



# Best Agrolife Limited

CIN : L74110DL1992PLC116773

March 26, 2025

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

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

SCRIP CODE: 539660  
SCRIP ID: BESTAGRO

Sub: Disclosure under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Outcome of Investors/Analysts Meet

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that the officials of the Company attended Bharat Connect Conference Rising Stars 2025 organised by Arihant Capital on March 26, 2025.

Submitted for your information and record.

Thanking You,  
Yours Faithfully,  
For Best Agrolife Limited

Astha Wahi  
CS & Compliance Officer

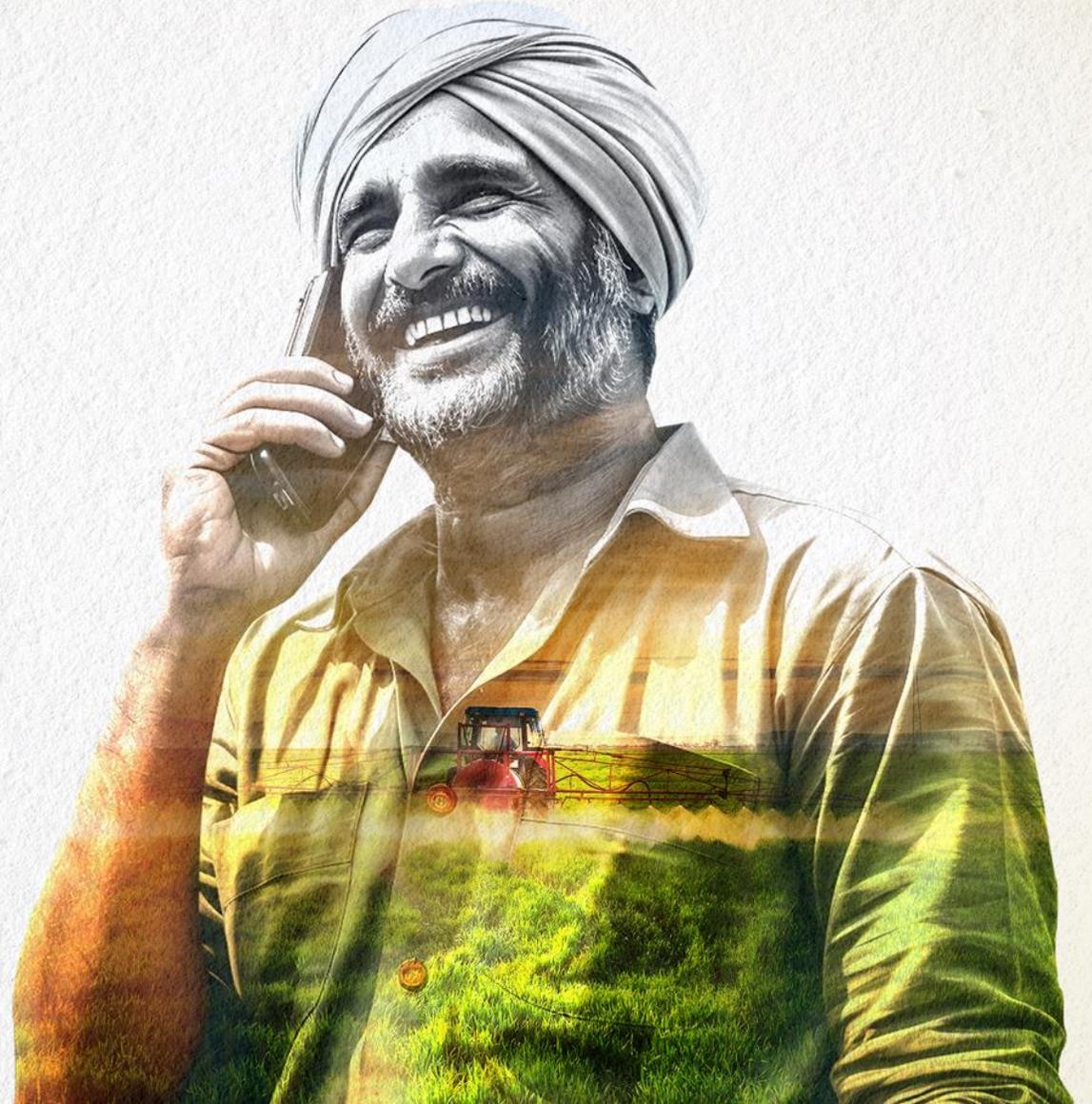
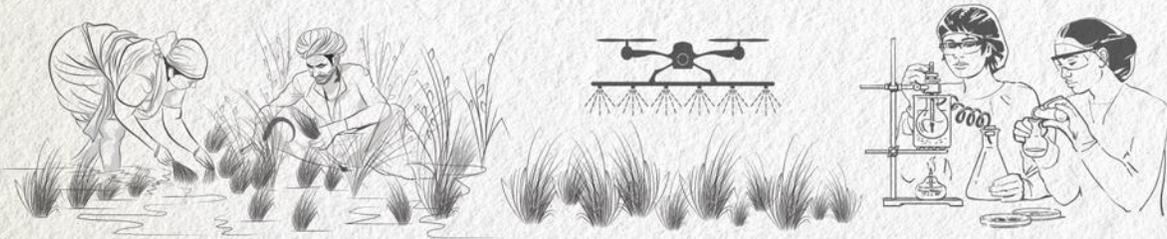




**Best Agrolife Limited**

# BEST

## AGROLIFE LIMITED



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## Holding Structure of the Company



**Best Agrolife Limited**

Best  
Agrolife Limited

Parent Company

Seedlings India Pvt. Ltd.  
**SEE LINGS**  
THE LEADING IN SEEDLING BUSINESS

Seedlings  
India Private  
Limited

Wholly Owned  
Subsidiary



**Best Crop Science Pvt. Ltd.**

Best Crop Science  
Private Limited

Wholly Owned  
Subsidiary



**Best Agrolife Global**

Best Agrolife  
Global

Mauritius  
Subsidiary



**Sudarshan Farm Chemicals  
India Private Limited**

Wholly Owned  
Subsidiary



**Kashmir  
Chemicals**

99%

## Strengths of the Company



### Robust R&D Capabilities

Best Agrolife Limited boasts state-of-the-art NABL-accredited laboratories and a team of skilled scientists, driving continuous innovation in agrochemical solutions. Our focus on research ensures we stay ahead in developing safer, more effective products.



### Integrated Manufacturing

Operating multiple ISO-certified manufacturing facilities, we ensure stringent quality control and operational efficiency. Our technicals and formulations manufacturing capacities enable us to meet the growing demand for high-quality agrochemicals.



### Diverse Product Portfolio

With over 70 formulations and 20 technical-grade pesticides, our comprehensive product range addresses various crop protection needs. This diversity allows us to cater to different agricultural challenges and market requirements.



### Extensive Distribution Network

Our strong presence in 21 states with over 8,400 distributors ensures that our products are accessible to farmers across the country. This wide reach helps us support and empower a large farming community.



### Commitment to Sustainability

Entered into an agreement of 3 MW solar energy with Fourth Partner Energy for Best Crop Science Pvt Ltd, saving 33% on per unit on electricity costs annually.



### Global Presence

With product registrations in over 90 export markets, Best Agrolife Limited has established a significant international footprint. Our global reach allows us to share our innovative solutions with farmers worldwide, enhancing agricultural productivity on a global scale.



# Company Snapshot



**13<sup>th</sup>**

Largest Indian  
Agrochemical  
Company\*

**40**

Warehouses

**21**

States

**5**

Patented Products  
with focus on  
Branded sales

**10,900+**

Dealers

**4**

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

**494+**

Formulations  
registered in India

**1,150+**

Employees

**27%**

3 Year Revenue CAGR

**42%**

3 Year PAT CAGR



# Operational Optimization and Service Excellence



1. Plan to continue concentration on the branded sales as we have good portfolio and strong pipeline
2. Since last 2 years patented products share in branded business has gone up from 9% to 30%
3. Volumes of branded business increased by 25%, however market price reduction of 20% impacted the overall sales numbers.
4. Resilience in the price of patented products was seen resulting in improvements in gross margins.
5. B2B generics reduced by Rs. 300 cr as we shift business to B2C.
6. In FY25, higher expenditure incurred in building the Sales and Marketing operations for pan India presence
7. Expansion in the southern part of India completed.



# Operational Optimization and Plans



1. Brown field project – Building new capacity for strobilurin project
2. Two new patented products planned for launch in Q1 and Q2 of FY26.
3. Optimization of the Operational Expenses
  - a) Merging various sales regions for improved per employee sales efficiency
  - b) Better forecasting to enable to reduce inventory and working capital
  - c) Better control on sales return by increasing the farmer demand generation and improving policies
  - d) Expenditure in development of Brand Structure (especially in South) already incurred, will reduce in FY26
4. B2B focus in FY26 will be on specific specialty products. Target will continue to be approx. 30:70 for B2B vs B2C



# Key Highlights



## 01 Financial Performance

- Revenue for Q3 FY25 decreased to ₹274 crores, primarily due to reduced demand for agrochemical products driven by adverse weather conditions and lower pesticide consumption.
- There has been an increase in the branded business but that was compensated by the reduction in the institutional business.
- Profitability was impacted due to increased competition, a significant drop in pesticide usage. On the other hand, higher investment in manpower, expanding our dealer network, and enhancing marketing efforts resulted in higher OPEX affecting our profitability in the short term however it will be beneficial in the long run.
- Additionally, institutional business saw a sharp decline of ₹72 crore, dropping from ₹114 crore to ₹42 crore.
- Foreign currency loss of ₹11.36 crores due to weakness in INR.

## 02 Approval received in Q3 FY25

- Granted a patent by the African Intellectual Property Organization (OAPI) for an invention entitled "SYNERGISTIC PESTICIDAL COMPOSITION AGAINST SUCKING PESTS COMPLEX."
- Received regulatory approval for indigenous manufacturing of our patented innovation Shot Down (Haloxfop-R-methyl 12.8% and Imazethapyr 10% ME) u/s 9(3) by Central Insecticides Board & Registration Committee.
- Secured a process patent for the production of Methyl 2-(2-methylphenoxyethyl) phenylglyoxylate.
- Received patent for insecticide formulation Bestman, a combination of Fipronil, Abamectin, and Tolfenpyrad in Suspension Concentrate (SC).
- Secured a synergistic patent for its novel ternary pesticide formulation that integrates Spiromesifen, Hexythiazox, and Abamectin.

## 03 Other Business Highlights

- During the quarter the company entered into strategic partnership with Shanghai E-Tong Chemical Co., Ltd., focusing on collaborative research, manufacturing, and global market development. The partnership aims to explore new product registrations, joint ventures for factory cooperation, and expand market reach using best practices. Together, the companies aim to address modern agricultural challenges and deliver solutions that improve productivity and sustainability.

## 04 Seasonal conditions

- Continuous rains and delayed monsoons in southern India led to reduced pesticide usage and disrupted crop protection activities, particularly in key revenue-generating states like Andhra Pradesh, Telangana, and Tamil Nadu.
- Chilli prices have dropped by approximately 35%, from ₹19,000 per quintal in January 2024 to ₹10-12,000 this year resulting in a decline in demand for agrochemical products.





# Financial Highlights



## Revenue from operations



## EBITDA\*



## PAT



## EPS



\*EBITDA is calculated excluding other income

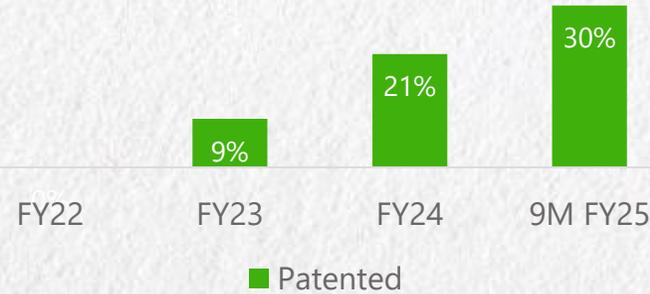
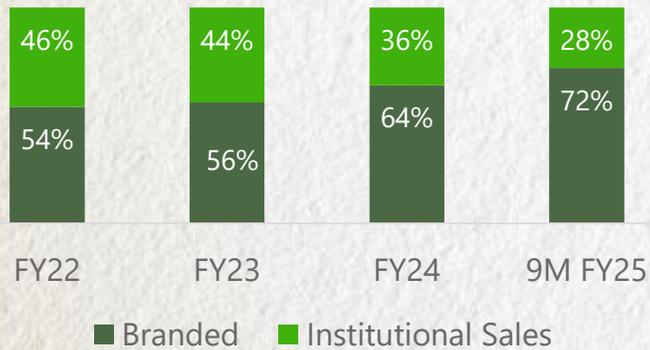
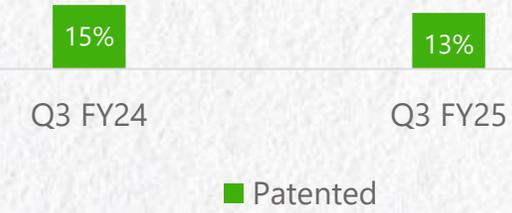


# Building a Branded Business

## Branded v/s Institutional Sales



## Contribution of Patented products in Branded Sales



Ronfen



Warden Extra



Defender



Nemagen



Tricolor



# Consolidated P&L for Q3 FY25



Value (INR Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25
<b>Revenue from Operations</b>	<b>274</b>	<b>315</b>	<b>(13)%</b>	<b>747</b>
Other Income	0	0		1
<b>Total Revenue</b>	<b>274</b>	<b>315</b>	<b>(13)%</b>	<b>748</b>
Cost of Goods Sold	185	243		494
Employee Benefits Expense	29	25		29
Other Operating Expenses	66	28		76
<b>Total Expenses</b>	<b>280</b>	<b>296</b>		<b>599</b>
<b>EBITDA*</b>	<b>(6)</b>	<b>19</b>	<b>(131)%</b>	<b>149</b>
<b>EBITDA Margin (%)</b>	<b>(2)%</b>	<b>6%</b>	<b>NA</b>	<b>20%</b>
Depreciation and Amortisation	11	6		10
Finance Cost	16	19		16
<b>Profit Before Tax</b>	<b>(33)</b>	<b>(6)</b>	<b>NA</b>	<b>122</b>
<b>PBT Margin (%)</b>	<b>NA</b>	<b>(2)%</b>	<b>NA</b>	<b>16%</b>
<b>Profit After Tax</b>	<b>(24)</b>	<b>(7)</b>	<b>NA</b>	<b>95</b>
<b>PAT Margin (%)</b>	<b>NA</b>	<b>(2)%</b>	<b>NA</b>	<b>13%</b>
<b>Diluted EPS</b>	<b>(10.22)</b>	<b>(2.80)</b>	<b>NA</b>	<b>40.03</b>

\*EBITDA is calculated excluding other income



# Consolidated P&L for 9M FY25



Value (INR Cr)	9M FY25	9M FY24	FY24
<b>Revenue from Operations</b>	<b>1,554</b>	<b>1,738</b>	<b>1,873</b>
Other Income	(2)	2	3
<b>Total Revenue</b>	<b>1,552</b>	<b>1,740</b>	<b>1,876</b>
Cost of Goods Sold	1,083	1,269	1415
Employee Benefits Expense	87	60	82
Other Operating Expenses	182	116	151
<b>Total Expenses</b>	<b>1,352</b>	<b>1,445</b>	<b>1,648</b>
<b>EBITDA*</b>	<b>202</b>	<b>293</b>	<b>226</b>
<b>EBITDA Margin (%)</b>	<b>13%</b>	<b>17%</b>	<b>12%</b>
Depreciation and Amortisation	31	22	33
Finance Cost	48	47	62
<b>Profit Before Tax</b>	<b>121</b>	<b>226</b>	<b>134</b>
<b>PBT Margin (%)</b>	<b>8%</b>	<b>13%</b>	<b>7%</b>
<b>Profit After Tax</b>	<b>92</b>	<b>179</b>	<b>106</b>
<b>PAT Margin (%)</b>	<b>6%</b>	<b>10%</b>	<b>6%</b>
<b>Diluted EPS</b>	<b>38.92</b>	<b>75.60</b>	<b>44.94</b>

\*EBITDA is calculated excluding other income

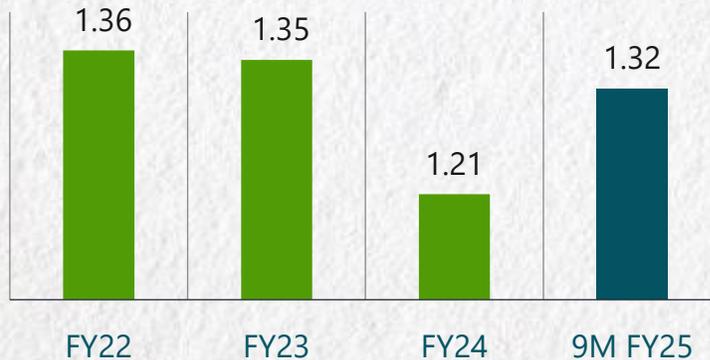
## Debt to Equity (x)



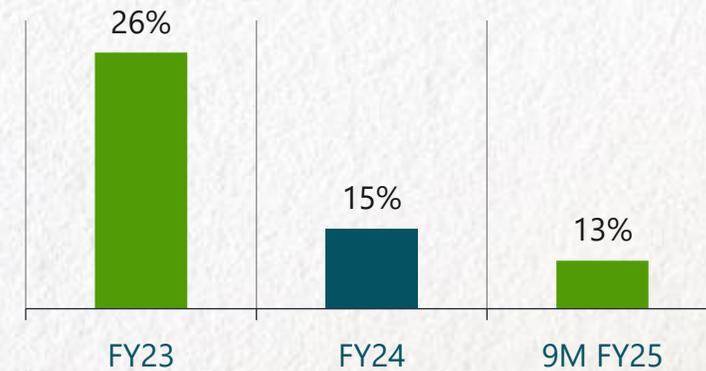
## Net Debt to Equity (x)



## Current Ratio (x)



## ROCE



\*Formulae:

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

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

Current ration = Current Assets / Current liabilities



# Working Capital Movement





# Glimpse of Differentiated Products



RONFEN

Patented Product

Launched

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



TOMBO  
(TEMBOTRIONE)

Launched

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



CITIGEN  
(CTPR)

First to launch in India after Innovator

Launched

- ✓ Best Agrolife is the first generic company to launch the product in India post the product going off-patent
- ✓ It is a plant systemic insecticide that belongs to the group anthranilic diamide, which has a unique mode of action called Ryanodine Receptor Activators that disrupt normal muscle functions within the pest
- ✓ Activation leads to the unregulated release of Ca<sup>2+</sup> (Calcium) from the sarcoplasmic reticulum muscle cells resulting in impaired muscle paralysis, feeding cessation, lethargy and eventually insect death



VISTARA  
(CTPR)

Launched



TRICOLOR

Patented Product

Launched

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



# Glimpse of Differentiated Products



**AZARO**  
(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 Products 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



# Thank You

## Contact us

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(Investor Relations)

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