ADVANCE AGROLIFE LIMITED

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24th Annual General Meeting Transcript

Date of Annual General Meeting: 18th September, 2026

Person	Speech
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Good afternoon. Ladies and gentlemen, I am Nisha Gupta, Company Secretary and Compliance Officer of the company, attending this meeting from Jaipur. With great pleasure, I extend you all a very warm welcome to the 24th Annual General Meeting of Advance Agrolife Limited, which is being held through Video Conference and Other AudioVisual Means in compliance with the circular issued by the Ministry of Corporate Affairs and Securities and Exchange Board of India through the platform provided by KFin Technologies. The registered office of the company situated at Jaipur shall be deemed as the venue for this AGM, and the proceedings of this AGM shall be deemed to be made thereat. Before I hand over the proceedings to the Chairman, Sir, to declare the meeting open, I would like to highlight that members are encouraged to join the meeting using their laptops and headphones for better experience and use the internet with good bandwidth to avoid any disturbance during the meeting. All the members joining this meeting have been kept on mute by default to avoid any disturbance that could be caused by any background noise and to ensure a smooth and seamless conduct of the meeting. Members are requested to refer to the instructions provided in the Notice of the AGM for a seamless participation through video conference. In case members face any difficulty, they may reach out to the helpline number given in the Notice. I now hand over the proceedings to the Chairman, Sir. Thank you.
Moderator:	Chairman Sir, you are on mute.
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Om Sir, you are on mute.

Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you, Nisha. Good afternoon, everybody. I hope you are all in good health. I am Omprakash Choudhary, Chairman and Managing Director of the company and the Chairperson of Corporate Social Responsibility Committee, attending the Annual General Meeting from Jaipur. I welcome all of you to the 24^{th} Annual General Meeting of your company. Before we start the main proceedings of the meeting, I request the Board of members and the Key Persons who have joined the meetings to introduce themselves one by one. Mr. Kedar Choudhary.
Mr. Kedar Choudhary: **(Director)**	Good afternoon everyone, I, Kedar Choudhary, Whole-Time Director of the company, attending this AGM from Jaipur.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Mr. Narendra Choudhary.
Mr. Narendra Choudhary: **(Director)**	Good afternoon everyone, I am Narendra Choudhary, Executive Director of this company, and attending this AGM from Jaipur.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Manjit Singh Kochar
Mr. Manjit Singh Kochar: **(Director)**	Good afternoon everyone, I am Manjit Singh Kochar, Independent Director and Chairperson of the Stakeholders' Relationship Committee of the company. I am attending the meeting from Bangalore.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Ms. Rakesh Verma
Ms. Rakesh Verma: **(Director)**	Good afternoon everyone, I am Mrs. Rakesh Verma, Independent Director and Chairperson of the Audit Committee of the company. I am attending this AGM from my Noida office.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Ms. Seema Singh
Ms. Seema Singh: **(Director)**	Good afternoon everyone, I am Seema Singh, Independent Director of the company and Chairperson of the Nomination and Remuneration Committee of the company. I am attending this meeting from Lucknow. Thank you.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Mr. Brij Mohan Sharma
Mr. Brij Mohan Sharma: **(Director)**	Good afternoon everyone, I am Brij Mohan Sharma, Independent Director of the company, attending the Annual General Meeting from Bikaner.

Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Mr. Mewa Ram Mehta
Mr. Mewa Ram Mehta: **(CFO)**	Good afternoon, everyone. I am Mewa Ram Mehta, Chief Financial Officer of the company, and attending the AGM from Jaipur. Thank you.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you all. Apart from them, we also have representatives of our Statutory Auditors, M/s S K Patodia & Associates LLP and Secretarial Auditors, M/s MSV & Associates join this meeting. Participation of the members through video conference is being reckoned for the purpose of quorum under the Section of 103 of the Companies Act. We have the requisite quorum present through the video conference to conduct the proceedings of this meeting. Therefore, I call the meeting to order. Now I request the Company Secretary to provide the general instructions to the members regarding participation in this meeting. Over to you, Ms. Nisha.
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Thank you, Sir. • As mentioned in the Notice, the facility of participation at the Annual General Meeting through video conferencing has been made available on a 'first-come, first-served' basis. • All the documents referred to in the accompanying Notice and the statement pursuant to Section 102, Subsection 1 of the Act, the Register of Directors and Key Managerial Personnel, the Register of Contracts or Arrangements have been made available for inspection electronically by the members during the Annual General Meeting. • As the meeting is being held through video conference, the facility for appointment of proxies by the member is not applicable. Hence, the Proxy Register is not applicable for inspection. • The company has also provided the facility to the members for posting their queries through this platform and also provided the facility for speaker registration who would like to express their views or ask questions during the AGM. • Registered speaker-shareholders can also express their views or ask questions. However, provision has also been provided

	for non-registered speaker-shareholders attending the meeting to express their views and raise questions through the icon available on their screen. • Once the Q&A session starts, we will announce the name of speaker-shareholders one by one. speaker-shareholder thereby un-muted by the moderator. Before speaking, the speaker-shareholder is requested to join on his or her video. If a shareholder is unable to join through video for any reason can speak through audio mode. • If a connectivity problem arises to any speaker, then we may ask the next speaker to join. Once the connectivity improves, the shareholders can speak after completion of all shareholders' turns. • We request the speaker to limit their speech for 2 minutes. • The company reserves the right to restrict the number of questions and number of speakers. Depending on availability of time as appropriate for smooth conduct of the meeting. With this, I now hand over the proceedings to Chairman Sir and request him to address the shareholders. Over to you, Sir.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you, Nisha. Dear shareholders, at Advance Agrolife, we are building an agrochemical company business that combines a diversified product portfolio with strong technical capabilities and the continuous focus on innovation. Our objective is to develop reliable and sustainable solutions to create long-term value for our shareholders. Over the years, we have steadily strengthened our manufacturing capabilities and expanded our product portfolio and the customer base. And they enhance our focus on backward integration and operational efficiency. These initiatives are strengthening the foundation of our business and enhancing our ability to serve customers across the market. The Financial Year 2025-26 was a very important year in this journey. Despite the challenging global environment, the company has delivered strong and profitable performance. As we look ahead, our vision remains clear. To establish Advance Agrolife as one of the most trusted agrochemical manufacturers,

	recognizing for the product quality, innovation, and operational excellence, responsible business practices, and ensuring the customer's relationship. We remain focused on pursuing the opportunities and discipline. Our priorities will continue to strengthen the manufacturing and technical capabilities, expanding our market presence, improving the operational efficiency, and maintaining the prudent capital allocation. We remain committed to conducting our business with integrity, creating value for our customers, and partners, contributing to the agriculture ecosystem and delivering sustainable returns for our shareholders. On behalf of the Board of Directors, I would like to express my sincere gratitude to our customers for their continuous trust and our employees for their commitment and dedication, our business partners for their valuable support and most importantly, our shareholders, for their continued confidence in Advance Agrolife Limited. For your trust motivates us— your trust motivates us to continue building a strong and more innovative and robust organization. Thank you once again for your continuous, continued trust and support. I would love— now I would like to hand over to Mr. Kedar Choudhary who will take you, go through the key highlights of the company and its performance during the year. Over to Kedar.
Mr. Kedar Choudhary: **(Director)**	Good afternoon to all the shareholders. On behalf of the Board of Directors, it gives me immense pleasure to welcome all of you for the 24th Annual General Meeting of Advance Agrolife. I sincerely thank each one of our shareholders for your continued trust, confidence in our company. Your unwavering support has been instrumental in our journey. Financial Year 2026 was a landmark year in Advance Agrolife Limited's growth journey, as it reflected the company's unwavering commitment to innovation, operational excellence, and long-term value creation. One of the most memorable achievements was the successful listing of the company's equity shares on the Bombay Stock Exchange and National Stock Exchange of India. This milestone not only marked the beginning of a new chapter in our corporate journey but also reinforced the trust and confidence reposed in us by our investors, customers, employees, and other stakeholders.

	Further, through the successful execution of the strategy focused on backward integration, capacity expansion, and enhanced operational efficiencies, we achieved significant milestones that have strengthened our foundation for future growth. Today I would like to share how we are positioning Advance Agrolife for its next phase of profitable growth. At Advance Agrolife Limited, we are committed to empowering farmers through affordable, effective, and sustainable crop protection solutions. Our purpose is to enhance agricultural productivity while protecting the environment and promoting responsible farming practices. We strive to build a globally trusted agrochemical business with products accepted worldwide. We firmly believe that sustainable business growth and social progress go hand in hand. We have transformed ourselves into a truly integrated manufacturing facility with advanced technologies, and our business model combines manufacturing excellence and rapid adoption of technological advancements. What differentiates Advance Agrolife is not merely the products we sell, but the ecosystem we have built around various customer touch points, supply chain efficiency, and readily enabled operation demonstrating our successful transition. One of our key competitive strengths is our integrated manufacturing platform supported by multiple production facilities and growing focus on backward integration. The company manufactures a diversified portfolio of agrochemical products including herbicides, insecticides, plant growth regulators, biofertilizers, and micronutrients, enabling us to cater a broad customer base across domestic and international markets. Our ongoing investments in technical-grade manufacturing capacities, including the proposed facilities at Dahej, Gujarat, and expansion of existing operations, are expected to strengthen supply security, improve operational efficiencies, and enhance margins. This integrated approach provides greater control over product quality, optimizes cost, and positions the company to capitalize on emerging growth opportunities in the agrochemical sector while creating long-term value for stakeholders. Advance Agrolife Limited is focused on strengthening its position as a dependable B2B manufacturing partner by ensuring timely product availability, consistent quality, and right quantities to meet customer requirements. As the scale of operations increases, the company is also placing greater emphasis on the technology automation and process efficiency across its manufacturing facilities. This approach is aimed at reducing manual intervention, improving consistency and

	responsiveness. And building a more scalable operating platform capable of supporting sustained growth. Innovation remains central to our strategy. We continue to invest in product development, registrations, and regulatory capabilities that enable us to address evolving customer requirements and market opportunities. As of the Financial Year 2025-26 Our portfolio comprises over 410 product registrations. These registrations provide a strong platform for portfolio diversification, future growth across domestic and international markets. Sustainability and responsible growth remain integral to our business philosophy. We are committed to minimize the environmental footprint while enhancing operational efficiency. Hence, we initiated the process of establishing a mega solar power plant, reflecting our commitment of increasing renewable energy usage and reducing carbon emissions. We continue to focus on environmental compliances, resource efficiency, workplace safety, and responsible manufacturing practices across all our operations. Good governance is the foundation upon which lasting businesses are built. Our commitment to transparency, ethical conduct, and disciplined capital allocation remains unwavering. The various governance recognitions and strong ESG credentials reinforce our belief that the responsible business ultimately delivers superior long-term shareholder returns. I am pleased to note that Financial Year 2026 reflects the benefit of disciplined execution across the organization. Revenue growth has been accompanied by the meaningful improvement in profitability. During the year, revenue from operations stood at ₹641 crore as compared to ₹502 crores in the previous Financial Year, registering a healthy growth of 28%. The company's EBITDA has increased by 34% to ₹63 crores, while profit after tax rose by an impressive 38% to ₹35 crores, reflecting enhanced operational efficiency, improved product mix and stronger margins. Going forward, our objective is to deliver profitable growth while maintaining financial discipline. The company's financial position also strengthened considerably during the year. The debt-equity ratio improved significantly to 0.32. from 0.80 in the previous year, primarily due to the strengthening of the company's net worth following the successful IPO. This has reduced our dependence on borrowing and provided a stronger capital base to our future growth.

	Further, the current ratio witnessed a notable improvement supported by the infusion of IPO proceedings. And consequent enhancement of the company's working capital position. This has strengthened the company's liquidity profile. The upgrade in our credit rating further validates the strength of our business model, financial discipline, and execution capabilities. A strong balance sheet has always been one of Advance's defining strengths. Health cash generation enables us to continue investing in technology, digital capabilities, innovation, and shareholder returns simultaneously. This financial flexibility provides confidence as we pursue the next phase of growth. No strategy can succeed without the right people. I would like to acknowledge the outstanding leadership team and every employee across the group, where dedication continues to drive our success. Their commitment, agility, and customer-centric mindset have been instrumental in delivering these results. On behalf of the Board, I extend my sincere appreciation to the entire Advance Agrolife family. The agrochemical industry is entering a period of significant opportunity. Increasing emphasis on food security, rising demand for crop protection solutions, growing export potentials, and policy support for domestic manufacturing are creating favorable industry conditions. Furthermore, initiatives such as anti-dumping duty on selected imports. And second, the global shift towards diversified supply chains presents opportunities for integrated Indian manufacturers with strong technical capabilities. As we look forward to Financial Year 2027 and beyond, our strategic priorities remain very clear. Firstly, we remain committed to expanding our manufacturing footprints. I am pleased to share that our proposed Unit 4 technical manufacturing facility at Gidhani is near commencement of operations. This facility will significantly enhance our technical manufacturing capabilities and strengthen our ability to create value through greater backward integration. Secondly, in line with our long-term vision, we have also acquired land at Dahej, Gujarat for our proposed Unit 5 technical-grade

	manufacturing facility. This strategic expansion will further strengthen our manufacturing ecosystem and position of the company for sustained growth in the year ahead. Thirdly, we are also making focused efforts to expand our presence in international markets by strengthening our regulatory registration teams and deploying additional professionals. We aim to accelerate the registrations of our products across key global markets. While exports currently contribute a modest share of our revenue, we see significant opportunities ahead and committed to establishing Advance Agrolife as a trusted global agrochemical partner. Our aspiration is to progressively increase our contribution of export to nearly 20% of our revenue by Financial Year 2028-29. Fourth, sustainability remains an integral part of our growth strategy. Our proposed solar power project reflects our commitment to reducing our environmental footprints and adopting clear sources of energy. The project is currently under implementation and necessary regulatory approvals are being pursued. Last but not the least, the company plans to further strengthen its in-house research and development capabilities by adopting advanced technologies and enhancing quality control systems. These investments will help us to develop better products, improve operational efficiencies, and maintain higher standards of quality. And finally, the company's continuing long-term value, disciplined execution, and prudent capital allocation. The opportunities before are significant, and we believe Advance Agrolife is exceptionally well positioned to capitalize on them as we look ahead. I remain optimistic about the future of Advance AgriLife. We have built a business model that has strengthened our competitive advantages, invested in future-ready capabilities, and maintained financial disciplines. On behalf of the Board of Directors, I sincerely thank our employees, customers, business partners, and shareholders for unwavering support and trust. Together, I am confident that the best chapter of Advance Agrolife's journey is still ahead. Thank you very much, everyone. Now I will pass it back to CMD Sir for our next section.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you, Kedar. Now we move on to the Notice of the 24th Annual General Meeting. Board Reports have already been circulated electronically to the members, and the letter has also been sent to the shareholders whose

	email addresses are not registered with the company or the depository participants, providing the web link from where the Annual Report can be accessed on the Company's website. I shall thereafter— therefore take it as read, and the unqualified Audit Reports on the Standalone Financial Statements for the Financial Year 25-26 and the Secretarial audit report of the company for the Financial Year 2025-26 have been duly circulated. With your permission, I shall take them as read. And I now request the Company Secretary to apprise you on the resolution to be passed. Over to you, Ms. Nisha.
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Thank you, Sir. Dear members, I now would like to brief on the resolutions which require to be passed today. The Notice of the AGM consists of 2 Ordinary Business items and 6 Special Business items approved by the members at this Annual General Meeting. 1) To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2026 and the reports of the Board of Directors and Auditors by passing an Ordinary Resolution. 2) To appoint Shri. Kedar Choudhary (DIN: 06905752) who retires by rotation and being eligible, offers himself for re-appointment, by passing an Ordinary Resolution. 3) To ratify the remuneration of Cost Auditors for the financial year ending March 31, 2027, by passing an Ordinary Resolution. 4) To approve Material Related Party Transactions of the Company, by passing an Ordinary Resolution. 5) To approve the appointment of Mr. Brij Mohan Sharma (DIN: 09646943) as an Independent Director of the Company for a term of 5 years effective August 06, 2026 , by passing a Special Resolution. 6) To consider Change in designation of Mr. Narendra Choudhary (DIN: 10410584), from Director (Executive) to Whole time director of the Company, by passing a Special Resolution. 7) Revision in ceiling limit of the remuneration payable & certain terms and conditions of appointment of Mr. Om Prakash Choudhary (DIN: 01004122), Chairman & Managing Director of the Company, by passing a Special Resolution.

	8) Revision in ceiling limit of the remuneration payable & certain terms and conditions of appointment of Mr. Kedar Choudhary (DIN: 06905752), Whole-time Director of the Company, by passing a Special Resolution. Thank you. Over to you, Chairman Sir.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you, Nisha. Dear members, as appraised by our Company Secretary, there are the resolutions in the Notice to be approved by the members at this Annual General Meeting. Accordingly, the company has provided a remote e-voting facility to the members to cast their votes on all resolutions set forth in the Notice. Members who could not cast their votes through the remote e-voting, and who are participating in these meetings can cast their votes through the e-voting system provided by the KFin Technologies. The procedures for casting the e-vote are provided by the Notice of the meeting. As the meeting is conveyed through the video conferencing today, resolutions have already been put to the vote through the remote e-voting and the requirement to be proposed, and second is not applicable. Now we move to the— our discussions with the shareholders who have registered themselves as a speaker with the company to raise their queries or share their views. Over to you, Ms. Nisha.
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Thank you, Sir. Dear shareholders, the moderator will now announce the name of the shareholder one by one who have registered themselves as speaker-shareholder to express their views and ask questions. To avoid repetition, the queries shall be responded to at the end. Any pending questions shall be answered by the company suitably post the AGM. I now request the moderator for a Q & A session. Over to you, moderator, please.
Moderator:	Thank you, Ma'am. Our speaker number 1, Mr. Lokesh Gupta is currently not present in the panel, so we invite our speaker number 2, Mr. Ankur Chanda. You

	are in the panel, please enable your video, un-mute yourself, and you may ask your question.
Mr. Ankur Chanda: **(Shareholder)**	I am audible?
Moderator:	Yes, Sir, you are audible.
Mr. Ankur Chanda: **(Shareholder)**	Okay, okay. Good afternoon to everyone. Sir, I just want to say that our corporate governance is too good, so इसलिए कोई दिक्कत है ही नहीं। बाकी हम अभी list हुए हैं और listing के बाद हमने listing gain भी बढ़िया दिया है और उसके बाद हमने जो result दिए थे 2025-26 के, वो भी बढ़िया थे। और उससे अच्छी बात ये है कि जो हमारे अब June quarter के result आया है, वो भी बहुत अच्छे आए हैं पिछले पूरे साल के मुकाबले में अगर हमने देखा जाए तो पिछले साल ₹35 करोड़ का था, इस बार तो ₹22-25 करोड़। Already June quarter में हमारे जो profits आ चुके हैं। तो यही उम्मीद करते हैं Sir कि आगे आप इन results को और बढ़िया profits को और बढ़िया लेके आएंगे और हमार को shareholder को, investor को और company को इससे कई गुना फायदा होगा। और यही उम्मीद करते हैं Sir आपसे. बाकी Sir एक थोड़ी सी वो है कि हमारी जो CS Madam है, इनको भी थोड़ी सी authority दीजिए जो हमारे contact में रहते हैं, बस इतना ही कहना चाहूँगा आपको। हाँ, Sir एक मिनट। एक और हमारे shareholder है, शायद वो join नहीं कर पाए, तो मेरे ही portal से वो एक बार करेंगे, Mr. Pramod, जो अगले speaker हैं वो।
Mr. Pramod Bindra: **(Shareholder)**	Hello? I am audible? Hello?
Moderator:	Yeah, Sir, you are audible.
Mr. Pramod Bindra: **(Shareholder)**	Chairman Sir and management team. सबसे पहले मैं Advance Agro Life Limited की अच्छी प्रगति और किसानों के लिए किए जा रहे कार्यों के लिए पूरी team को बधाई देना चाहता हूँ। और एक शेर धारकों के रूप में मुझे उम्मीद है कि आने वाले समय में भी इसी तरह आगे बढ़ती रहेगी company. और मेरा एक छोटा सा प्रश्न है आपसे आने वाले समय में company की growth बढ़ाने और शेर धारकों को बेहतर लाभ देने के लिए आपकी क्या योजनाएँ हैं, फिर इसके बारे में बताइएगा। धन्यवाद। Please.
Moderator:	Thank you, Sir. Our speaker number 4, Mr. Manjit Singh, speaker number 5, Mr. Sarvajit Singh, speaker number 6, Himanshu Trivedi, speaker number 7, Aloysius Peter Mascarenhas are currently not present in the panel. So, we invite our speaker number 8, Mr. Arvind Bhakar Sir, you are in the panel. Please enable your video, un-mute yourself, and you may ask your question.
Mr. Arvind Bhakar: **(Shareholder)**	Am I audible, Ma'am?
Moderator:	Yes, Sir, you are audible.

Mr. Arvind Bhakar: **(Shareholder)**	My question is that after the proposed solar power project becomes fully potential— fully operational, what will be the expected cost savings from that project?
Moderator:	Mr. Arvind, we request you to complete all your questions.
Mr. Arvind Bhakar: **(Shareholder)**	Am I audible?
Moderator:	Yeah, Sir, you are audible. You can continue with all your questions.
Mr. Arvind Bhakar: **(Shareholder)**	My question is that after the proposed solar power project becomes fully operational, what will the cost savings the company expect from that?
Moderator:	Sir, answers to the question will be given at the end of session. Is there any other question?
Mr. Arvind Bhakar: **(Shareholder)**	No, no, Ma'am.
Moderator:	Thank you, Sir.
Mr. Arvind Bhakar: **(Shareholder)**	Okay.
Moderator:	So here we invite Our speaker number 9, Madam Daksha. Ma'am, you are in the panel. Please enable your video, un-mute yourself, and you may ask your question.
Ms. Daksha Khanna: **(Shareholder)**	Hello, am I audible?
Moderator:	Yeah, Ma'am, you are audible.
Ms. Daksha Khanna: **(Shareholder)**	Okay, congratulations to Advance Agro for a wonderful performance for the Financial Year as well as the last quarter. My question for the management is what percentage of revenue currently comes from exports, and what is management's roadmap to increase international business contribution? Thank you.
Moderator:	Thank you, Ma'am. Now we invite our speaker number 10, Mr. Shubham Gupta. Sir, you are in the panel. Please enable your video, un-mute yourself, and you may ask your question.
Mr. Shubham Gupta: **(Shareholder)**	Am I audible?
Moderator:	Yeah, Sir, you are audible.

Mr. Shubham Gupta: **(Shareholder)**	I would just like to congratulate Advance Agro for the performance, and my question is, what is the estimated investment and timeline for the Dahej facilities, which is your proposed Unit 5?
Moderator:	Thank you, Sir. Now we invite our speaker number 11. Ms. Divya Sharda. Ma'am, you are in the panel. Please enable your video, un-mute yourself, and you may ask your question.
Ms. Divya Sharda: **(Shareholder)**	Hi, am I audible?
Moderator:	Yes, Ma'am, you are audible.
Ms. Divya Sharda: **(Shareholder)**	Hi, good afternoon, everybody. So congratulations, Advance Agrolife Limited for the wonderful performance in the financials. So my question is regarding the recently announced backward integration strategy or initiative. I find this really interesting move by the company. Could the management please brief about the expected monetary benefits by this initiative in the terms of cost saving or margin improvements and the timeline by which we can expect to see this reflected in the financials of the company? Thank you.
Moderator:	Thank you, Ma'am. Our speaker number 12, Mr. Mukul, is currently not present in the panel, so invite— we invite our last speaker-shareholder, speaker number 13, Mr. Ashish. Sir, you are in the panel. Please enable your video, un-mute yourself, and you may ask your question.
Mr. Ashish Yaduvanshi: **(Shareholder)**	Hello, Sir. Sir, my question is, the company has outlined growth plans through backward integration, expansion of technical manufacturing capabilities, and new projects such as Gidhani technical facility and Dahej initiative. Could the management share the expected timeline, capital outlay, key milestone, and the anticipated impact of these projects on revenue, EBITDA margin, and the export contribution over the next 3 to 5 years?
Moderator:	Thank you, Sir. Sir, with this we complete our speaker-shareholder session. Over to you, Sir.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you, thank you very much to all the shareholders for their valuable questions and suggestions and observations. We appreciate your interest in the company and your continuous engagement with the Advance Agrolife. Now we take the question from one, two or three speakers, Mr. Ankur Chanda and Pramod Bindra.

प्रमोद जी और अंकुश जी ने question था उनका कि company का आगे का shareholders के लिए क्या plans हैं, उनके profitability, मतलब उनकी जो value addition है उसके लिए। तो मैं आप दोनों को ये बताना चाहता हूँ कि company अभी अपने growth stage में है, और company ने जो एक आगे अपने milestones निर्धारित किए हैं, to achieve, to set up the manufacturing inbuilt capacity. Company अभी technical grade manufacturing में अपने footprints को strong कर रही है। इसी के continuation में company ने Unit 4 जो कि गिधानी में स्थित है, वो अभी about to operational है, अभी बहुत जल्दी start होने वाली है। और इसके parallel company ने आगे Unit 5 के लिए भी roadmap बनाया है और आगे company उसकी तैयारी भी start कर रहे हैं। वहाँ पर भी इसको operational करने के लिए constructions वगैरह जो भी इसके आगे के जो procedures हैं। और आने वाले समय company का एक जो इन तीनों units से जो कि company के पास एक technical grade manufacturing के लिए एक अच्छा setup हो जाएगा और उसका एक backward integration के through company को इसको आगे आनेवाले time में आपको एक better results और better performance देखने को मिलेगी।

इसके आगे मैं query है Mr. Arvind Bhakar from Nagore. आपने पूछा कि जो कि company ने एक solar project setup किया है, वहाँ पर जो investment किया है company को उससे क्या फायदा होगा, क्या company का एक expected cost saving होने वाला है। तो मैं आपको बताना चाहता हूँ कि company ने जो ये initiative लिया है to set up this solar plant in a solar park, इसे आने वाले समय में company को जब ये fully operational रहेगा तो इससे लगभग company को annually ₹2 करोड़ के लगभग cost saving होगी, electricity में। और इसी के आगे-आगे company फिर जो भी next इसको capacity को बढ़ाने का रहेगा तो company इस पर action लेगी।

Now I move to the next question from Diksha Khanna. The question was, what is the percentage of revenue currently comes from the export and what the management roadmap to increase their international business contribution? Ma'am, I would like to inform you that in the— during FY25, our export percentage was around 3 to 4%, that is nearly ₹15 crore of the— our total revenue was ₹637 crore. And now the company is now continuously pushing the new registrations in regulated market, and these registrations are expected to support the company's expansion to, into international market and increase the contribution to the export overall revenue. Company has an objective to increase exports and contribute to the double-digit performance of the total revenue over the year.

	Now I take the next question from Mr. Shubham Gupta. They are asking about the— what is the estimated investment and timeline for the DES facility which was proposed, our Unit 5? I would like to mention here that the investment in Unit 5 at the— this is in the planning phase, and the first initial investment we planned for this, approximately ₹20 crore, and the management currently expects the investment and development of this facility commenced by next Financial Year 2027-28. Now I would like to take a question from Divya Sharda. She asked about how much monetary benefit is expected from backward integration. Here I mentioned that backward— through backward integration is expected to provide a meaningful improvement in the company's margin profile. Historically, as the company was operating at a relatively capped margin on the formulations. With the commissioning of our Unit 1, the company has already started to significantly increase their higher margins through greater control over the manufacturing process. With Unit 4 and 5 also under development, these are also technical units, dedicated technical units for the particular product segment, and the management expects the further benefit from the backward integration and captive manufacturing. These initiatives are expected to contribute positively to the company's EBITDA and PAT margins as the projects become operational. Now I'll take the question from Mr. Ashish Yaduvanshi ji. The company— they ask about the company's outline of growth plans through the backward integration and expansion of technical manufacturing capabilities and the new projects such as the Gidhani technical facility. There is initiative and could management share expected timelines? Here I mentioned the company's growth strategy over the next 3 to 5 years will be driven by capacity expansion and backward integration. Capital manufacturing, increasing international market presence. Unit 4 at Gidhani is expected to commence operation during this current year, while Unit 5 at Dahej is expected to commence operation by next Financial Year 2027-28. The investment in Unit 5 is planned in phases. The first phase is estimated at approximately ₹20 crores. From the financial perspective, these projects are expected to support top-line growth and improve the PAT margins, particularly as the company significantly benefits from capital consumptions and the backward integration. On the international business front, the company continues to pursue the registrations for new regulated markets, and management's objective is to increase the contribution of export to double-digit percentage of the total revenue over the medium term. Overall company focus remains on building the manufacturing capacities, improving the cost efficiency, and strengthening the backward, integration, and expanding

	the customer base, which management expect to support sustainable growth over the 3 to 5 years. Now, the management has noted the suggestions and feedback shared by the members, and we will continue to work toward strengthening the company's performance and governance and long-term growth. Now, I would once again like to thank all shareholders and their continuous trust and support. Thank you very much. Over to you. Ms. Nisha.
Ms. Nisha Gupta: **(Company Secretary and Compliance Officer)**	Thank you, Sir. So, we have not received any questions from our shareholders through the portal during this meeting. So now I request our Chairman, Sir, to please go for the closing remarks. Sir, over to you, please.
Mr. Omprakash Choudhary: **(Chairman and Managing Director)**	Thank you. Members attending the AGM today who have not cast their vote by remote e-voting may cast their vote by pressing the vote icon available on your screen. The e-voting facility shall remain open for the next 15 minutes after conclusion of the meeting. Mr. Vivek Sharma, Practising Company Secretary, was appointed by the Board as a Scrutinizer for remote e-voting and e-voting during AGM, and provided the consolidated report. I authorize our Company Secretary to announce the results as earliest on the receipt of the report from the Scrutinizer. The results of voting along with the remote e-voting will be submitted to the National Stock Exchange and the Bombay Stock Exchange within the 2 working days from the conclusion of the meeting. The results of e-voting— results of voting will also be placed on the website of the company once they are declared. As all of the items of business part of this AGM Notice have been taken up, now I— now I propose the vote for thanks to the chair, and I would like to thank all shareholders for fully engaging the proceedings for virtual meeting. The e-voting facility will continue for 15 minutes. And thank you, thank you very much. Have a great day, and I wish you all a safe and healthy future. Thank you very much.

Note: This is a transcription and may contain transcription errors. The transcript has been edited for clarity. The Company takes no responsibility of such errors, although an effort has been made to ensure high level of accuracy.