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

ADVANCE/SECRETARIAL/2025-26/22 **February 07, 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**

Dear Sir/Madam,

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

Pursuant to Regulation 30(6) of the SEBI (LODR) Regulations, 2015 please find enclosed herewith a copy of the investors presentation on Unaudited Financial Results for the quarter and nine months ended on December 31,2025.

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: 2026.02.07 19:18:30 +05'30'

Nisha Gupta
Company Secretary & Compliance officer
Membership No. A42708

Encl: as above

ADVANCE
AGROLIFE LIMITED

Investor Presentation February 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 7 countries

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

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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.

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, Chambal Fertlisers, NFL, Zuari, Matrix Fertliser.
- ✓ **Top 10 Customers:** Contribute ~69% of Revenue

Taking "Make in India" Global

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

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

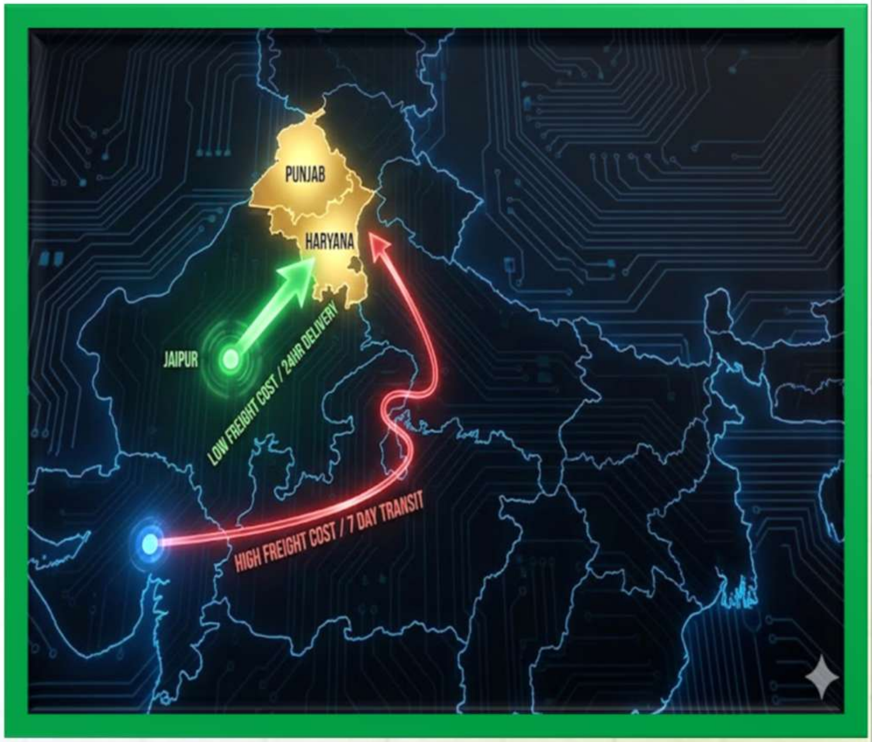
Unit III is the **high-volume formulation engine**, designed for speed and scale to service its large B2B contracts

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

Geography + Cost+ Speed



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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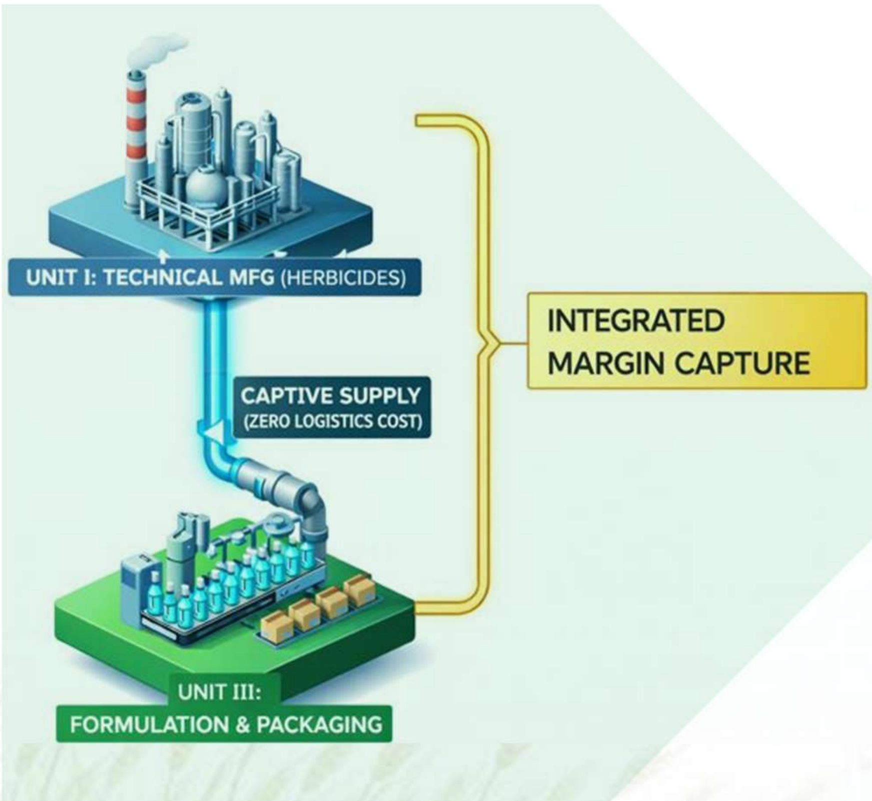
The Integrated Pivot: Capturing the Molecule Margin

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

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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 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

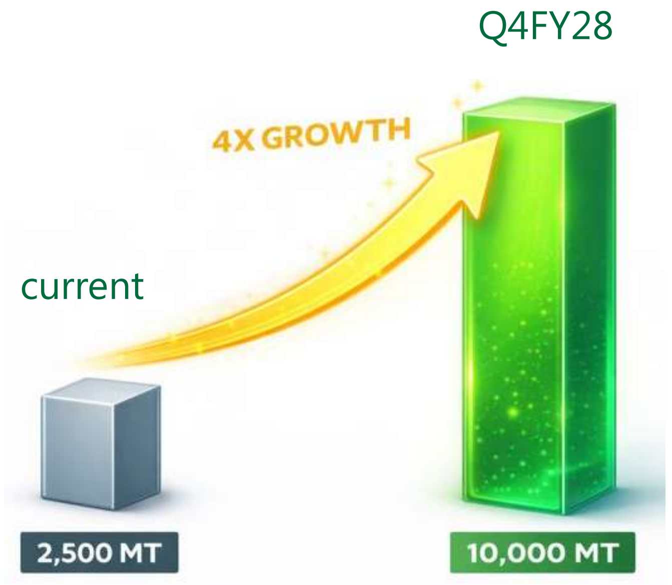
Advantage AAL

From Import to In-House: Planning to commence 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 potential shift to Dahej unlocks raw material proximity benefits.

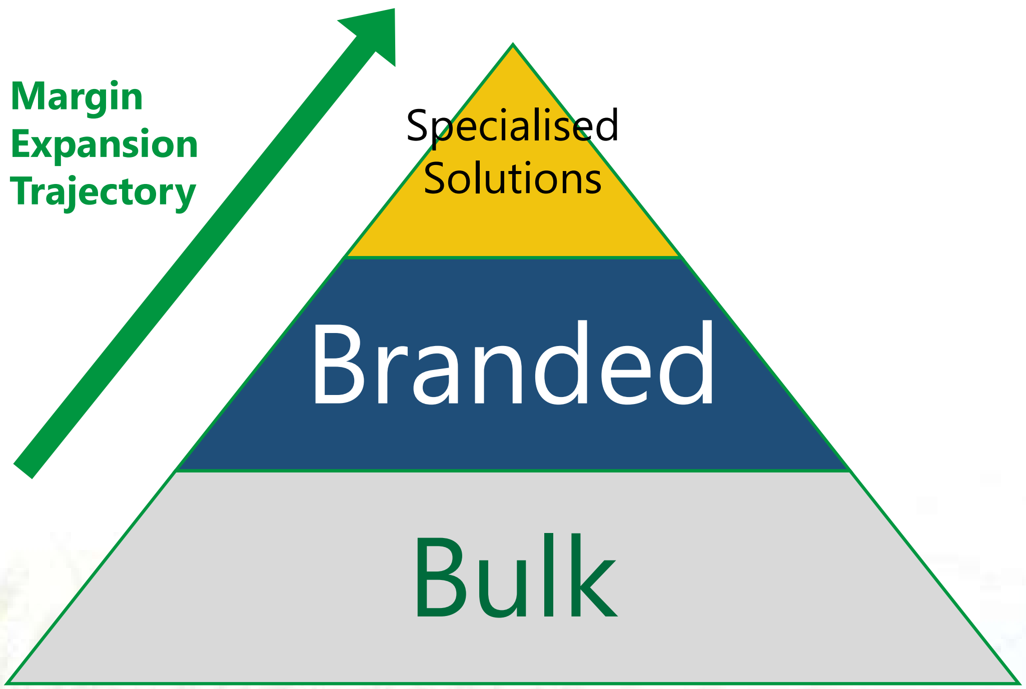
Playing Locating Strategy to reduce RM costs

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

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

Quarterly performance (Q3 FY26 & 9MFY26)

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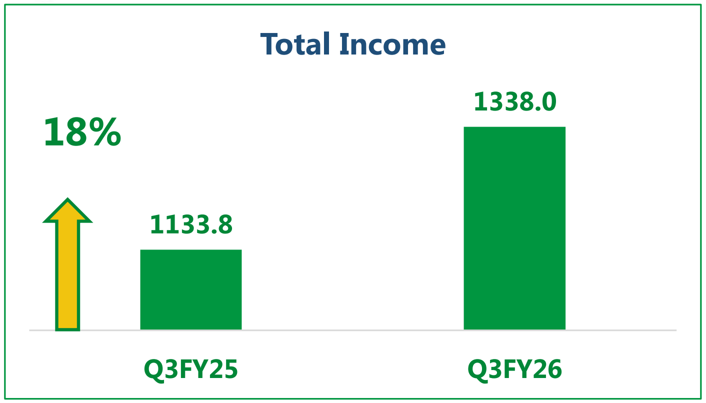
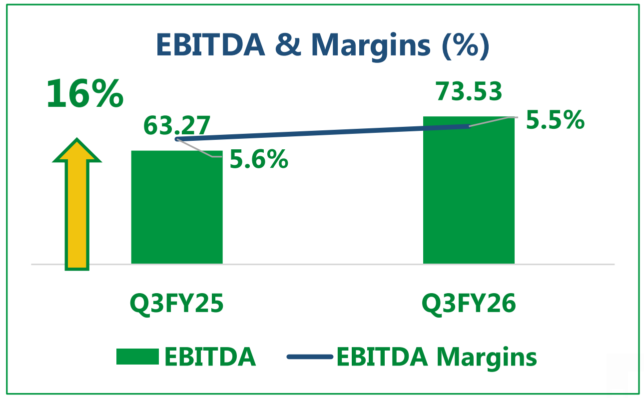
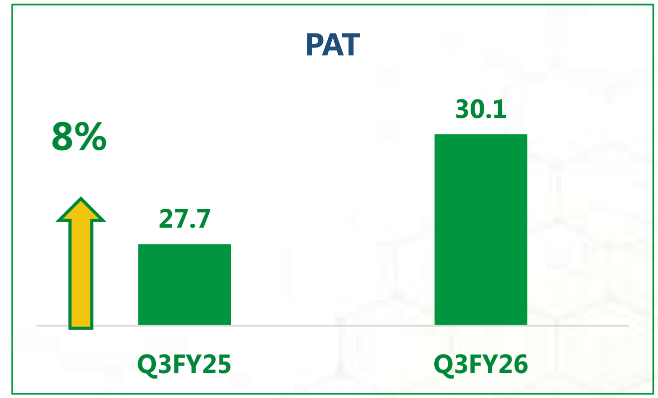
Q3FY26

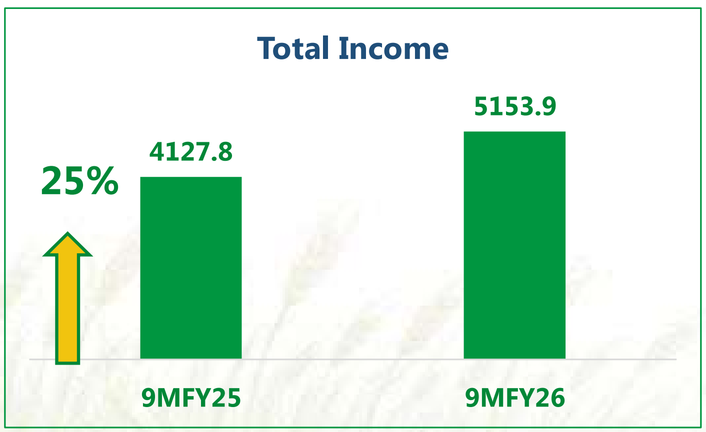
₹ Mn

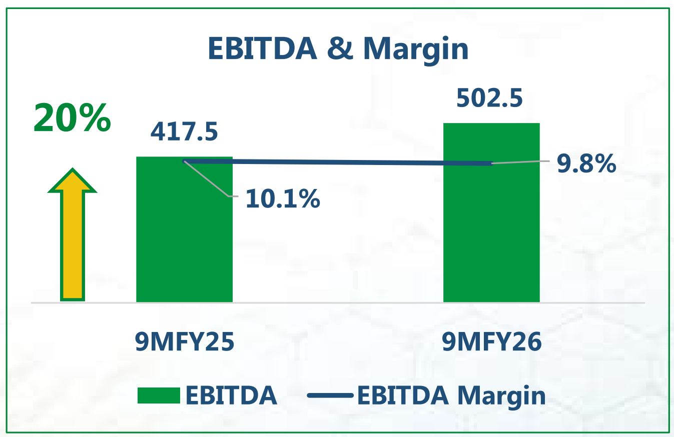


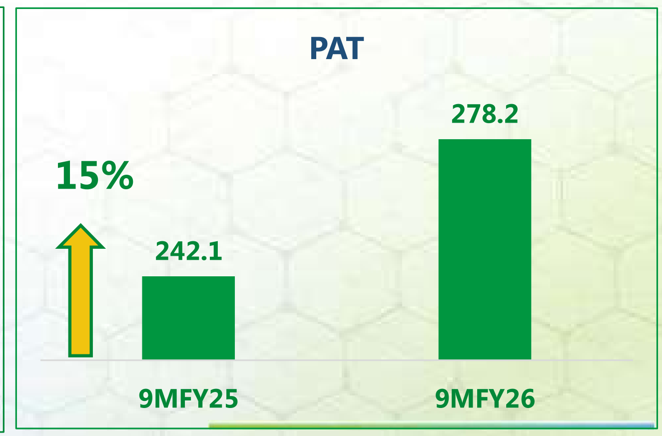




9MFY26







Profit & Loss (Q3 FY26 & 9MFY26)

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₹ Mn

Particulars	Q3FY26	Q3FY25	YoY	9MFY26	9MFY25	YoY
Revenue from Operations	**1326.4**	**1131.7**	**17%**	**5139.0**	**4124.3**	**25%**
Other Income	11.6	2.1	**441%**	15.0	3.5	**323%**
Total Income	1338.0	1133.8	**18%**	5153.9	4127.8	**25%**
Expenses						
COGS	1047.1	879.9	**19%**	3999.2	3158.0	**27%**
Manufacturing and Operating Expenses	71.1	90.0	**-21%**	300.8	239.3	**26%**
Employee Benefits Expense	42.4	33.5	**27%**	110.3	82.2	**34%**
Other Expenses	92.2	64.9	**42%**	226.2	227.3	**0%**
EBITDA	**73.5**	**63.3**	**16%**	**502.5**	**417.5**	**20%**
EBITDA Margind (%)	**5.5%**	**5.6%**		**9.8%**	**10.1%**	
Depreciation and Amortization Expenses	28.1	19.9	**41%**	79.5	53.8	**48%**
EBIT	57.1	45.5	**25%**	438.0	367.3	**19%**
Finance Costs	14.3	12.3	**17%**	57.0	34.9	**63%**
PBT	42.8	33.2	**29%**	381.0	332.4	**15%**
Tax	12.7	5.5	**130%**	102.8	90.3	**14%**
PAT	**30.1**	**27.7**	**8%**	**278.2**	**242.1**	**15%**

Key Highlights Q3FY26 & 9MFY26

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- AAL's Q3 FY26 Income at ₹ 1338 million increased by 18% Y-o-Y on the back of increased demand and addition of new customers. Income for 9 months ended on December 31, 2025 was ₹ 5153.9 million; a robust 25% increase Y-0-Y.

- EBITDA for Q3 FY26 at ₹ 73.5 million increased by 16% Y-o-Y; and EBIDTA for 9M FY26 rose by 20%. EBITDA margin for Q3 and 9M were 5.5% and 9.8% respectively. PAT for Q3FY26 at ₹ 30.1 million was up 8% whereas PAT for 9MFY26 at ₹ 278.2 million was up by 15%.

- AAL set up a new R&D laboratory focused on developing innovative product combinations and strengthening our long-term product pipeline. AAL is in the process of setting up a 3.75 MW solar power plant to increase the use of renewable energy and reduce its carbon footprint.

- The company is considering setting up of manufacturing facilities for Pretilachlor and PEDA, with installed production capacities of about 13 tonnes per day and 10 tonnes per day respectively. This integration will enhance our operational control and support margin improvement.

- AAL aims to commence operations at our new Unit-4 technical manufacturing facility at Gidhani by Q2 FY27, with an estimated first-phase capital expenditure of approximately ₹ 250 million. This expansion will significantly enhance the company's technical manufacturing capabilities and support future growth.

Profit & Loss

₹ Mn

Particulars	FY23	FY24	FY25	9MFY26
Sales	3978.1	4559.0	5022.6	5139.0
Other Income	1.7	13.1	6.2	15.0
Total Income	3979.7	4572.1	5028.8	5153.9
Expenses	3727.5	4170.0	4546.3	4636.5
EBITDA	250.6	389.0	476.3	502.5
OPM %	6%	9%	9%	10%
Interest	26.4	35.4	54.3	57.0
Depreciation	24.6	33.9	76.1	79.5
PBT	201.2	332.9	352.0	381.0
Tax	52.5	85.6	95.6	102.8
PAT	148.7	247.3	256.4	278.2
EPS in Rs	3.3	5.5	5.7	4.3

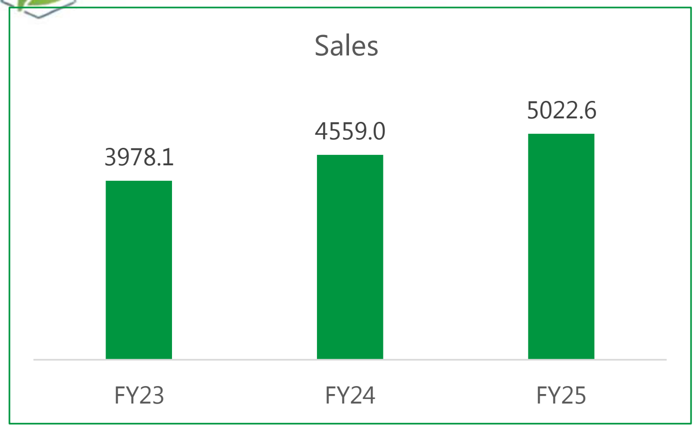
Balance Sheet

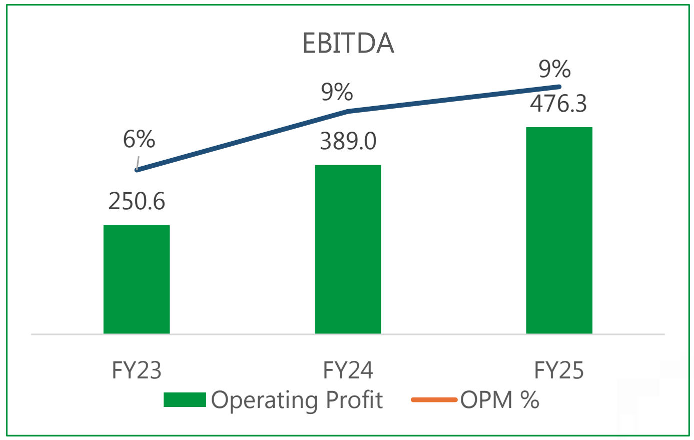
₹ Mn

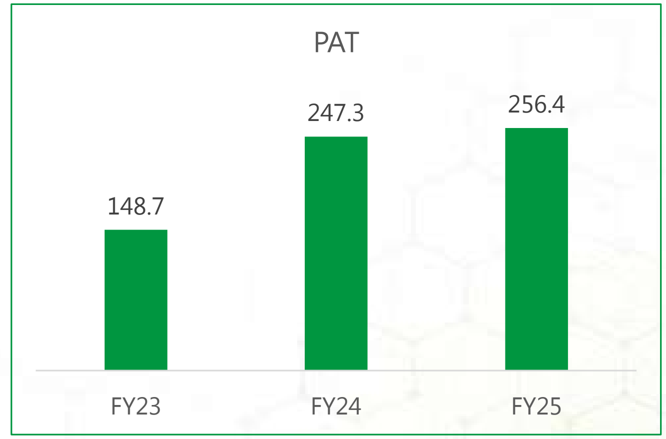
Particulars	FY23	FY24	FY25
Equity Capital	45.0	45.0	450.0
Reserves	461.0	707.6	558.7
Borrowings	251.8	453.9	792.4
Other Liabilities	1036.9	1389.1	1713.6
Total Liabilities	1794.7	2595.6	3514.7
Fixed Assets	226.2	401.6	647.2
CWIP	1.5	94.3	105.5
Other Assets	1567.0	2099.7	2762.0
Total Assets	1794.7	2595.6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

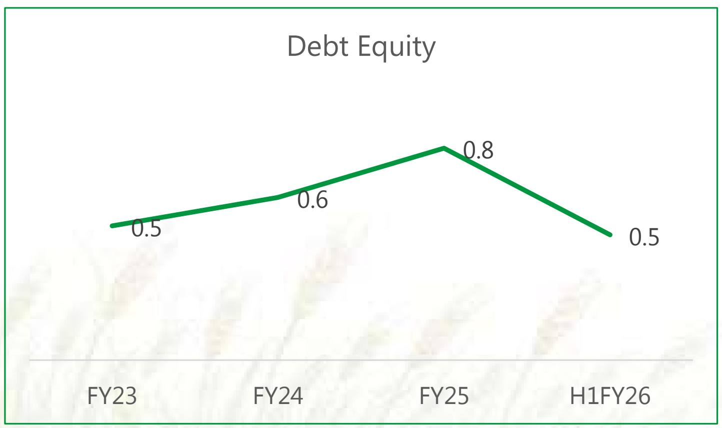
Historical Financials

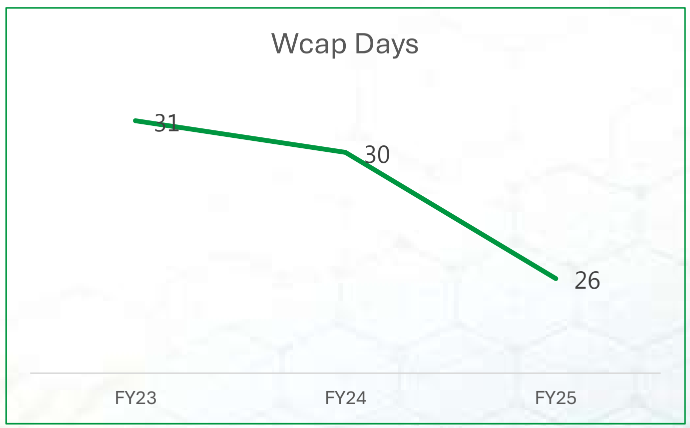
₹ Mn

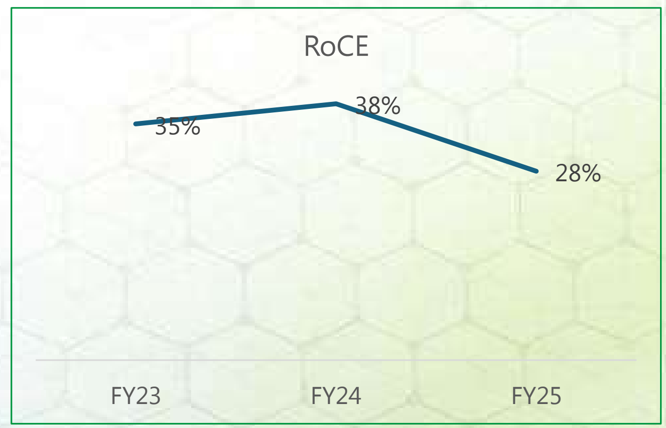




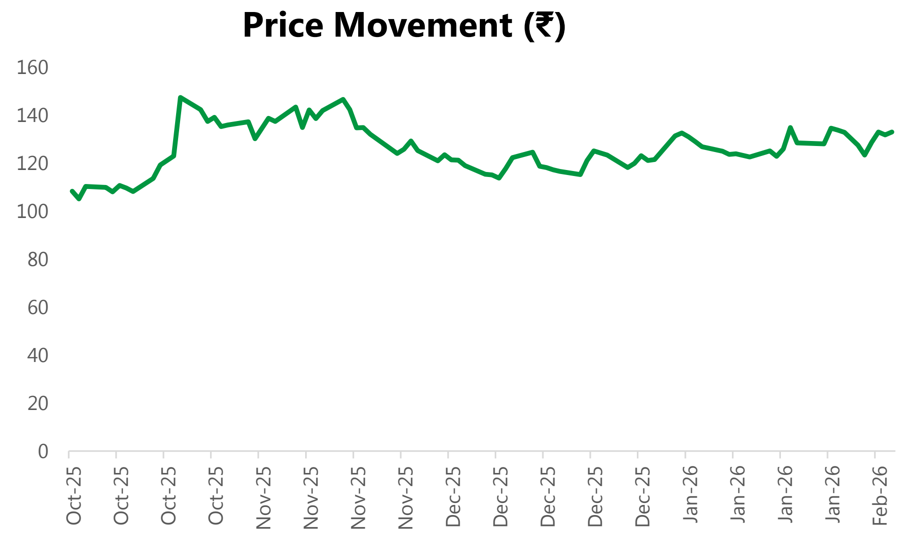


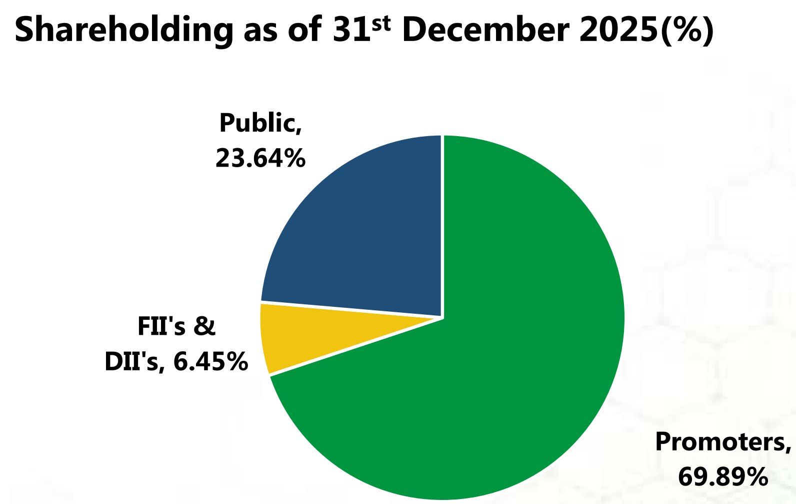






Shareholding Structure





Particulars	
Number of shares – Fully Paid up	64.3 million
Exchange	NSE, BSE
Market cap (as on 31st December 2025)	₹ 7907 million
Face Value	10.0

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