



# NIRMAN AGRI GENETICS LTD

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Cultivating the Future of  
Sustainable Agriculture

[www.nirmanagrigen.com](http://www.nirmanagrigen.com)

# TABLE OF CONTENT



**01** Forward Looking Statements

**02** Introduction

**03** Promoter

**04** Vision & Mission

**05** Key Focus

**06** Challenges of Farmer



**07** Core Team

**08** Product Offered

**09** Financials

**10** State-Wise Sales

**11** FY24 Plans

# FORWARD LOOKING STATEMENTS



- Certain statements in this document may be forward-looking statements.
- Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.
- Nirman Agri Genetics Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



## INTRODUCTION



- The company started with need based R & D in the field of Seed Technology for farming community.
- Maximizing the yield for sustain ability of Agriculture is major focus of the company.
- Company is dealing with vast range of seeds mainly for subtropical region including major field and vegetable crops.
- Company will start engaging in manufacturing of Bio inputs such as Organic manures, Bio pesticides and Fertilizer from mid Q1-FY24.
- NIRMAN AGRI GENETICS is having National and International Research tie ups for Developing work of transgenic commercial crops.

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## PROMOTER

- Pranav Kailas Bagal, aged 22 years is the Promoter & Managing Director of Our Company.
- He has around six years of experience in the field of Marketing of Agriculture inputs, managing customer relations and trade terms, managing manufacturing and supply chain strategies, managing costs and establish strategic partnerships with farmers, vendors and service providers etc.
- He has been associated with our Company as Director since August 2020 and has been elevated to Managing Director's position in October 2022.
- Prior to starting our Company, he has done Agri-inputs business in Proprietary concern M/s. Nirman Agri Genetics from 2018 till the time same is taken over by our Company and before that he has worked as Marketing Manager with Shivam Krushi Sheti Udhayog Kendra engaged in whole sale and retail distribution of seeds, pesticides, fertilisers and agriculture related equipments.
- He is currently responsible for managing marketing and business development functions of the Company.



## VISION & MISSION

- Though the farmers have grown the same crop for centuries, the ever-changing weather conditions, soil fertility, pests, and diseases, etc. affects the final outcome. Indian farmers need reliable agricultural information and alternate marketing channels for the solution, our End to End Solution will be a revolution for the Farmer Community.

### Our Vision

To bring an overall qualitative improvement in Farmer's life

Provide Free of Cost Consultation to the farmer.

Providing Finance system & create a one stop solution to the needs.

Helping Farmer to get better margin for their cultivation with partnering with MNCs.

## KEY FOCUS

Providing corporate level instant services and solutions to the farmer's needs.

Breaking the chain of Wholesaler, Dealer, Retailer & APMC markets .

Breaking biggest barriers by Financing Farmer's.

End-to-End reach by 'Nirman' with the farmers.

Nirman will be the One stop solution to all the agricultural needs.

## CHALLENGES OF FARMERS

- Poor quality of seeds and varieties inappropriate for the various uses.
- Poor quality of product at harvest, with grains of inconsistent size and coloration.
- Inadequate threshing techniques and post-harvest drying and storage, which reduce quantity and market quality.
- Inadequate grading.
- Insufficient market development and communication with markets regarding varieties and quality of Yield desired.
- Insufficient training and finance for improved post-harvest management.



## CORE TEAM

Sr. No.	Category	Number of Employees
1.	Research & Development	5
2.	Marketing/Sales & /distribution	25
3.	Production & Processing	5
4.	General Administration	5
		Total : 40

- We also employ a number of seasonal workers, which varies greatly during the year due to the seasonal nature of our business.

## PRODUCT OFFERED

### VEGETABLES SEEDS

1. Okra
2. Tomato
3. Cauliflower
4. Sweetcorn
5. Cabbage
6. Capsicum
7. Chili
8. Coriander
9. Beans
10. Broccoli
11. Bitter Gourd
12. Carrot
13. Hot Pepper
14. Egg plant
15. Ridge gourd
16. Peas

### FIELD CROPS

1. Single Cross Maize
2. Double Cross Maize
3. Bajra
4. Cotton
5. Soybean
6. Castor
7. Paddy
8. Groundnut
9. Wheat
10. Black Gram
11. Onion

Total 80+ Varieties

## FINANCIALS

All Figure are in CRs	FY21	FY22	FY23 ( 7 Months)
Income	3.82	13.48	18.04
PAT	0.05	2.56	2.3
PAT Margin	1.43 %	18.99 %	12.74 %



## STATE-WISE SALES

State wise sales (Cr₹)	FY21	FY22	FY23 (7 Months)
Maharashtra	3.24	10.91	13.41
Madhya Pradesh	0.58	1.75	3.7
Gujarat	0	0.48	0.57
Karnataka	0	0.33	0.33
Total Sales	3.82	13.48	18.04

## FY24 PLANS

- In IPO Company allocated 2 CRs for Investment in Strategic Acquisition / Joint Venture for pesticide & Fertilizer and it is in final stage, By mid of FY24 Q1 Company will start selling pesticide and fertilizer under the brand name 'Nirman'.
- Pesticide & Fertilizer business is having high margin than hybrid seed so company's net margin will get better.
- Planning to open own stores in various geography, Starting from Maharashtra.
- Expanding to newer geography especially Rajasthan and South India.
- Company is developing app for better management of inventory and distribution network so total receivable days can reduce from 103 days to 80-90 days to use working capital efficiently. Development is under work in progress.

Thank You