



SHEEL BIOTECH LIMITED

DELIVERING GREEN VALUES

INVESTOR PRESENTATION

FY26



COMPANY OVERVIEW



Sheel Biotech Limited (SBL) is a leading agri-horticultural solutions company in India, with a legacy spanning over three decades. Offering premium quality tissue culture planting material, protected cultivation infrastructure, and organic farming programs under the trusted 'Sheel Biotech' brand, SBL caters to the evolving needs of India's farmers, institutions, and urban landscaping market. SBL is poised to become a defining player in India's high-growth horticulture sector.

VISION & MISSION



Addressing environmental challenges through responsible agriculture



Ensuring farmer prosperity across India



Promoting human health and well-being through quality produce



Driving innovation in farming



Supply Quality Planting Material to farmers and institutions



Empower Farmers through training, FPOs, and technology



Execute Comprehensive Project Management from ideation to completion



Build Collaborative Ecosystems connecting farmers to markets



Strengthen Community through inclusive growth



COMPANY AT A GLANCE



35+

Years of Experience



6 Divisions

Integrated Agri
Platform



15+ States

Pan India Presence



1,98,502 Farmers

Empowered



13 CoEs*

Established Nationally



1.5 Crore

Production Capacity of
Tissue culture
laboratory



1+ Lakh

Satisfied Customer



₹110 Cr+

Revenue
(FY26)

From a **single tissue culture lab** in Manesar to a pan-India agri platform — Sheel Biotech is India's integrated horticulture solutions company

*Center of Excellence

OUR JOURNEY



1991:
Market Research
& Entry



1992:
Converted into Public
Limited Company



1994:
Tissue Culture
Lab, Manesar



2006:
Entered
Greenhouse Segment



2008:
Organic
Division Launch



2012:
International Expansion
— Eritrea, Africa



2017:
Packhouse
Segment Entry



2025–26:
Blueberry Commercial Expansion —
India's Emerging Superfruit Frontier



2025:
IPO Listing on
NSE Emerge



2024:
₹100 Cr+ Revenue; Global
Breeder Collaborations



2021:
FPO Program Launched; Berry
Farming Journey Begins



2020:
Developed New Plant Line
Using Dutch Technology



2018:
Smart City & Landscaping
Projects Begin

LEADERSHIP TEAM



MR. SANJAY CHANDAK

Designation: Promoter & Executive Director

Qualifications: Holds a Doctorate in Business Administration from California Public University

Experience: 27 years of experience in biotechnology, tissue culture, floriculture, seeds, and organic certification. Focuses on technology sourcing and strategic tie-ups for business expansion.

Role in SBL: Technology strategy | International tie-ups | Global breeder partnerships | Berry farming expansion



MR. DIVYE CHANDAK

Designation: Promoter & Managing Director

Qualifications: Holds a B.Tech in Chemical Engineering and PG Management

Experience: 7 years of experience in marketing and business development

Role in SBL: Day-to-day operations | Business development | Marketing | Berry farming global sourcing

BUSINESS MODEL — 6 INTEGRATED VERTICALS



Sheel Biotech operates across five synergistic verticals — creating end-to-end value across the agri-horticultural chain.

FPO Formation & Skill Development

50 FPOs across India | Empaneled with NERAMAC, NAFED, SFAC & NCDC simultaneously Market Linkages: GeM | ONDC | INA Delhi Haat

Planting & Landscaping

Premium clients: 5-star hotels, Smart Cities Mission, DRDO, ICAR, Amul Cities served: Delhi, Jalandhar, Prayagraj, Nainital, Jim Corbett

Berries (New Vertical)

High yield, premium berry cultivation
Tissue Culture Plants|Protected Cultivation
| Post-harvest handling | Market Linkages
Purpose- Build for export & domestic market.



Tissue Culture Lab

High-quality, disease-free planting material | 1.5 Crore plants/year | Manesar, Gurugram Crops: Fruits, Floriculture, Medicinal, Exotic Varieties including Berries

Greenhouse & Packhouse

Turnkey protected cultivation infrastructure
Technologies: Aeroponic | Hydroponic | NFT Systems | Climate Control

Organic Adoption & Certification

9+ years executing government organic programs | 15 States | 1,98,502 Farmers | 1,41,709 hectares Certifications: NPOP | PGS | APEDA Accredited

TISSUE CULTURE - PROPAGATING QUALITY AT SCALE SINCE 1994



WHAT WE DO



- Modern tissue culture for plant propagation
- High-quality, uniform, disease-free plants
- Tissue culture & hydroponic growing solutions
- Wide crop range with high productivity
- Tissue culture lab setup services

KEY FACTS

- Production capacity: 1.5 Crore plants/year
- Lab Location: Manesar, Gurugram
- DBT & DST Recognized R&D Lab
- Year-round production, unaffected by weather conditions
- Technology: Dutch Technology Plant Line
- One of North India's Largest Tissue Culture Labs
- Certifications: ISO 9001:2015, ISO 14001:2015, ISO 45001:2018

PRODUCT PORTFOLIO



- Fruit – Banana, Pear, Guava, Pomegranate, Strawberry, Plum



- Floriculture –Rose, Gerbera, Gladiolus, Lilium, Anthurium, Orchid

TISSUE CULTURE LAB



OUR TISSUE CULTURE UNIT
At Manesar, Gurugram



TISSUE CULTURE LABORATORY

GREENHOUSE & PACKHOUSE – END-TO-END HORTICULTURAL INFRASTRUCTURE



WHAT WE DO



- Designs & executes greenhouses and turnkey agri projects
- Builds centers of excellence and integrated packhouses
- Uses climate control, automation, drip irrigation & fertigation
- Optimizes crop yield and quality
- Complete post-harvest solutions: Sort → Grade → Wash → Pack → Store → Export

KEY FACTS



- Only company offering Greenhouse + Aeroponic + Hydroponic + Packhouse under one roof
- Trusted by DRDO, ICAR, Amul — India's most credible institutional clients
- 12 CoEs established
- Key Facility - Pilkhuwa, Uttar Pradesh



TECHNOLOGIES OFFERED



Greenhouse Solutions:

- Climate Control Systems
- Automation & Fertigation
- Drip Irrigation Systems

Advanced Cultivation:

- Aeroponic Facility
- Hydroponic Facility
- NFT FOR HYDROPONIC SYSTEM

Post-Harvest Infrastructure:

- Controlled Atmosphere (CA) Cold Storage — preserving produce freshness, flavor, color and texture
- Processing Lines — washing, grading, sorting, slicing
- Packing Machines — trays, bags, boxes
- Pack House & Cold Store

GREEN HOUSE FACILITY



OUR GREEN HOUSE FACILITY AT PILKHUWA, UP



FACILITY AT DRDO HALDWANI



FACILITY AT DRDO HALDWANI

PACKHOUSE AND COLD STORAGE



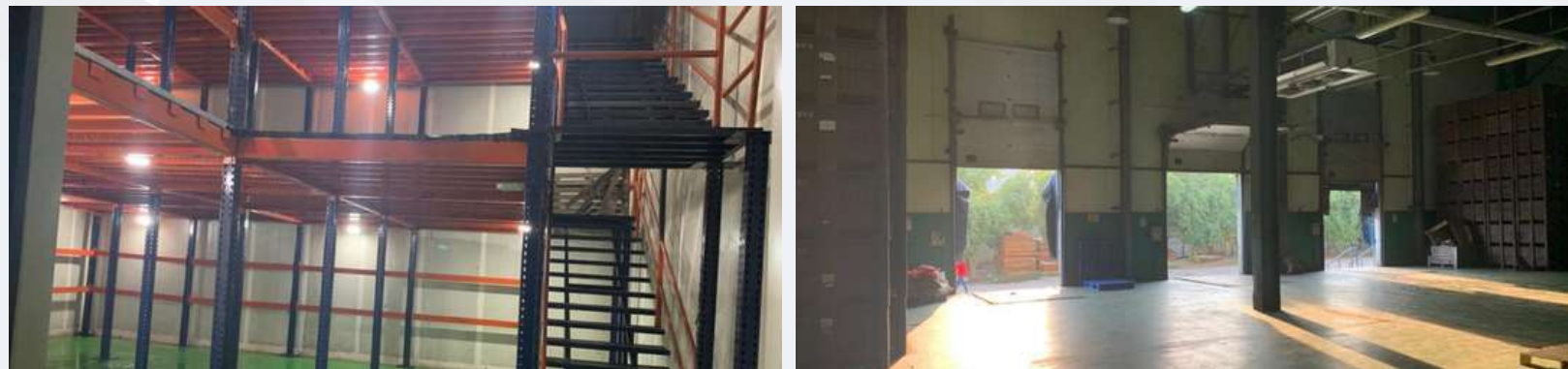
BIHAR-EXPORT PACK HOUSE/COLD STORE



MP, SANAWAD - INTEGRATED PACK HOUSE



TRIPURA - INTEGRATED PACK HOUSE



RAI-SONIPAT - COLD STORAGE

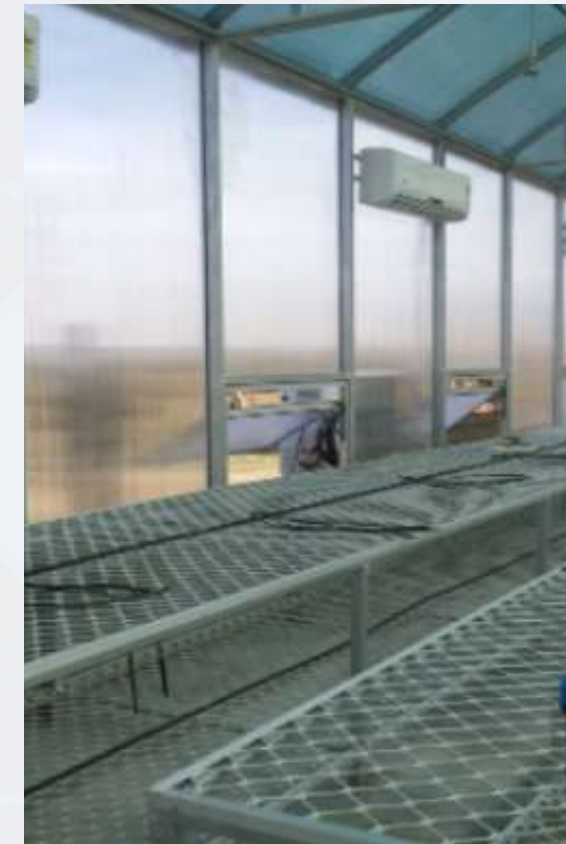
AEROPONIC PROJECT FOR AMUL DAIRY AT KANPUR, UP



HYDROPONIC FACILITY & OVERSEAS PROJECTS



NFT FOR HYDROPONIC SYSTEM



OVERSEAS PROJECTS ERITREA - AFRICA

ORGANIC ADOPTION & CERTIFICATION – TRANSFORMING INDIAN FARMING AT SCALE



WHAT WE DO



- National Programme for Organic Production (NPOP) and the Participatory Guarantee System (PGS) organic adoption & certification

On-farm input management:

- NADEP Compost
- Vermi Compost
- CPP Compost
- Cow Pats Pits
- Marketing assistance to organic farmers

KEY FACTS



- 9+ Years executing govt. organic programs — NPOP & PGS certified
- 15 states | 1,98,502 farmers | 1,41,709 hectares — largest footprint
- Multi-scheme capability - MOVCD, MIDH, PKVY, Namami Gange, BPKP
- Full service: Adoption → Training → Certification → Marketing support
- Best Organic Award by Agriculture Minister — govt. validation
- APEDA accredited certification agencies — export-ready standards

ON-FARM TRAINING PROGRAMS

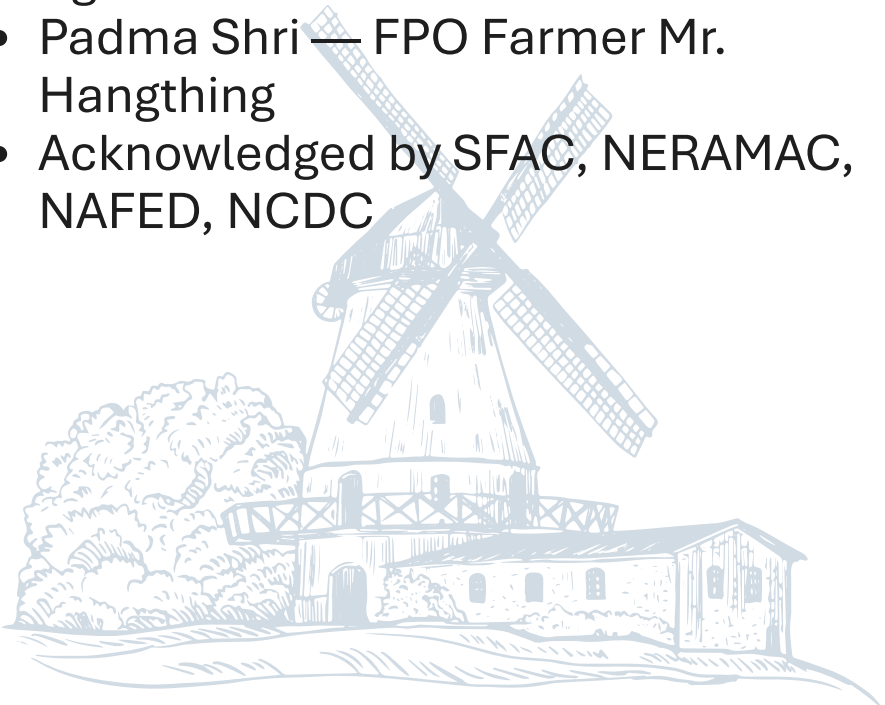


Training Modules Delivered:

- NADEP Compost Pit preparation
- Vermi Compost Beds
- NADEP & CPP Compost Preparations
- Cow Pats Pits

AWARDS & RECOGNITION

- Best Organic Award by Hon'ble Agriculture Minister
- Padma Shri — FPO Farmer Mr. Hangthing
- Acknowledged by SFAC, NERAMAC, NAFED, NCDC



PLANTING & LANDSCAPING – GREENING INDIA'S PREMIUM SPACES



WHAT WE DO

Service type:

- Commercial Space Landscaping
- Design Consultancy
- Terrace Garden
- Balcony Garden
- Vertical Garden
- Backyard Garden



KEY FACTS

- Client Segment -Premium Hotels + Smart Cities + Govt.
- Trusted by India's top 5-star hotel chains — Imperial, Leela, Claridges, Roseate, Crowne Plaza, 1 COE in Bihar.
- Smart Cities Mission execution — Delhi, Jalandhar, Prayagraj, Dhaula Kuan Metro
- Own tissue culture lab = cost advantage in plant supply for landscaping projects
- End-to-end capability: Design → Supply → Install → Maintain
- Resort + Hotel + Government — 3 client segments providing revenue diversification



PREMIUM CLIENT PORTFOLIO

- Five-Star Hotels:
- The Imperial, New Delhi
 - The Claridges, New Delhi
 - The Leela
 - Roseate Hotels & Resorts
 - Crowne Plaza Hotels & Resorts
- Resort Landscaping:
- Himalaica Resort, Nainital
 - Alaya Resort, Jim Corbett
- Smart City Projects
- Delhi Cantt Parade Road
 - Smart City Jalandhar
 - Metro Pillars — Dhaula Kuan, Delhi
 - Civil Lines, Prayagraj

PIONEERING EXCELLENCE IN LANDSCAPING ARCHITECTURE



1. DESIGN CONSULTANCY



2. COMMERCIAL SPACE LANDSCAPING



3. TERRACE GARDEN

PIONEERING EXCELLENCE IN LANDSCAPING ARCHITECTURE



4. BACKYARD GARDEN



5. VERTICAL GARDEN

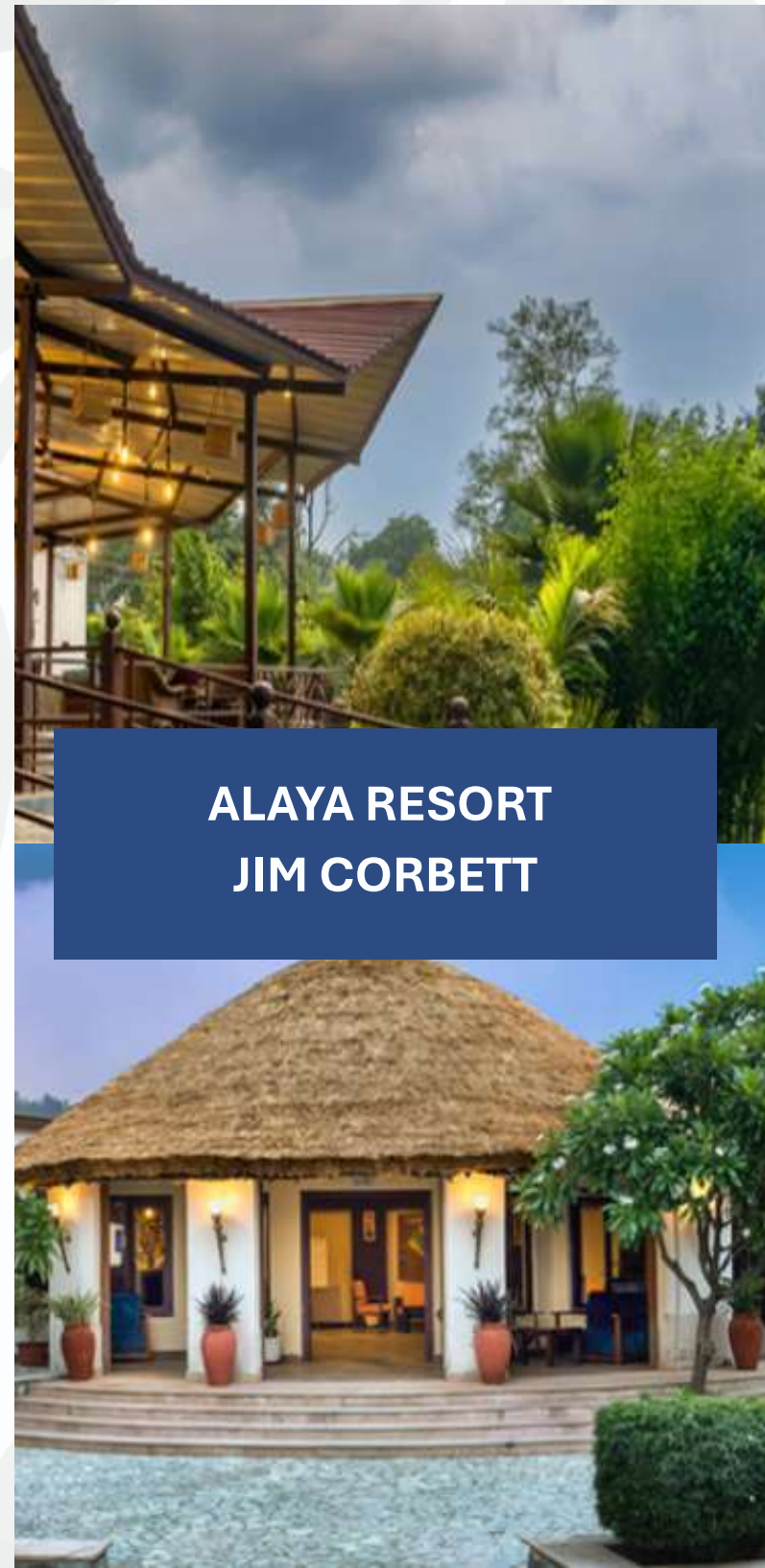


6. BALCONY GARDEN

LANDSCAPING & PLANTATION PROJECTS



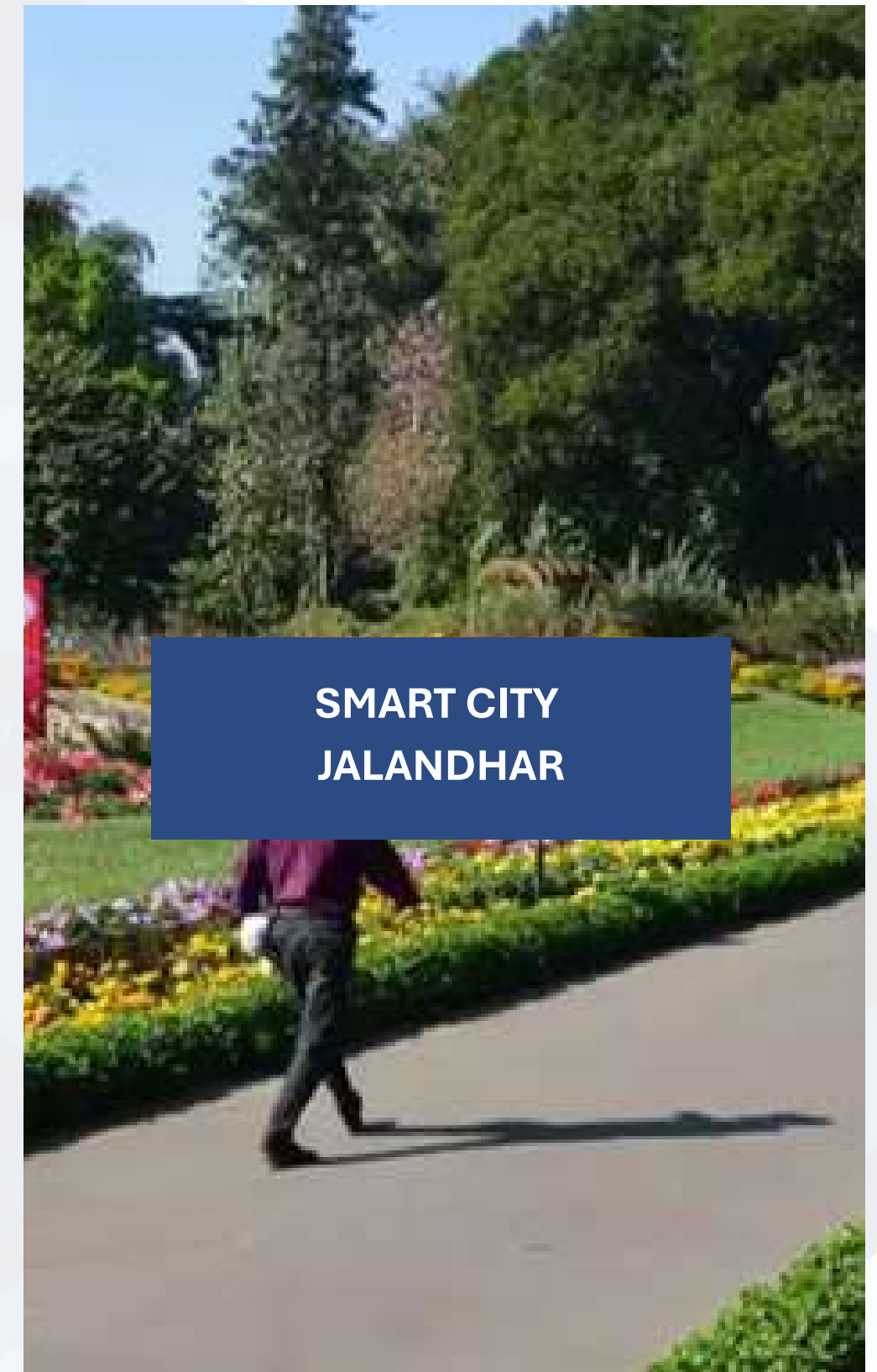
**HIMALAICA RESORT
NAINITAL**



**ALAYA RESORT
JIM CORBETT**



**DELHI CANTT
PARADE ROAD**



**SMART CITY
JALANDHAR**

LANDSCAPING & PLANTATION PROJECTS



HIMALAICA RESORT NAINITAL



BACKYARD GARDEN



CIVIL LINES , PRAYAGRAJ

SKILL & FPO – EMPOWERING INDIA'S FARMING COMMUNITY AT SCALE



WHAT WE DO



- FPO- Formation & Management
- Skill Training – Seminars, Workshops, Exposure Trips
- Post-Harvest Infrastructure: Processing Units, Rice Mills, etc.

KEY FACTS



- 50 FPOs across India
- One of only a few CBBOs empaneled with ALL FOUR major IAs — NERAMAC, NAFED, SFAC & NCDC simultaneously
- End-to-end FPO support: Formation → Training → Certification → Market Linkage → PHM Infrastructure
- FPOs listed on GeM & ONDC — digital market access
- GoI published SBL FPO success stories in official book

AWARDS & RECOGNITION



- Padma Shri — FPO Farmer Mr. Hangthing
- 3 FPOs shortlisted — INA Delhi Haat FPO Mela, July 6-8, 2024
- Agriculture Minister visit — Shri Shivraj Singh Chouhan visited our FPOs

FPO & ACHIVEMENTS



PHOTOGRAPHS FROM OUR TRAINING



OUR FPO ACHIEVEMENTS



Our FPO Farmer Mr Hangthing Honoured with Padma Shri from Hon'ble President



BEST ORGANIC AWARD BY HON'BLE AGRICULTURE MINISTER

THE PIVOT — ENTERING THE BLUEBERRY OPPORTUNITY



Why Blueberries? Why Now? Why Sheel?

Sheel Biotech is strategically expanding into premium berry farming — blueberry, strawberry, and raspberry — leveraging its existing infrastructure, expertise, and global breeder partnerships.

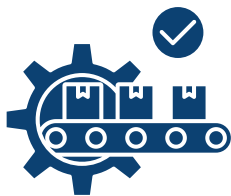
The Global Signal



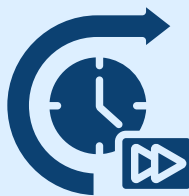
Global blueberry market: \$9.3 Billion (2025) → projected \$15.25 Billion by 2034



CAGR: 5.65% globally | India demand growing at estimated 18% CAGR through 2028



Global production exceeded 2 million metric tons in 2024 — first time in history



IBO projects global production to reach 3.2 million tons by 2028



Global planted area expanding at 7–10% per year

The India Signal



India's blueberry imports have grown 10x vs. 2020



Import duties reduced from 33% to 10% — catalysing market accessibility



Blueberry consumption rising steeply, driven by health-conscious urban consumers



Domestic production currently only ~2,000-3,000 MT (2024) — demand-supply gap is enormous



Urban retail penetration accelerating: Mumbai, Delhi, Bengaluru, Tier-I cities

INDIA DEMAND CHANNELS

Multiple Channels. One Direction. Premium.



**Modern
Retail**



**Quick Commerce
(Q-com)**



**HoReCa
(Hotels, Restaurants, Catering)**



**D2C Health
Brands**



Nutraceutical



**Bakery &
Confectionery**



**Dairy
(yogurt, ice cream)**

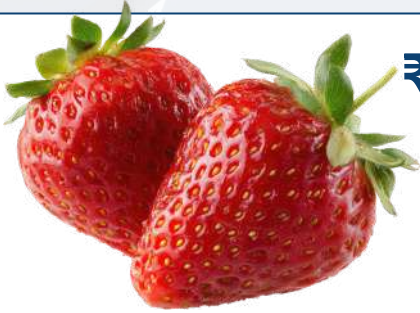


**IQF/Frozen
Processing**

BLUEBERRY PRICE PREMIUM — THE ECONOMICS



Why Blueberry is a Superior Agricultural Bet
Retail Price Comparison (₹/kg — Online/Retail):

 Watermelon	 Banana	 Orange	 Blueberry
₹25	₹35	₹135	
 Papaya	 Pomegranate	 Apple	
₹150	₹150	₹200	
 Mango	 Grapes	 Strawberry	
₹200	₹250	₹400	

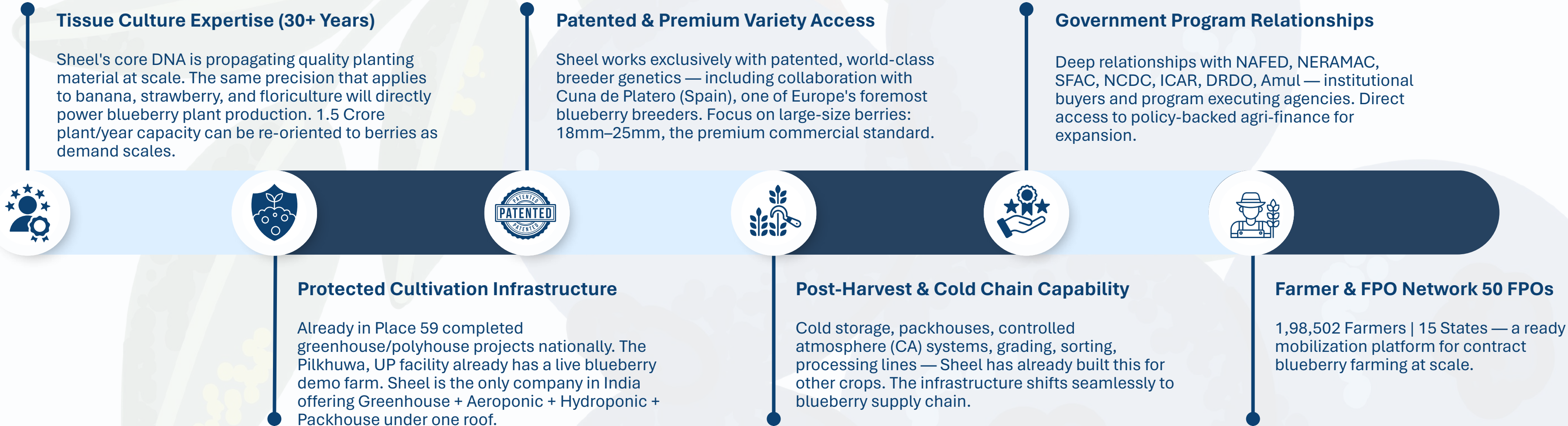
Blueberry commands 6x the price of strawberry and 100x the price of watermelon.

Sheel's focus: Premium large-size blueberries — 18mm to 25mm per berry — the globally preferred commercial grade that fetches maximum price in retail and export markets.

SHEEL'S COMPETITIVE ADVANTAGE IN BLUEBERRY FARMING



Why Sheel Biotech Is Uniquely Positioned
No other company in India can offer what Sheel brings to the blueberry opportunity.



End-to-End Commercial Model

Sheel offers investors and farmers a complete turnkey solution:



LAND IDENTIFICATION



POLYHOUSE SETUP



PREMIUM PLANTING MATERIAL



AGRONOMY SUPPORT



POST-HARVEST HANDLING



MARKET LINKAGE TO PREMIUM B2B BUYERS (HOTELS, RETAILERS, EXPORTERS, NUTRACEUTICAL BRANDS).

SHEEL'S BLUEBERRY BUSINESS MODEL



Three Revenue Streams from One Integrated Platform



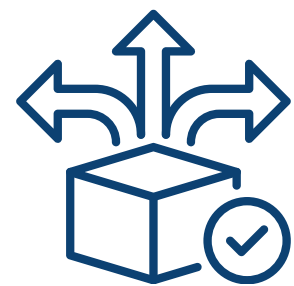
Current Customers/Distribution Partners: Konnect Agro | Farm 2 Fam

Where Berries Go: Harvested produce distributed to large B2B buyers — premium retail markets, major commercial fruit brands, hotels, export channels.

BLUEBERRY CULTIVATION — THE SHEEL PROCESS



From Genetics to Market — Complete Control



Variety Selection Strategy

Sheel sources and works with all four chill-requirement categories — Zero Chill & Low Chill — enabling cultivation across India's varied climate zones from the southern plains to the Himalayan foothills.



Key Growing Regions Being Targeted

Madhya Pradesh | Tamil Nadu (Pollachi) | Himachali foothills | Areas near Goa | Uttar Pradesh (Pilkhuwa facility already operational)



Sheel's Quality Differentiator

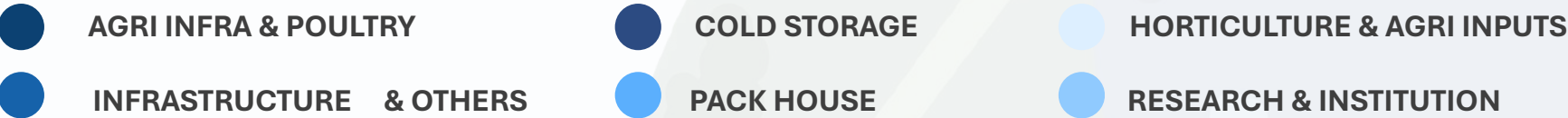
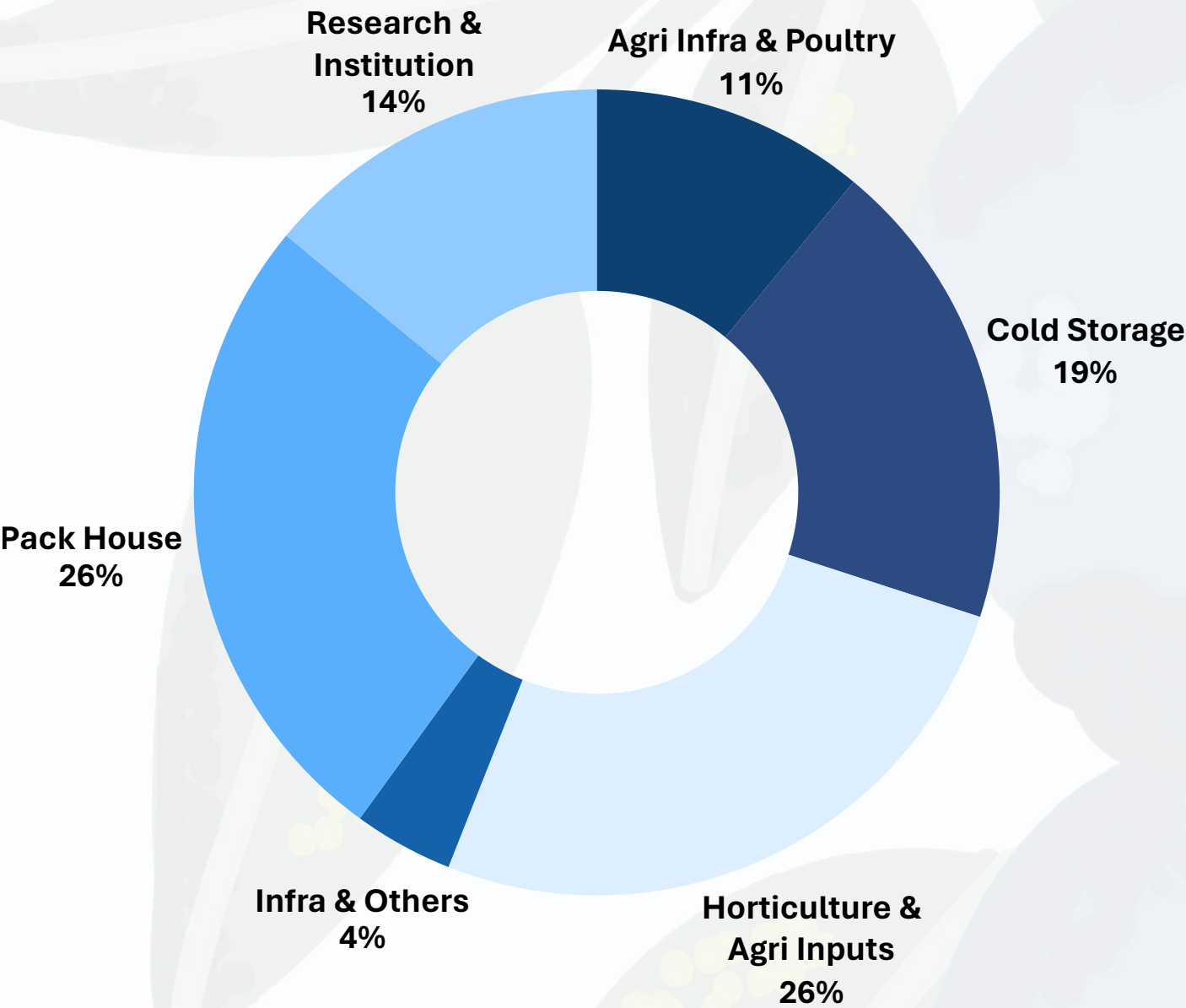
Focus on commercially superior large berries — 18mm to 25mm. Smaller berries command lower prices; Sheel's variety selection and agronomy protocols are specifically designed to maximize berry size and Brix levels, the two most critical premium market parameters.



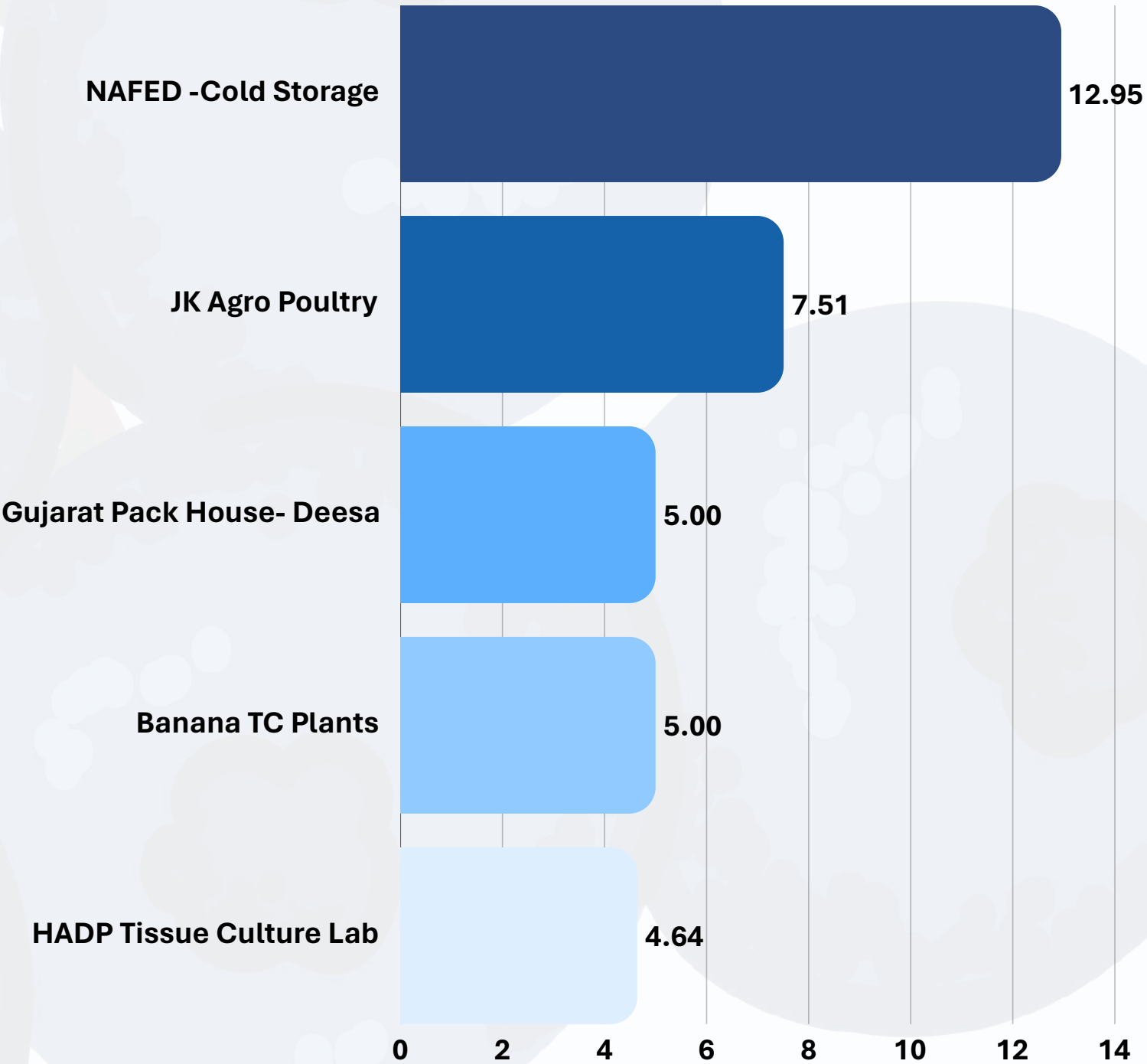
Order Inflow – FY 2025-26

SECTOR –WISE BREAKDOWN AND TOP CONTRACTS BY VALUE | 20 ORDERS ACROSS 5 SECTORS

Sector - Wise Order Mix



Top 5 Orders (₹ Cr)



BEYOND BLUEBERRY — THE FULL BERRY PORTFOLIO



Sheel's Berry Vertical: Blueberry + Strawberry + Raspberry



Strawberry



Unique varieties: White Pearl (pineapple flavour with vanilla aroma), Conical bright red varieties



3x sweeter than conventional strawberries — higher Brix levels



Active demo farm in Delhi NCR for farmer exposure visits



Partnership: EMCO CAL (University of Florida breeding program)



Varieties: Felicity, Sensation, Valentina, Beauty, Brilliance, Fortuna

Raspberry



Low-input varieties: Less water, fertilizer, chemicals



High post-harvest quality — superior shelf life for premium market



Proven in India with active growers already operational



Managing Director has personally visited Egypt raspberry farms for international validation



The Berry Cluster Advantage: Running all three berries simultaneously allows year-round supply continuity, diversified risk, shared infrastructure, and a single integrated market access platform for premium buyers.

THE ROAD AHEAD — GROWTH STRATEGY



Sheel's 3-Phase Blueberry Expansion Plan



Phase 1 — Establish (FY25–26):

Operational blueberry demo farm at Pilkhuwa facility | Import and distribute premium planting material | Develop initial farmer and investor projects | Build supply agreements with premium retail and HoReCa buyers



Phase 2 — Scale (FY27–28):

Expand contracted farm acreage across key growing regions | Scale tissue culture production of blueberry plants domestically | Strengthen cold chain and post-harvest handling capacity dedicated to berries | Deepen FPO network deployment for contract blueberry farming



Phase 3 — Dominate (FY29+):

Become India's largest integrated blueberry platform — from genetics to retail | Explore export markets as Indian production achieves scale and consistency | Potential for domestic breeder tie-ups and proprietary variety development



The Larger Vision:

Sheel is not just entering a new crop — it is transplanting 35 years of end-to-end agri-infrastructure expertise into India's highest-value emerging fruit segment. The same model that built India's protected cultivation, organic, and FPO ecosystems will now build India's berry economy.

BLUEBERRY



BLUEBERRY FARM-PILKUHUA FACILITY

BLUEBERRY FARM IN EGYPT



BLUEBERRY FARM IN SPAIN

BLUEBERRY FARM IN AUSTRALIA

RASPBERRY



CENTER OF EXCELLENCE



CENTER OF EXCELLENCE - PUNJAB

CENTER OF EXCELLENCE - CHANDI, BIHAR



MULGU, TELANGANA

JEEDIMETLA, TELANGANA

INAUGURATION OF THE CENTRE OF EXCELLENCE AT IIHR

Hon'ble Agriculture Minister Shri Narendra Singh Tomar along with other State Agriculture Ministers.

KEY RATIOS

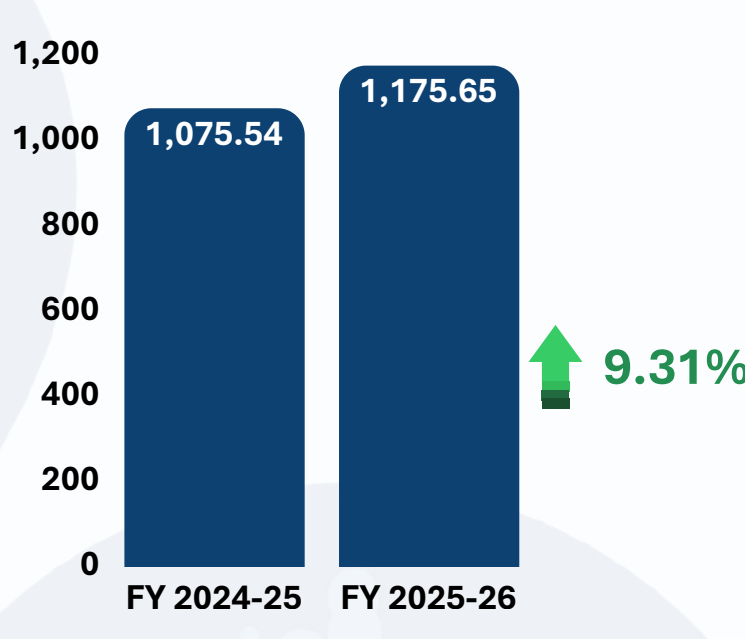
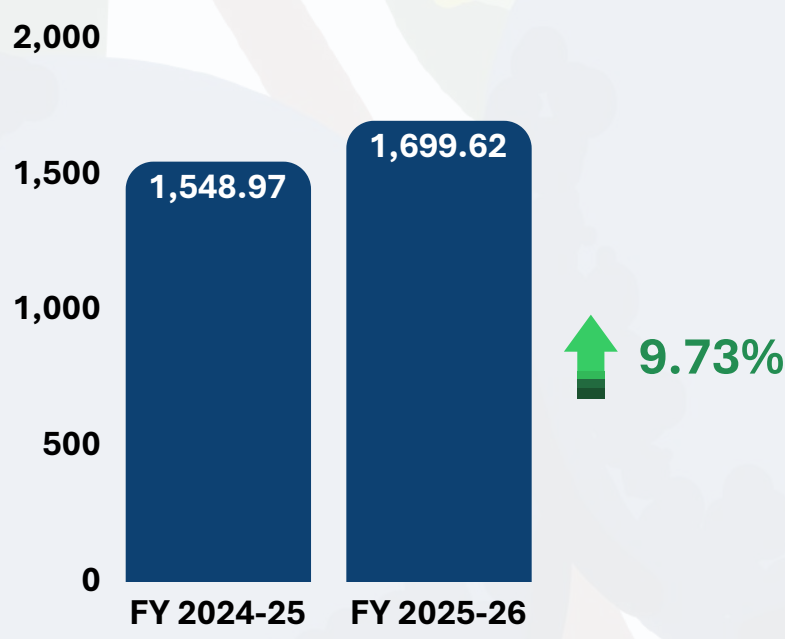
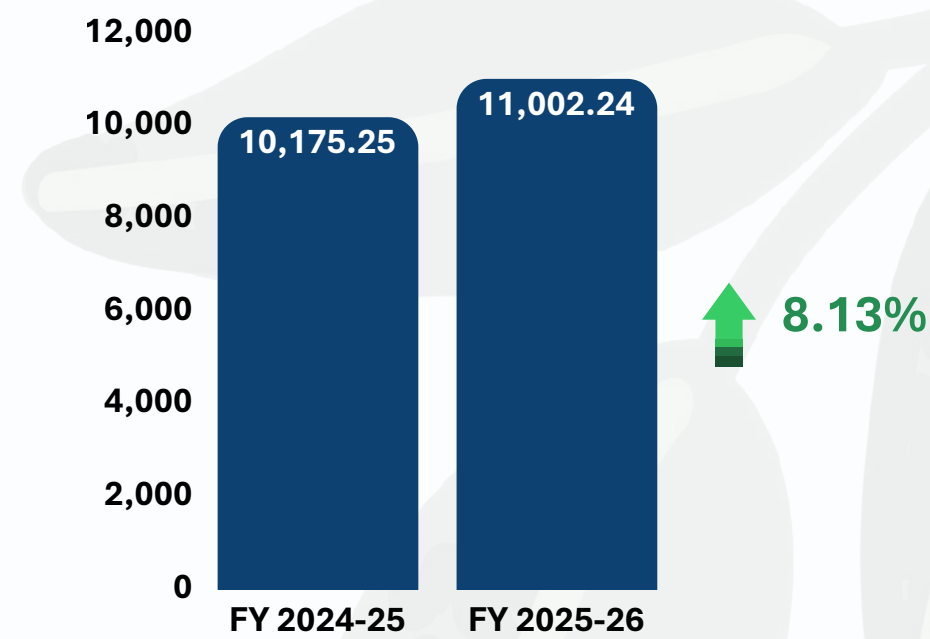


Rs. in lakhs except %

REVENUE FROM OPERATIONS

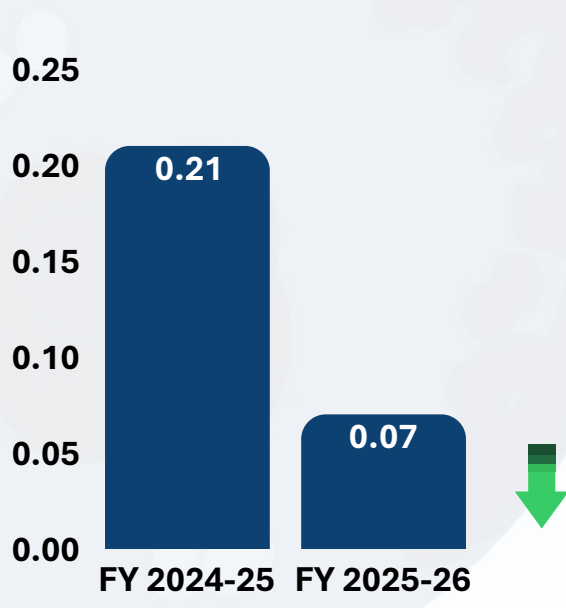
EBITDA

PAT



EBITDA MARGIN (%)

DEBT TO EQUITY RATIO (X)



PROFIT AND LOSS STATEMENT



All figures in ₹ Lakhs

Particulars	FY25	FY26
Revenue from Operations	10,175.25	11,002.24
Other Income	51.83	71.27
Total Income	10,227.08	11,073.52
COGS	6,506.76	6,795.01
Gross Profit	3,668.49	4,207.23
Gross Profit Margin (%)	36.05	38.24
Operating & Other Expenses	2,438.00	2,876.91
EBITDA	1,548.97	1,699.62
EBITDA Margin (%)	15.22	15.45
Depreciation & Ammortisation Expenses	90.00	106.58
Interest Cost	176.64	191.45
Profit Before Tax	1,282.32	1,401.59
Total Tax Expense	206.78	225.95
Profit After Tax	1,075.54	1,175.65
PAT Margin (%)	10.57	10.69
Earnings Per Share(₹)	7.28	6.69

BALANCE SHEET



All figures in ₹ Lakhs

Particulars	FY25	FY26
Equity & Liabilities		
Equity		
Share Capital	1,495.26	2,035.26
Reserve & Surplus	6,892.02	10,663.91
Total Equity	8,387.27	12,699.17
Non Current Liabilities		
Long-Term Borrowings	482.25	124.38
Long-Term Provisions	58.97	57.60
Total Non Current Liabilities	541.22	181.98
Current Liabilities		
Short Term Borrowings	1,253.87	773.53
Trade Payables	414.09	306.02
Other Current Liabilities	518.36	597.96
Short Term Provisions	21.55	19.78
Total Current Liabilities	2,207.87	1,697.28
Total Liabilities	2,749.10	1,879.25
Total Equity & Liabilities	11,136.36	14,578.43

Particulars	FY25	FY26
Assets		
Non-Current Assets		
Property, Plant and Equipment	747.45	946.63
Intangible Assets	1.37	1.15
Capital work-in-progress	-	345.40
Non- Current Investment	79.20	79.20
Deferred Tax Assets (Net)	6.74	10.46
Other Non-Current Assets	386.19	412.85
Total Non-Current Assets	1,220.95	1,795.69
Current Assets		
Inventories	3,938.53	2,956.51
Trade Receivables	5,507.91	6,180.50
Cash and Cash Equivalents	46.40	218.29
Short Term Loans and Advances	144.41	296.10
Other Current Assets	278.16	3,131.34
Total Current Assets	9,915.41	12,782.74
Total Assets	11,136.36	14,578.43

SAFE HARBOUR



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THANK YOU



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