ADVANCE
AGROLIFE LIMITED
(FORMERLY KNOWN AS ADVANCE AGROLIFE PRIVATE LIMITED)

ADVANCE/SECRETARIAL/2026-27/74 **November 04, 2026**

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Maharashtra **Scrip Code:544562**	National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Maharashtra **Symbol: ADVANCE**

Sub: - Investors Presentation -Compliance under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of the investors presentation on Unaudited Financial Results of the Company for the quarter and half year ended on September 30, 2026.

The Presentation is also being uploaded on the Company's website at www.advanceagrolife.com

This is for your information and records.

Thanking you,

Yours Faithfully,
For Advance Agrolife Limited
(*Formerly known as Advance Agrolife Private Limited*)

NISHA GUPTA
Digitally signed by NISHA GUPTA
Date: 2026.11.04 16:50:02 +05'30'

Nisha Gupta
Company Secretary & Compliance officer
Membership No. A42708

Encl: as above

ADVANCE AGROLIFE LIMITED



Investor Presentation November 2026

About Us

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 14 countries

ADVANCE AGROLIFE LIMITED

2002 The Genesis

The Company began as a trading entity for micro-nutrients

2008- The Foundation

invested in hard assets, establishing the first formulation units.

2017- Second unit

A key value-add occurred with the dedicated Sulphur formulation plant creating a sticky revenue stream..

2022- Scale & Reach

The Company expanded its footprint by operationalizing Unit III.

2024- The Pivot

the Company is executing its most significant shift—Started Technical Plant.

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 14 Countries (Afghanistan, Bangladesh, China, Egypt, Kenya, Libya, Myanmar, Nepal, Oman, Saudi Arabia, Somalia, Tanzania, Turkey, UAE).
- 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, Chambal Fertilisers, NFL, Zuari, Indorama, IFFCO, Coromandel, Crystal Crop, Mankind Agritech, HPM, UPL, Ulink, Indogulf, etc.

Comprehensive Portfolio

Factory for Brands





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, Ulink Agritech, Indorama, Crystal, Chambal Fertlisers, UPL, NFL, Zuari, Matrix Fertlizers.
- **Top 10 Customers:** Contribute ~64% of Revenue

Taking "Make in India" Global

From Local Dominance to Global Relevance

Current Status

- Exports contribute ~2% of Revenue.
- Presence in 14 Countries: UAE, China, Egypt, Kenya, Libya, Myanmar, Nepal, Oman, Saudi Arabia, Somalia, Tanzania, Turkey, Afghanistan, Bangladesh.



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



Fungicides

Sulphur 80% WDG

Seed Treatment

Micro-nutrients & Bio-fertilizers.

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 **500+ 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

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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.

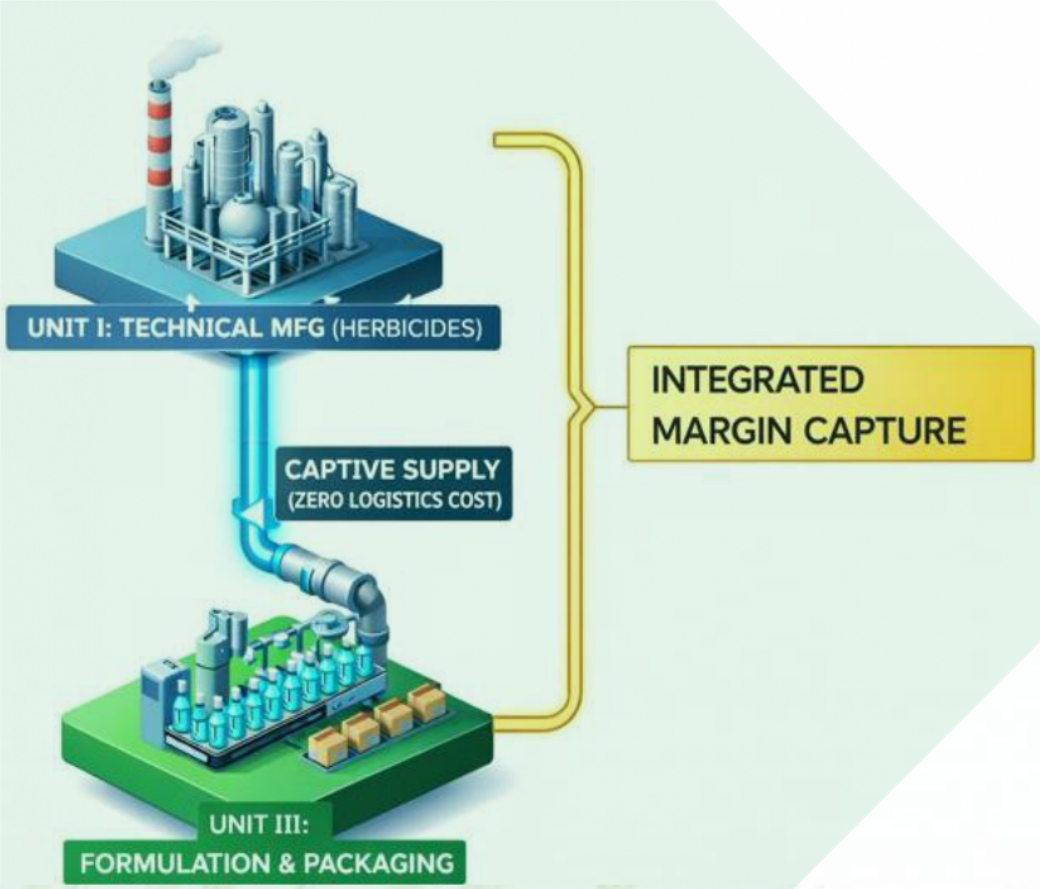
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Geography + Cost+ Speed



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

- **500+ CIB & RC Registrations** 460 Formulations & 40 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


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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



Unit IV: 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

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 PEDA 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 (PEDA) imported from China



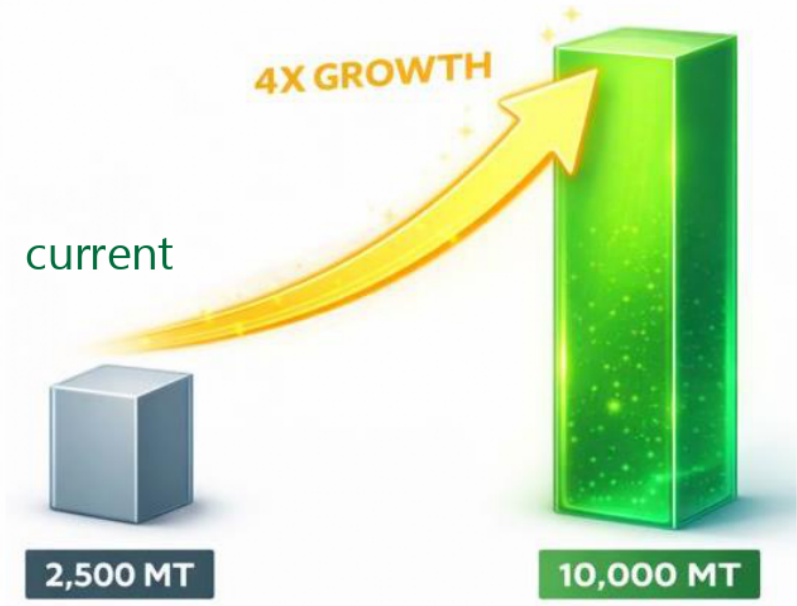
Advantage AAL

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

•**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



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

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 new Dahej site unlocks raw material proximity benefits.

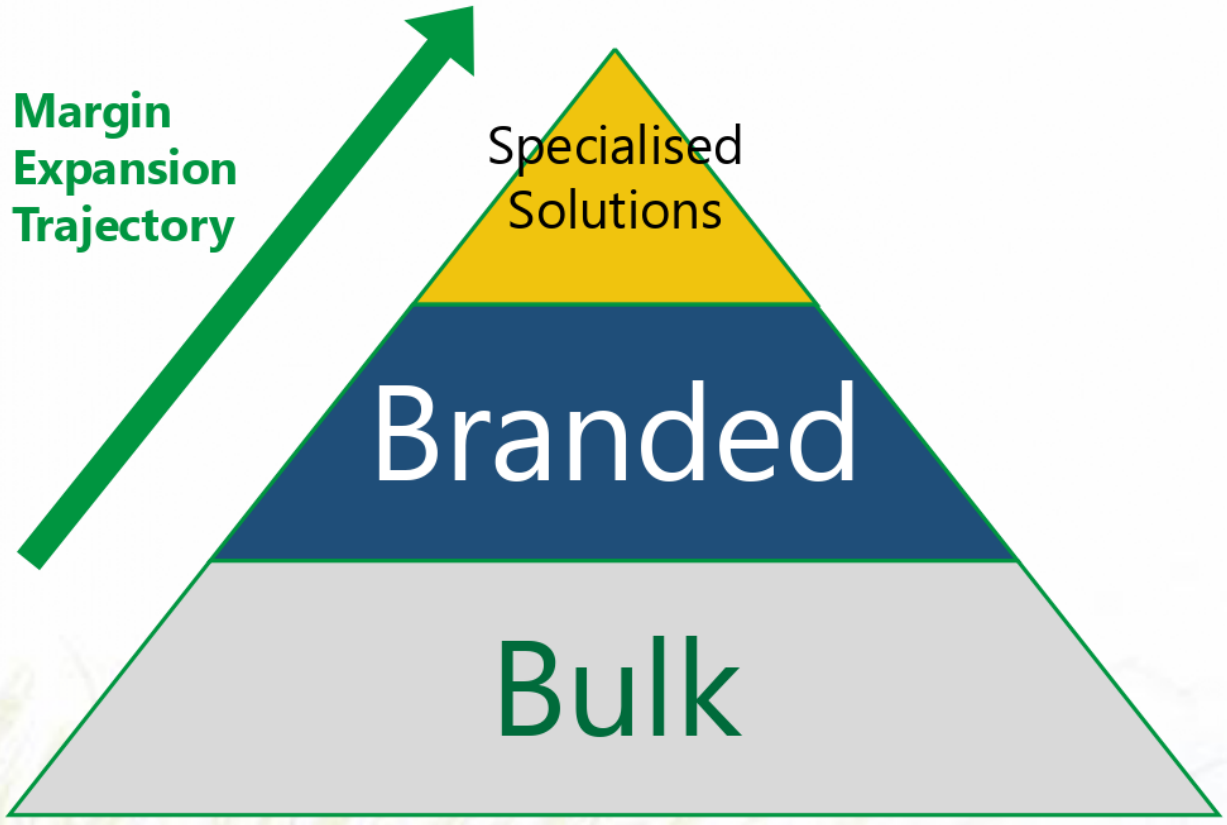
Playing Locating Strategy to reduce RM costs

AAL has commenced construction of its **Unit-5 facility at Dahej II GIDC**, Bharuch (Gujarat), on 17,734.54 sq m of land for technical-grade pesticides. Locating in a chemical cluster lowers structural costs: 2,4-D is raw-material intensive, and key inputs like Phenol and Chlorine can be sourced with minimal logistics costs, **potentially via pipeline.**

Gaining direct port access for global exports

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

Responsible Manufacturing

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



The Way Ahead



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 cyclicality but also grants access to global markets that typically offer better realisations and payment terms.

Financial Highlights

ADVANCE AGROLIFE LIMITED



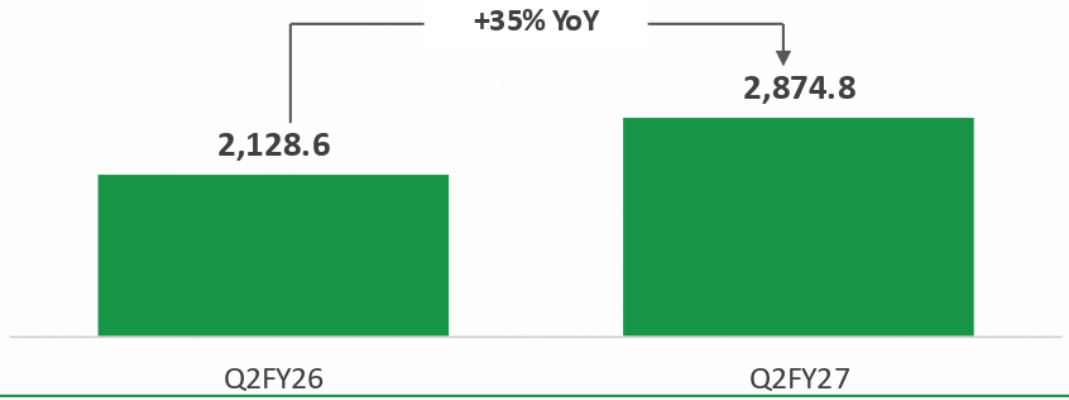
Quarterly performance (Q2 FY27)

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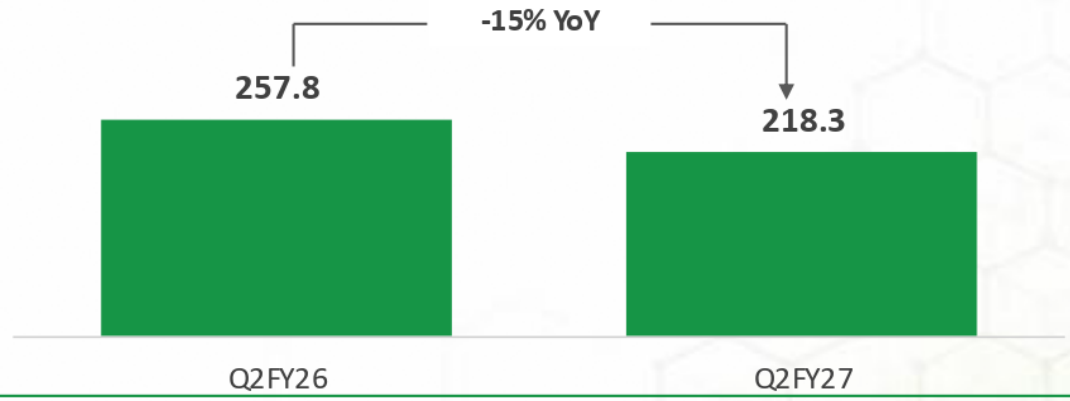
₹ Mn

Q2FY27

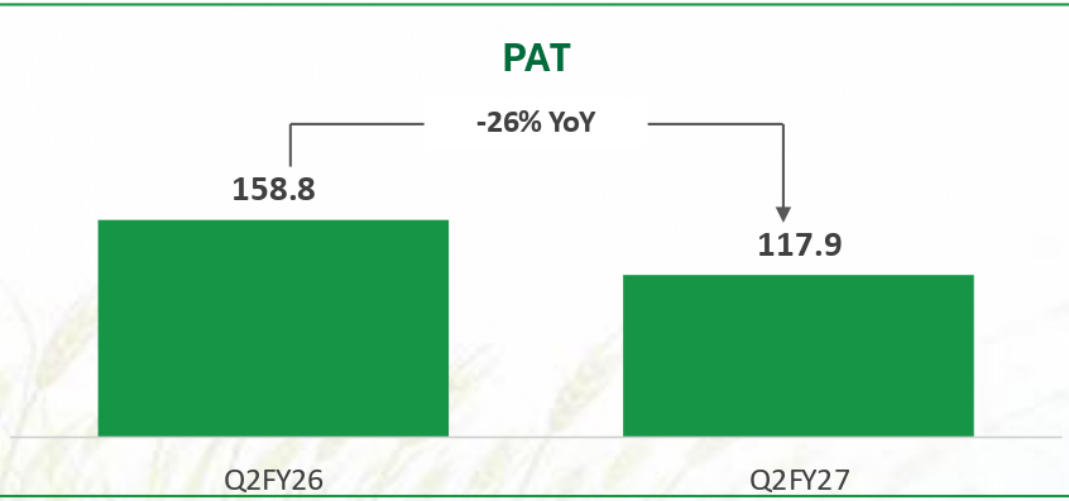
Total Income



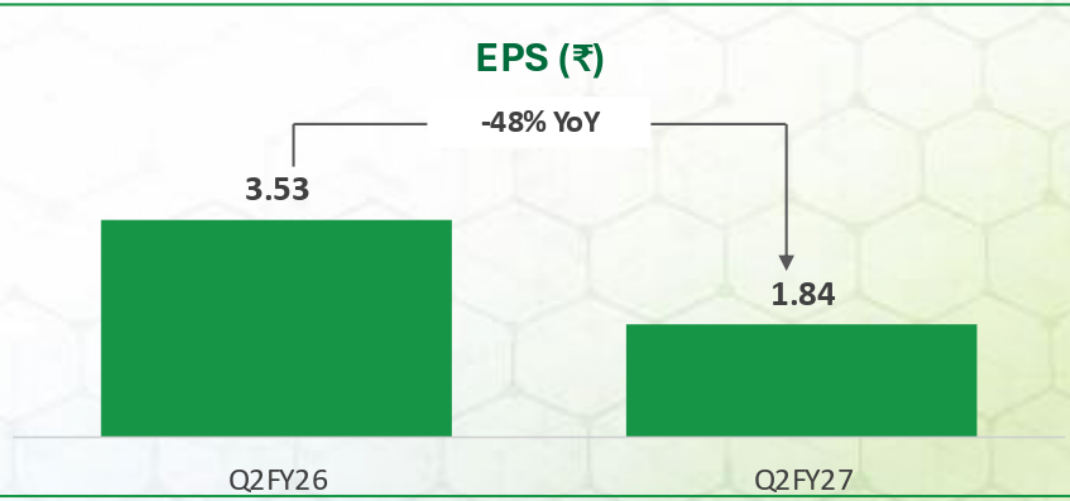
EBITDA



PAT



EPS (₹)



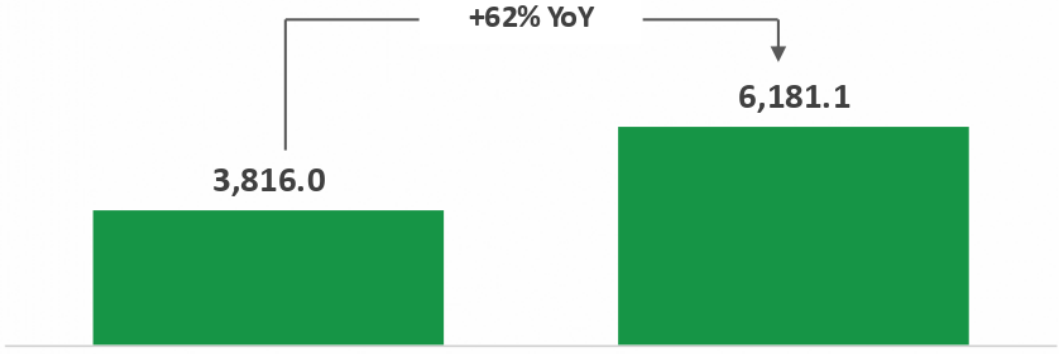
Half-yearly performance (H1 FY27)

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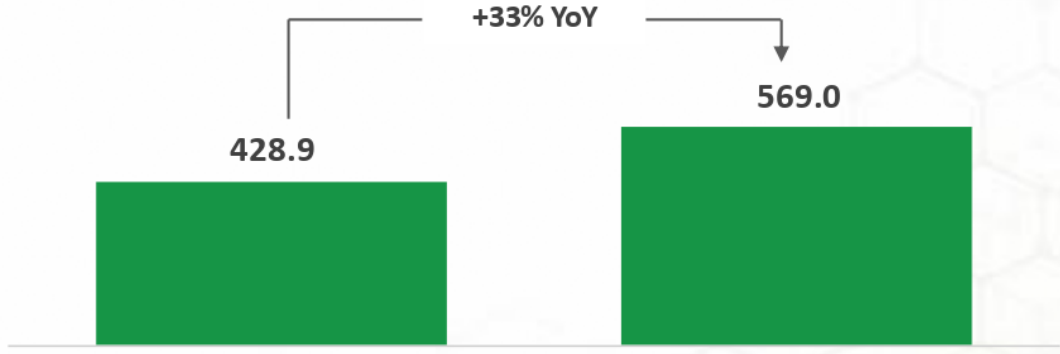
₹ Mn

H1FY27

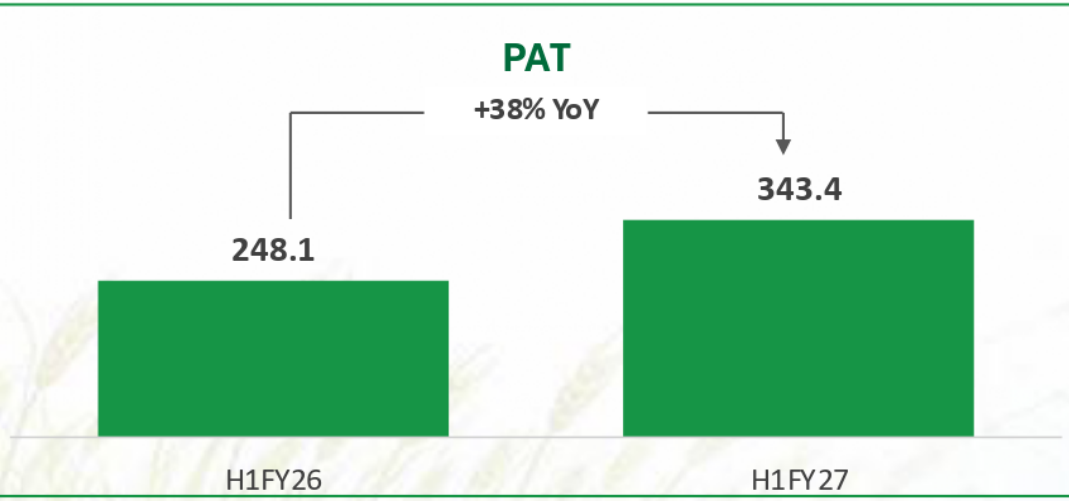
Total Income



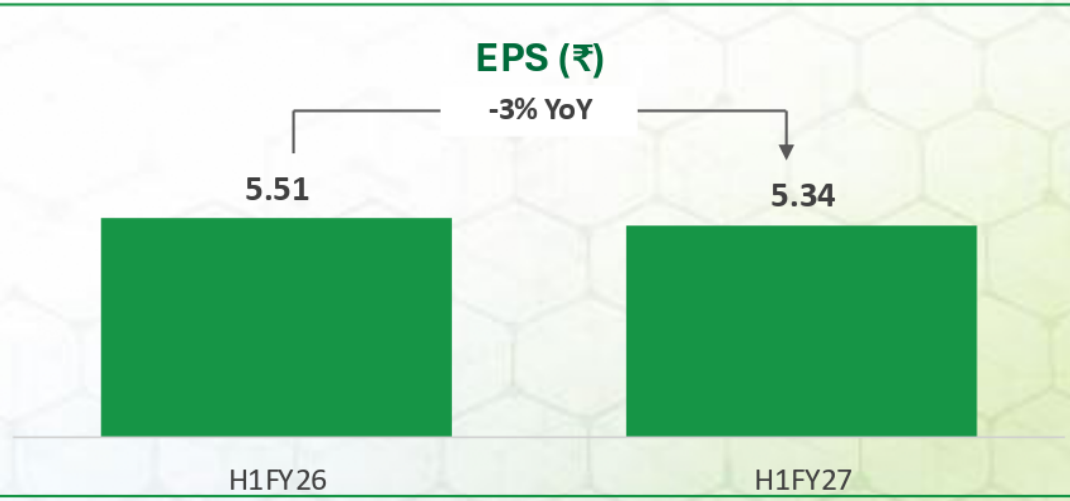
EBITDA



PAT



EPS (₹)



Key Highlights Q2 & H1 FY27

- H1 FY27 total revenue at ₹ 6,176 million increased by 62% Y-o-Y; H1 FY27 Profit after Tax at ₹ 343.4 million increased by 38% Y-o-Y.
- AAL's Q2 FY27 total revenue at ₹ 2,872 million increased by 35% Y-o-Y. Q-o-Q revenue declined 13%.
- EBITDA for Q2 FY27 at ₹ 218 million declined 15% Y-o-Y and 38% Q-o-Q; EBITDA margin was 7.6% against 12.1% in Q2 FY26. Profit after Tax for Q2 FY27 at ₹ 117.9 million declined 26% Y-o-Y and 48% Q-o-Q.
- Commissioning of the Gidhani Plant by the end of Q4 is expected to strengthen the Company's manufacturing capabilities, enhance production capacity, support future business growth and facilitate product diversification.
- **Distribution Network Expansion:** AAL strengthened its pan-India distribution footprint and deepened its presence across the B2B segment, enhancing market penetration, customer reach and institutional business relationships.
- **Exports:** Expanded export footprint with entry into newer geographies including Libyan, Myanmar, Oman, Saudi Arabia, Somalia, Tanzania, Afghanistan.
- **Product Registrations**: Continued extensive library of 500+ CIB & RC registrations acts as a robust shock absorber.

Management Comments

Mr Omprakash Choudhary, CMD, Advance Agrolife Limited commented, "We remain focused on building a resilient, scalable and diversified business, with strategic priorities centred on strengthening our distribution network, expanding our international presence, leveraging our strong product registration portfolio and enhancing manufacturing capabilities.

During the period, we continued to strengthen our pan-India distribution footprint and deepen our presence across the B2B segment, enabling greater market penetration, wider customer reach and stronger institutional relationships. On the international front, we made further progress in expanding our export presence by entering newer geographies, including Libya, Myanmar, Oman, Saudi Arabia, Somalia, Tanzania and Afghanistan, reflecting our continued efforts to broaden our global market reach. Our extensive portfolio of over 500 CIB & RC product registrations remains a significant competitive advantage, providing a strong foundation for business continuity, market access and product diversification.

We remain confident that our continued investments in distribution, exports, product registrations and manufacturing infrastructure will strengthen our competitive positioning and create sustainable long-term value for all our stakeholders."

Profit & Loss - Q2 & H1 FY2027

ADVANCE AGROLIFE LIMITED

₹ Mn

Particulars	Q2FY27	Q2FY26	YoY	Q1FY27	QoQ	H1FY27	H1FY26	YoY
Revenue from Operations	2871.5	2126.3	35%	3304.0	-13%	6175.6	3812.6	62%
Other Income	3.3	2.3	44%	2.2	48%	5.5	3.4	63%
Total Income	2874.8	2128.6	35%	3306.3	-13%	6181.1	3816.0	62%
Expenses								
COGS	2403.7	1633.3	47%	2658.1	-10%	5061.8	2952.1	71%
Manufacturing and Operating Expenses	120.5	127.3	-5%	152.7	-21%	273.2	229.7	19%
Employee Benefits Expense	47.0	35.1	34%	44.1	7%	91.1	67.9	34%
Other Expenses	82.0	72.8	13%	98.5	-17%	180.6	134.0	35%
EBITDA	218.3	257.8	-15%	350.7	-38%	569.0	428.9	33%
EBITDA Margin (%)	7.6%	12.1%		10.6%		9.2%	11.3%	
Depreciation and Amortization Expenses	31.6	26.5	19%	30.1	5%	61.7	51.4	20%
EBIT	190.1	233.5	-19%	322.8	-41%	512.8	380.9	35%
Finance Costs	30.3	21.6	41%	20.3	49%	50.7	42.7	19%
PBT	159.7	212.0	-25%	302.4	-47%	462.2	338.2	37%
Tax	41.8	53.2	-21%	77.0	-46%	118.7	90.1	32%
PAT	117.9	158.8	-26%	225.5	-48%	343.4	248.1	38%

Historical Profit & Loss

₹ Mn

Particulars	FY24	FY25	FY26	6MFY27
Sales	4559.0	5022.6	6377.8	6175.6
Other Income	13.1	6.2	39.8	5.5
Total Income	4572.1	5028.8	6417.5	6181.1
Expenses	4170	4546.3	5740.9	5606.6
EBITDA	389.0	476.3	636.9	569.0
OPM %	9%	9%	10%	9%
Interest	35.4	54.3	86.7	50.7
Depreciation	33.9	76.1	108.8	61.7
PBT	332.9	352.0	481.1	462.2
Tax	85.6	95.6	128.3	118.7
PAT	247.3	256.4	352.8	343.4
EPS in Rs	5.5	5.7	6.5	5.3

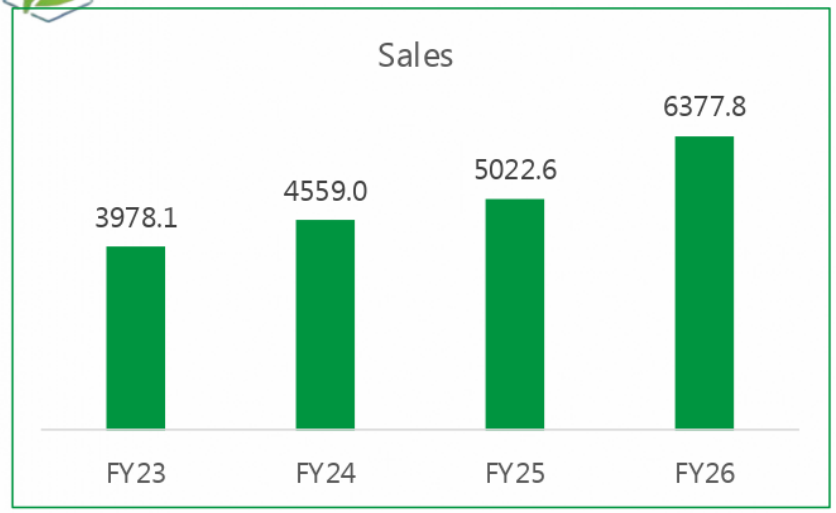
Historical Balance Sheet

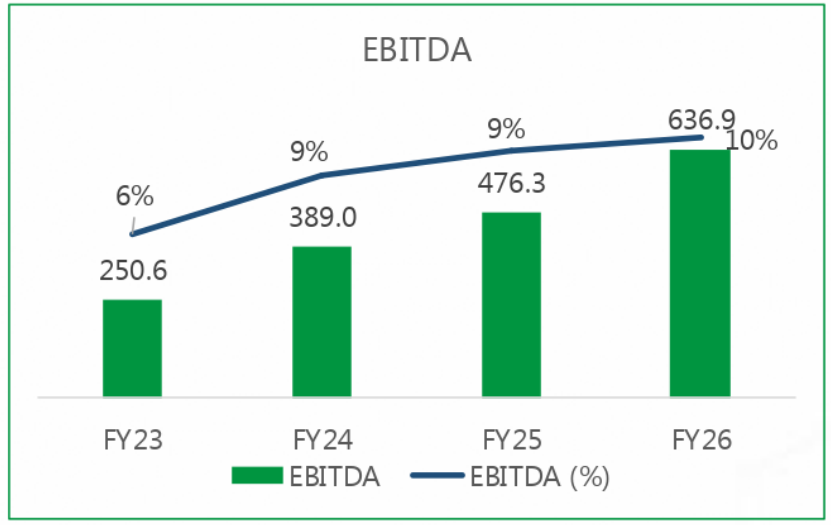
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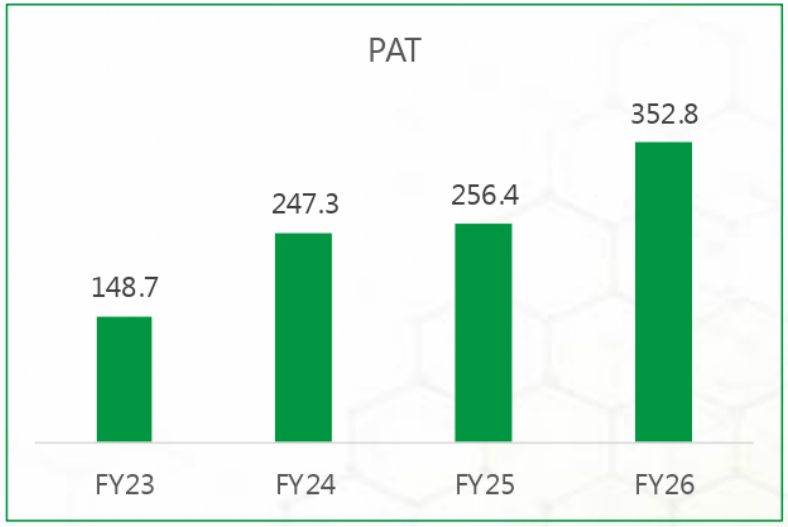
Particulars	FY23	FY24	FY25	FY26	H1FY27
Equity Capital	45.0	45.0	450.0	642.9	642.9
Reserves	461.0	707.6	558.7	2456.3	2799.0
Borrowings	251.8	453.9	792.4	960.6	1097.7
Other Liabilities	1036.9	1389.1	1713.6	2190	2929.8
Total Liabilities	1794.7	2595.6	3514.7	6249.9	7469.4
Fixed Assets	226.2	401.6	647.2	810.4	874.7
CWIP	1.5	94.3	105.5	222.2	345.2
Other Assets	1567.0	2099.7	2762.0	5217.3	6249.5
Total Assets	1794.7	2595.6	3514.7	6249.9	7469.4

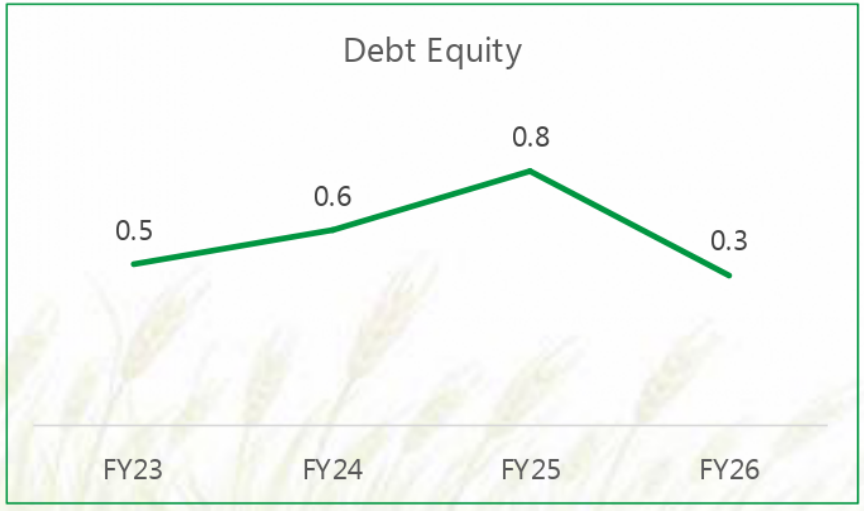
Historical Financials

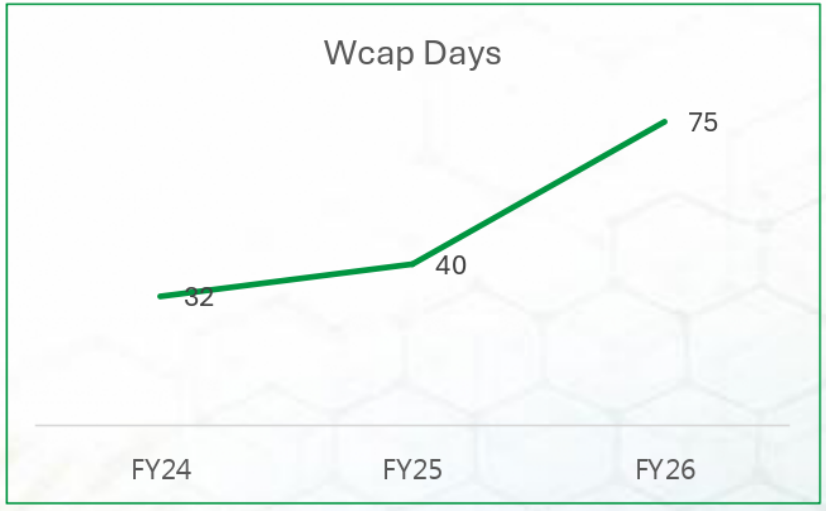
₹ Mn

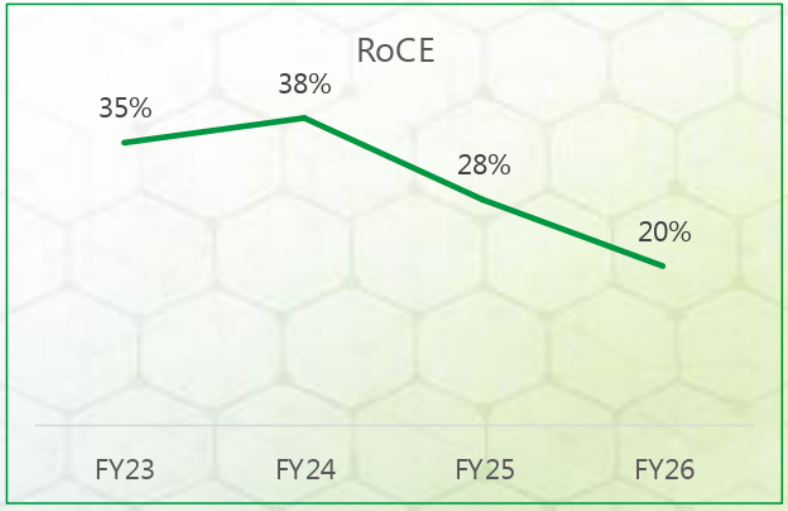








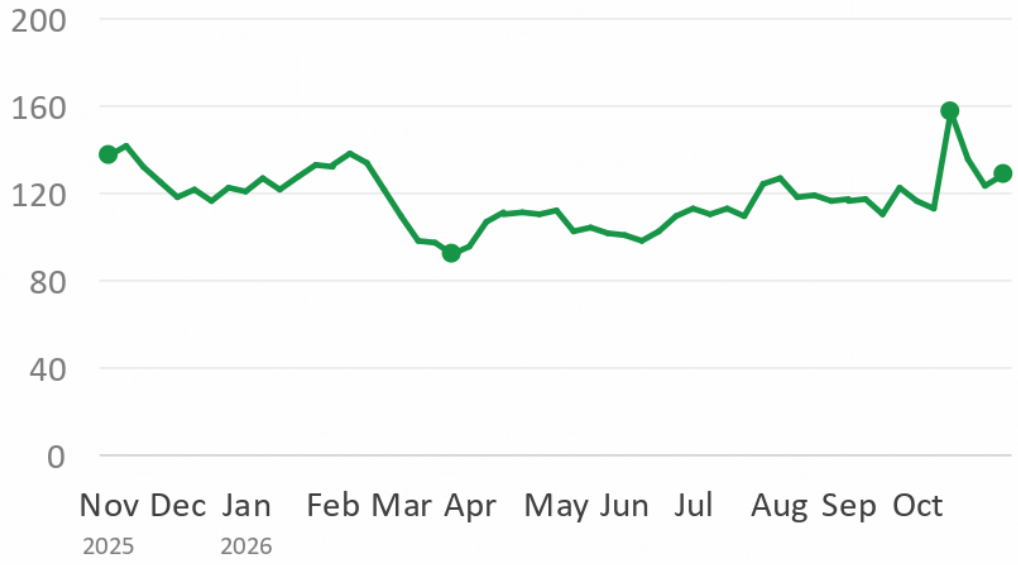




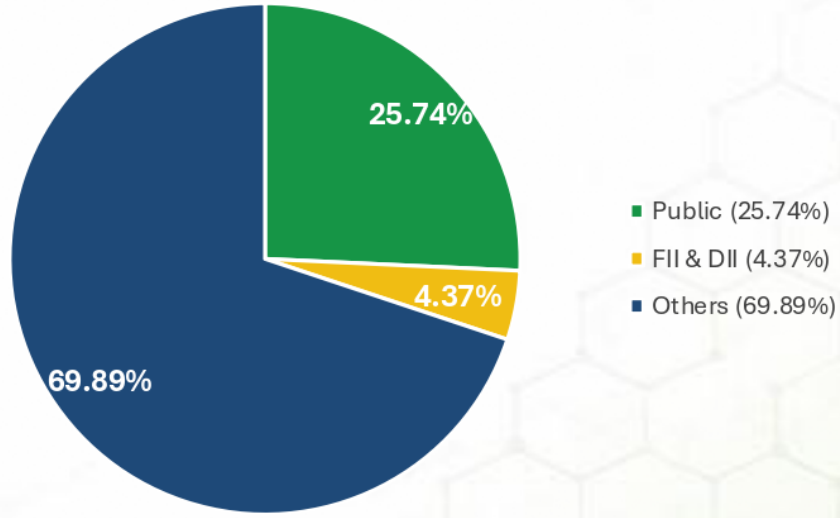
Shareholding Structure

ADVANCE AGROLIFE LIMITED

Price Movement (₹)



Shareholding as of 30th Sep. 2026(%)



Particulars	
Number of shares – Fully Paid up	64.3 million
Exchange	NSE, BSE
Market cap (as on 30th Sep. 2026)	₹ 7835.14
Face Value	10.0





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