

AGROCHEM **SUMMIT 2024**

13 December 2024 | The Park | New Delhi

THIRD EDITION

POST SHOW REPORT

Capturing Value Through Collaboration, Innovation & Disruption



The third edition of 'AgroChem Summit 2024' Conference on Indian Chemicals and Petrochemicals Logistics' organized on 13th December 2024 gathered **200+** delegates from the industry. The event attrition rate was low with 95% of registered delegates attending the event live.

Feedback from attendees was positive, with an overall average satisfaction rating of over 93%. 85% said they plan to attend a future editions of 'AgroChem Summit', and **88%** said they would recommend it to a friend or colleague.

This year's event attracted an incredible mix of attendees from across the agrochemicals eco-system.

Attendees came from a range of industry sectors including Agrochemicals, Chemicals, and Pharmaceuticals.

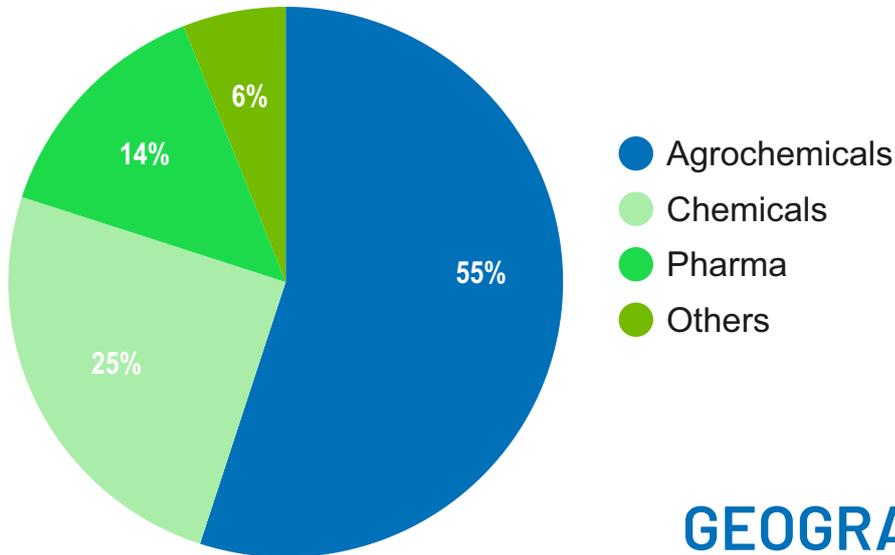
Attendee job functions included:

- CXO / ED
- VP / SVP / GM
- Director
- Manager
- Product and Business Development.

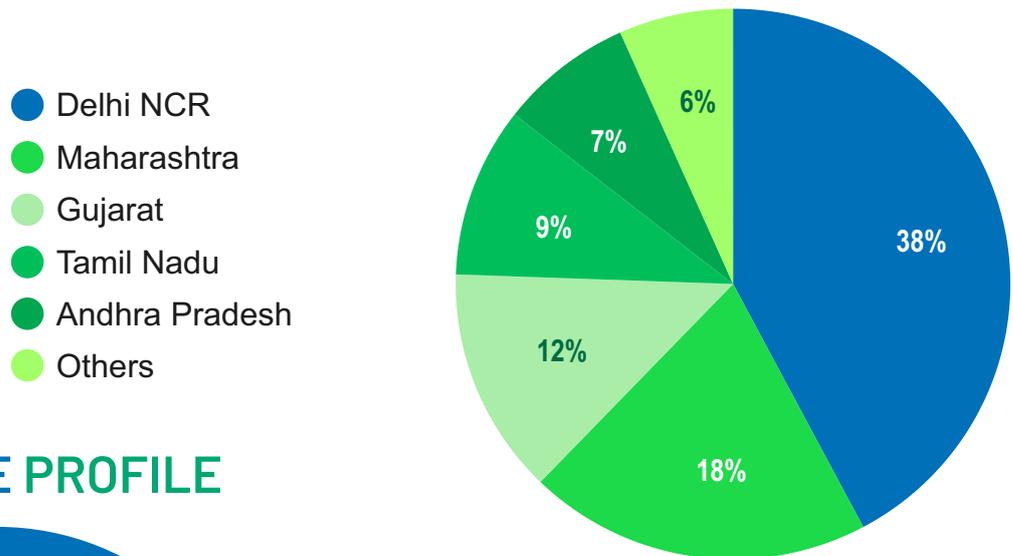
Attendees hailed from across the country with majority attending from:

- Delhi NCR
- Maharashtra
- Gujarat
- Tamil Nadu
- Andhra Pradesh
- Others

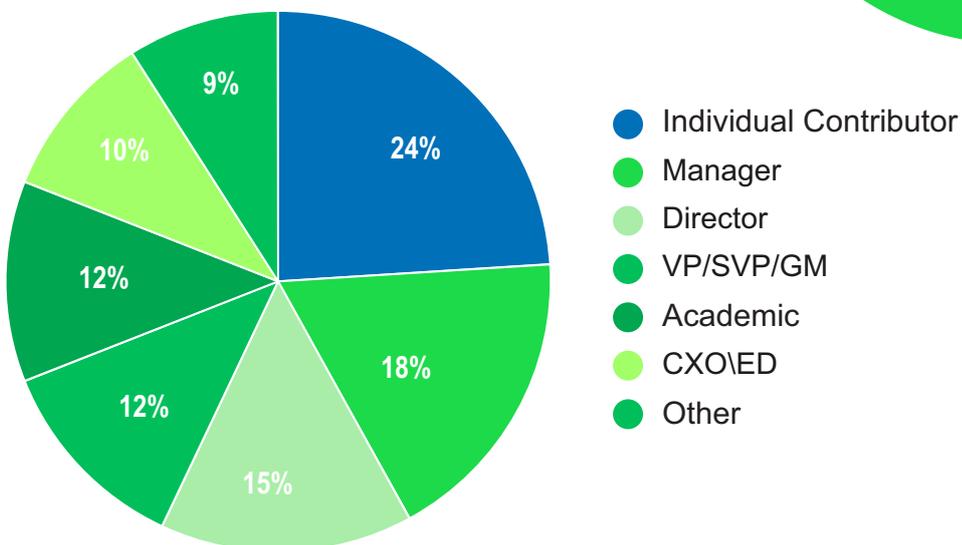
INDUSTRY SEGMENTS



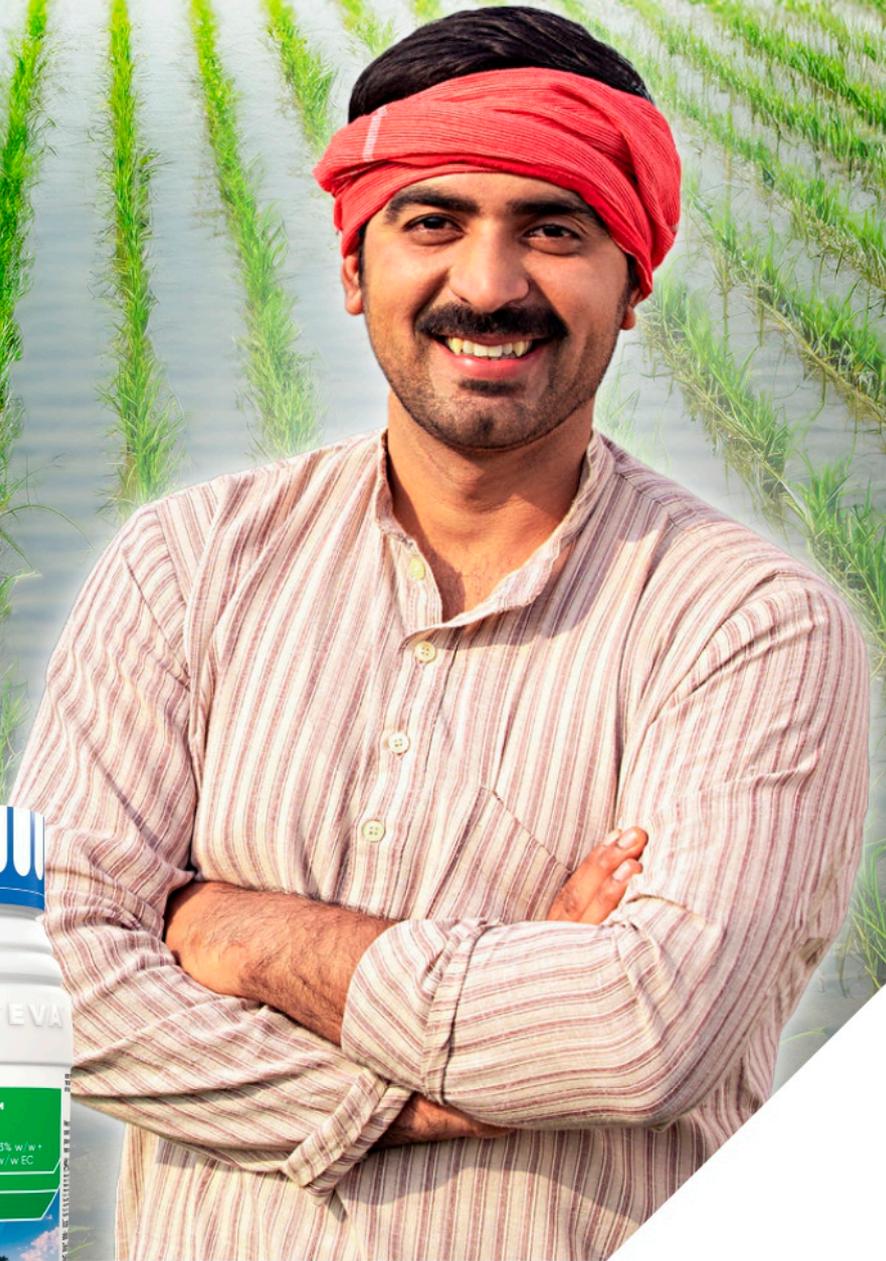
GEOGRAPHIC PROFILE



AUDIENCE PROFILE



Growth is mine.



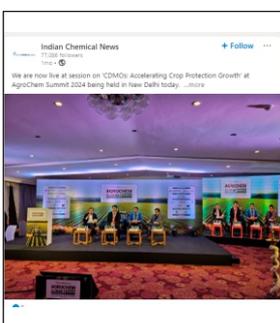
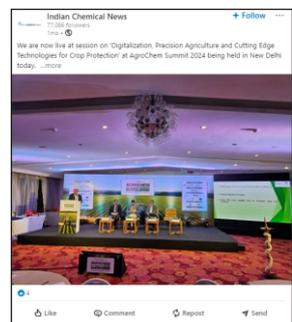
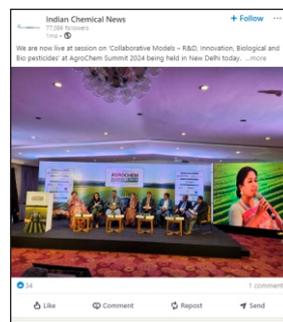
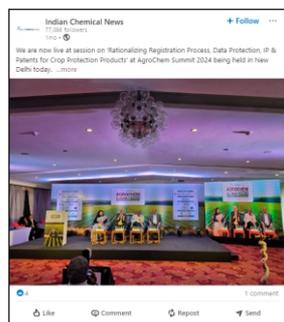
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SOCIAL MEDIA



Chemical | January 22, 2025

AgroChem Summit 2024: Rethinking agrochemicals as climate smart chemicals

<https://www.indianchemicalnews.com/chemical/agrochem-summit-2024-rethinking-agrochemicals-as-climate-smart-chemicals-24843>

Chemical | January 19, 2025

AgroChem Summit 2024: Data-driven solutions have potential to reshape crop protection in India

<https://www.indianchemicalnews.com/chemical/agrochem-summit-2024-data-driven-solutions-have-potential-to-reshape-crop-protection-in-india-24821>

Policy | January 09, 2025

AgroChem Summit 2024: Regulatory reforms critical to strengthen India's crop protection industry

<https://www.indianchemicalnews.com/policy/agrochem-summit-2024-regulatory-reforms-critical-to-strengthen-indias-crop-protection-industry-24680>

Policy | December 30, 2024

AgroChem Summit 2024: Agrochemical industry calls for favorable policies to drive the crop protection industry

<https://www.indianchemicalnews.com/policy/agrochem-summit-2024-agrochemical-industry-calls-for-favorable-policies-to-drive-the-crop-protection-industry-24587>

Policy | December 29, 2024

AgroChem Summit 2024: Pesticides industry must demystify its role in crop protection for sustaining production and productivity, says Agriculture Commissioner Dr Praveen K Singh

<https://www.indianchemicalnews.com/policy/agrochem-summit-2024-pesticides-industry-must-demystify-its-role-in-crop-protection-for-sustaining-production-and-productivity-says-agriculture-commissioner-dr-praveen-k-singh-24574>

Policy | December 12, 2024

AgroChem Summit 2024: Session on Supportive Policy, Regulatory Regime for Growth of Crop Protection on December 13, 2024

<https://www.indianchemicalnews.com/policy/agrochem-summit-2024-session-on-supportive-policy-regulatory-regime-for-growth-of-crop-protection-on-december-13-2024-24370>

Regulatory | December 12, 2024

AgroChem Summit 2024: Discussion on Rationalizing Registration Process, Data Protection, and IP & Patents for Crop Protection Products

<https://www.indianchemicalnews.com/regulatory/agrochem-summit-2024-discussion-on-rationalizing-registration-process-data-protection-and-ip-patents-for-crop-protection-products-24371>

R&D | December 12, 2024

AgroChem Summit 2024: Session on Collaborative Models – R&D, Innovation, Biological and Bio pesticides to discuss current trends

<https://www.indianchemicalnews.com/rd/agrochem-summit-2024-session-on-collaborative-models-rd-innovation-biological-and-bio-pesticides-to-discuss-current-trends-24372>

Digitization | December 12, 2024

AgroChem Summit 2024: Digitalization, Precision Agriculture and Cutting Edge Technologies essential for crop protection

<https://www.indianchemicalnews.com/digitization/agrochem-summit-2024-digitalization-precision-agriculture-and-cutting-edge-technologies-essential-for-crop-protection-24373>

Chemical | December 12, 2024

AgroChem Summit 2024: CDMOs: Discussion on Accelerating Crop Protection Growth

<https://www.indianchemicalnews.com/chemical/agrochem-summit-2024-cdmos-discussion-on-accelerating-crop-protection-growth-24374>

Sustainability | December 12, 2024

AgroChem Summit 2024: Session on Sustainable Agriculture, Climate Change and its Impact on Agrochemicals

<https://www.indianchemicalnews.com/sustainability/agrochem-summit-2024-session-on-sustainable-agriculture-climate-change-and-its-impact-on-agrochemicals-24375>

Chemical | January 13, 2025

India has an edge over China as a CDMO destination: Experts

<https://www.indianchemicalnews.com/chemical/india-has-an-edge-over-china-as-a-cdmo-destination-experts-24731>

INAUGURAL SESSION

Supportive Policy, Regulatory Regime for Growth of Crop Protection

SPEAKERS



Dr. Praveen Kumar Singh
Agriculture Commissioner
Ministry of Agriculture &
Farmers Welfare, Govt. of India



Dr. R. G. Agarwal
Chairman Emeritus
Dhanuka Agritech Ltd



Mr. Deepak Shah
Chairman
SML Ltd.



Mr. Rajesh Aggarwal
Managing Director
Insecticides (India) Ltd.



Mr. Murari Mohan Jha
Editor
Indian Chemical News

The use of agrochemicals has raised environmental concerns, with issues such as soil degradation, water pollution, and harm to non-target organisms. Striking a balance between increasing agricultural productivity and minimizing environmental impact is a critical challenge that the industry must address.

Experts lay onus on increased awareness among farmers and adoption of green agrochemicals as keys to sustainability in agriculture. Key Highlights:

- Soil health being a critical factor for better productivity and sustainability, we as a country must work on the problem.
- There is a dire need to find replacement for nitrogenous fertilizers as these are the source of nitrous oxide which is the cause of major pollution and global warming.
- Despite potential and opportunities, the young farmers don't have the access to right pesticides and technologies. The fake pesticides and smuggled pesticides are a major concern that require attention.
- The enormous scientific talent and low cost manufacturing facilities present mega expansion opportunities for the agrochemical industry.
- Farmers are intelligent enough to use the technologies but the industry must connect with them and make it accessible.
- Addressing evolving needs and streamlining regulatory issues is required apart from changing public perception.

SESSION I

Rationalizing Registration Process, Data Protection, IP & Patents for Crop Protection Products

SPEAKERS



Dr. Archana Sinha
Joint Director & Secretary
Central Insecticides Board and Registration Committee
Govt. of India



Mr. S. Ganesan
Vice President – Policy Affairs
UPL Ltd.



Mr. Suresh P. J.
Regulatory Policy & Scientific Engagement
Bayer CropScience Ltd.



Mr. Raju Kapoor
Director - Public & Industry Affairs
FMC India

Research institutions and agricultural universities in India are actively involved in research and development activities related to eco-friendly agrochemicals. This includes the study of natural enemies of pests, development of resistant crop varieties, and the formulation of environmentally friendly pesticides. However, the broader collaboration between academia and industry has been somewhat missing.

Indian agrochemical industry calls for a multi-stakeholder approach in accelerating R&D.

Key Highlights:

- The innovation of new molecules, use of drone technology and biotechnology are critical with need for developing a premium on innovation.
- For the innovation ecosystem, risk capital is a primary factor and there is a need for public private partnership. Multi-stakeholder strategy could do wonders and the government could be a part of it as well.
- To accommodate the fresh concerns of the industry, the government is planning to have a separate queue for the new molecules registration to bring down pendency.
- The two pronged strategy for diversifying the agrochemical portfolio. One is improving existing agrochemicals and second is innovating new molecules. Newer and complex agrochemical molecules such as pure enantiomers could be a great solution.
- The newer generation molecules need to be looked at differently by the regulators. In terms of integrating newer technologies, we are doing a lot of research on drones to check their effectiveness.
- Manufacturing the chemicals in the right way and delivering it at the right time makes a lot of difference. Similarly, semiochemicals or pheromones will play an important role in Integrated Pest Management.

SESSION II

Collaborative Models – R&D, Innovation, Biological and Bio pesticides

SPEAKERS



Dr. Kamlesh Pai Fondekar
Head - Research & Development
Godrej Agrovet Ltd.



Dr. Bathini Nagendra Babu
Principal Scientist
CSIR Indian Institute of Chemical Technology
Hyderabad



Ms. Anuja Kadian
Government & Industry Affairs Director
(Asia Pacific)
Corteva Agriscience



Dr. Vishal Choudhary,
Scientist 'F', Office of the
Principal Scientific Adviser to the
Government of India



Mr. Sachin Mundhe
General Manager
Meghmani Organics Ltd.



Mr. Vipin Saini
CEO
Biological Agri Solutions Association of India



Dr. Smriti Kala
Scientist (Formulation)
Institute of Pesticide
Formulation Technology



Ms. Komal Shah Bhukhanwala
Director, R&D and IP
SML Ltd.

The cornerstone of any regulatory framework for agrochemicals is the meticulous assessment of their safety and efficacy. Rigorous scientific evaluation, encompassing toxicity studies, environmental impact assessments, and efficacy trials, forms the bedrock upon which approvals are granted. This scrutiny not only safeguards human health but also protects non-target organisms and ecosystems from unintended consequences.

Experts emphasize creation of a regulatory system that ensures the responsible development, use, and monitoring.

Key Highlights:

- The regulatory system needs to be in the driver's seat, sharing the responsibility of tackling pest resistance challenges.
- Faster registrations required to get the molecules and technologies to equip farmers for fighting the diseases.
- Industry needs a predictable-science based regulatory system consistent for innovation to thrive, policy to maximize agri output, public private partnership and an enabling environment.
- While a few things such as policy for drones has been addressed, there are pain points that continue to remain unaddressed. System doesn't require a complete overhaul but improvements and tweaking to deal with operational issues of processes.
- Currently the system doesn't allow any changes in the existing molecules and seeks re-registration of the same molecule. There is a need for guidelines, better coordination between states and centre, uniform protocols for reducing the timelines.
- Re-establishing 93B provisional registrations for import of both technical and non-technical

SESSION III

Digitalization, Precision Agriculture and Cutting Edge Technologies for Crop Protection

SPEAKERS



Mr. Kuldeep Singh
Chairman & Managing Director
HIL (India) Ltd.



Mr. Vimal Alawadhi
Managing Director
Best Agrolife Ltd.



Mr. K. S. Thyagarajan
Head - Corporate Affairs,
Sustainability, Business Strategy
PI Industries



Mr. Durgesh Chandra
Secretary General
CropLife India



Dr. Kalyan Goswami
Director General
Agro Chem Federation of India

The triad of precision agriculture, balanced use of agrochemicals, and farmers' education is not merely a confluence of practices but a philosophy that beckons us towards a sustainable future. This approach allows farmers to tailor their practices based on specific conditions, leading to increased efficiency and reduced waste.

Precision agriculture, balanced use of agrochemicals, and farmer education are interconnected aspects that play a crucial role in efficient farming.

Key Highlights:

- About two million thousand tonnes of agricultural produce gets damaged because of various insects and pests.
- While pesticides play an important role for plant protection, since these are toxic and poisonous, they should be used judiciously and scientifically
- The overdose of pesticides is impacting human health. We should learn from Israeli model that has converted the desert into productive farms because of precision delivery of nutrients.
- Agriculture is going to be faced with the residue issue, precise nutrient issue, the soil health issue, climate and sustainability issue.
- Since over usage of chemicals and nutrients leads to sustainability problems and the water shortage issue, the only way for India to sustain and for the world is to become more precise.
- India must emulate European Union that has already stated its ambition of reducing chemical usage by about 50% within this decade. The ecosystem moves across the agriculture spectrum from technology players, fertilizer players and farmers to more precisely use the resources and inputs.

SESSION IV

CDMOs: Accelerating Crop Protection Growth

SPEAKERS



Mr. Abhishek Aggarwal
President & COO
Bharat Rasayan Ltd.



Mr. Harish Mehta
Senior Advisor
Crop Care Federation of India



Mr. Arush Dhawan
Co-founder & COO
Covvalent



Mr. Murari Mohan Jha
Editor
Indian Chemical News



Mr. Udeep Agarwal
Principal
Kearney

In the ever-evolving landscape of global agriculture, agrochemical companies find themselves at the intersection of innovation, sustainability, and market dynamics. To thrive in this challenging environment, a judicious blend of strategic initiatives is essential for market penetration and sustained growth.

By embracing innovation, diversification, strategic expansion, and sustainable practices, agrochemical companies can not only penetrate new markets but also foster long-term growth. Key Highlights:

- India is doing very well in agrochemicals and we are in trade surplus. The export is around US\$ 5.5 billion but it is mostly confined to the US, Brazil, Japan and Argentina.
- The global share is still lesser and the industry needs to work on renewed strategies to increase it further.
- The Brazilian, South and North American, and European markets are the technical based markets and India has pioneered in making of technicals, particularly the generics. India is making them at very competitive prices.
- Compared to China, India today is a preferred partner for newer chemistries due to the fantastic laws. With the arrival of newer chemistries, India is becoming more and more dearer to the global partners.
- The industry must shed the casual approach to pollution and integrate the process manufacturing, process optimization, mathematical modelling. Ultimately, four objectives that must be realized include maximizing the profit, minimizing emissions, minimizing energy content and minimizing materials.
- Like every sector, agrochemicals too must integrate IT and technology to tap new opportunities. Industry needs to have incubation centres and pledge for developing the specific skill sets of human resources like precision farming, GI & AI based.
- The Covid-19 scenario has made the situation very favourable for India as many industries are closing down in China. Many global players are visiting to have a various kinds of collaborations due to the policies of government.
- The Make in India programme scheme has supported the industry and there has been considerable growth post its launch. During Covid-19 pandemic, the agrochemical industry has done many collaborations and the good opportunities for partnerships exist outside and with government organizations.
- The data-driven decisions in the market have a very important role. The AI based tools and the internet based tools must be used to assess and analyse various types of data to arrive at decisions for resolving challenges.

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