

Top 20 Indian Agrochem Firms: More Open Conception and Practices Improves Resistance to Risks



Highlights:

- Market value of the Indian agrochemical industry in 2015 was \$ 4.4 billion, a 3.5% increase year on year. While the global agrochemical market was down by 10%, according to Kleffmann.
- Half of the top 20 companies suffered decreases, many of these being engaged in the export business.
- In the 2015 fiscal year, India's monsoon rainfall remained normal, farmer's demand for pesticides increased steadily, and the domestic business of Indian companies remained stable.
- Existing problems, such as lower consumption of pesticides, lack of education and awareness among farmers, non-genuine products, enterprise's low focus on R&D, and inefficient distribution systems cannot be ignored, which will impact the long-term performance of Indian companies in both domestic and international markets. Of course, they are aware of these challenges, and are taking positive steps to take reasonable actions to cope with problems which may restrain the development of the industry.
- Indian enterprises are not paying sufficient attention to research into novel molecules and technology, but new technologies and products are required to sustain a company's development. Indian companies have taken indirect approaches to R&D activity through enhanced collaboration with other companies which own patents or know-how.
- Disconnection between supply and demand remains a major problem for Indian companies in the domestic market. For this reason, Indian companies launched a series of special programs to engage in direct communications with farmers to offer guidance, while also listening to farmers as they discuss their needs.
- Low-efficiency supply chains and incomplete infrastructure cause post-harvest crop losses of INR 450 billion each year. The low-efficiency of distribution systems causes difficulties to agrochemical companies in promotion of new product and the training of farmers. The successful enterprises are very often those that pay attention to the establishment of a high-efficient and complete supply chain, which also helps to communicate closely with farmers and conduct training for farmers.
- In the 5 years ahead, with additional market explorations and increases of pesticide application levels, domestic market demand is expected to grow by 6.5% annually. With more developed international market, increases in exports are expected to reach 9%.
- Information shows that \$4.1 billion worth of pesticides will be off patent by 2020, which is a great benefit to India's pesticide exports.

Sales of top 20 Indian agrochemical firms

2015-16 Ranking	Company ¹	2015-16 sales ² (million INR)	2014-15 sales ³ (million INR)	Change %
1	UPL Limited	126,768	120,905	+4.9
2	Gharda Group	17,070	17,970	-5.0
3	Indofil Industries	13,525	12,388	+9.2
4	Coromandel International	12,040	13,600	-11.4
5	Crystal Crop Protection	12,000	14,000	-14.3
6	Rallis India	11,232	12,234	-8.2
7	Bharat Group	10,850	10,370	+4.6
8	PI Industries	10,326	9,596	+7.6
9	Sharda Cropchem Limited	10,265	8,725	+17.7
10	Insecticides India	9,882	9,642	+2.5
11	Krishi Rasayan Group	9,546	10,062	-5.1
12	Excel Crop Care	8,810	9,950	-11.5
13	Dhanuka Agritech	8,288	7,902	+4.9
14	GSP	8,000	8,000	-
15	Meghmani Group	7,764	7,353	+5.6
16	Willowood Chemicals	7,483	7,183	+4.2
17	Nagarjuna Agrichem	6,917	7,455	-7.2
18	Punjab Chemicals & Crop Protection	5,380	5,649	-4.8
19	Heranba Industries Ltd	5,300	5,450	-2.8
20	HPM Chemicals & Fertilizers Ltd.	5,215	5,000	+4.3

Note:
 1. All firms listed in this article are all-Indian local firms, as branch companies of multinationals were excluded. The aim of this ranking is to present to the readers the sales performance and overall strength of firms with India genes.
 2. Fiscal year 2015-16 ended March 31, 2016
 3. Fiscal year 2014-15 ended March 31, 2015