were published as "An Agrochemical Perspective from India". In 2019, he was featured in the Forbes India magazine's & in 2022 featured in Fortune India magazine.



Mr. P. N. Karlekar

Managing Director

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

He has been associated at the apex level with reputed organizations such as -Rallis India Ltd as President Technology, thereafter worked at leadership levels including as President of the Agrochemical division of Atul Ltd, as COO of Deepak Nitrite Ltd., as Managing Director of Cheminova India Ltd from 2008 and subsequently as its President international region comprising of Asia-Pacific, Africa, Middle East. Later on, post-global acquisition of Cheminova by FMC corp (USA), he assumed the position of country head for FMC India. In these assignments he worked on strategic areas such as mergers and acquisitions and global business development etc.



Mr. 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. N Surendra Sai

Head International Business

A passionate technologist and entrepreneur having 31 years of extensive experience and understanding of Organizational Program Management, Business Analytics, Innovation, Startup Culture and Technology. He has held various leadership positions at private and government sectors with national and international exposure. In his 15 years stint at Wipro Technologies, held the roles of Delivery Head (PES), Program Head of Microsoft Windows Sustainance Engineering Services, Head of Cost of Delivery Optimization. As a scientist with DRDO he worked on technology development and R&D for critical systems of national importance. He was instrumental in creating India's first Quantum Secure Communication Stack for National Agencies. In his earlier stint with Best Group, The R&D environment created by him established a foundation for manufacturing of next generation molecules.



Mr. Vikas Jain

Chief Financial Officer

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



Outlook For FY25



Launch of new & Innovative products with higher margins



Ramping up distribution & branded products business



Improving Cash Flow



Improving working capital cycle



Revenue Growth
15 to 20%
EBITDA Margin
15 to 17%





Thank You

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