

Industry: Agrochemicals | Segment : Pesticides Formulations & Technical Molecules

COMPANY OVERVIEW

- Agrochemical company focused on crop protection solutions
- Manufactures pesticide formulations and supplies technical pesticide molecules
- Serves agrochemical companies, distributors, and farmers
- Manufacturing facility located in Dahej, Gujarat

In India, pesticide products must be approved by the Central Insecticides Board and Registration Committee

BUSINESS MODEL

- **Bulk Formulation Sales**
Supplies pesticide formulations to agrochemical companies & MNCs.
- **Technical Sales**
Provides technical pesticide molecules used for formulation manufacturing.
- **Branded Products**
Sells finished pesticides through dealer networks across India.

INDUSTRY SNAPSHOT

- India is the 4th largest agrochemical producer globally.
- Domestic market size \$6–7 billion.
- Industry expected to grow 8–10% CAGR.
- Strong demand for crop protection chemicals & exports.
- India uses about 0.6 kg of pesticides per hectare, compared to the global average of 3 kg, indicating strong growth potential for crop protection chemicals.

Domestic Markets

Punjab | Haryana | Rajasthan | UP | Gujarat | Maharashtra | AP | Telangana

International Markets

Dominican Republic | Turkey | Egypt | UAE

REVENUE GROWTH

- FY23 - ₹137 Cr
- FY24 - ₹161 Cr
- FY25 - ₹264 Cr

KEY INSIGHT

- 20+ years in trading before starting own manufacturing (2021)
- Shift to manufacturing could improve margins.
- India's pesticide usage still below global average.

Transition to in-house manufacturing and expansion into exports may drive future growth, but competition from generic products remains a challenge.