Nova Agritech Limited

February 23, 2026

Facilities/Instruments	Amount (₹ crore)	Rating[1]	Rating Action
Long-term bank facilities	30.99	CARE BBB; Negative	Reaffirmed; Outlook revised from Stable

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Revision in the outlook of bank facilities of Nova Agritech Limited (NAL) is primarily considering lower-than-expected performance in Q3FY26, as the government-imposed stay on bio-stimulants in July 2025; which formed ~30% segment's revenue share leading to lower revenue and profitability margins. The company's liquidity remained tight due to higher receivables leading to increased reliance on working capital borrowings and impacted the operating cycle.

The rating continues to derive strength from strong parentage of NAL, its established track record supported by efficient management team, diversified product portfolio, established distribution network across geographies, comfortable capital structure and debt coverage indicators, and stable industry outlook.

The rating continues to factor in profitability margins susceptible to raw material price volatility, exposure to competition and susceptibility to changes in regulations and high dependency on vagaries of monsoon and climatic conditions.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Total operating income (TOI) improving above ₹300 crore with a sustainable profitability margin of over 18%.
- Operating cycle improving below 150 days.

Negative factors

- Decline in TOI and profit before interest, lease rentals, depreciation, and taxation (PBILDT) levels by over 20% for the projected period.
- Any further deterioration in the operating cycle and stretch in liquidity position.

Analytical approach: Consolidated

Consolidated financials of NAL and its subsidiary, Nova Agri Sciences Private Limited (NASPL), have been considered to arrive at the rating. NASPL is a wholly owned subsidiary of NAL. Refer to Annexure-6 for details.

Outlook: Negative

Outlook is revised from stable to negative considering significant deterioration in working capital cycle due to built-up of receivables despite moderation in the sales in 9MFY26 and rise in level of inventory from that of March 31, 2025. This has led to tight liquidity position with almost full utilisation of working capital limits for both the entities. CareEdge Ratings shall monitor the outcome of efforts made by the management to ease the stretched liquidity situation and revise the outlook to stable in case of significant improvement in the liquidity position, conversely any further worsening of liquidity shall lead to revision in the ratings.

Detailed description of key rating drivers:

Key strengths

Established track record of the company supported by efficient management team

NAL was established as a private limited company on May 09, 2007, in Hyderabad, Telangana. NAL is led by a management team with extensive experience in the agricultural sector. Kiran Kumar Atukuri, the company's Managing Director and promoter, has over 18 years of experience in agri-chemical companies, seed companies, and fertiliser companies. He is responsible for all corporate decisions and manages the company's entire business operations, specifically manufacturing and sales operations.

[1]Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

Diversified product portfolio
The company has a diversified branded product portfolio, offering a wide range of products to meet agricultural needs, including soil health management, crop nutrition, and crop protection. Their product categories encompass soil health management items, such as organic fertilisers, bio fertilisers, and soil conditioners; crop nutrition products, such as micronutrient fertilisers, beneficial element fertilisers, straight nitrogen fertilisers, straight potash fertilisers, and 100% water-soluble nitrogen-phosphorus-potassium (NPK) fertiliser; and crop protection solutions, including insecticides, fungicides, herbicides, and plant growth regulators.

Established distribution network across geographies
The company markets, sells, and distributes its extensive range of products to farmers across India through a robust distribution network of dealers across states. Their dealer network includes 6000+ active dealers, who purchased and distributed the company's products in the last financial year. NAL's dealer network spans 18 Indian states. NAL has established marketing, distribution, and supply agreements with third parties in Bangladesh, Sri Lanka, and Vietnam, and is currently awaiting necessary permissions to commence business operations in these regions.

Comfortable capital structure
The company's capital structure consists of term debt and working capital borrowings. Its overall gearing ratio improved to 0.25x as on March 31, 2025, compared to 0.32x as on March 31, 2024, considering decrease in term loan and increase in net worth. The outstanding term loan as on March 31, 2025, remained at ₹2.98 crore and the consolidated net worth of the group remained at ₹218.52 crore as on March 31, 2025. The interest coverage ratio of the company has further improved significantly to 8.60x in FY25 considering decrease in total finance cost to ₹5.25 crore in FY25 compared to ₹9.03 crore in FY24. The debt to equity ratio of the company remains low at 0.01x as on March 31, 2025. Other debt coverage indicator such as term debt/gross cash accruals (GCA) remains low at 0.10x as on March 31, 2025.

Geographical diversification
The company has a well-established presence across 18 states in India, with Telangana being the major market contributing ~55% of consolidated sales in FY25, followed by Andhra Pradesh (23%) and Karnataka (6%). Other states such as Tamil Nadu, Maharashtra, Chhattisgarh, Gujarat, and Madhya Pradesh also contribute meaningfully to the revenue base. This diversified geographical footprint highlights the company's growing penetration beyond its key markets, reducing reliance on a single state and positioning it well for sustainable growth going forward.

Stable industry outlook
India's agriculture sector in FY26 is expected to remain a key driver of rural livelihoods and food security, contributing ~18–20% to the country's gross domestic product (GDP). With continued government focus on improving farm productivity, crop diversification, and adoption of digital and climate-smart farming practices, the sector is likely to witness steady growth. Investments in irrigation, agri infrastructure, and rural supply chains are expected to improve efficiency, while policy support through MSPs, subsidies, and credit access will aid farmers' income stability. However, the sector's performance in FY26 will remain contingent on monsoon patterns, global commodity prices, and effective implementation of reforms aimed at boosting value-added activities such as food processing and agri-exports.

Key weaknesses

Decline in the TOI and profitability
The company has reported the TOI of ₹206 crore for 9MFY26 compared to ₹214 crore in 9MFY25, while PBILDT of ₹23.92 crore in 9MFY26 compared to ₹34.34 crore in 9MFY25.

Q3FY26 results reported a 25% decline in income compared to Q2FY26 and a 28% decline compared to Q3FY25. The sharp drop in sales was primarily driven by the disruption in the biostimulant segment. Biostimulant sales fell industry-wide because the Government of India cancelled over 8,000 provisional registrations, leaving only 146 approved products permitted for sale under the Fertilizer Control Order (FCO).

From June 17, 2025, companies were no longer allowed to manufacture or sell unapproved biostimulants, creating an immediate supply shortage as many players awaited new approvals. As stimulants constituted ~30% of NAL's revenue in FY25, the regulatory gap significantly led to decline in sales in Q3 FY26; however, NAL received 43 product approvals on January 21, 2026 (till September 29, 2029), which is expected to support future recovery of sales.

NAL operates in product categories such as soil health, crop nutrition and plant protection, which were also impacted by extended rainfall in South and West India, where prolonged monsoon conditions reduced crop activity and demand for agri-inputs in Q3 FY26 (as similarly evidenced in peer-sector performance). Profitability margins weakened due to higher employee expenses following the operationalisation of its new plant in July 2025 and increased transportation and marketing costs associated with new product rollouts for NASPL.

Elongated operating cycle

The company's operating cycle remained elongated over the last five years. In FY25, operating cycle stood at 217 days against 203 days in FY24. The company offers a credit period of ~4-5 months to its customers (dealers) and hence the elongated collection period. The collection period remains high as the agriculture sector is highly seasonal. The cash flow peaks in the harvest period and is significantly lower in off-season. Farmers typically make payments after the harvesting season. NAL also extends better credit terms to farmers due to the financial constraints faced by them. The collection period is also high because of the presence of multiple intermediaries, as each intermediary delays payments further increasing the collection period. The company's receivables remained high at ₹214 crore as on December 31, 2025, with 55% outstanding for over six months, while inventory continued to remain elevated at ₹95 crore. This led to a stretched working capital cycle and tight liquidity, reflected in high cash credit (CC) utilisation of ~96% over the 12 months ended January 2026.

Liquidity: Stretched

Liquidity is marked stretched with lower GCA of ₹3 crore against repayment obligations of ₹0.69 crore against repayment obligations of ₹0.69 crore for Q4FY26. The company also utilised liquid investments of ₹29.36 crore as on March 31, 2025, which were primarily from IPO proceeds, resulting in a lower cash and bank balance of ₹1.49 crore as on December 31, 2025. The stretched working capital cycle and tight liquidity, led to higher cash credit (CC) utilisation of ~96% over the 12 months ended January 2026.

Assumptions/Covenants: Not applicable

Environment, social, and governance (ESG) risks:

Parameters	Risk factors
Environmental	The company has installed solar panels at manufacturing facility with a capacity of ~130 KW. These solar panels allow the company to generate electricity that is required for manufacturing process and minimising electricity costs and also contributes towards reducing carbon footprint. It has also built rainwater harvesting pits for conserving rainwater and most of their water needs for manufacturing is met from such rainwater harvesting mechanism. The company generates minimal amounts of effluents from their manufacturing process, which are segregated separately to keep water resources safe, clean, and hygienic.
Social	NAL ensures safe working condition in manufacturing facility and handling chemicals. It also offers training programmes to improve employee skills. As part of the CSR initiative policy, in FY22, to support families affected by COVID-19 pandemic, NAL distributed food grains in Prakasham and Krishna districts in Andhra Pradesh and Khammam District in Telangana. In FY23, NAL organised free eye-camps in collaboration with Shankar Netralaya in Prakasham and Guntur, Andhra Pradesh. Beneficiaries of eye-camps were provided with a check-up and facilitated with surgeries, through Shankar Netralaya.
Governance	NAL is led by a management team with extensive experience in the agricultural sector. The management team consists of a mix of individuals with professional, technical, and commercial experience in the agricultural industry. The team is well-qualified and experienced in industry and has been responsible for growth of the company's operations. The team comprises personnel having technical, operational, and business development experience. NAL has also employed suitable technical and support staff to manage key areas of activities allied to operations.

Applicable criteria

Definition of Default
Liquidity Analysis of Non-financial sector entities
Rating Outlook and Rating Watch
Manufacturing Companies
Financial Ratios – Non financial Sector
Pesticides & Agrochemicals
Consolidation

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Commodities	Chemicals	Fertilizers and agrochemicals	Pesticides and agrochemicals

NAL was established as a private limited company on May 09, 2007, in Hyderabad, Telangana. NAL specialises in manufacturing agricultural inputs, offering a diverse range of products for soil health management, crop nutrition, and crop protection. Their product portfolio includes soil health management products, crop nutrition products, bio stimulants, bio pesticides, integrated pest management (IPM) products, and crop protection products. NAL operates through an extensive dealer network across Andhra Pradesh, Telangana, Maharashtra, Karnataka, Madhya Pradesh, Rajasthan, Chhattisgarh, Tamil Nadu, Uttar Pradesh, Odisha, West Bengal, Bihar, Gujarat, Jharkhand, Uttarakhand, and Jammu and Kashmir, and Nepal. The company has established marketing, distribution, and supply agreements with third parties in Bangladesh, Sri Lanka, and Vietnam, pending regulatory approvals to commence operations in these regions. Crop protection products are manufactured by their subsidiary, NASPL. The company's shares were listed on Bombay Stock Exchange (BSE), and National Stock Exchange (NSE) on January 31, 2024.

Brief Financials Consolidated (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)	9MFY26(UA)
Total operating income	252.50	296.60	205.84
PBILDT*	44.34	45.15	23.92
Profit after tax (PAT)	28.31	27.42	12.61
Overall gearing (x)	0.32	0.25	N.A.
Interest coverage (x)	4.91	8.60	6.33

A: Audited UA: Unaudited; Note: these are latest available financial results, N.A: Not available
*PBILDT: Profit before interest, lease rentals, depreciation, and tax

Nova Agritech Limited – Standalone

Brief Financials Standalone (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)	9MFY26(UA)
Total operating income	179.84	165.86	60.66
PBILDT*	27.65	22.05	7.65
Profit after tax (PAT)	18.60	16.52	3.57
Overall gearing (x)	0.25	0.18	N.A.
Interest coverage (x)	4.55	6.92	3.46

A: Audited UA: Unaudited; Note: these are latest available financial results, N.A.: Not available
*PBILDT: Profit before interest, lease rentals, depreciation, and tax

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Fund-based - LT-Cash Credit		-	-	-	30.00	CARE BBB; Negative
Fund-based - LT-Term Loan		-	-	November 2026	0.99	CARE BBB; Negative

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Fund-based - LT-Cash Credit	LT	30.00	CARE BBB; Negative	1)CARE BBB; Stable (17-Sep-25)	1)CARE BBB; Positive (08-Nov-24)	-	-
2	Fund-based - LT-Term Loan	LT	0.99	CARE BBB; Negative	1)CARE BBB; Stable (17-Sep-25)	1)CARE BBB; Positive (08-Nov-24)	-	-

LT: Long term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Fund-based - LT-Cash Credit	Simple
2	Fund-based - LT-Term Loan	Simple

Annexure-5: Lender details

To view lender-wise details of bank facilities please click here

Annexure-6: List of entities consolidated

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Nova Agri Sciences Private Limited	Full, proportionate or moderate	NAL owns 100% stake in NASPL

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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