# Best Agrolife Limited

CIN : L74110DL1992PLC116773

1st November, 2026

To

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 SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 as amended, please find the attached Corporate Presentation.

Submitted for your information and record.

Thanking You,

Yours faithfully
**For Best Agrolife Limited**

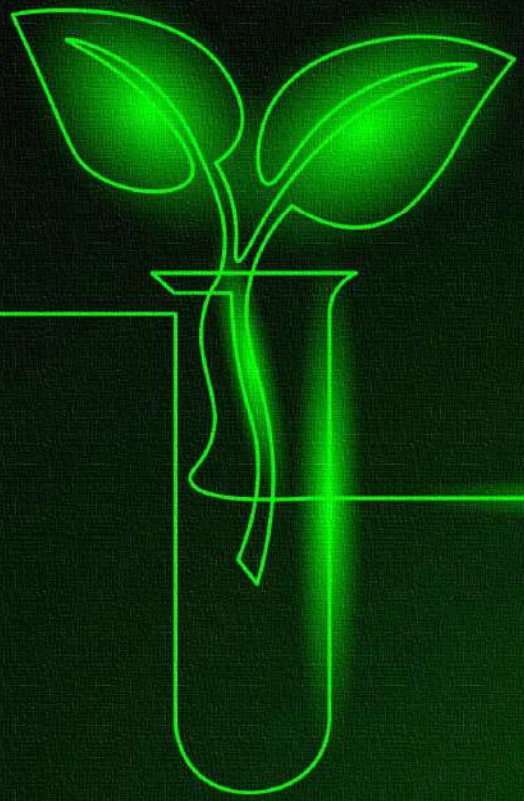
**Aarti Arora**
**CS & Compliance Officer**

**Encl. as above**

Best Agrolife Limited

FINANCIAL PERFORMANCE

# Q2 & H1 FY26-27



## DISCLAIMER

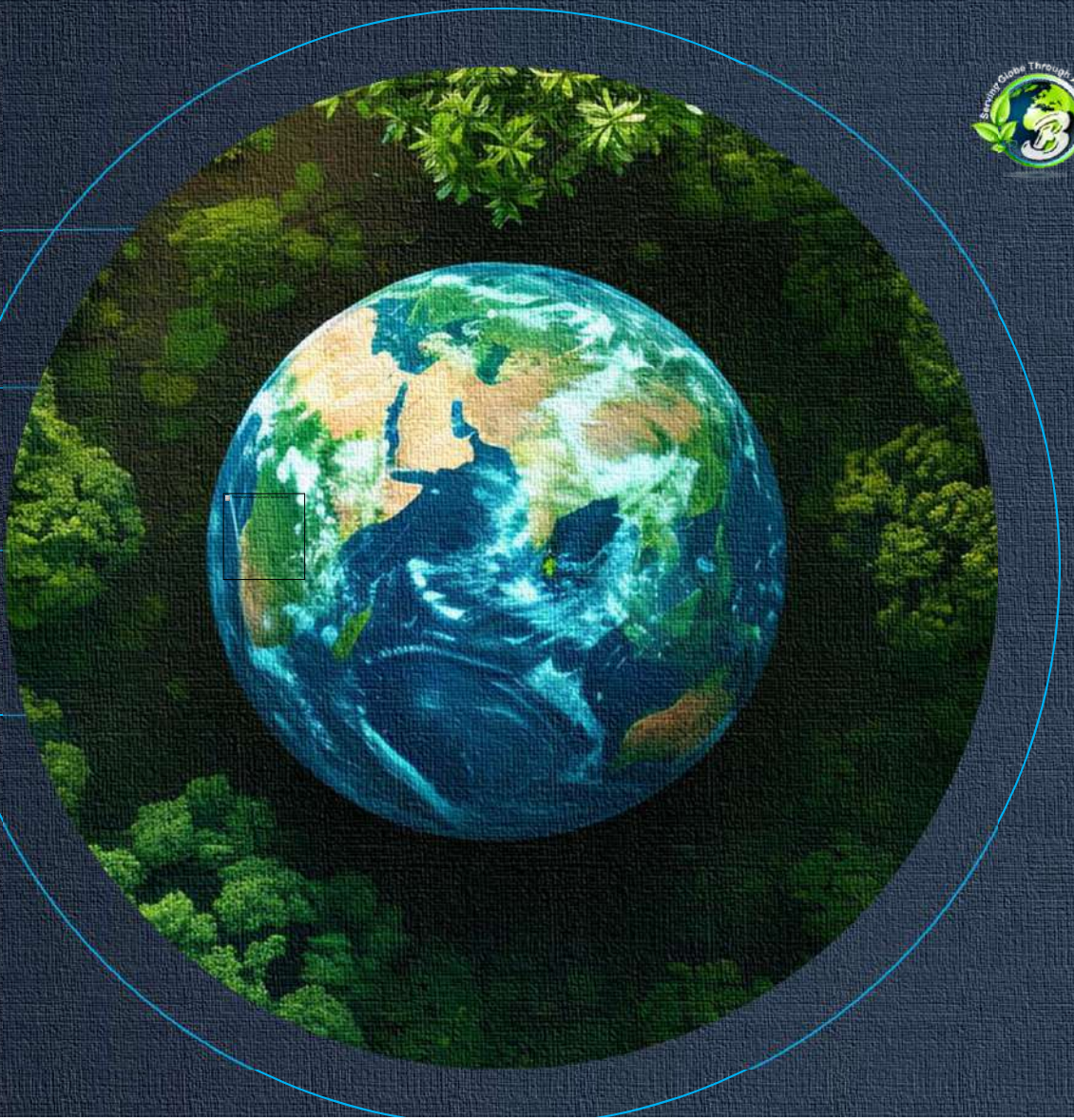
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- Management's comment
- Patent & Latest Launches
- Registrations & Global presence
- Q2 & H1 FY27 Highlights

## COMPANY OVERVIEW

**43**
Warehouses
21 States

**12+**
Patented
Products

**10,900+**
Dealers

**2**
R&D Centers

**4**
Manufacturing units
7,000 MTPA Technical
35,500 KL Formulation

**530+**
Formulations
Registrations

**800+**
Employees

**4**
Global presence in
Brazil, China,
Mauritius, UK

**Agropages Top 20 Indian Agrochemical Companies*

## FROM MD'S DESK



**Mr. Vimal Kumar**
Managing Director

*"Q2FY27 was a challenging quarter for the domestic crop protection industry. Irregular monsoon rainfall delayed and uneven sowing, moisture stress and limited irrigation availability across several agricultural regions affected crop establishment and the timing of crop protection applications. These factors, coupled with cautious farmer spending and heightened competitive intensity, created significant headwinds for the business.*

*Despite these challenges, we delivered a strong improvement in profitability, with EBITDA growing 30% in Q2FY27 and 45% in H1FY27. An important contributor to our margin expansion has been our strategic shift over the past two years towards a stronger patented product portfolio, complemented by our continued focus on cost discipline and operational efficiency. We intend to build on this progress by further strengthening our patented portfolio, with innovation and intellectual property at the core of our long-term growth strategy.*

*During the period, we secured a patent grant for the combination of Fluxametamide, Abamectin and Trifloxystrobin and advanced our international business through a 47-metric-tonne shipment to Sudan, registration of our patented product Ronfen™ in Nepal, and registration of Lambda technical in Mexico. With four additional products submitted for registration in Nepal, we continue to pursue opportunities to expand our international presence and broaden our growth platform.*

*As we enter the second half of FY27, the domestic outlook will depend on the progress of Rabi sowing, soil moisture conditions, irrigation availability and farmers' investment in crop protection. Our priorities remain strengthening domestic market execution, expanding our patented portfolio and pursuing international growth opportunities. While market conditions remain uncertain, we will continue to focus on innovation, operational discipline and sustainable, profitable growth over the long term."*

## KEY PATENTED PRODUCTS

# PATENT POWER




### RONFEN™
Insecticide (SC)

Pyriproxyfen - 8%
Dinotefuran - 5%
Diafenthiuron - 18%

Crops - Brinjal, Cotton, Chilli
Pests - Sucking Pests & Mites

FY22-23




### TRICOLOR™
Fungicide (SC)

Trifloxystrobin - 10%
Difenoconazole - 12.5%
Sulfur - 3%

Crops - Tomato, Paddy, Apple
Fungus - Scab, Early & Late Blight

FY23-24




### DINOTREX™
Insecticide + Fungicide (WG)

Pymetrozine - 30%
Dinotefuran - 10%
Pyraclostrobin - 20%

Crops - Paddy
Major Pests/Fungus - BPH & Blast




### NEMAGEN™
Insecticide (SC)

Chlorantraniliprole - 4.5%
Novaluron - 11.5%
Emamectin Benzoate - 1.5%

Crops - Brinjal
Pests - Borer




### SHOT DOWN™
Herbicide (ME)

Haloxyfop-R Methyl - 12.8%
Imazethapyr - 10%

Crops - Soyabean
Weeds - Grasses & Sedges

FY24-25




### WARDEN EXTRA™
Insecticide + Fungicide (FS)

Trifloxystrobin - 6%
Thiamethoxam - 24%
Thiophanate Methyl - 9.5%

Crops - Okra, Soyabean
Pests - Aphids, Whitefly, Leaf Hopper

FY24-25




### FETAGEN™
Insecticide (GR)

Chlorantraniliprole - 0.45%
Fipronil - 0.5%
Emamectin Benzoate - 0.18%

Crops - Tomato
Pests - Whitefly & Fruit Borer




### BEST MAN™
Insecticide (SC)

Fipronil- 7%
Abamectin - 1.25%
Tolfenpyrad - 15%

Crops - Okra, Chilli
Pests - Aphids, Jassid, Thrips, Whitefly, Mites, Borer

FY25-26

## LATEST LAUNCHES: PATENTED

# PATENTED INNOVATIONS. PROVEN PERFORMANCE.




### FLUZAM™
Insecticide + Fungicide (FS)

Trifloxystrobin - 4%
Fluxapyroxad - 6.66%
Clothianidin - 25%

Crops - Groundnut
Pests - Stem Rot, Collar Rot, Root Rot, Tikka Leaf spot, Rust, Termites, Thrips & White grubs




### CUBAX POWER EXTRA™
Insecticide (SC)

Spiromesifen - 15%
Hexythiazox - 2.2%
Abamectin - 1.15%

Crops - Chilli
Pests - Yellow mites and Black thrips




### MIDCOTIN™
Insecticide + Fungicide (SE)

Isoprothiolane - 15%
Trifloxystrobin - 2.5%
Pymetrozine - 7.5%

Crops - Paddy
Pests - Sheath blight, Blast, Brown plant hopper, Green Leaf Hopper.

## LATEST LAUNCHES: BIO-FERTILIZERS / PLANT GROWTH REGULATORS

# NATURE'S INTELLIGENCE. ENHANCED CROP PERFORMANCE.




### PUNCTUAL™

It is an organic potassium solution derived from Rhodophytes that supports both crop productivity and soil health. It improves nutrient balance, strengthens plants, and enhances overall crop performance naturally.




### SPRINK™

It is a highly concentrated Ascophyllum nodosum 15% based bio-stimulant that promotes stronger root development and better nutrient uptake. It helps crops withstand heat and drought stress while supporting healthier and more productive growth.




### RICHGROW GOLD™

It harnesses the natural power of seaweed to stimulate vigorous plant growth and improve flowering and fruiting. It enhances overall crop health, leading to higher-quality produce and improved yields.




### TORNET™

It is a powerful bio-stimulant enriched with humic acid, amino acids, vitamins, and bioactive compounds. It improves soil health, enhances nutrient absorption, and promotes robust plant growth and resilience.




### EMPROLE™

It is a plant-based amino acid formulation enriched with oligopeptides and polypeptides to improve crop vitality. It enhances photosynthesis, boosts nutrient uptake, and promotes stronger, healthier plant growth.

# PATENT & REGISTRATIONS

## Domestic Registrations

Obtained the **patent** grant for the combination of Fluxametamide + Abamectin + Trifloxystrobin, to support our broader focus on developing differentiated products.

**Secured 13 New Central Insecticides Board (CIB) registrations this quarter in various categories, strengthening our product portfolio, mainly:**

1. **9(3) FIM -** Fluxametamide 5% + Flonicamid 15% + Abamectin 1.5% ME
2. **9(3) FIM vs FI**
    - Fluxapyroxad 333g/l FS
    - Fluxametamide 10% w/w EC
3. **9(4) TIM -** Cyclaniliprole Technical 95.00% w/w min
4. **9(4) FIM -** 10

## Global Registrations

- **Sudan:** We are pleased to announce the successful completion of a 47MT shipment, marking a significant milestone in our operations.
- **Nepal:** We have achieved one patented product registration, with four additional products submitted for registration and expected to receive approval in the near future.
- **Mexico:** We have secured registration for one technical product in Mexico, while another is currently in progress. This achievement marks our successful entry and presence in the LATAM region.
- **Taiwan:** One product has reached the final stage of approval, and a second product is also progressing well through the review process.
- **Sri Lanka:** Samples of our two patented products are set to undergo testing, as both have received initial approval and will now advance to the trial phase.

## HIGHLIGHTS Q2 FY27

| Value (INR Cr) | Q2 FY27 | Q2 FY26 | % Y-o-Y |
|---|---|---|---|
| Revenue from Operations | 407 | 517 | (21)% |
| Gross Margin | 182 | 170 | 7% |
| Gross Margin (%) | 45% | 33% | 1,185 bps |
| EBITDA* | 101 | 78 | 30% |
| EBITDA Margin (%) | 25% | 15% | 969 bps |
| Profit After Tax | 57 | 39 | 48% |
| PAT Margin (%) | 14% | 8% | 651 bps |

**EBITDA is calculated excluding other income*

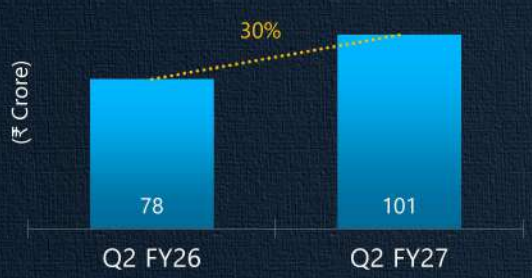
- **Revenue** for Q2 FY27 stood at ₹407 crore, compared to ₹517 crore in Q2 FY26, reflecting a 21% YoY decline, due to erratic rainfall, delayed sowing and lower crop protection demand .
- **Gross Margin improved** significantly to 45% in Q2 FY27 from 33% in Q2 FY26, supported by stronger patented product portfolio.
- **EBITDA Margin improved** significantly to 25% in Q2 FY27 from 15% in Q2 FY26, reflecting improved gross margins and operational efficiencies.
- With Strategic restructuring across regional operations the Company has achieved **OPEX reduction of 12%** in comparison to Q2 FY26.
- **Profit After Tax** for **Q2 FY27 increased** to ₹57 crore, compared to ₹39 crore in Q2 FY26, registering a **growth of 48% YoY.**
- The share of **patented products** increased from **51%** in **Q2 FY26** to **60%** in **Q2 FY27**, reflecting a strategic shift toward innovation, proprietary formulations, and higher-margin offerings.
- Q2 FY27 witnessed **strong sequential growth** in Revenue, Gross Margins, EBITDA, and PAT compared to Q1 FY27.

# FINANCIAL HIGHLIGHTS Q2 FY27

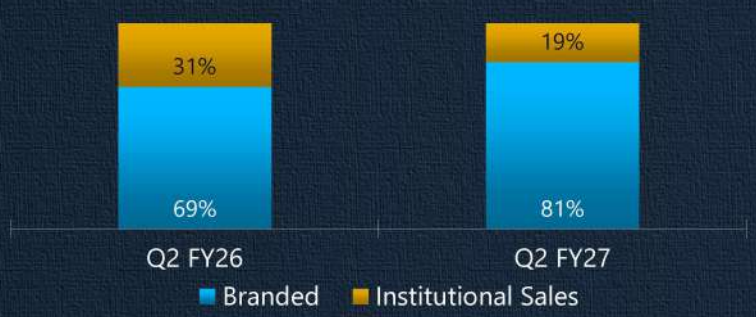
## Revenue from operations



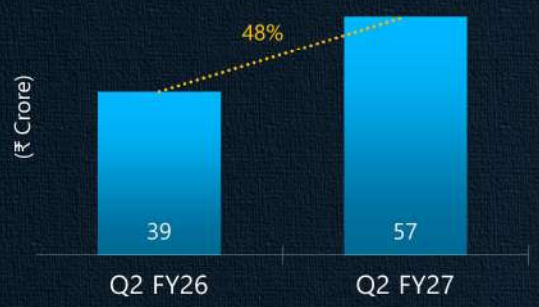

## EBITDA*



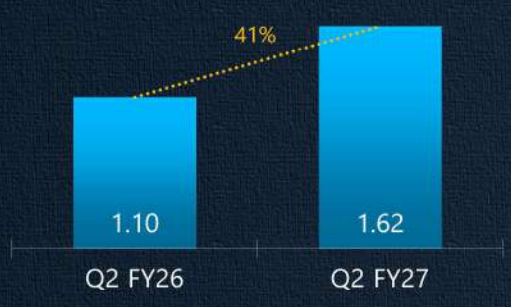

## Branded v/s Institutional Sales



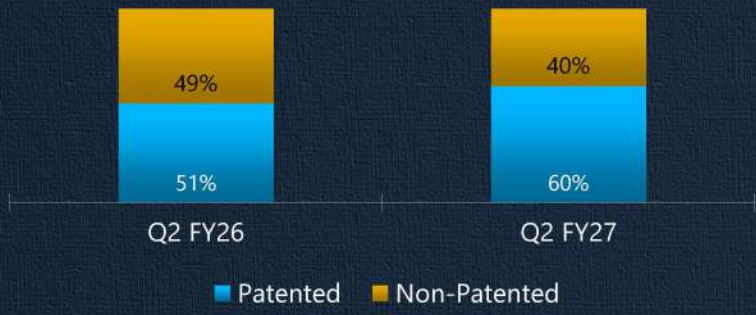

## PAT




## EPS




## Contribution of Patented products in Branded Sales




**EBITDA is calculated excluding other income*

## HIGHLIGHTS H1 FY27

| Value (INR Cr) | H1 FY27 | H1 FY26 | % Y-o-Y |
|---|---|---|---|
| Revenue from Operations | 803 | 898 | (11)% |
| Gross Margin | 328 | 280 | 17% |
| Gross Margin (%) | 41% | 31% | 960 bps |
| EBITDA* | 178 | 123 | 45% |
| EBITDA Margin (%) | 22% | 14% | 846 bps |
| Profit After Tax | 98 | 59 | 67% |
| PAT Margin (%) | 12% | 7% | 553 bps |

**EBITDA is calculated excluding other income*

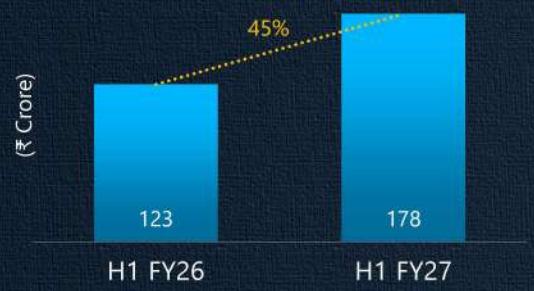
- **Revenue** for H1 FY27 stood at ₹803 crore, compared to ₹898 crore in H1 FY26, reflecting a 11% YoY decline, due to erratic rainfall, delayed sowing and lower crop protection demand .
- **Gross Margin improved** significantly to 41% in H1 FY27 from 31% in H1 FY26, supported by stronger patented product portfolio.
- **EBITDA Margin improved** significantly to 22% in H1 FY27 from 14% in H1 FY26, reflecting improved gross margins and operational efficiencies.
- With Strategic restructuring across regional operations the Company has achieved **OPEX reduction of 5%** in comparison to H1 FY26.
- **Profit After Tax** for **H1 FY27 increased** to ₹98 crore, compared to ₹59 crore in H1 FY26, registering a **growth of 67% YoY.**
- The share of **patented products** increased from **49%** in **H1 FY26** to **63%** in **H1 FY27**, reflecting a strategic shift toward innovation, proprietary formulations, and higher-margin offerings.

# FINANCIAL HIGHLIGHTS H1 FY27

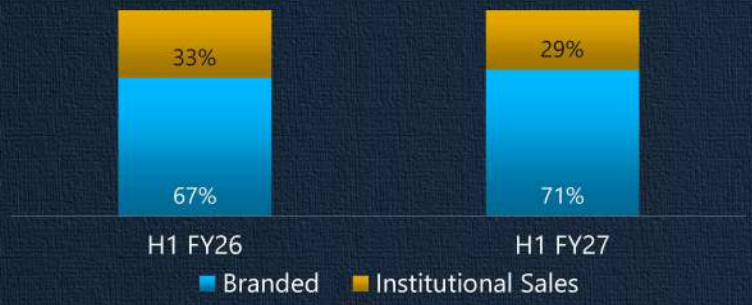
## Revenue from operations



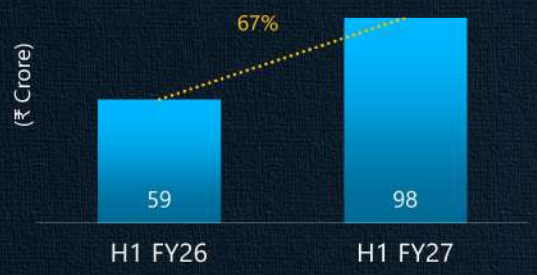

## EBITDA*



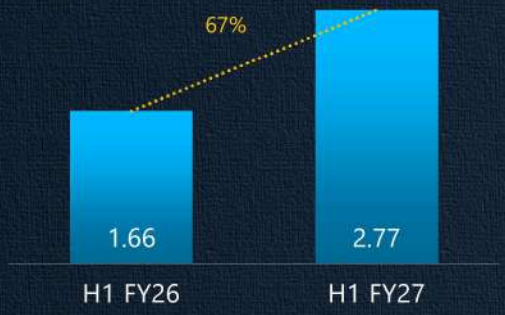

## Branded v/s Institutional Sales



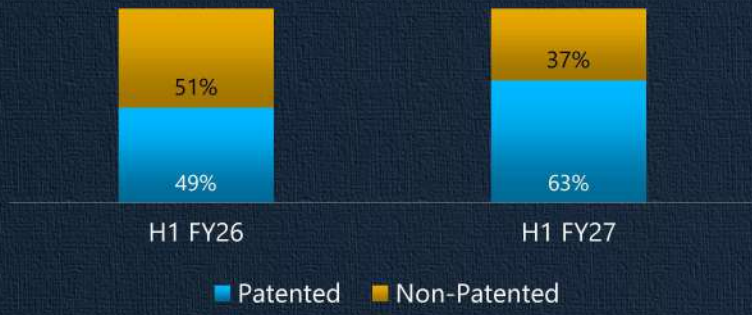

## PAT




## EPS




## Contribution of Patented products in Branded Sales




**EBITDA is calculated excluding other income*

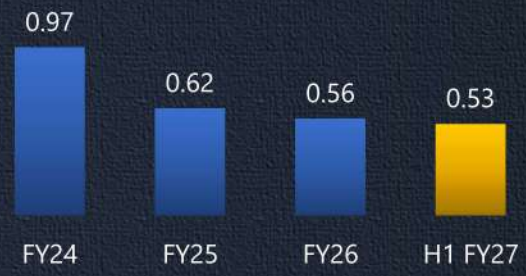
# CONSOLIDATED BALANCE SHEET

| Value (INR Cr) | As on Sept 30, 2026 | As on Sept 30, 2025 | As on Mar 31, 2026 |
|---|---|---|---|
| **Equity And Liabilities** | | | |
| Share Holders Fund | **864** | 809 | 769 |
| Non-current Liabilities | | | |
| • Long Term Borrowings | **73** | 12 | 27 |
| • Other Financial Liabilities | **38** | 33 | 32 |
| Total Non-current Liabilities | **111** | 45 | 59 |
| **Current Liabilities** | | | |
| • Short Term Borrowings | **382** | 413 | 406 |
| • Trade Payable | **425** | 554 | 319 |
| • Other Current Liabilities | **175** | 142 | 133 |
| Total Current Liabilities | **982** | 1,109 | 858 |
| Total Equity & Liability | **1,957** | 1,963 | 1,686 |
| **Assets** | | | |
| Non-current Assets | | | |
| • Net Fixed Asset | **149** | 164 | 157 |
| • Intangible Asset | **51** | 58 | 55 |
| • Other Non Current Assets | **166** | 156 | 163 |
| Total Non-current Assets | **366** | 378 | 375 |
| **Current Assets** | | | |
| • Inventories | **786** | 666 | 651 |
| • Trade Receivables | **613** | 783 | 490 |
| • Cash & Bank Balance | **83** | 69 | 98 |
| • Other Current Assets | **109** | 67 | 72 |
| Total Current Assets | **1,591** | 1,585 | 1,311 |
| Total Assets | **1,957** | 1,963 | 1,686 |

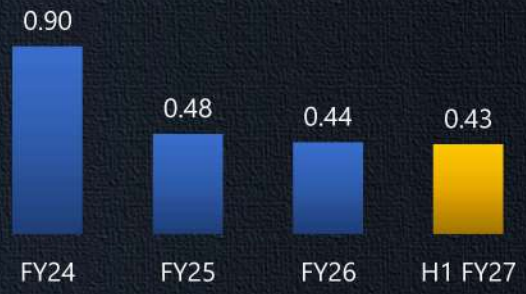
# KEY RATIOS

*Improvement in key financial ratios reflects a stronger balance sheet, reduced leverage, enhanced liquidity, and improved capital efficiency.*

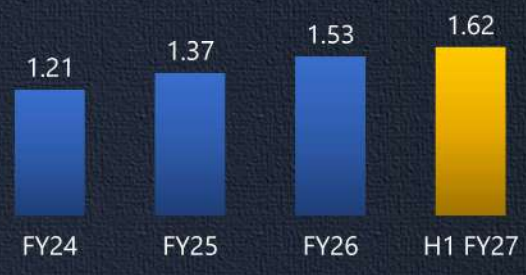
## Debt to Equity



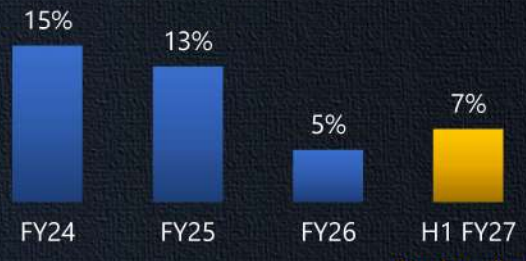

## Net Debt to Equity




## Current Ratio




## ROCE



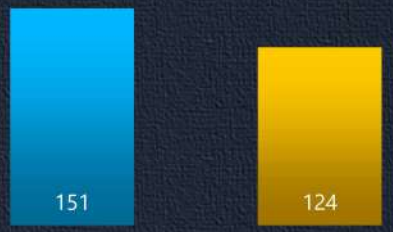

(Not Annualized)

*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

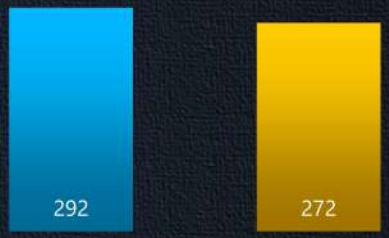
# WORKING CAPITAL MOVEMENT

*Improvement across key working capital metrics reflects enhanced operational efficiency, better cash flow management, and a stronger financial position.*

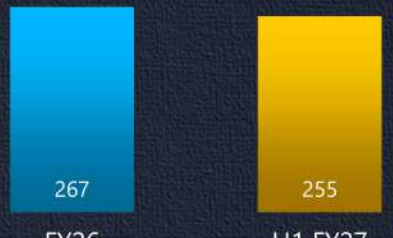
## Receivable Days



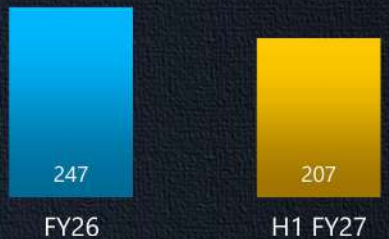

## Inventory Days




## Cash Conversion Days




## Working Capital Days



# EXPERIENCED MANAGEMENT TEAM



## 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. P. N. Karlekar

Managing Director (BCS)

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

Executive Director

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 Bajaj

Chief Financial Officer

Mr. Sanjeev Bajaj is a seasoned finance professional and Chartered Accountant with nearly two decades of extensive experience across financial reporting, group consolidation, controllership, audit and assurance, finance transformation, and regulatory compliance.

Prior to joining Best Agrolife Limited, Mr. Bajaj spent over six years in leadership roles at PI Industries, one of India's leading agro-sciences companies. During his tenure, he developed a comprehensive understanding of the agrochemical value chain, manufacturing operations, regulatory requirements, and global business practices. Earlier in his career, Mr. Bajaj spent nearly nine years with Price Waterhouse, where he led audit and assurance engagements for prominent listed Indian companies and multinational corporations. With such diverse experience he brings a strong focus on financial discipline, robust governance, effective risk management contributing to sustainable growth and long-term organizational value creation.

# THANK YOU !!!

Contact Us:
ir@bestagrolife.com
(Investor Relations)



## DISCLAIMER

This presentation includes certain forward looking statements and information including statements concerning the outlook for 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 the prior approval from Best Agrolife Ltd.