

SPECIAL ISSUE

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**UDAYAN
MUKHERJEE IN
CONVERSATION
WITH ASWATH
DAMODARAN**



**TATA MOTORS
STRATEGY FOR
THE NEXT 5
MILLION CARS**

**A BT-TAGGD SURVEY
THE BEST
COMPANIES
TO WORK
FOR IN INDIA**



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GAME CHANGERS





**> Mr. Juzar Khorakiwala
Chairman & Managing Director
Biostadt India Limited**

very clear and hence we have been able to make a dent in a difficult market of biostimulants worldwide. The agriculture sector in India needs newer technologies, better farm productivity measures, newer chemistries and drone application methods to drive and revolutionise the sector and we are already working on some of them.

Biostadt also offers an entire range of aquaculture products including probiotics, feed supplements, disinfectants, adsorbents, minerals, induced breeding hormone, etc. What are your future plans for these in India?

In the aquaculture space this is a niche segment in India for shrimps and inherent water management. We will continue to offer newer products and applications to the farmers both in India and Vietnam. In Vietnam, we have become the No.1 organisation in the space and we are among the Top 3 companies in India too.

Why did you choose to foray into the seeds business? Since having acquired Nandi Seeds in 2013, what are your future plans for this category?

Seeds are fundamental to agriculture and quality seeds are indispensable for the growth of agriculture. The cycle in agriculture begins with seeds and therefore the company gets introduced to the farmers at this very early stage and remains with the farmer during the entire crop cycle till harvest. Therefore seeds will continue to play a major role in the overall growth strategy. Our future plans are to enhance our crop diversity and geographical diversity to grow our business and to also look at strategic acquisitions to bolster our growth.

Kindly elaborate on the business of InGene Organics. What impact does it bring to Biostadt?

InGene Organics Pvt. Ltd., was established in 2008 with a view to focus exclusively on the horticulture segment, which means fruits and vegetables. It has now reached critical mass and we have now also diversified the business for field crops. So today, we are strategically two crop protection divisions, offering different brands to a different set of distributors in the country.

With presence across 20 countries across the globe, you must have a hectic schedule. How do you manage a work life balance? What is the secret to your fitness and joie de vivre?

I love to travel. I have been playing tennis for the last 40 years regularly and doing yoga for the last 15 years. This keeps me very energetic and mentally active.

From Mumbai's most favourite departmental store to biostimulants, crop protection chemicals, aquaculture and hybrid seeds. Tell us about your entrepreneurial journey.

I started the organisation - Biostadt India Limited (BIL), in the year 2003. At that point of time, we were only in biostimulants and crop protection and the size of the business was less than INR 80 crores. Today as a group, we will have crossed INR 1200 crores, by the year 2023-2024. The journey over the last 20 years has been very fruitful and satisfying. In 2005, we entered the Seeds business with a joint venture and in 2007 we acquired 50% of the Aquaculture business in Vietnam, called VinhThinh Biostadt. Along the way, we put up new facilities in Silvassa, Jammu, and Bhavnagar and as we speak, a major expansion is underway at our Aurangabad facility. In 2013, we also acquired Nandi Seeds Pvt. Ltd., to strengthen our presence in Pearl Millets and again recently acquired Biogene Sciences Pvt. Ltd., in Telangana to bolster our presence in the South.

The entrepreneurial journey has been through organic growth and through focused acquisitions during the last 20 years. Today, we employ almost 2000 people across the organisation.

Why were you attracted to the agriculture sector? And why specifically to the biostimulant category?

The agriculture sector contributes roughly 17-18% to the GDP and employs 60% of our population both directly and indirectly. India being a country with a large population, the need for food is inevitable. We were the pioneers in the biostimulant category which delivers additional growth to the crops and helps in long term agricultural productivity.

How did Biostadt become a force to reckon with, in International markets? How do you plan to revolutionise the agriculture sector in India?

Today we export our biostimulants and aquaculture products to 20 countries across the globe. Our focus is