



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2025/1002/03

Dated: February 10, 2025

The Manager

Listing Compliance Department BSE Limited (Through BSE Listing Centre) Scrip Code: 532851	Listing Compliance Department National Stock Exchange of India Limited (Through NEAPS) Symbol: INSECTICID
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Dear Sir/Madam,

Sub: Earning Presentation for Q3 & 9M of FY 2025 Results

Please find enclosed the Q3 & 9M of FY2025 Investor / Earning presentation for the third quarter and nine months ended December 31, 2024.

The same will also be available on the website of the Company at <https://www.insecticidesindia.com/investors-desk/>.

This is for information and records.

Thanking You,
For Insecticides (India) Limited

(Sandeep Kumar)
Company Secretary & CCO

Encl: As above

देश की शान



किसान की पहचान



insecticides
(INDIA) LIMITED

INVESTOR PRESENTATION

Agenda

01

Empowering Indian Farmers with Latest Technology

02

IIL - A Transformational Journey

03

Global Tie-ups and In-House R&D

04

Product Portfolio, Brands & GTM

05

Manufacturing Excellence & ESG

06

Financial Highlights

Empowering Indian Farmers with Latest Technology

- India's leading crop protection and nutrition Company with strong focus on **R&D** and **Innovation**
- Robust portfolio of new age technology **Premium Products** with consistent new launches via In-House R&D capabilities and International tie-ups
- **# 4 State** of the Art R&D facilities and Global tie-ups for research and innovation
- Industry Leading brands and strong Brand Equity of **"TRACTOR BRAND"**
- A rural FMCG like business model serving **25 lakhs** farmers with **7,500** distributors and **70,000** retailers and strong digital connect
- State of the Art Manufacturing facilities with **6 Formulation**, **2 Technical Synthesis**, and **1 Biological*** Plants



28

Patents



20+

Technical



125+

Formulation



14

Focus Maharatna

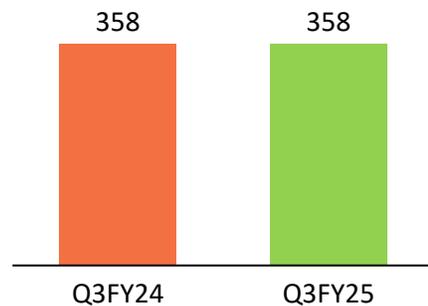


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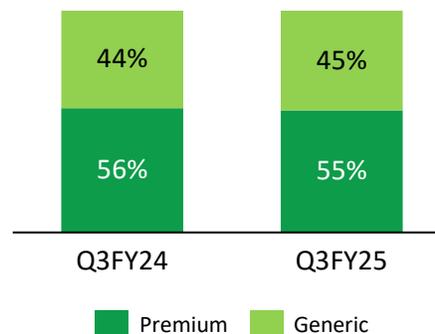
Maharatna

* Under Toll Arrangement

Revenue

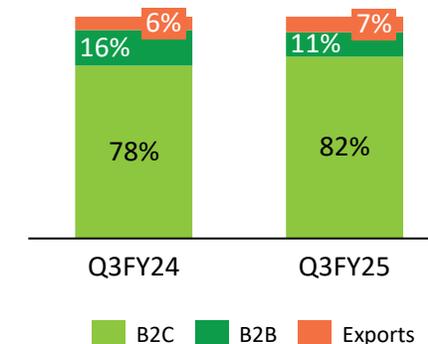


B2C – Premium Vs Generic

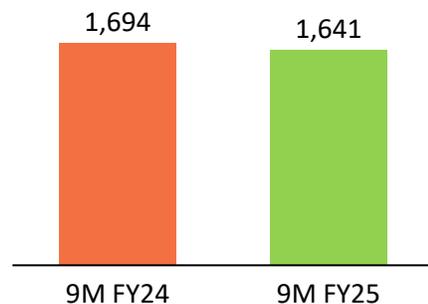


Sales by Segment

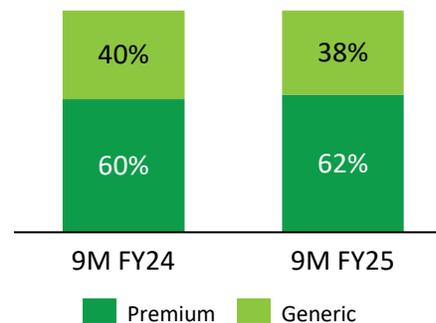
(Rs in crs)



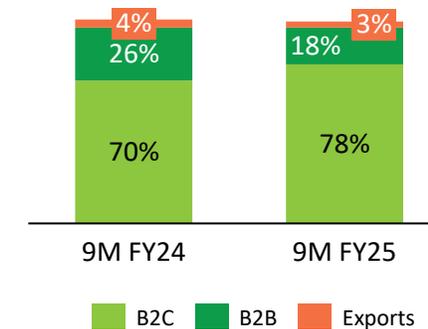
Revenue



B2C – Premium Vs Generic

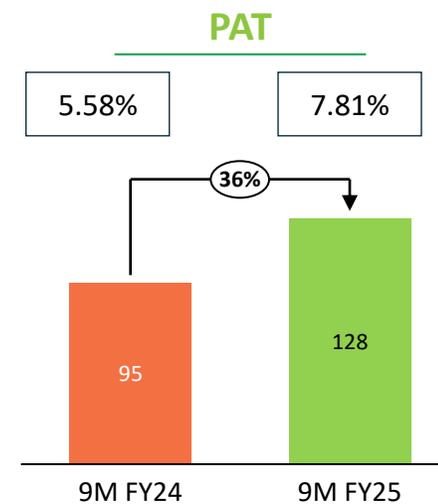
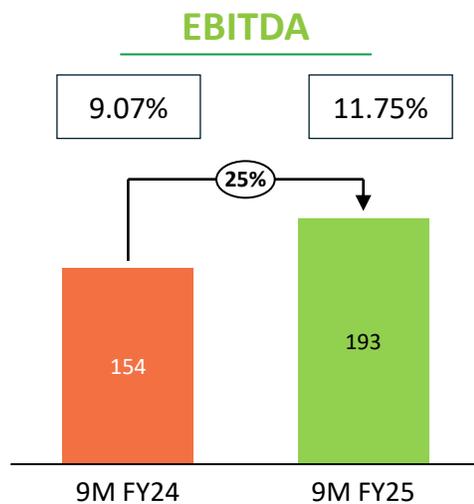
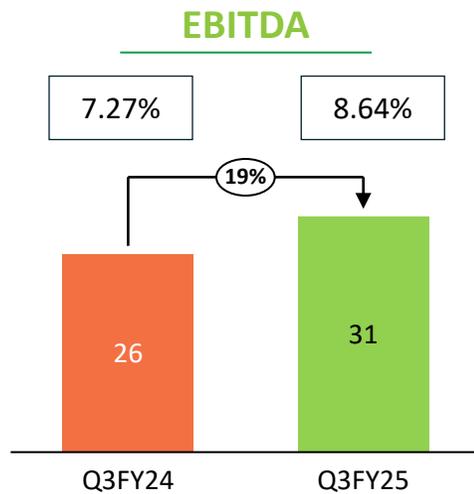


Sales by Segment



.. With Sustained Margin Improvement

(Rs in crs)



... And Efficient Working Capital

Particulars – Standalone (Rs. Crs)	31-Dec-24	31-Dec-23	Y-o-Y	31-Mar-24
Inventory (A)	717	640	77	806
Inventory days (Inventory/COGS*No of days)	173	137		201
Trade Receivables (B)	401	401	0	297
Trade Receivables Days (TR/Revenue*No of days)	67	65		55
Trade Payables (C)	445	348	97	418
Trade Payables Days (TP/COGS*No of days)	107	75		105
Net Working Capital (A+B-C)	673	693	-20	685
Net Working Capital Days	132	127		151

Consistent efforts to improve working capital days as compared to 31 March 24

Consolidated Income Statement – Q3 & 9M FY25



Particulars (Rs. Crs)	Q3 FY25	Q3 FY24	Y-o-Y	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	357.7	357.9	-	1641.03	1693.9	-3%
COGS	228.5	250.0		1131.6	1279.4	
Gross Profit	129.2	108.0	20%	509.5	414.5	23%
Gross Profit Margin (%)	36.1%	30.2%		31.0%	24.5%	
Employee Expenses	32.5	27.7		110.1	91.5	
Other Expenses	65.8	54.2		206.7	169.4	
EBITDA	30.9	26.0	19%	192.7	153.6	26%
EBITDA Margin (%)	8.6%	7.3%		11.7%	9.1%	
Other Income	0.2	1.2		4.1	4.9	
Depreciation	7.6	7.4		22.0	21.7	
Finance Cost	1.4	2.8		4.7	8.8	
Share of profit or (loss) from associates	0.2	0.0		0.6	0.4	
Profit before Tax	22.3	17.0	31%	170.7	128.4	33%
Tax	4.9	4.8		42.6	33.8	
Profit After Tax	17.4	12.3	42%	128.1	94.6	36%
PAT Margin (%)	4.9%	3.4%		7.8%	5.6%	
EPS (As per Profit after Tax)	6.0	4.2		43.5	32.0	

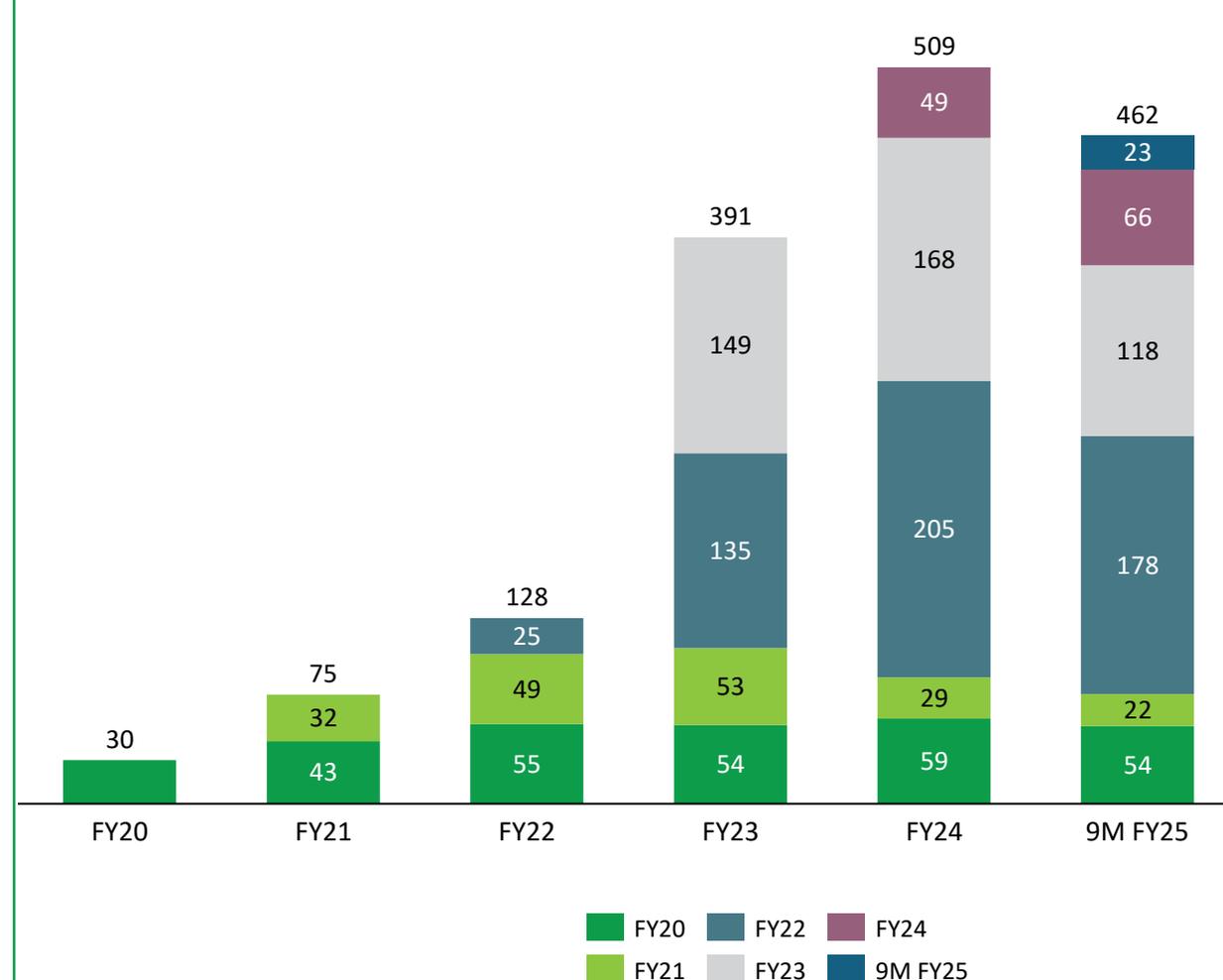
Enriching Product Portfolio

New Products Launched – 9M FY25

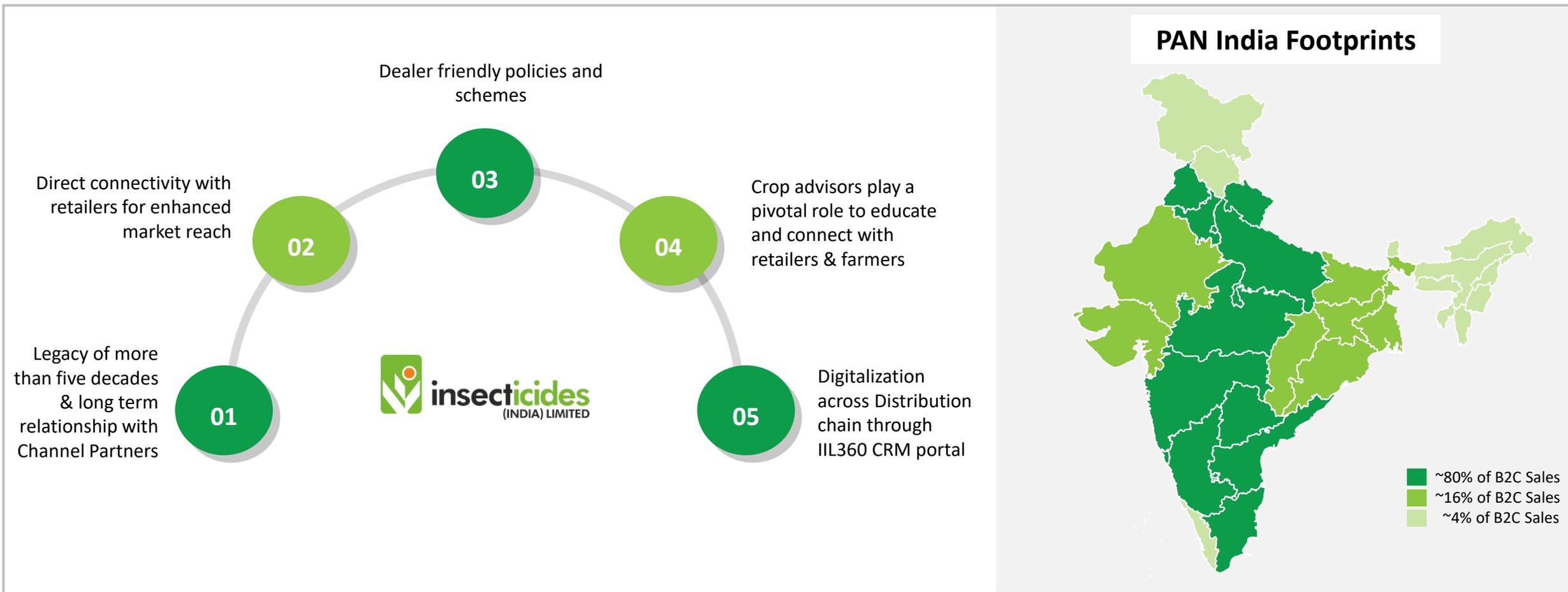


Product Freshness Index

(Rs. In crs)



Strategic Distribution Network like Rural FMCG



750+

Sales & Marketing team

700+

Crop Advisor Team

7,500+

Distributors

70,000+

Retailers

25,00,000+

Farmers Reach

Comprehensive Market Penetration

LPDs-300+



NEW PRODUCT LAUNCHES



PRODUCT DEVELOPMENT TEAM



Treated Acreage



42 Mn Acre

Demand Generation Activities

- Reached to 25 lakh farmers
- 7.5 thousand farmers meetings
- 8 thousand demonstration in different crops
- More than 4.5 thousand field days

Demand Generation Activities



3 Mn Farmer Visits

Preparing For Future Launches

345
LARGE PLOT
DEMONSTRATIONS

DEDICATED PD TEAM DEMONSTRATIONS

Learning's & Uniform Communication



E-Learning Platform
10 Crops, 15 Products

IILGrowSmart
LEARN TO RISE

Promotion Campaign

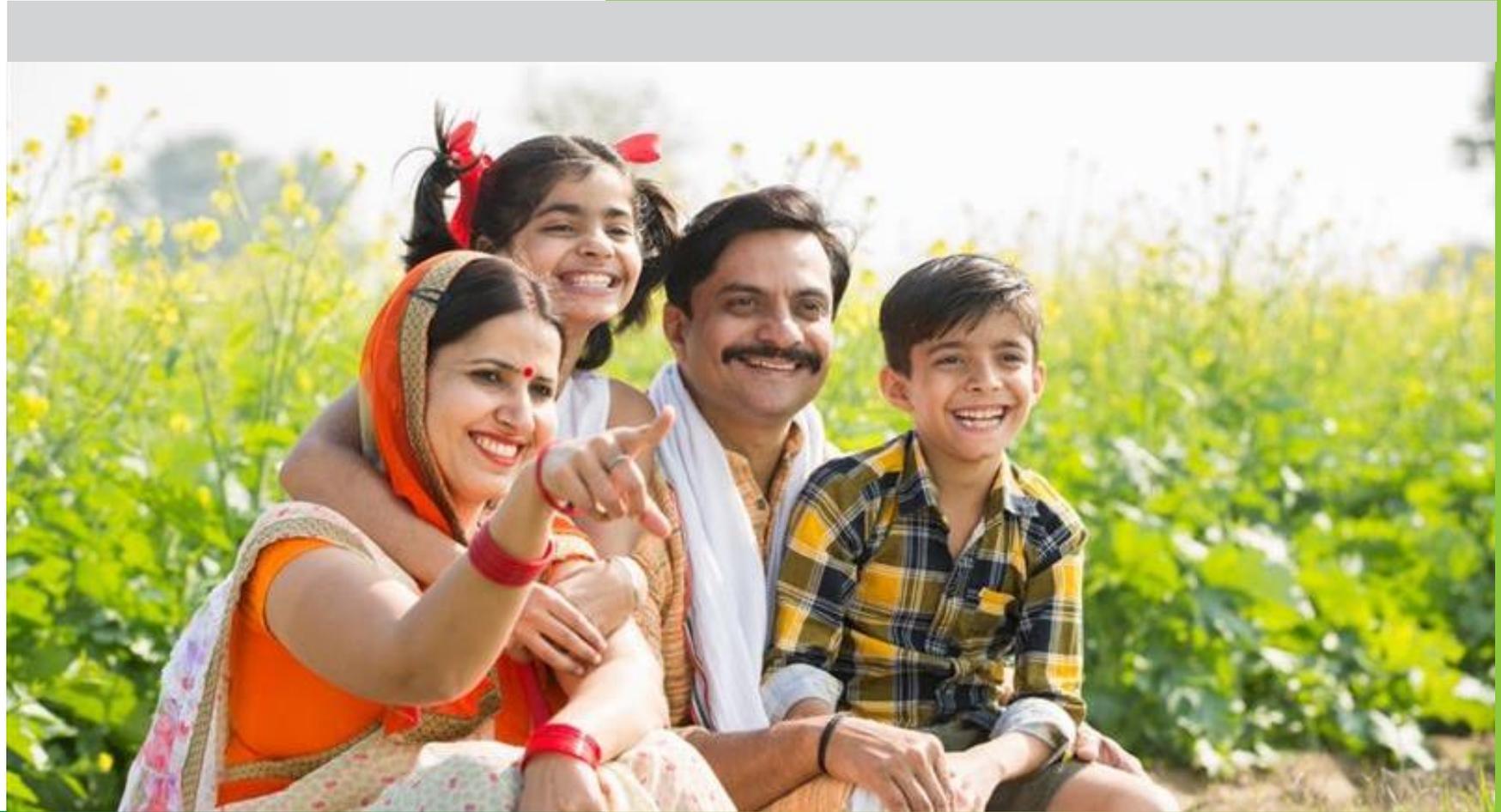
- Mission hai to JEET PAKKI
- Shinwa – Suraksha Ki Guarantee
- RELIEVE- Har Haal , FASAL Bemisaal

Demand Generation Activities





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IIL – A Transformational Journey

2001 - 2006

Foundation

- A legacy of entrepreneurship spanning over three generations
- Strategic acquisitions of 'Tractor Brand' and other brands
- Long Term Relationship with the Channel Partners
- Setting up of formulation Manufacturing at Chopanki, Rajasthan & Samba, J&K
- Setting up of R&D Facility at Chopanki, Rajasthan

2007 - 2011

Expansion

- Setting up of technical synthesis plant – Chopanki, Rajasthan & Dahej, Gujarat
- Setting up of formulation plant at Udhampur, J&K & Dahej, Gujarat
- Expanded Pan India Distribution network
- Focused on expanding product basket, building brand equity and farmer connect
- Listed on Indian Stock Exchanges

2012 - 2019

Innovation & Scaling

- Introduced Value added products (patented 9(3) products & biologicals) from in house R&D centers as well as International tie-ups
- Tie-up with NISSAN - Japan, OAT AGRIO - Japan & MOMENTIVE - USA
- Commenced R&D center in JV with OAT AGRIO - Japan for invention of new chemical entity – NCE at Chopanki, Rajasthan
- Industry milestone by manufacturing technical & formulation for Bispyribac Sodium (Green Label)

2020 - 2025

End to End Solutions

- Comprehensive product portfolio including patented new chemistries & innovative solutions
- Presence across 22 countries Setting up of EOU
- Expansion at Chopanki & Dahej plant for technical and formulation
- Digitalization - Implemented CRM
 - "IIL 360" for Team
 - "IIL Pariwar" for Distributors
 - "IIL Humsafar" for Retailers

Farmer Centric – Integrated Value Chain



Next Level Commitment for Sustainable Growth



Provide a collaborative ecosystem to solve the bigger challenges like hunger, low production & soil health.

Grow more in available land, restore nature
Better soil utilization for wholistic growth of nature.



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Global Tie-ups and In-House R&D

Nurturing International Partnerships since two decades

 **NISSAN CHEMICAL CORPORATION**
JAPAN



Marketing Tie-up & technical collaboration for specialty products i.e. PULSOR, HAKAMA, KUNOICHI, HACHIMAN, SHINWA & IZUKI

MOMENTIVE™
USA



Tie-up with MOMENTIVE Performance Material Inc., USA for AGROSPRED MAX for silicone based super spreader

 **OAT Agrio Co., Ltd.**
JAPAN



Tie-up with OAT Agrio Co., Ltd. Japan to bring specialised products - CHAPERONE & TADAAKI

 **OAT Agrio Co., Ltd.**
JAPAN



JV for dedicated R&D Centre in India to invent new agrochemical molecules

R&D facilities for in-house technology development



4 Research and Development Centers



GLP Certification for Chopanki R&D center & NABL accreditation for 4 QA Labs



100+ Scientists & Researchers



28 Patents



In House Library with a wide range of online and offline resources to support research



Differentiating R&D Capabilities

State-of-the-art R&D centres

IIL's first in-house R&D Centre was established in 2005. Today IIL has 4 different streams of R&D Centers.

- In house R&D Centre at Chopanki is Approved by DSIR, Ministry of Science and Technology
- IIL's Research & Development Facility, at Chopanki by the name of **Sanskriti Research Foundation**, received **Good Laboratory Practice (GLP) Certification**, from the NGCMA, Ministry of Science & Technology, GOI."

Synthesis R&D

- Backward integration
- Process Development of new molecules
- Process optimization

Formulation R&D

- Development of New Generation Formulations
- Development of New Synergistic combinations
- Focus on Cost optimization, Customer and Environment friendly products

Biological R&D

- Equipped with bio assay and product development facilities
- Development of new bio pesticides and fertilizers
- Development of nano technology products

R&D on New Product Invention

A unique initiative of product discovery in India by forming a JV with Japanese company, OAT Agrio Co. Ltd.

In House capability from Research to Commercialization



Lab scale gram level

Kilo lab

Pilot plant scale

Commercial scale

Biological Solutions

- **Advanced Bio-Based Technologies** : developing innovative bio-based technologies to promote sustainable agriculture
- **Comprehensive Agricultural Inputs** : providing a wide array of biological inputs designed to enhance crop productivity
- **Specialized Mycorrhizal Production**: In-house Mycorrhizal ROC facility is renowned for its high-quality and efficient production

R&D Centre

- **Cutting-Edge Facilities** : R&D center is equipped with advanced product development technologies to innovate Next Gen Bio products
- **Integration of Science and Technology** : Leverage microbiology, biochemistry, and nanobiotechnology to meet global demands
- **Innovative Product Pipeline** : Actively filing patents for new bio-nutrition, bio-insecticides, biopesticides, and bio-stimulants



Integral part of our crop solutions
Developed and commercialized by IIL
Gaining Momentum among field and horticulture crops

Credible Products

- **Mycoraja** : A high-efficiency endomycorrhizae product
- **Surya Zinc** : An effective biological carrier-based formulation of zinc solubilizing bacteria
- **K.K Pro** : A consortium of efficient microorganisms that improve soil physical and microbiological properties
- **Milstim** : An innovative seaweed-based product designed to increase the yield and quality

Facilities

- **Sterile Production Environment** : top-of-the-line production and formulation units for bacterial and fungal-based products
- **Expert Supervision** : All products are crafted under the strict supervision of top biotechnologists and microbiologists
- **Quality Control Systems** : QA systems in place for precise detection and quantification of microorganisms

Upcoming Opportunities in Exports



To boost global presence, commenced Export Oriented Unit (SEZ) in Dahej, Gujarat in the year 2020



Established a solid footprint in 22 countries



Approximately 182 international registrations received



Honored by FICCI and Ministry of Chemicals and Fertilizers with Exports Excellence Award in 2023



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Product Portfolio, Brands & GTM

The 'Tractor Brand' – Trust, Innovation & Convenience

TRACTOR BRAND has a legacy spanning over 39 years, which stands at beacon of trust for millions of farmers nationwide

Desh ki Shaan... Kissan ki Pahchan...



1986

Tractor Brand, initially



2003

Acquisition of Tractor Brand
on March 10th, 2003



2013

Improvement in visual appeal
by bringing it in color



2016

Enhancement in visual appeal

Attractive Packaging – Registered Design

Design Registered Bottles

Ring Seal Protection

ILL Logo embossed

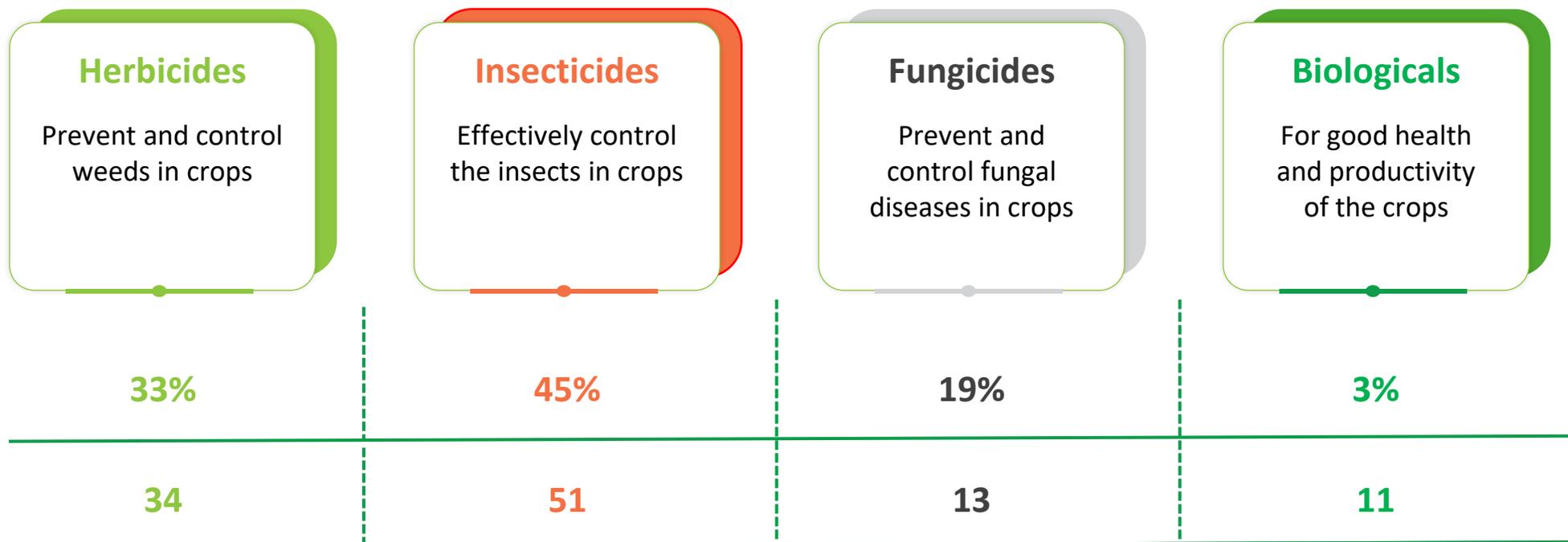


Vibrant Colour Coding

Category Demarcation

“Tractor Brand” Logo on the Cap

End to End Solutions to Major Crops



Robust Portfolio of Premium Products

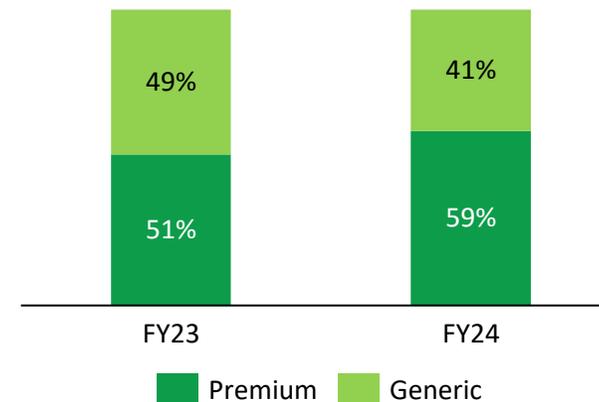
Focus Maharatna
Premium Products with High Value



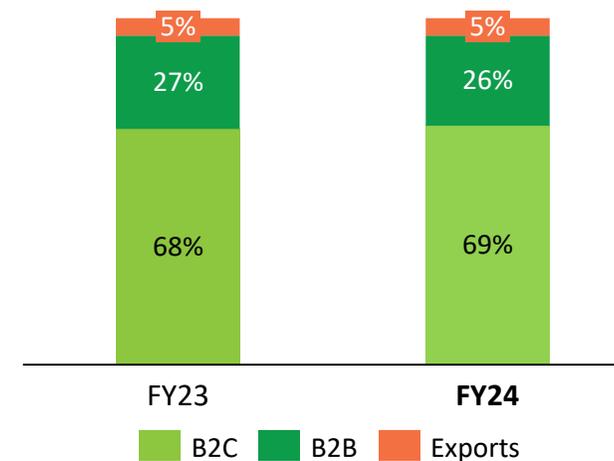
Maharatna
Premium Products with High Margins



B2C : Premium vs Generic



Sales by Segment (%)



Leading Brands of the Industry



130 Lac+ acres treated so far

- A product of Nissan, Japan
- Launched in 2012
- Exclusive marketing rights in India
- **No. 1 brand in its category**



170 Lac+ acres treated so far

- Make in India Product
- Launched in 2016
- **Second largest brand in paddy herbicide category**



75 Lac+ acres treated so far

- An Insecticide developed by IIL
- Launched in 2018
- **Among top 10 brands in the category**



35 Lac+ acres treated so far

- A Patented Herbicide developed by IIL in Technical Coll. With Nissan, Japan
- Launched in 2021
- **Among top 5 brands in the category**

Leading Brands of the Industry



30 Lac+ acres treated so far

- Make in India Product
- Launched in 2023
- **One of top 3 brands in its category in the launch year**



3rd Biggest corn herbicide brand

- Make in India Product
- Launched in 2022



22 Lac+ acres treated so far

- A Patented novel Insecticide by Nissan, Japan
- Co- exclusive marketing rights for India
- Launched in 2022
- **Among top 5 brands in the category**
- Label claim of 6 crops

Brand Ambassador



Collaboration with the renowned Bollywood celebrity, **Mr. Ajay Devgan**, who is our esteemed Brand Ambassador

Integrated Marketing



Integrated marketing communications with ATL, TTL and BTL activities on pan India basis along with strategic focus on social and digital media platforms

Tractor Brand Anthem



Tractor Brand Anthem has been launched with an aim to showcase and popularize **'Tractor Brand'** range of the products

Insecticides Jaroori Hai



"Insecticides Jaroori Hai" is a awareness campaign that aims to dispel misconceptions about agrochemicals, promoting the vital role of crop protection in food security

Farmers appealing Brand Ambassador Collaboration



Engagement of renowned Bollywood celebrity actor, Mr. Ajay Devgan as Brand Ambassador. This association has been instrumental in increasing the visibility & penetration of our campaigns.



Scan this QR Code to watch the latest TV AD Campaign with Ajay Devgan



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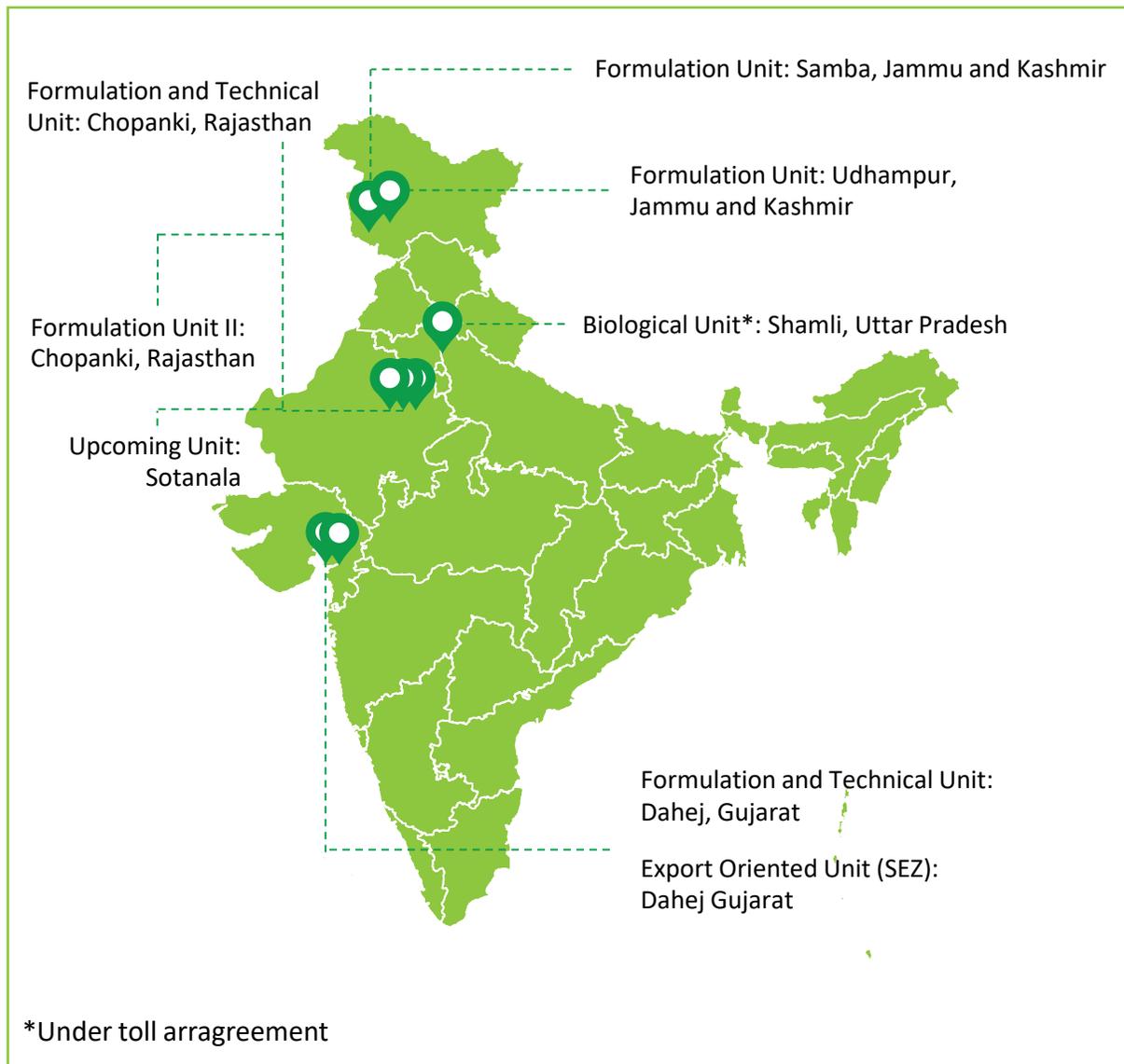


Manufacturing Excellence & ESG

Manufacturing Plants



Strategically Located Manufacturing Facilities



Installed Capacity

30,000 KLPa Liquid	30,000 MTPA Granules	10,000 MTPA Powder	15,800 MTPA Active Ingredient and Intermediates
All Manufacturing Sites in Govt Approved Industrial Estates		Significant area available for Expansion at Dahej and Sotanala	
Multi purpose technical Plant with 20 different streams		Overall capacity of the Technical Plant is 15,800 MT	
Formulation plants with wide variety of formulations		Overall capacity of formulation plant is more than 70,000 MT/KL per annum	
~95% revenue from In-house Manufactured products.		100% Export oriented Formulation Plant in SEZ area.	

*Total approved capacity 152220 MT/KL

7.64%

Solar Power plants contribute 7.64% of total electric consumption



Zero

Implemented zero liquid discharge policy in 3 plants, (Chopanki, Samba & Udhampur)



Ensure effective usage of natural resources

Reduce carbon footprint by adopting energy efficient manufacturing process

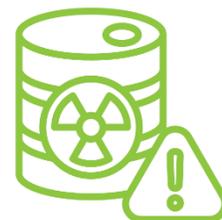
30%

Attained more than 30% Green Belt conforming to air quality standards



1279.79 MT

Successful disposal of hazardous waste



Working on adopting zero liquid discharge (ZLD) policy across all our manufacturing units



Board Of Directors



Mr. H.C. Aggarwal, Chairman

Mr. H C Aggarwal is a seasoned expert in the crop protection sector, boasting over five decades of invaluable industry expertise. His profound understanding of the industry's intricacies is widely acknowledged. His reputation as a stalwart figure in the industry is rooted in his altruistic nature, characterized by his unwavering commitment to aiding and supporting all stakeholders.



Mrs. Praveen Gupta, Independent Director

Mrs. Praveen Gupta, holds Bachelors Degree in Commerce from University of Delhi, Member of Institute of Chartered Accountant, India (ICAI) and Partner at Mamraj & Co., Chartered Accountants, New Delhi. She has rich experience in the field of Taxation, Audits and Corporate Laws. She has excellent academic and Professional record. She is on the penal of several reputed Indian Companies both listed and non-listed.



Mr. Shyam Lal Bansal, Independent Director

Mr. Shyam Lal Bansal is a seasoned and accomplished banker with a distinguished career spanning more than four decades during which he handled a wide range of subjects pertaining to commercial banks in various high level capacities culminating as the Chairman & Managing Director of Oriental Bank of Commerce. He earlier held Directorships at Canara, HSBC, Oriental Bank of Commerce, Life Insurance Co Ltd and Oriental Insurance Co Ltd.



Mr. Supratim Bandyopadhyay, Independent Director

Mr. Supratim is a Member of the Institute of Chartered Accountant, having vast experience in the field of Insurance, Finance, Investments and Debt operations. He is currently Chairman of a Consultative Committee on Investment for Insurance Companies, Board member of Aditya Birla Sunlife AMC and Canara HSBC Life Insurance Co Ltd. He held the position of Managing Director & Chief Executive Officer at LIC Pension Fund managing entire operations of LIC Pension Fund from April 2014 to January 2018.

Board Of Directors



Mr. Anil Kumar Bhatia, Independent Director

Mr. Anil Kumar Bhatia a distinguished banker who retired from Punjab National Bank, the 2nd Largest PSU Bank of India as Circle head of Punjab region. He held the Chairmanship of Madhya Bihar Gramin Bank (Subsidiary of PNB) for 3 Years during his tenure with Punjab National Bank. He is B.Com and M.Com from Delhi University. He is also an ICWA from Institute of Cost Accountants of India



Mr. Rajesh Aggarwal, Managing Director

Mr. Rajesh Aggarwal is a name to recon with in the crop protection & nutrition industry with over 30 years of experience. Today he is also the Vice Chairman of CCFI (Crop Care Federation of India), the member of the Managing Committee of PMFAI (Pesticides Manufacturers & Formulators Association of India). Insecticides (India) Limited has showcased remarkable growth under his stewardship. With a graduation in Commerce followed by a Diploma in Marketing, Mr. Rajesh started his career in 1993.



Mrs. Nikunj Aggarwal, Whole Time Director

Mrs. Nikunj Kumar Aggarwal belongs to Delhi based business family, she is the wife of Shri Rajesh Kumar Aggarwal. She graduated from Hans Raj College, New Delhi. She has experience in the field of business for over 10 years. She has promoted the Company and continually engaged in the operations of the Company, Presently, she is involved in general management covering almost all aspects of day to day business activities.



Mr. Anil Kumar Goyal, Whole Time Director

Mr. Anil Kumar Goyal has a distinguished corporate career of 36 years. He has joined Insecticides (India) Limited in the Year 2009, he has been assigned with various roles and responsibilities in the Company, he has led various portfolios in Operations and Administration. Other areas of his expertise include sales, business planning, strategy development and innovation. He is Commerce Graduate from Delhi University.



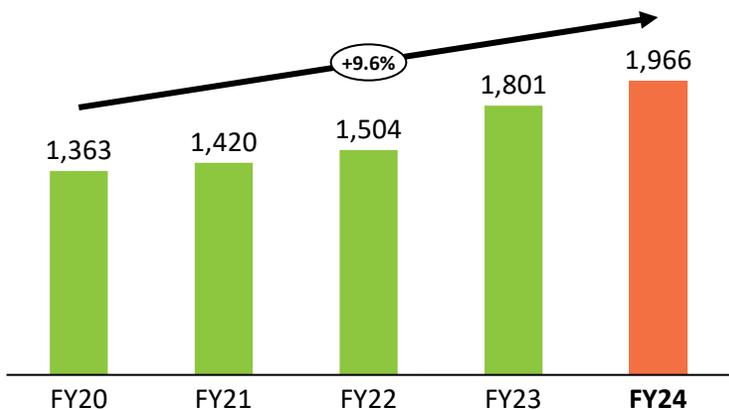
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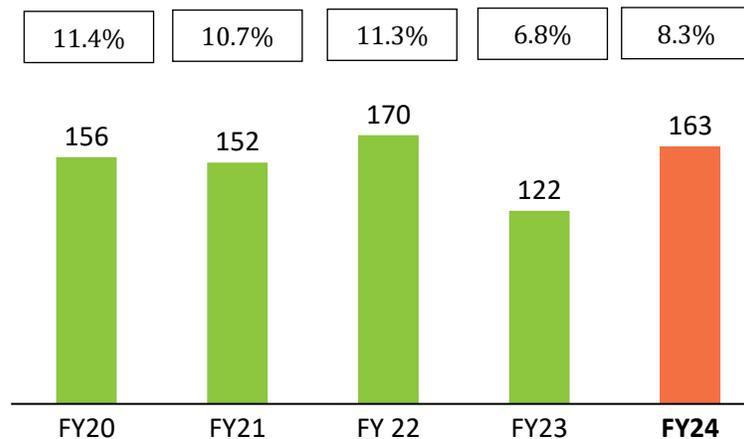
Financial Highlights

Historical Financial Highlights

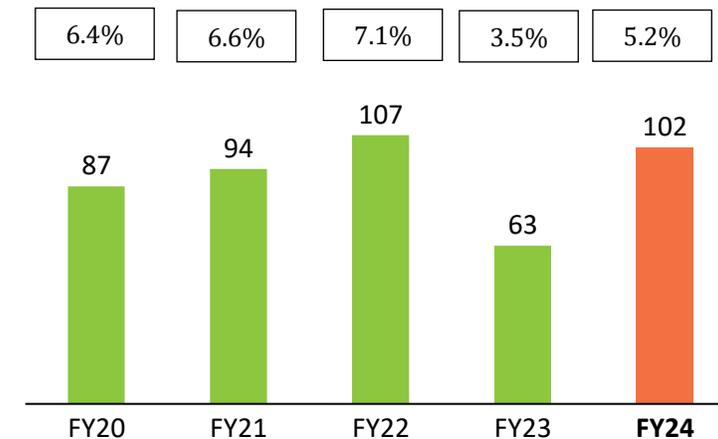
Revenue (Rs. In Cr)



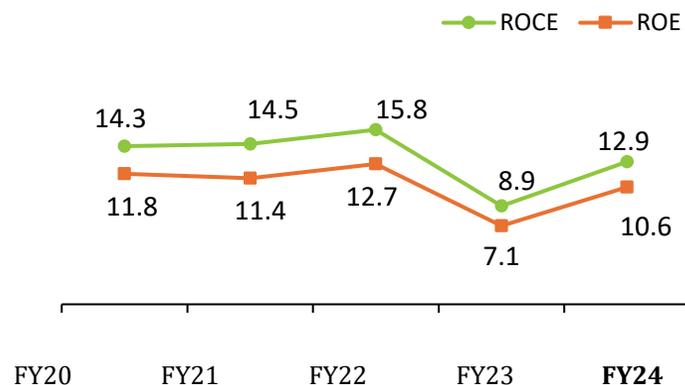
EBITDA (Rs. In Cr)



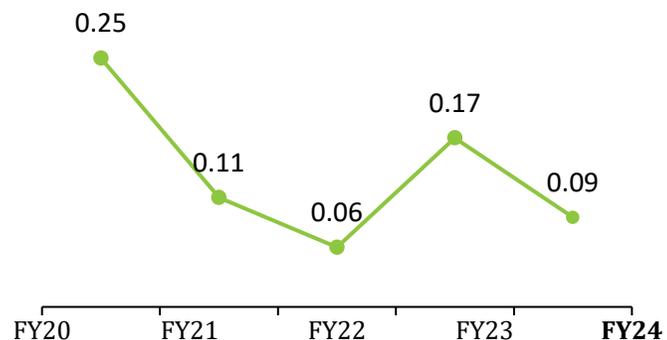
PAT (Rs. In Cr)



Return Ratios (%)



Debt to Equity (X)

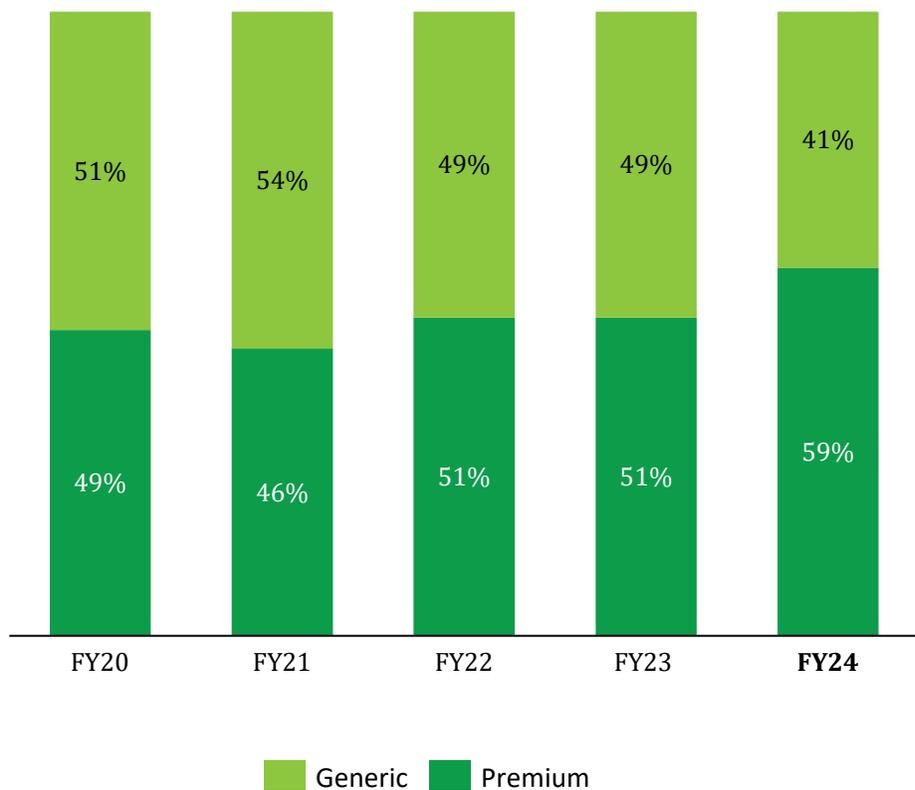


Net Working Capital (Days)

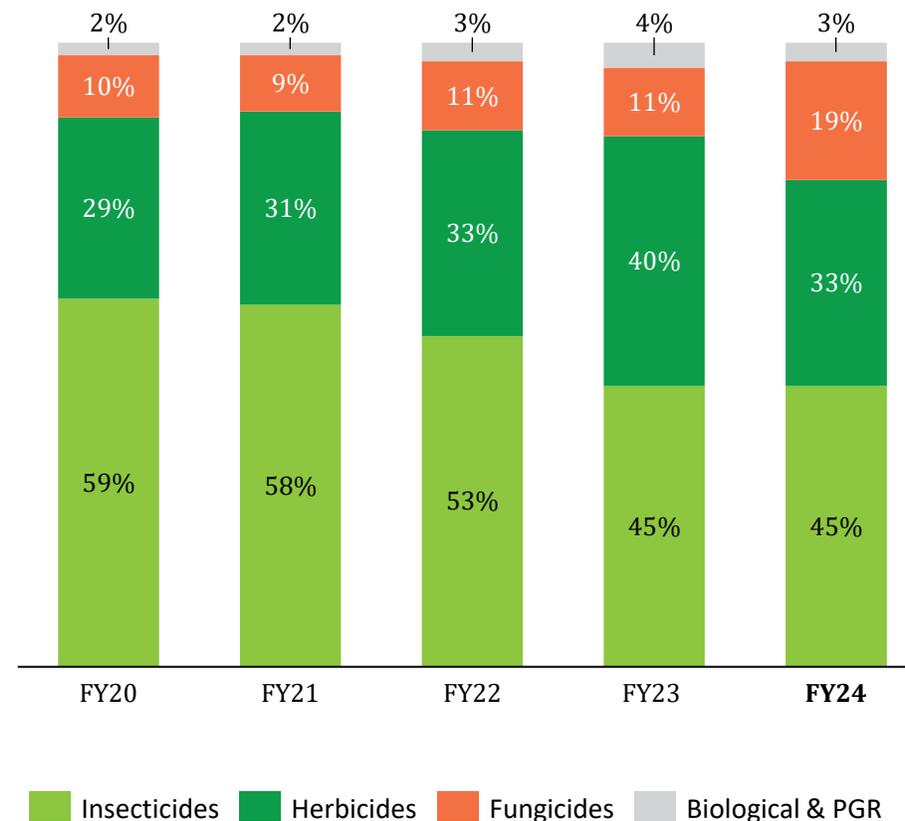


Continued Improvement in Product-mix

B2C : Premium vs Generic



Category-Wise Sales Breakup



Awards and Recognition



“Bhamashah Award” at the Bhamashah Samman Samaroh



Chalo Rural Best TVC Award



PMFAI - Company of the Year

Market Leadership



A leading crop protection and nutrition company, with proven track record of successful new product launches

Seasoned Management Team



Strong management team and independent board with extensive experience and domain expertise

Brand & Distribution



Strong brand recall and credibility among the farmers with PAN India distributors with 28 depots, 7500 distributors and 70,000 dealers

Manufacturing and R&D



2 multipurpose technical synthesis facilities, 6 State of the art strategically located formulation units and 4 world class R&D centers with experienced team

Strategic Collaborations



Leveraging the international collaborations to bring the latest patented world class technology for the Indian farmers

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Insecticides (India) Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



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COMPANY :

Insecticides (India) Limited

CIN : L65991DL1996PLC083909

Sandeep Aggarwal (CFO)

Email: sandeep@insecticidesindia.com

www.insecticidesindia.com

INVESTOR RELATIONS ADVISORS :



Orient Capital (a division of Link Group)

Mr. Bhavya Shah

+91 8082748577

bhavya.shah@linkintime.co.in

Ms. Payal Dave

+91 9819916314

payal.dave@linkintime.co.in

Thank You