

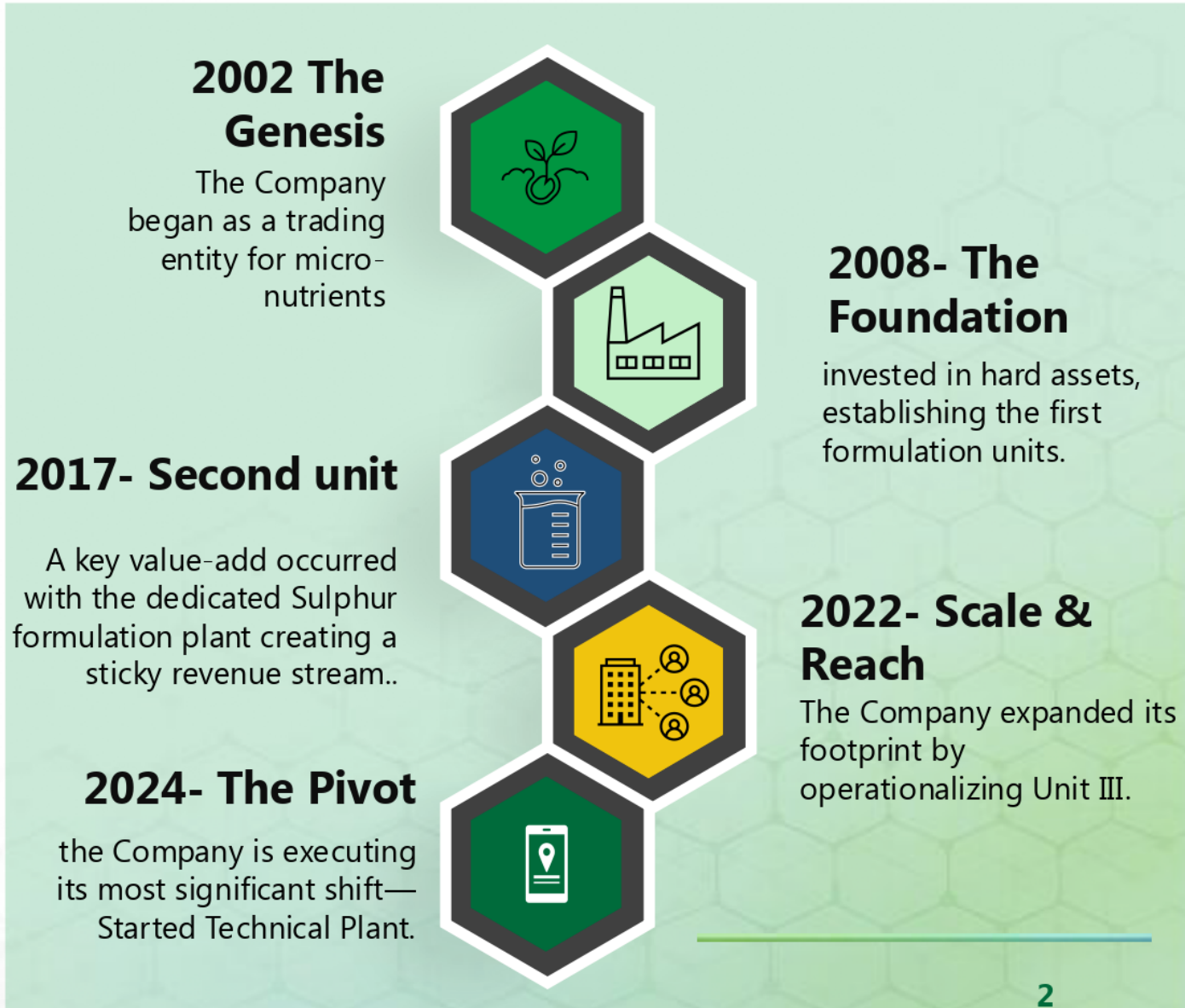


**Investor
Presentation
August 2026**



Advance Agrolife Limited (AAL) is a research-driven agrochemical manufacturer with a 20-year legacy in crop protection.

AAL has achieved critical mass with an installed capacity of nearly 90,000 MTPA. The Company differentiates itself by operating as a trusted B2B partner to the industry's giants, backed by a footprint that now spans 19 states and 7 countries



Integrated B2B Solutions Partner

Comprehensive Portfolio. Pan-India Reach. Global Footprint



Comprehensive Portfolio

- **Offerings:** Insecticides, Herbicides, Fungicides, PGRs, and Bio-fertilizers.
- Complete support from **Sowing to Harvest**.
- Balanced portfolio catering to both **Kharif and Rabi** seasons (De-risked revenue).



Expansive Footprint

- Presence in **19 States & 2 Union Territories**
- Exports to **7 Countries** (UAE, Bangladesh, China, Turkey, Egypt, Kenya, Nepal).
- Supported by **3 Integrated Manufacturing Facilities** (Technical + Formulation).



The B2B Strategy

- Pure-play B2B Manufacturing for corporate customers.
- **Multiple Customers** associated for >3 years.
- DCM Shriram, NFL, Zuari Ind, IFFCO, Coromandel, Mankind Agritech, HPM, Indogulf, etc.



Core Strategy:

Operational rigor focused purely on manufacturing, resulting in zero marketing spend and minimized credit risk

Client Eco System:

Demonstrating exceptional retention with a sticky client base deeply integrated into our regulatory framework

- ✓ Multiple Corporate Clients associated for > 3 years.
- ✓ **Key Clientele includes** DCM Shriram, IFFCO, Mankind Agritech, HPM, Indogulf, Chambal Fertilisers, NFL, Zuari, Matrix Fertiliser.
- ✓ **Top 10 Customers:** Contribute ~69% of Revenue



From Local Dominance to Global Relevance

Current Status

- Exports contribute ~2% of Revenue.
- Presence in 7 Countries: **UAE, Turkey, Egypt, Kenya, Nepal, Bangladesh, China.**



Aiming For

- Increase Export share to **20% of Revenue** by FY29.
- Aiming to get registered in Regulated Market (LATAM, SE Asia, Brazil).

**Leveraging "China Plus One" to supply
Technicals to Vietnam & Indonesia**

Comprehensive Lifecycle Solutions

Every Season. Every Crop



Herbicides & Insecticides

Phorate, Cartap Hydrochloride, 2,4-D Series, Pre-emergence solutions



Seed Treatment

Micro-nutrients & Bio-fertilizers.



Fungicides

Sulphur 80% WDG

The Company's product suite extends beyond single-pest solutions. **From Seed Treatment to Plant Growth Regulators (PGRs) to Crop Protection** at the harvest stage, Advance Agrolife captures value at every critical point of the farmer's investment cycle.

By maintaining a strategic balance between **Kharif (Monsoon)** and **Rabi (Winter)** products, the Company effectively flattens the revenue volatility curve typical of the agrochemical sector, ensuring consistent cash flow visibility throughout the fiscal year."

The Company's extensive library of **410+ CIB & RC registrations** acts as a robust shock absorber. This asset base enables the immediate substitution of phased-out molecules with approved alternatives, thereby protecting market share

The Fortified Position

ADVANCE
AGROLIFE LIMITED



The Production Engine: Segmented & Scalable

89,900 MTPA Capacity Across Three Integrated Units



The Technical Hub (Unit I)



Bagru, Jaipur, Rajasthan

Capacity – 6,900 MT

Product Focus: Herbicides/Fungicides and Technical intermediates for captive consumption.

Unit I is the Technical hub, recently converted to produce active ingredients—this is the heart of the company's backward integration strategy

The Niche Specialist (Unit II)



Dahami Khurd, Jaipur, Rajasthan

Capacity – 51,000 MT

Product Focus: Sulphur 80% WDG, Sulphur 80% WP, and Tebuconazole blends

Ranked among the largest Sulphur-based formulation plants globally

Unit II is a specialized facility dedicated solely to Sulphur products, a high-margin niche which commands significant market share

The Volume Engine (Unit III)



Dahami Khurd, Jaipur, Rajasthan

Capacity – 32,000 MT

Product Focus: Liquid Insecticides, Herbicides, and Bio-fertilizers

Unit III is the high-volume formulation engine, designed for speed and scale to service its large B2B contracts

Structural Cost Advantage: The "Inland" Arbitrage

Optimizing Landed Cost through Strategic Geography



- By anchoring in Jaipur, AAL sit at the doorstep of the consumer. This creates a permanent '**Freight Arbitrage**.'
- AAL doesn't ship heavy liquids across the country. This structural efficiency gives **margin cushion**.
- Additionally, in case of special situation, it can deliver much faster than its peers. Coastal competitors take a week for the same thus capturing the Panic market as well

Located at the doorstep of **Punjab, Haryana, MP & UP** (Consuming ~35% of India's Agrochemicals)



Agrochemicals are volume-heavy (mostly solvent/water). Long-haul transport kills margins. **Proximity gives margin cushion** purely on logistics savings.



Ability to capture "Panic Buying" demand during sudden pest outbreaks when competitors are still in transit.

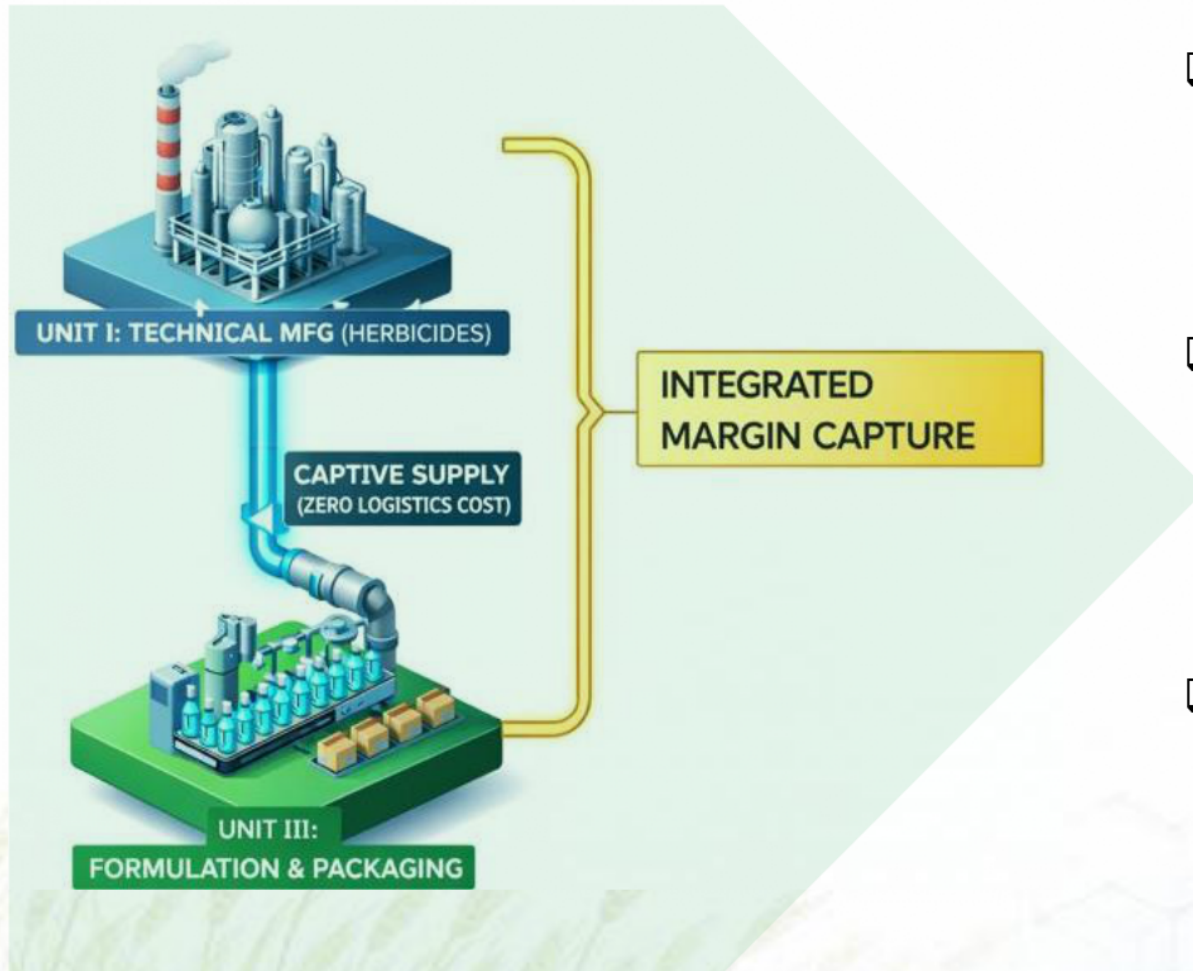


Geography + Cost+ Speed



The Integrated Pivot: Capturing the Molecule Margin

Backward Integration Driving Shift from Formulator to Technical Manufacturer



- ❑ Historically, the Company operated as a pure-play Formulator—a model characterized by revenue stability but capped margins due to reliance on external Active Ingredient sourcing.
- ❑ Advance Agrolife is currently executing a structural pivot toward '**Integrated Manufacturing.**' Through the strategic conversion of Unit I, the Company has backward integrated into Technical grade production to enable captive consumption.
- ❑ By replacing external procurement with in-house manufacturing, the Company **captures the 'molecule margin'** previously ceded to suppliers. Furthermore, the logistical synergy, where Unit I feeds directly into downstream formulation lines, eliminates intermediate packaging and transit costs.

Intellectual Property as a Structural Entry Barrier

Leveraging Regulatory Complexity to Create High Switching Costs



Intangible Asset Base

- **410+ CIB & RC Registrations**
380 Formulations & 30 Technicals
- It represents a cumulative investment of significant capital and multi-year data generation.



"Time-Arbitrage" Barrier

- **Higher Gestation Period** for new entrant who will need times for approvals etc.

Revenue Stickiness

- Large B2B clients often link their product approvals to Advance Agrolife's specific manufacturing site.
- Changing suppliers necessitates regulatory re-filing and stability testing, which requires time for the client

Regulatory interdependence converts standard B2B contracts into sticky, recurring revenue streams, effectively insulating the top line from short-term competitive disruption



**Strategic Value
Creation**

A Confluence of Catalysts

Three Structural Pillars Driving Value Creation



Integrated Margin

- Systematically shift from a Formulator to a "Net Technical Manufacturer" (Integrated Player) to capture the full molecular margin
- The Integration strategy structurally expands margins by capturing the value previously ceded to suppliers



Operational Scale

- Dominating the Herbicide market through economies of scale
- The 4x expansion in Herbicide demonstrates the intent to dominate key product categories through volume and cost leadership



Premiumization

- Moving up the value chain to specialized, value added formulations
- The shift toward specialized formulations improves the quality of earnings and protects the business from commoditization.

From Formulator to Technical Manufacturer

Replicating the Success of Unit I (Herbicides) in Unit IV (Fungicides)



Systematically shift from a "Net Buyer" (Formulator) to a "Net Manufacturer" (Integrated Player) to capture the full molecular margin



Unit 1: Technicals

Phase 1

Proof of Concept (Completed)

The Company successfully converted **Unit I** to manufacture Herbicide / Insecticides / Fungicides Technicals. This backward integration has already begun feeding our formulation units, validating the cost-savings thesis and de-risking the supply chain



Unit IV: Technicals

Phase 2

The Next Frontier (In Progress)

The Company is now replicating this success at Unit IV with a massive **decent capacities for Fungicides/Herbicides**. By moving from a **net buyer to a manufacturer of technicals**, the Company targets a 25-30% reduction in COGS for specific products

Capitalizing on Policy Tailwinds: The Pretilachlor Strategy

Leveraging Anti-Dumping Duties with In-House Backward Integration



Government of India (GOI) has imposed **Anti-Dumping Duty (ADD)** on Pretilachlor and its intermediate PEDDA imported from China.

This creates a "Pricing Umbrella" for domestic manufacturers and discourages dumping, securing market share for local players.

Pretilachlor and its intermediate Diethyl-n-(2-propoxy ethyl) Aniline (PEDDA) imported from China



Advantage AAL

From Import to In-House: Commenced and stabilized captive manufacturing of both the Technical (Pretilachlor) and its critical Intermediate (PEDDA).

•**Core Application:** Pretilachlor is the premier post-emergence herbicide for **Paddy (Rice)**, India's largest crop by acreage. Critical for the Kharif & Rabi season, ensuring high capacity utilization.

The 2,4-D Expansion

Quadrupling Capacity to Address Structural Domestic Deficits



Dual Strategy

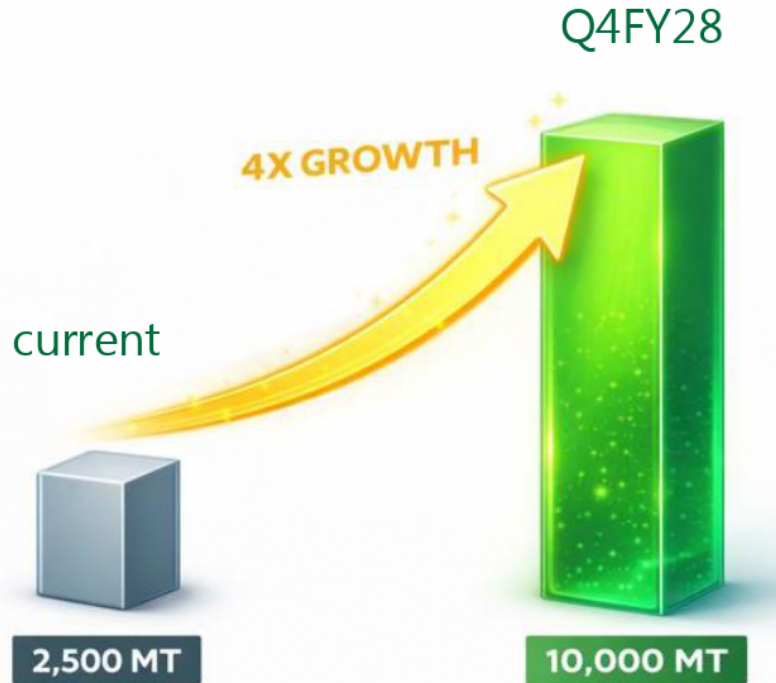
Expansion to play Economies of Scale

AAL is executing a 4x capacity expansion, taking production to 10,000 MT. This validates 'Economies of Scale' strategy. Quadrupling volume drives down unit costs, allowing the Company to capture significant market share while the potential shift to Dahej unlocks raw material proximity benefits.

Playing Locating Strategy to reduce RM costs

Regarding location, AAL is evaluating the **Dahej PCPIR** for this expansion. This is a strategic move to lower its structural costs. 2,4-D manufacturing is raw-material intensive. By locating in a chemical cluster, it can source key inputs like Phenol and Chlorine with minimal logistics costs, **potentially via pipeline.**

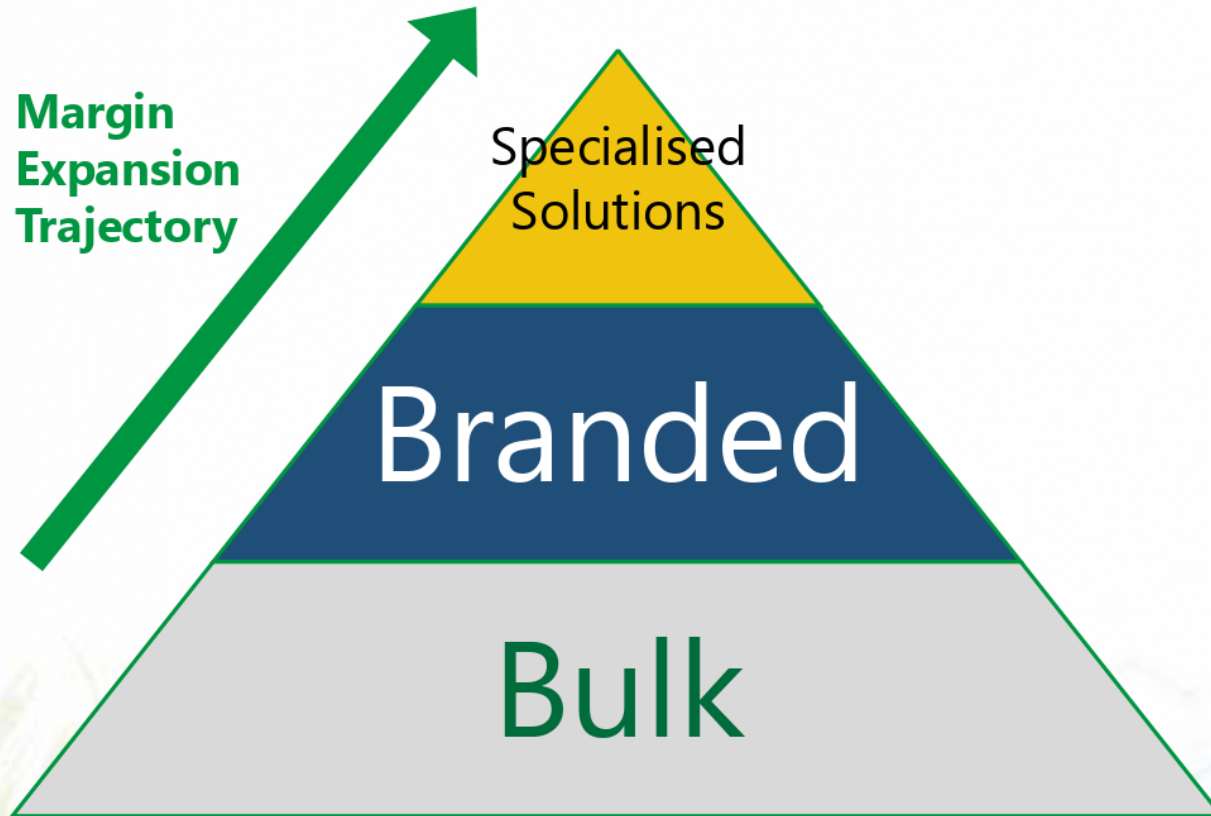
Gaining direct port access for global exports



Identifying a structural supply gap in the domestic 2,4-D market

Portfolio Evolution: Moving Up the Value Chain

Shifting Mix from Generic Commodities to Specialized Formulations



- The Company is actively managing its portfolio mix away from commoditized bulk chemicals toward Specialized Formulations like WDG and SC.
- By utilizing the dedicated capabilities of Unit II, the focus is on complex delivery systems that solve specific farmer challenges.
- This strategy insulates the Company from pure price competition.
- Specialized products command higher customer loyalty and, crucially, superior gross margins, thereby improving the overall Return on Capital Employed



Advance Agrolife is committed to sustainable manufacturing. The facilities are Zero Liquid Discharge compliant, and the Board is structured to ensure transparent governance





Volume Growth (The Revenue Engine): The capacity expansions, particularly the 4x scale-up in 2,4-D herbicides, provide the necessary volume infrastructure to support a topline growth. We are moving from constrained supply to aggressive market penetration.

• **Backward Integration (The Margin Engine):** This is the primary driver for the margin expansion. By transitioning from buying technicals to manufacturing them in-house we capture the margin previously ceded to suppliers and benefit from significant operating leverage as utilisation rates improve.

• **Exports (The Diversification & Value Engine):** We are aggressively targeting an increase in our export revenue share from a negligible 2% today to **20% by FY29**. This shift not only de-risks the business from domestic monsoon cyclicity but also grants access to global markets that typically offer better realisations and payment terms.

Financial Highlights

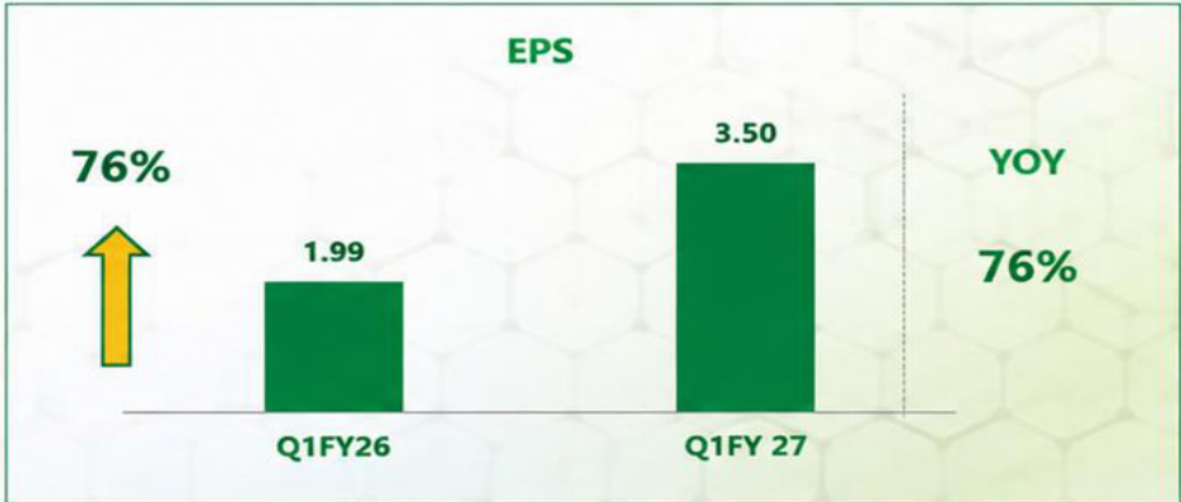
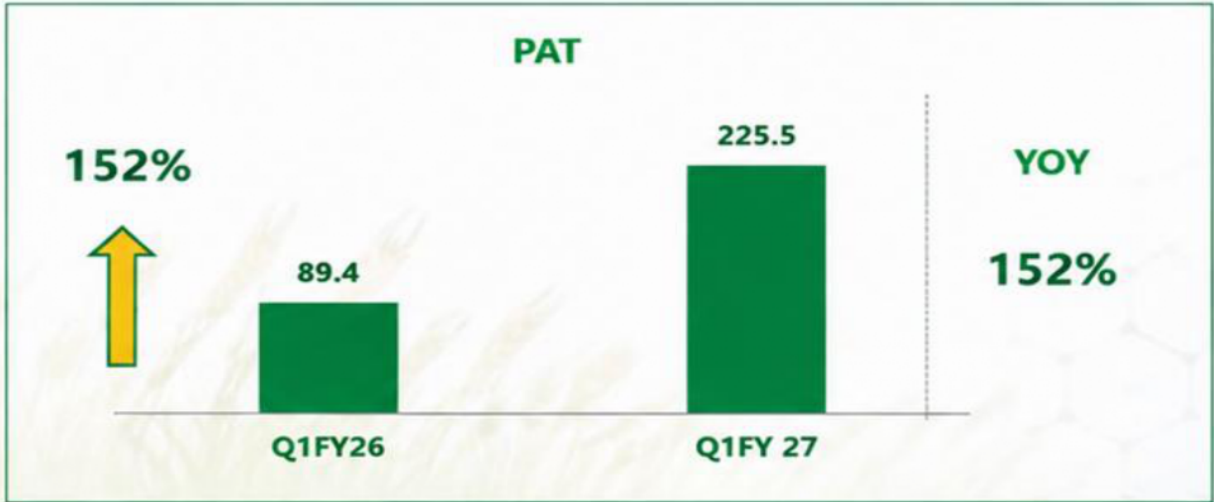
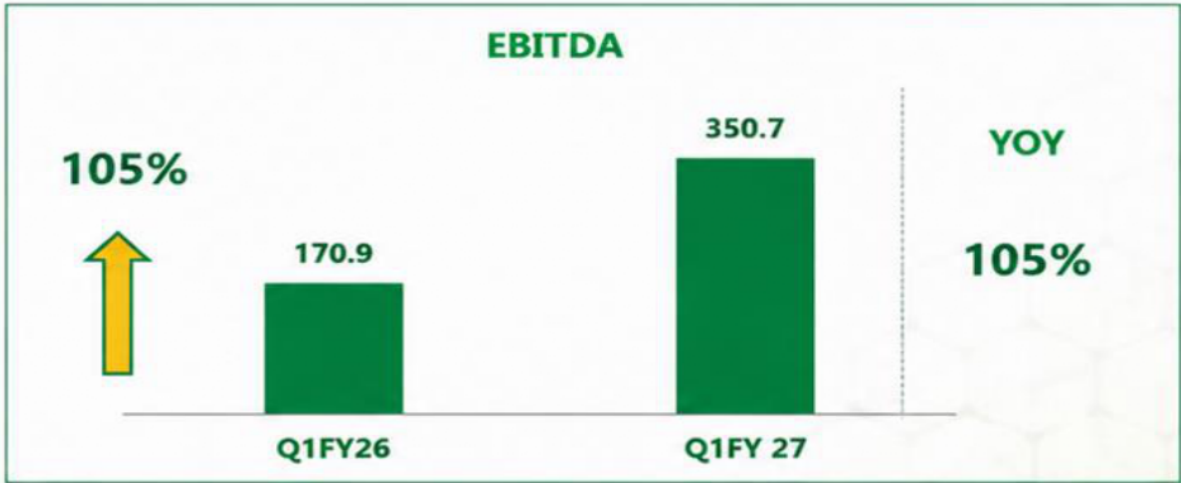
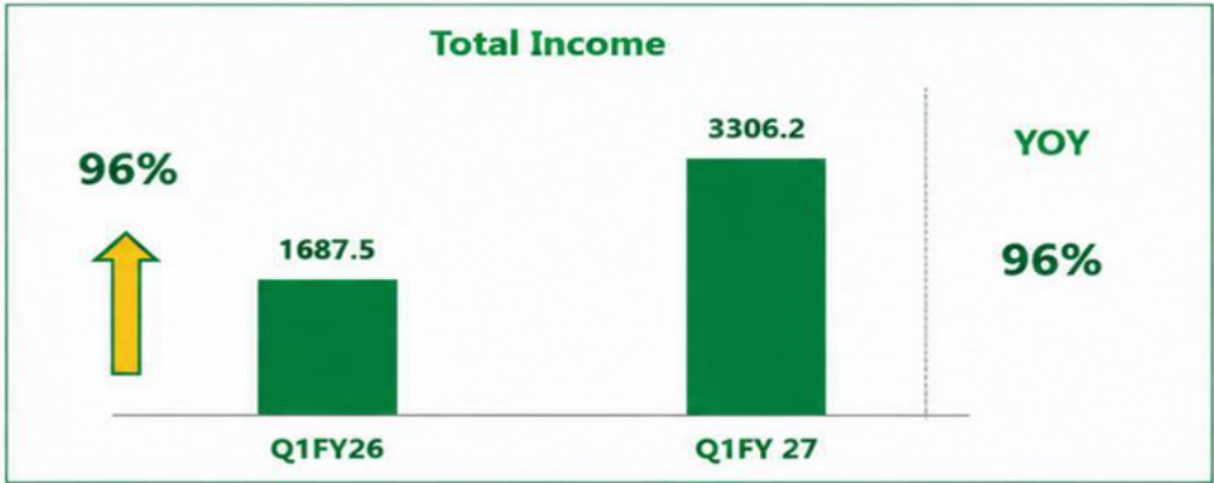


Quarterly performance (Q1 FY27)



Q1FY27

₹ Mn





- Advance Agrolife (AAL) reported highest ever quarterly performance in its history for Q1 FY2027
- AAL's Q1 FY27 revenue from operations at ₹ 3304 million increased by 96% Y-o-Y. Q-o-Q revenue increase was 167%.
-
- EBITDA for Q1 FY27 at ₹ 351 million increased by 105% Y-o-Y; and 162% Q-o-Q. EBITDA margin for Q1 were steady at 10.6%. Profit after Tax for Q1 FY27 at ₹ 225.5 million increased by a sharp 152% Y-o-Y and 202% Q-o-Q.
- AAL aims to commence operations at our new Unit-4 technical manufacturing facility at Gidani (Raj.) by Q3 FY27, This expansion will significantly enhance the company's technical manufacturing capabilities and support future growth.
- The Company has commenced construction of its upcoming Unit-5 manufacturing facility at Dahej II GIDC Industrial Estate, Bharuch, Gujarat, on land measuring 17,734.54 sq. mtrs. The facility, being established for the manufacture of technical grade pesticides, is expected to significantly enhance the Company's production capacity and support its long-term growth strategy.



Mr Omprakash Choudhary, CMD, Advance Agrolife Limited commented, "Despite the challenging global environment marked by geopolitical uncertainties and supply chain disruptions, Advance Agrolife delivered historically best ever quarterly performance for Q1 FY2027, with revenue nearly doubling compared to the corresponding quarter of the previous year. Our focus on maintaining adequate inventory, supported by the working capital strengthened through IPO proceeds, enabled us to ensure uninterrupted supplies to our customers and respond effectively to rising market demand.

I sincerely congratulate the entire Advance Agrolife team for their hard work and dedication in achieving this milestone. With a strong operational foundation and a clear growth strategy, we remain confident about the opportunities ahead and look forward to the rest of FY2027 with optimism and enthusiasm."

₹ Mn

Particulars	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ
Revenue from Operations	3304.0	1686.1	96%	1238.8	167%
Other Income	2.2	1.4	57%	20.3	-89%
Total Income	3306.2	1687.5	96%	1259.1	163%
Expenses					
COGS	2658.1	1318.8	102%	879.8	202%
Manufacturing and Operating Expenses	152.7	102.4	49%	114.1	34%
Employee Benefits Expense	44.1	32.8	34%	40.2	10%
Other Expenses	98.5	61.2	61%	70.9	39%
EBITDA	350.6	170.9	105%	133.8	162%
EBITDA Margind (%)	10.6%	10.1%		10.6%	
Depreciation and Amortization Expenses	30.1	24.9	21%	29.4	2%
EBIT	322.7	147.4	119%	124.7	159%
Finance Costs	20.3	21.1	-4%	24.6	-17%
PBT	302.4	126.3	139%	100.1	202%
Tax	77.0	36.9	109%	25.5	202%
PAT	225.4	89.4	152%	74.6	202%

Historical Profit & Loss

₹ Mn

Particulars	FY24	FY25	FY26	3MFY27
Sales	4559.0	5022.6	6377.8	3304.0
Other Income	13.1	6.2	39.8	2.2
Total Income	4572.1	5028.8	6417.5	3306.2
Expenses	4170	4546.3	5740.9	2953.4
EBITDA	389.0	476.3	636.9	352.8
OPM %	9%	9%	10%	11%
Interest	35.4	54.3	86.7	20.3
Depreciation	33.9	76.1	108.8	30.1
PBT	332.9	352.0	481.1	302.4
Tax	85.6	95.6	128.3	77.0
PAT	247.3	256.4	352.8	225.4
EPS in Rs	5.5	5.7	6.5	3.5

Historical Balance Sheet

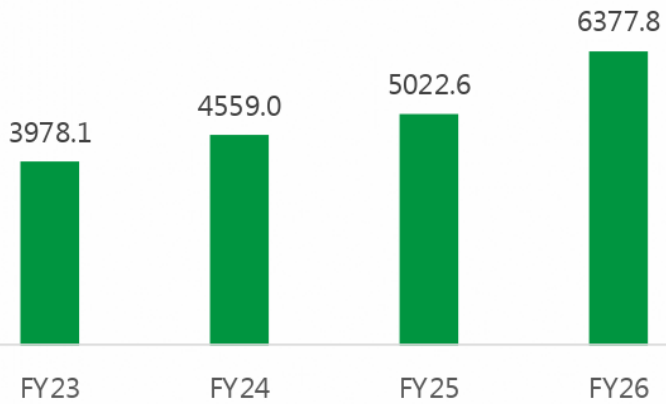
₹ Mn

Particulars	FY23	FY24	FY25	FY26
Equity Capital	45.0	45.0	450.0	642.9
Reserves	461.0	707.6	558.7	2456.3
Borrowings	251.8	453.9	792.4	960.6
Other Liabilities	1036.9	1389.1	1713.6	2190
Total Liabilities	1794.7	2595.6	3514.7	6249.9
Fixed Assets	226.2	401.6	647.2	810.4
CWIP	1.5	94.3	105.5	222.2
Other Assets	1567.0	2099.7	2762.0	5217.3
Total Assets	1794.7	2595.6	3514.7	6249.9

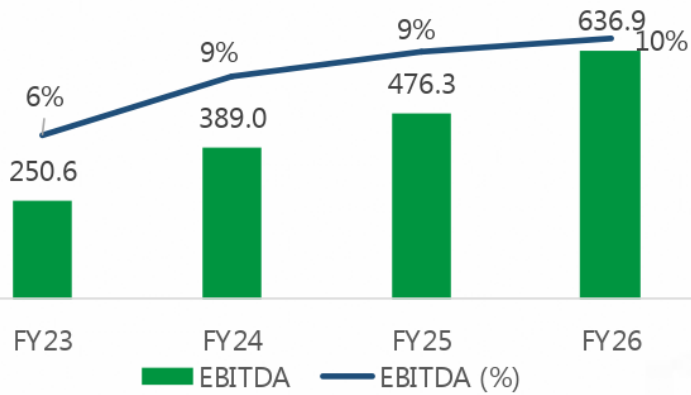
Historical Financials

₹ Mn

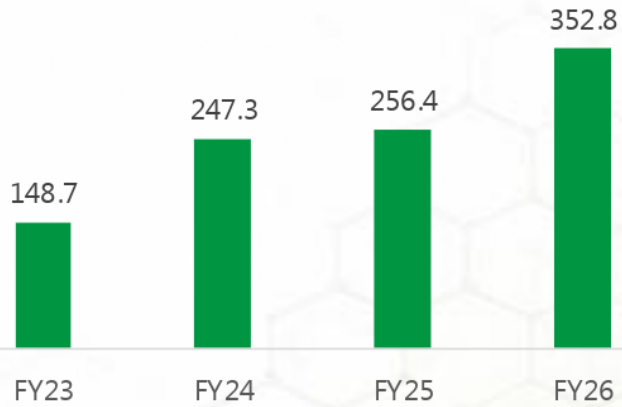
Sales



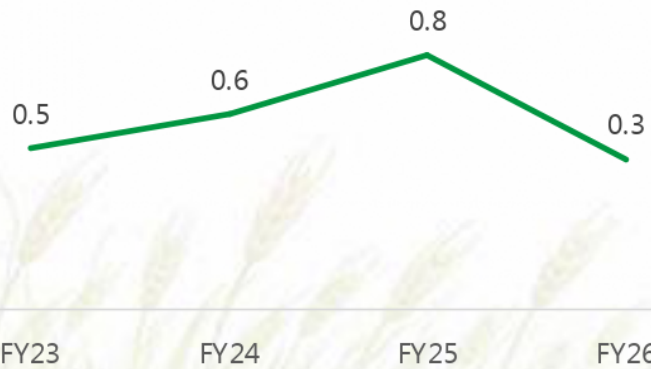
EBITDA



PAT



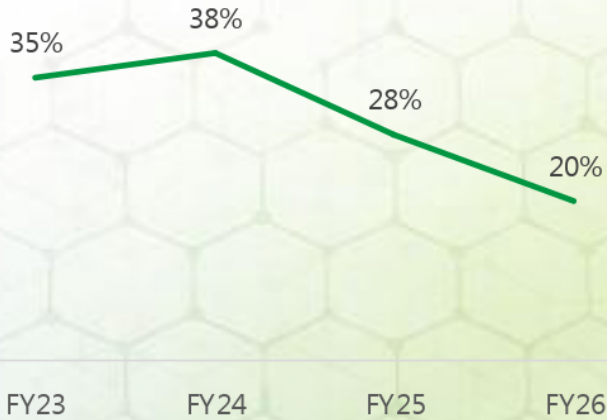
Debt Equity



Wcap Days



RoCE

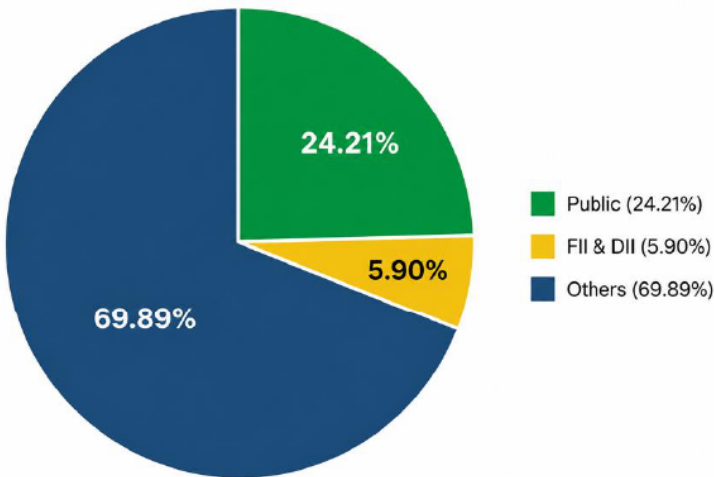




Price Movement (₹)



Shareholding as of 30th June 2026(%)



Particulars	
Number of shares – Fully Paid up	64.3 million
Exchange	NSE, BSE
Market cap (as on 30 th June 2026)	₹ 6926.8
Face Value	10.0



ADVANCE 
AGROLIFE LIMITED



+91 0141-4810126



info@advanceagrolife.com

dc



+91 98202 80325



mehul@dissero.co.in