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NOVA™

AGRITECH LIMITED

Our Company was incorporated as a private limited company under the provisions of the Companies Act, 1956 on May 9, 2007 at Hyderabad, Andhra Pradesh as "Nova Agritech Private Limited". The name of our Company was subsequently changed to "Nova Agritech Limited", upon conversion into a public company, pursuant to a shareholders' resolution dated September 08, 2018, and a fresh certificate of change of name was issued by the Registrar of Companies, Hyderabad ("RoC") on September 24, 2018. For further details in relation to change in name and Registered Office of our Company, please see the section titled "History and Certain Corporate Matters" on page 221 of the red herring prospectus dated January 12, 2024 ("RHP" or "Red Herring Prospectus").

Corporate Identity Number: U01119TG2007PLC053901

Registered and Corporate Office: Sy.No.251/A/1, Singannaguda Village, Mulugu Mandal, Siddipet, Medak, Telangana – 502279; Tel: +91 84 54253446

Contact Person: Neha Soni, Company Secretary and Compliance Officer; Tel: +91 84 54253446; E-mail: ipo@novaagri.in; Website: www.novaagri.in

NOVA AGRITECH LIMITED



(Please scan the QR code to view the RHP)

OUR PROMOTERS: SURAKSHA AGRI RETAILS (INDIA) PRIVATE LIMITED, YELURI FAMILY TRUST, MALATHI S AND KIRAN KUMAR ATUKURI			
INITIAL PUBLIC OFFERING OF UPTO [•] EQUITY SHARES OF FACE VALUE OF ₹ 2/- EACH ("EQUITY SHARES") OF OUR COMPANY FOR CASH AT A PRICE OF ₹ [•] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹ [•] PER EQUITY SHARE) ("OFFER PRICE") AGGREGATING UPTO ₹ [•] LAKHS (THE "OFFER") COMPRISING A FRESH OFFER OF UP TO [•] EQUITY SHARES AGGREGATING UP TO ₹ 11, 200.00 LAKHS BY OUR COMPANY (THE "FRESH OFFER") AND AN OFFER FOR SALE OF UP TO 77,58,620 EQUITY SHARES AGGREGATING UP TO ₹ [•] LAKHS BY NUTALAPATI VENKATASUBBARAO (SELLING SHAREHOLDER) (AND SUCH OFFER FOR SALE OF EQUITY SHARES BY THE SELLING SHAREHOLDER THE "OFFER FOR SALE"). THE OFFER WOULD CONSTITUTE [•] % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY. THE "OFFER FOR SALE" AND TOGETHER WITH THE FRESH OFFER, THE "OFFER".			
DETAILS OF OFFER FOR SALE BY THE SELLING SHAREHOLDER			
NAME OF SELLING SHAREHOLDER	TYPE	NUMBER OF SHARES OFFERED	AVERAGE COST OF ACQUISITION (INR ₹)*
Nutalapati Venkatasubbarao	Selling Shareholder	Up to 77,58,620 Equity Shares aggregating up to ₹ [•] Lakhs	2.32

*As per the certificate dated December 26, 2023 issued by Statutory Auditor.

We are an agri-input manufacturer offering soil health management, crop nutrition and crop protection products focused on tech-based farmer driven solution approach.

The Offer is being made through the Book Building Process in accordance with Regulation 6(1) of the SEBI ICDR Regulations.

• QIB Portion: Not more than 50% of the Offer • Non-Institutional Portion: Not less than 15% of the Offer • Retail Portion: Not less than 35% of the Offer

PRICE BAND: ₹39/- TO ₹41/- PER EQUITY SHARE OF FACE VALUE OF ₹2/- EACH

THE FLOOR PRICE IS 19.50 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 20.50 TIMES THE FACE VALUE OF THE EQUITY SHARES

THE PRICE/EARNINGS RATIO BASED ON DILUTED EPS FOR FISCAL 2023 AT THE FLOOR PRICE IS 11.93 TIMES AND AT THE CAP PRICE IS 12.54 TIMES

BIDS CAN BE MADE FOR A MINIMUM OF 365 EQUITY SHARES AND IN MULTIPLES OF 365 EQUITY SHARES THEREAFTER

In accordance with the recommendation of Committee of Independent Directors of our Company, pursuant to their resolution dated January 15, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the 'Basis of Offer Price' section of the RHP. The price band is in line with the weighted average cost of acquisition ("WACA") of primary and secondary transactions, as applicable, disclosed in the 'Basis of Offer Price' section on pages 114-120 of the RHP.

In making an investment decision, potential investors must only rely on the information included in the Red Herring Prospectus and the terms of the Offer, including the risks involved and not rely on any other external sources of information about the Offer available in any manner.

RISKS TO INVESTORS:

1. **Negative Cash Flow:** Our Company had negative cash flow during certain fiscal years; details of which are given below. Sustained negative cash flow could adversely impact our business, financial condition and results of operations. The details of cashflow from various activities is as follows:

(Amount in ₹ lakhs)

Particulars	For the six months period ended September 30, 2023	For the year ended March 31, 2023	For the year ended March 31, 2022	For the year ended March 31, 2021
Net Cash from (used in) Operating activities	504.28	544.94	248.18	518.13
Net Cash from (used in) Investing activities	(28.20)	(185.70)	(387.81)	(312.34)
Net Cash from (used in) Financing activities	(679.66)	(188.28)	272.28	(182.96)

2. **Delay in realisation of trade receivable:** Any default in payment by customers or delay in realising trade receivables as per details given hereinunder may have an adverse effect on our business and financial operation. The details of trade receivables is as follows:

(Amount in ₹ Lakhs)

Particulars	As at September 30, 2023	As on March 31, 2023	As on March 31, 2022	As on March 31, 2021
Trade Receivables	12,896.46	11,690.41	10,467.94	9,554.47
(-) Provision for bad debts	(1,281.32)	(1,122.78)	(1,169.37)	(1,056.93)
Total	11,615.14	10,567.63	9,298.58	8,497.55

3. **Contingent liabilities:** We have contingent liabilities which could materially and adversely affect our business, results of operations and financial condition. A summary table of our contingent liabilities for the period ended September 30, 2023 and the last three financial years is set forth below:

(Amount in ₹ Lakhs)

Particulars	As at the period ended September 30, 2023	Year ended March 31, 2023	Year ended March 31, 2022	Year ended March 31, 2021
Corporate Guarantees given to Banks	800.00	800.00	800.00	400.00
Capital Commitment	251.26	251.26	300.00	-
i) Contract to be executed (net of advance)				
Claims against companies not acknowledged as debts	19.63	19.63	19.63	19.63
Total	1070.89	1070.89	1119.63	419.63

4. **Geographical Concentration Risk:** A substantial part of the revenue generated by the Company is from the jurisdiction of Andhra Pradesh, Karnataka and Telangana. The revenue distribution of products manufactured by NATL and NASPL across the states of Andhra Pradesh, Karnataka, Telangana and other states is as per table provided below. Any change in Government policies towards the agriculture sector, regulations, economic conditions or climatic conditions in these jurisdictions may adversely affect our business and results of operations:

(Amount in ₹ Lakhs)

Nova Agritech Limited									
S. No	State	As at the period ended September 30, 2023	% to Revenue from operations	Year ended March 31, 2023	% to Revenue from operations	Year ended March 31, 2022	% to Revenue from operations	Year ended March 31, 2021	% to Revenue from operations
1	Andhra Pradesh	843.23	11.75%	1,718.69	14.72%	1,525.06	13.15%	3,667.23	29.34%
2	Karnat-aka	183.43	2.56%	780.64	6.69%	646.20	5.57%	747.63	5.98%
3	Telang-ana	5,458.84	76.09%	6,374.81	54.60%	7,087.56	61.09%	6,286.98	50.31%
4.	Other states	688.48	9.60%	2,800.67	23.99%	2,342.38	20.19%	1,795.37	14.37%

(Amount in ₹ Lakhs)

Nova Agri Sciences Private Limited									
S. No	State	As at the period ended Septem-ber 30, 2023	% to Revenue from operat-ions	Year ended March 31, 2023	% to Revenue from operat-ions	Year ended March 31, 2022	% to Revenue from operat-ions	Year ended March 31, 2021	% to Revenue from operat-ions
1	Andhra Pradesh	279.04	5.71%	2,144.62	19.73%	2,602.63	24.64%	1,093.31	21.23%
2	Karnat-aka	474.47	9.70%	1,133.61	10.43%	1,063.13	10.06%	651.04	12.64%
3	Telang-ana	2,948.79	60.30%	4,862.63	44.74%	4,397.83	41.64%	2,403.14	46.67%
4.	Other states*	1,188.24	24.30%	2,728.43	25.10%	2,499.10	23.66%	1,001.73	19.45%

5. **Dependence on Research & Development (R&D):** Our business depends on R & D based on which we manufacture our products. The consolidated R&D expenditure incurred for the six months period ended September 30, 2023, FY 2022-23, FY 2021-22, and FY 2020-21 are ₹36.24 lakhs, ₹65.67 lakhs, ₹49.62 lakhs and ₹61.23 lakhs, respectively representing 0.35%, 0.31%, 0.27% and 0.38% of the total revenue to the corresponding periods. We shall continue to invest towards our R&D process, however, we cannot assure that we shall be able to achieve profitability in the future out of such investment towards our R&D process.

6. **Substantial requirement of working capital:** Our business requires a substantial amount of working capital, primarily to operate our manufacturing plants, finance our production, including the purchase of raw materials. The working capital requirement for the Company for the six months period ended September 30, 2023 was ₹6,911.40 lakhs and for the Financial Year 2022-2023, Financial Year 2021-2022 and Financial Year 2020-2021 was ₹6,375.44 lakhs, ₹5,686.86 lakhs and ₹5310.68 lakhs, respectively. Our inability to meet our working capital requirements or to meet out financial obligations, could adversely affect our financial condition.

7. **Fluctuations in prices of raw material:** We may be subject to fluctuations in prices or any unavailability of the raw materials that we use in our products. On a consolidated basis, our cost of raw materials and its percentage of revenue for the period ended September 30, 2023 and financial years ended March 31, 2023, March 31, 2022 and March 31, 2021 are ₹6,546.87 lakhs, ₹11,994.18 lakhs, ₹12,211.67 Lakhs and ₹9,855.52 Lakhs, respectively whereas the percentage to revenue are 63.43%, 56.96%, 65.81% and 61.38% respectively.

8. **Risk related to single manufacturing location:** Our Company currently has only one manufacturing plant situated at Sy.No.251/A/1, Singannaguda Village, Mulugu Mandal, Siddipet Medak Telangana – 502279. Further, any change in regulation in the state of Telangana, or any lockdown, strike, lock out of our manufacturing facility in Telangana will have a negative effect on our production and will have an adverse effect on our business as we do not have any other manufacturing unit located outside the one in Telangana mentioned herein above.

9. **Dependence on dealer network:** If we are unable to effectively manage or expand our dealer network and operations or pursue our growth strategy and maintain healthy relations with existing dealers, our sales may be affected and we may not achieve our expected levels of profitability which may adversely affect our business prospects, financial condition and results of operations.

10. **Failure to comply with the quality standards:** We are subject to strict technical specifications, quality requirements, regular inspections and audits by various authorities and/or regulators and our failure to comply with the quality standards and technical specifications prescribed may lead to loss of business and could negatively impact our reputation, which would have an adverse impact on our business prospects and results of operations.

11. **Business subject to climatic conditions:** Our business is subject to climatic conditions. Seasonal variations and unfavourable weather patterns may have an adverse effect on our business, results of operations and financial condition.

12. **Arrangements with suppliers of raw material:** We may be unable to maintain or establish arrangements with suppliers through whom we procure raw materials and may experience other disruptions or quality control risks in the operations of such parties.

13. **Lower per hectare pesticide consumption:** The per hectare consumption of pesticides is very low in India and such reduction in consumption may have an adverse effect on the profitability of our business. Of the total pesticides produced in India, the average per hectare chemical pesticides consumption accounted to 0.26 kg/hectare during the period 2018-19 to 2022-2023. In FY 23, the per hectare pesticide consumption in India, was 0.23 kg/hectare.

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