



# Best Agrolife Limited

(Formerly Sahyog Multibase Limited)

CIN : L74110DL1992PLC116773

September 10, 2020

To,  
Corporate Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai-400001

**Scrip Code: 539660**  
**Scrip ID: BESTAGRO**

**Sub: SUBMISSION OF CORPORATE PRESENTATION**

Dear Sir/Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), submitting herewith the copy of our Corporate Presentation to be circulated to Investors/Analysts.

Kindly take the above in your records and host in your website.

The said presentation is also available on the Company's website at [www.bestagrolife.com](http://www.bestagrolife.com).

Thanking You,

Yours Faithfully,

**For Best Agrolife Limited**  
**(Formerly Known as Sahyog Multibase Limited)**

For BEST AGROLIFE LIMITED  
*Himanshi*  
Negi  
Company Secretary

**Himanshi Negi**  
**Company Secretary and Compliance Officer**

**Encl. as above**



**We** Listen  
**Commit**  
**Create**  
**Deliver**



**Best Agro Group**

# Values

There is no end to learning. We are curious, we pursue it, and we lead the way ahead.



We create efficient agro-solutions for our consumers by carefully observing and listening to their requirements and surpassing their expectations.

We strive to create relationships with our customers to make a positive difference.



We aim to deliver exceptional agrochemical products and unique solutions that collectively give added value to our consumers.



We are customer-centric. We focus on our clients, as individuals, and as a company. We embrace possibilities and progress.





## Vision

We strive to be a global player in agrochemicals and emerge as an icon for growth, technology, and innovation.

## Mission

-  To ease the way agriculture is done by providing the 'Best' products, practice business to stimulate and execute agriculture solutions.
-  To create a better everyday life for the farmers, and strengthen our customer focus with optimism and inspiration with continuous improvement by innovation and commitment to health, safety, and the environment.
-  To enhance and efficiently employ operational resources to accomplish performance excellence and continuously extend the product portfolio to ensure significant business growth.

## Goal

To achieve  
**₹2000 Crore**  
annual turnover  
in next 3 years





**5,000 MTPA**

Integrated State of the Art **Technical Plant** acquired from Arysta Science - a fortune 500 Company. Plant capacity has been increased from 1000 MTPA-5000 MTPA in FY 2020.

**25,000 MTPA**

**Formulation Manufacturing** Capacity and we are in the process of doubling it by 2021

**50+**

**Licences** for Manufacturing Technical and 80 big size Reactors

**304+**

**Formulation Licences** one of India's widest portfolio

**60+**

**Import Licences** from Ministry of Agriculture, Government of India

**Snapshot of  
Best Agro Group**

# Business Overview



## Technical

- ▶ Phase I - For manufacturing technical, the company has integrated state of the art, multi-product, multi-stream plant, acquired in 2015-16 from Arysta Life Science (NYSE: PAH), located at Gajraula, Uttar Pradesh - 80 miles from New Delhi airport.
- ▶ Phase II – Plant capacity increased to 3000 MTPA, completed in FY 2018.
- ▶ Phase III – Big size reactors became operational and annual capacity increased to 5000 MTPA, completed in FY 2020.
- ▶ Multi Product, Multi-Stream Technical Manufacturing Plant



- ▶ Plant capable of expanding to 250+ Reactors
- ▶ The company's Technical production includes **Imidacloprid, Thiamethoxam, Lambda Cyhalothrin, Bifenthrin, Pyriproxyfen, Clodinafop Propargyl, Pretilachlor, Mexyl, Diafenthiuron, Azoxystrobin, Fipronil, Bispyribac Sodium, and Paclobutrazol.**

# Business Overview



## Formulation

The Formulation manufacturing facilities at Uttar Pradesh and Jammu with 10 Functional Lines for manufacturing Liquid-based, Granules Based and Powder-based formulations.

Existing capacities at both the locations are 25000 MTPA, and the expansion plan is underway to double it in the next couple of years.



- ▶ Exclusive Portfolio of High-Value Molecules
- ▶ Catering to more than 20 companies for P2P, which includes **UPL Ltd, Jubilant, Swal, Biostadt, IndoGulf Fertilisers, Mahindra Summit Agriscience, Adama, Atul Limited** and many more.

# Business Overview

## Best Brand

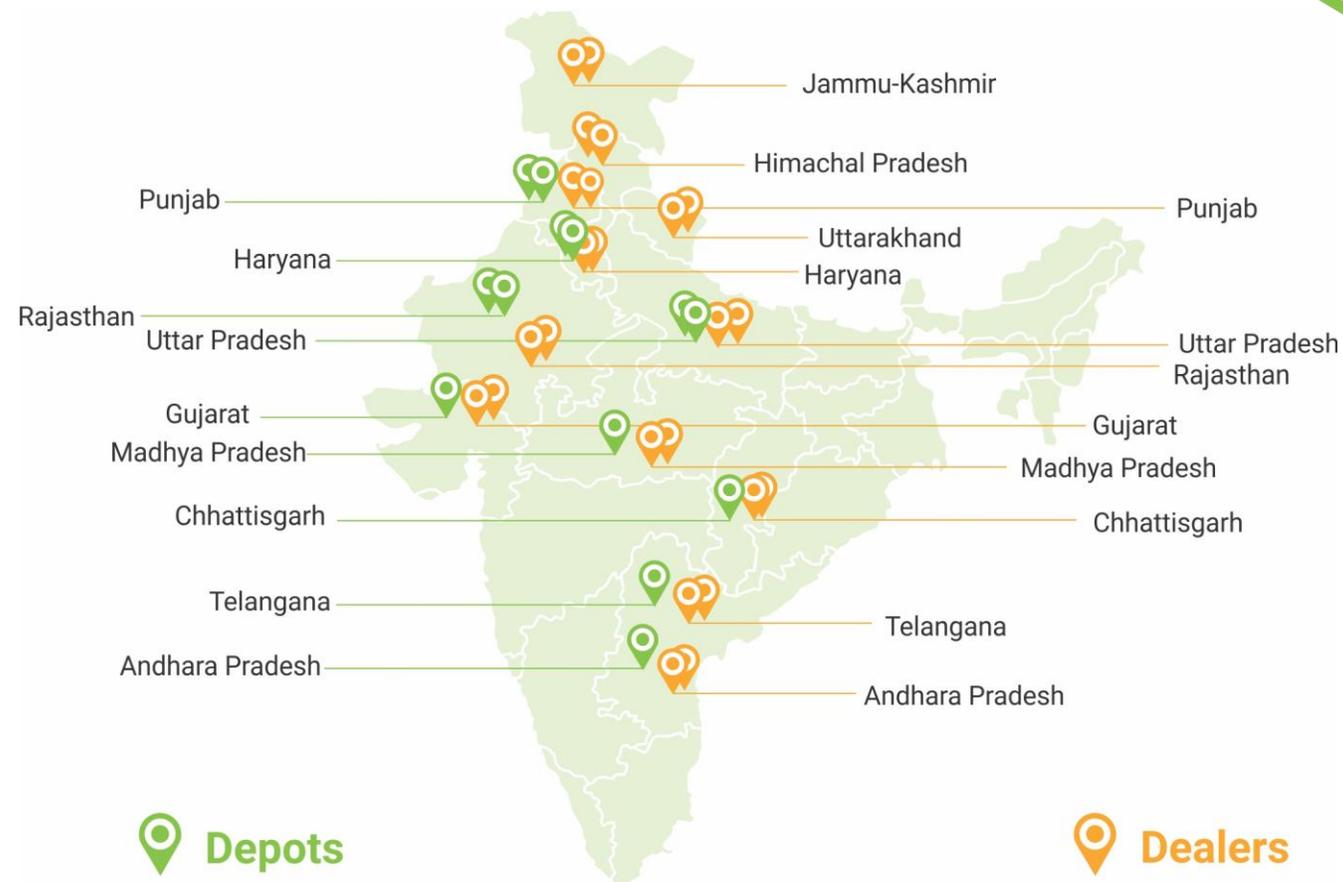
The company launched products under its brand in 2016-17 with a vast range of **Insecticides, Fungicides, Herbicides, and PGRs**.

This business segment is **growing at 48% CAGR** for the last 3 years.

The company has a vast dealer distributor network across north, south, and central India for selling its own branded products.



- ▶ Distribution network of over **700 Dealers**.
- ▶ **13** major Depots over North, South and Central Regions
- ▶ Extensive Product Portfolio of **Insecticides, Fungicides, Herbicides & PGRs**  
Exclusive Portfolio of High-Value Molecules



## Extending The Reach

Company is aspiring to have pan India presence by 2022 with 2000+ dealers.

# Business Overview



## Brand Strengths

- ▶ Focus on New Chemistries
- ▶ 90% Share of Speciality Molecules
- ▶ Farmer Orientation with Solution Providing Approach
- ▶ Novel Combinations with safer formulations and New Formulations
- ▶ Changing the Sale Paradigm Next
- ▶ Generation Standardized Packaging

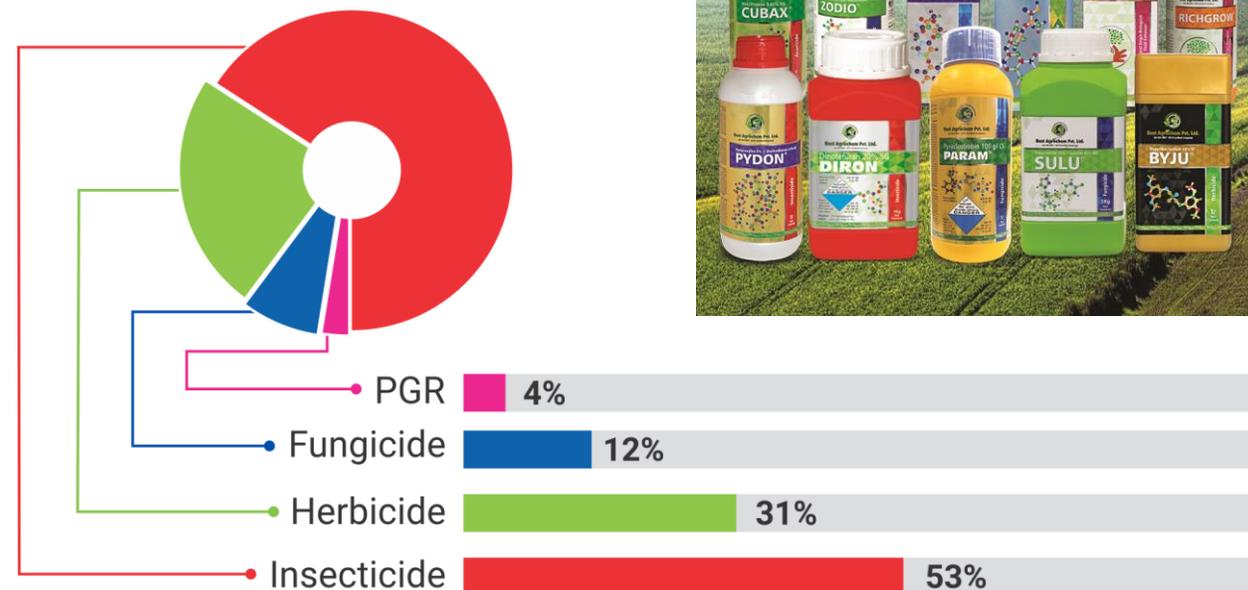


## Product Focus

- ▶ Established capability in product development and synthesis.
- ▶ Product development laboratory equipped with the pilot plant.
- ▶ Latest Equipment, including HPLC, GLC, Spectrophotometer, Ultra Centrifuges and Atomic Absorption Spectrophotometer.
- ▶ The R & D team consists of experienced Chemical Engineers, Research Associates, and Agriculturalists.



## Category wise Sales





# Strategic Focus Areas

Our strategic focus and value system is to put **Indian farmers** at the core and enable them to know the most suitable methods, better harvest yield, and innovative ways to help them step towards a sustainable Agriculture.

For the past decade, we have been striving to develop innovative new products as per the rising farmer issues and their concerns. With perpetual learning, we continue to create perfect solutions, Best for every crop.



# Areas of Strength

We intend to develop new products and services that support farmers, boost their yield and strengthen India's agricultural growth through innovation, unique chemistry, and R&D. With this approach, we not only contribute to food security but also get grips with issues about the sustainability of modern agriculture.



We are a growing  
**900+ crores**  
Agrochemical Group



Among the  
**Top 20**  
Agrochemical  
companies in India



State of the  
**Art Technical**  
Manufacturing Plant



Technical Plant capable  
of expanding to  
**250+ Reactors**



Multi-Product,  
Multi-Stream Technical  
Manufacturing Plant



**2 Formulation**  
Plants in Jammu & UP  
with 10 Functional Lines



**90% Share**  
of Speciality  
Molecules



Wide Range of  
Insecticides, Fungicides,  
Herbicides, Bio- Pesticides  
& PGRs



Exclusive **Portfolio**  
of High-Value  
Molecules



**Next Generation**  
Standardized  
Packaging of Best  
products



Achieved the record sales of  
pesticide products (**TCs &  
Formulations**) amounting to  
**Rs. 94,069 Lakhs** during FY20



**Farmer Orientation -**  
Solution Providing  
Approach



**12 major depots**  
of Presence in North, South  
and Central Regions of India  
Focused and New Chemistries



**700+ Dealers**

**Growing  
Stronger**



## Population

The demand for practical and adequate utilisation of limited resources to fulfill the needs of a swelling global community. To efficiently meet the growing demand for higher quality food.



## Flexibility

The constant effort of making agriculture climate-friendly. To withstand the increasingly changeable weather and more extreme events – like floods, droughts, changing growing seasons, limited water availability, and to prevent weeds, pests and fungi to thrive, and reduce crop productivity.



## Economic

The growing demand for innovative Agri solutions affordable for every farmer and stay resilient against global economic factors.



## Productivity

The challenge of enhancing farmer productivity with relevant inputs, minimizing risks associated with traditional farming practices.



## Invigorate

To encourage the younger generation to become future farmers and make them aware of unique and modern agricultural practices and innovations that drive them to embrace agriculture.

# Challenges Faced by Indian Agriculture



*We are dedicated to brace the agricultural industry with an extremely productive and progressive vision to make **every farmer prosperous**.*



We continually endeavour to make the farmers aware and up to date with the Agri & policy news, training in best practices, awareness on mistakes, new product information, and usage in terms of quantity and the right product for the crop.



We look for solutions to promote farm economics by improving farm productivity. We are designing agriculture models to enhance the timely availability of necessary inputs, which traditional supply chains miss to address in several cases.



We seek fresh approaches, new opportunities, and innovative solutions in aiding to create a society where agriculture is valued, yields are sustainable, and farmers can prosper.

# How Best Agrolife is setting the table to address the challenges



Another critical development has been that our company is the first in India to be granted a license/registration for the indigenous manufacturing of an AI - DINOTEFURAN to formulate & offer **Dinotefuran 20 SG** with Brand Name **Diron** in the market. The same way we have launched another Blasticide for Paddy, based on new chemistry & innovation – **Pyraclostrobin 100 g/ICS** with the brand name of **Param**. Both the mentioned products are import substitutes.



Owing to the launch of these new products, the company has gained more confidence in the market, increasing the chances of higher revenue and profitability. We believe the company revenue for the current financial year would increase by approximately **Rs. 100 crores** with the help of these two products alone. We are continually seeking growth from innovative solutions providing an approach to the most challenging farming issues worldwide.

**New**   
**Products Launch**



# Our Star Products





## DIRON (Insecticide)

Our company is the first in India to be granted a license/ registration to manufacture an insecticide DIRON (DINOTEFURAN 20% SG). It is an import substitute for a similar Japanese insecticide.

- ▶ It includes a unique and new molecular formulation that makes it super flexible in its application.
- ▶ As it's a broad-spectrum insecticide with systemic and translaminar action, it is highly effective in robust pest control management.
- ▶ Its prolonged residual activity gives more extended protection, reducing the number of sprays and is environment friendly.

DIRON is our star product, and for the FY 2020-2021, the production estimates to be 200 tonnes. For the next FY, it would double to 400 tonnes. With only this product, we foresee our revenue to increase by Rs. 10,000 lakhs in the current financial year. We firmly believe we will push future growth and strive to become an **Rs. 2000 Crore** company by 2023.



Our Star  
Products



A vital combination to eliminate all life stages of whitefly.

- ▶ A novel and significant combination of Pyriproxyfen + Diafenthiuron in an effective and safer formulation-SE
- ▶ Pyriproxyfen, being an IGR, controls eggs and larvae of whitefly. Along with Diafenthiuron, that prevents adult and larvae makes it a powerful formula against the complete life cycle of whitefly.
- ▶ A unique mode of action is an essential tool for cotton crop management, improving crop health and agricultural yields.

**PYDON** (Insecticide)

## ZODIO (Fungicide)

A broad-spectrum fungicide, having systematic activity against all major pathogens.

- ▶ A unique 3-way action that is Preventative, Curative, and Eradicative
- ▶ Useful for controlling a vast number of crop diseases in Wheat, tomato, paddy, maize, chili, cotton, sugarcane, onion, and turmeric.



Our Star  
Products



### Features

- Healthier and greener flag leaf
  - Improved nutrients use efficiency
  - Inhibition of Ethylene Biosynthesis
  - Excellent management of blasts
- ▶ Param is an innovative fungicide specialized to control all blasts of rice along with plant health benefits.
  - ▶ It kills the fungus by inhibiting the electron transport chain in the fungal cell's mitochondria, thus destroying the fungal for lack of energy.
  - ▶ The capsule suspension formulation aids in continuous and slow release of the chemical, thus giving long-lasting protection against the fungus.

## PARAM (Fungicide)

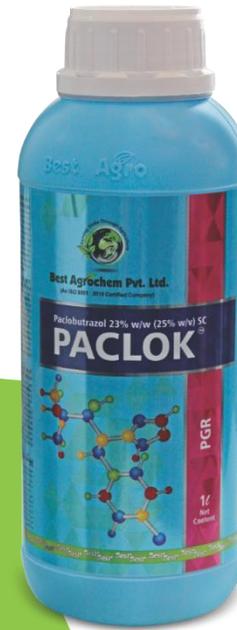
## BESTIE (Herbicide)

A novel herbicide that targets a broad range of weeds and is perfect to be used in rotation with other herbicides to mitigate weed resistance.

- ▶ A broad-spectrum herbicide to act against a broad range of annual and perennial broadleaf weeds and grasses.
- ▶ A unique mode of action is a vital tool in weed resistance management, helping to improve crop health and agricultural yields.
- ▶ Non-selective, post-emergence herbicide- inhibits glutamine synthetase.



Our Star  
Products



Boosts the capacity of immunity and resistance of the plant and determines a considerable increase in the quality and quantity of the produce.

### Features

- ▶ Controls tree vigor, thereby reducing the pruning costs and allows higher density planting.
- ▶ Increases flower uniformity and intensity, resulting in higher yields.
- ▶ Higher sugar content and improved fruit colour, following which, there is improved palatability and reduction in picking frequency.

**PACLOK (PGR)**



**BEST AGROLIFE LIMITED** is one among the India's fastest growing agri-input Company. The promoters of the company have over **25 years** of experience in the field of agrochemicals. The company is ranked among **India's top 20 companies** and aspiring to emerge as a global player with strong presence in international markets.



At Best Agrolife Ltd, we are committed to brace agriculture with its extremely productive and progressive vision and mission to make every farmer prosperous. Today, with more than **70 formulations** offered from our in-house manufactured technicals.



We manufacture a wide range of **Insecticides, Herbicides, Fungicides, and Plant Growth Regulators** to offer practical and innovative crop protection solutions. Today, the Best group is one of the fastest emerging essential Indian manufacturers of agrochemicals and agro products, and is aspiring to grow as a global player with its presence in international markets through strategic expansions and acquisitions.

## Company Overview

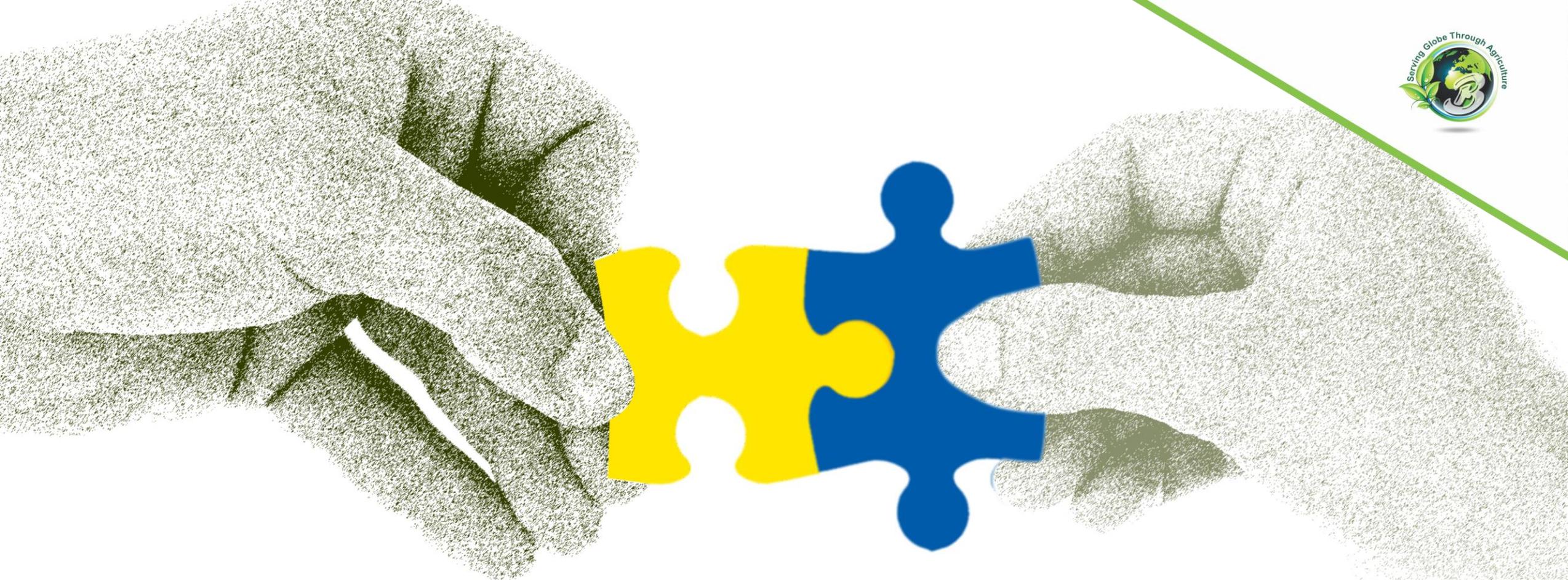
# Best Agrolife Limited

*-flagship entity of the Best Group*

CIN : L74110DL1992PLC116773

BSE Scrip Code : 539660

ISIN : INE052T01013



**New▶**  
**Developments**

To tap the opportunities available for Indian Agrochemical companies and in line with the long term business integration plans, Best Agrochem Pvt. Ltd. is one among the fastest growing Indian Agrochemical Company, merged with the **Best Agrolife Limited** w.e.f. 1<sup>st</sup> April 2018 (vide Honorable NCLT Order dtd 5<sup>th</sup> May 2020).

# Marching On...

“If everyone is moving forward together, success takes care of itself.”

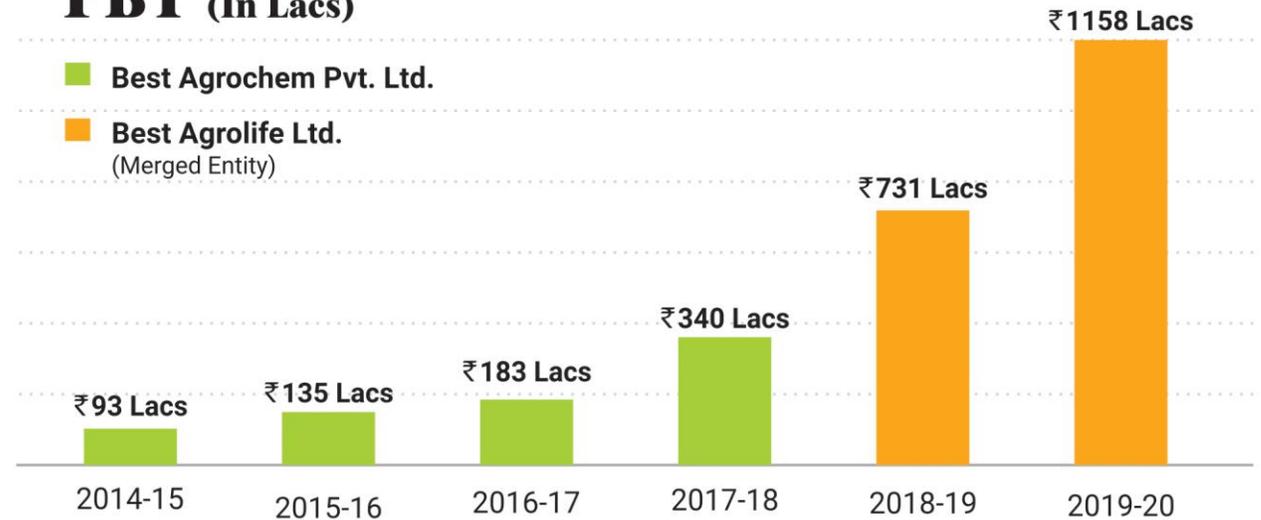


## Sales (In Cr)



Successfully completed merger process with Best Agrochem Pvt. Ltd.

## PBT (In Lacs)



# Quarterly Snapshot

Q1 FY 21 vs. FY 20



## Revenue

Q1 FY 20  
Q1 FY 21



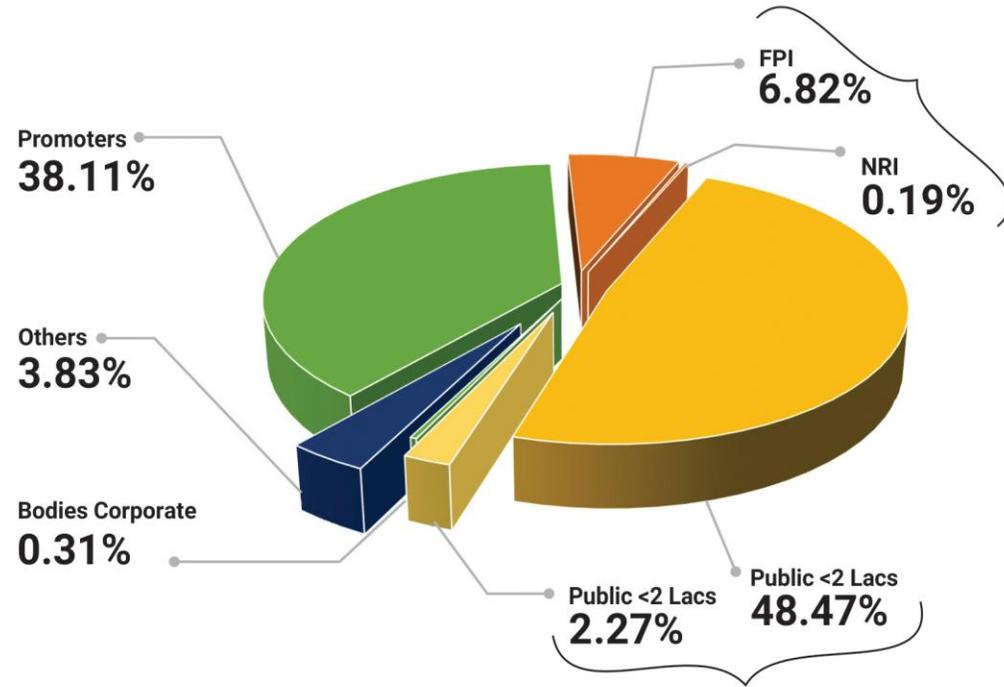
## PBT

Q1 FY 20  
Q1 FY 21



## PAT

Q1 FY 20  
Q1 FY 21



## Ownership Data\*

of the company as on 30th June 2020

\* Representing the full equity, including shares allotted pursuant to merger

# Financial Priorities

As a responsible corporate citizen, and prudent business entity the company has set up its long-term financial priorities in the form of a **Three Dimensional Approach**.



## Capital Allocation

Focus on Free Cash Flow Generation

Sound Leverage and Working Capital Ratio

Consistent dividend payouts to shareholders



## Growth

Profitable Organic Growth

Commitment to R&D and talent

Innovate products



## Earnings

Drive sustainable EPS growth

Attain earnings across economic cycles

Significant increase in ROCE & ROE

# Best's Future ▶



We are expanding with a **Single Point Agenda** to emerge as an icon for growth, technology, and innovation and envision becoming a significant player of the Indian Agro-Chemical Industry in terms of turnover and margins.

Focused for achieving our long-term objectives, we have taken various initiatives which include augmenting the Formulation plant's capacity to **50,000 MTPA**, introducing new, unique and efficient chemistries to increase the share of value-added products in our brand basket, expanding the distribution network to **2000+ dealers** and increasing **depots presence in 25 states**, enlarging Best's products visibility and availability across India. Moreover, for extending Best's international footprints obtaining licenses for Vietnam, Myanmar, the United Kingdom, and the USA.

Investing further in R&D capabilities, to come up with more new and vital indigenously manufactured products, reducing Indian farmer's dependency on imported goods. **Pyriproxyfen + Diafenthiuron SE, Pymetrozine WG, Quizalofop EC, Glufosinate SL, and Azoxystrobin + Difenoconazole SC** are some new chemistries we are offering under Best's Brand and providing to prominent players of the industry too. These innovative value-added products alone have potential to increase company's revenue sizably in near future. Even in current fiscal we are targeting additional revenue of approx Rs. 30,000 Lakhs by launching these new and innovative indigenously manufactured products.

We reaffirm our commitment to the highest standards of corporate governance practices. Corporate Governance at **Best Agrolife** has been a continuous journey and its business practices are aimed at the overall well-being and welfare of all the constituents of the system. For achieving sustainable growth in the medium and long term, we have adopted series of initiatives, implementing strategically, with inclusivity and transformation, leading towards more sound and more transparent Corporate Governance practices, timely engagement with shareholders on the broader mandate.

# Where are we headed in the next 5 years



## Improving sustainability

We endeavor to secure sustainable food security and increase crop productivity. We commit to working in partnership with farmers and increasing higher quality and quantity yields.

Our approach is to advance through customer-focused innovation. We attempt novel and more effective techniques to use resources, create more reliable products and services to farmers, and create value for our stakeholders.

## Stimulating change in a dynamic environment



With our particular focus on R&D primarily, we plan to launch some more products under our indigenous manufacturing, which are of high importance to Indian farmers & were dependent on imports mainly. We focus on better molecules at economical prices to drive synergy in the way agriculture is done.

## Providing farmer-friendly solutions

We have extensive expansion plans and are in the process of obtaining licenses for Vietnam, Myanmar, the United Kingdom, and the USA. This entire initiative is backed by innovative products based on a new chemistry, as we are planning to increase the share of value-added products in our brand basket. We intend to reach a topline target of Rs. 3500 crores in the next 5 years.

## Looking into the future

Our focus is to build a brand beyond the leading global player in the agrochemicals sector and one of India's largest manufacturers of Agro-inputs. We take pride in creating game-changing formulations, including Diron, Param, Pydon, Q-Fop.

## Being the Best **MADE IN INDIA BRAND**

**Plan for a  
better future**



## Disclaimer

Except for the historical information contained herein, statements in this presentation which include words or phrases such as "will", "aim", "will likely result", "would", "future", and similar expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks and uncertainties which are not limited to our ability to successfully implement our strategy, our plans etc. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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***for further information, you may please contact***



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**Best Agro Group**

Thank you