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CIN : L65991DL1996PLC083909



**insecticides**  
(INDIA) LIMITED

Ref: IIL/SE/2024/0908/02  
Dated: August 09, 2024

**The Manager**

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

**Sub: Investor Presentation for Q1 of FY 2024-25**

Please find enclosed the Q1 of FY2024-25 Investor / Earning presentation on the first quarter ended June 30, 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



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(INDIA) LIMITED

INVESTOR PRESENTATION



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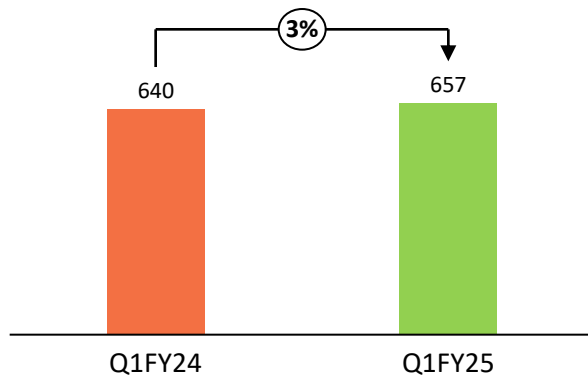
Q1FY25 – Financial & Operational Highlights

- **Steady Demand & Optimism for FY25** : Experienced consistent demand across regions, reinforcing our positive outlook for FY25, driven by improved market conditions and stable input costs
- **Strategic Focus on Premium Products** : Committed to enhancing our Premium Products range, including Focus Maharatna and Maharatna. In Q1FY25, Premium Products achieved 18% growth and represented 60% of total B2C revenue. We are confident in gaining significant market share in these product lines
- **Strong Financial Performance** : In Q1FY25, we reported a 57% increase in EBITDA and a 68% rise in Profit After Tax
- **Launches & Innovations** : Introduced one new product in Q1FY25, continuing from eight launches in FY24. We plan to launch more pathbreaking products, following extensive R&D efforts
- **Challenges in B2B and Exports** : B2B and Exports division faced challenges due to lower pricing and unfavorable market conditions.
- **Target Focus Area** : In FY25, we will prioritize driving growth in Premium Products through enhanced demand generation and brand-building efforts while maintaining a disciplined approach to margins and working capital.

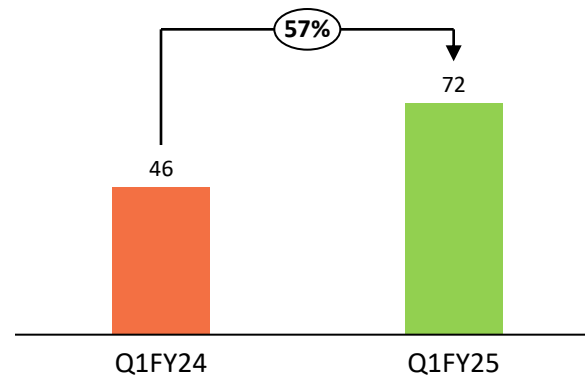
# Q1FY25 – Financial Performance

(Rs in crs)

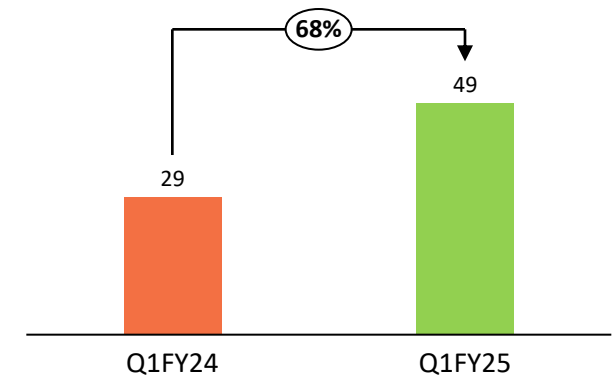
## Revenue



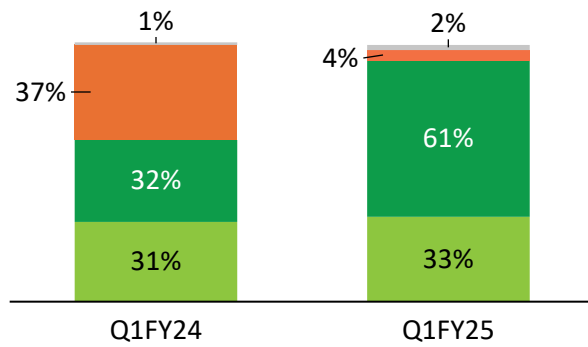
## EBITDA



## PAT

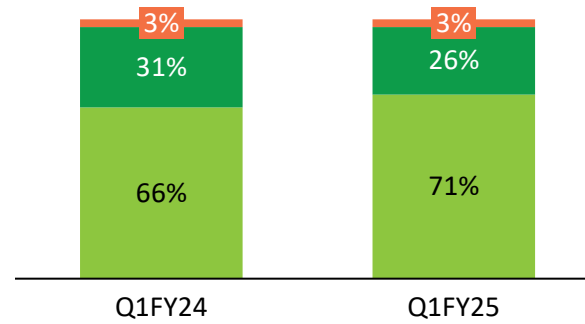


## Category-Wise Sales Breakup



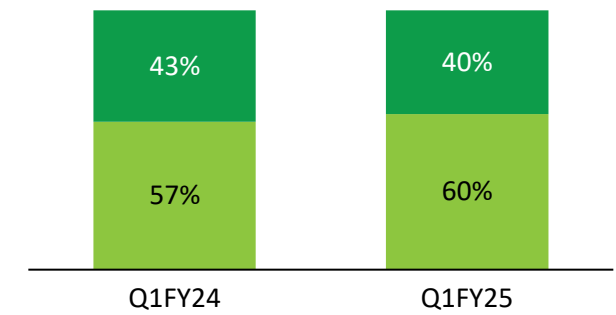
■ Insecticides 
 ■ Herbicides 
 ■ Fungicides 
 ■ Biological & PGR

## Sales by Segment



■ B2C 
 ■ B2B 
 ■ Exports

## B2C – Premium Vs Generic



■ Premium 
 ■ Generic

# TV Commercials



Mega National Electronic Campaign on leading channels like India TV, ABP News, Zee News, Time Now Navbharat, DD National, DD News, DD Kisan



## Demand Generation Activities

- Connected to **4 lakh+** farmers
- **6500+** farmers meetings
- **3400+** demonstrations in different crops
- More than **2000+** field days



## More Feet on Ground

**700+** Field Force and **1000+** Crop Advisors for Demand Generation to reach farmers and channel partners

**300+**

Large Plot Demonstrations



## Crop Solutions

### Promotional Campaigns

- Mission hai to JEET PAKKI
- Shinwa – Suraksha Ki Guarantee
- Hachiman – Aab Fasal Badegi, Kharpatwar nahi



# Demand Generation Activities



# Consolidated Income Statement – Q1FY25

Particulars (Rs. Crs)	Q1 FY25	Q1 FY24	Y-o-Y	FY24
<b>Revenue from Operations</b>	<b>656.69</b>	<b>639.95</b>	3%	<b>1,966.39</b>
COGS	476.10	506.93		1,464.98
<b>Gross Profit</b>	<b>180.59</b>	<b>133.02</b>	36%	<b>501.41</b>
<b>Gross Profit %</b>	<b>27.56%</b>	<b>20.78%</b>		<b>25.5%</b>
Employee Expenses	38.85	29.64		117.33
Other Expenses	70.24	57.73		221.51
<b>EBITDA</b>	<b>71.50</b>	<b>45.65</b>	57%	<b>162.57</b>
<b>EBITDA Margin (%)</b>	<b>10.89%</b>	<b>7.13%</b>		<b>8.27%</b>
Other Income	2.52	3.89		9.47
Depreciation	7.13	6.88		29.25
Finance Cost	1.63	3.17		10.89
Exceptional Items/Share of profit or (loss) from associates	0.18	0.11		0.31
<b>Profit before Tax</b>	<b>65.43</b>	<b>39.60</b>	65%	<b>132.19</b>
Tax	16.42	10.46		29.84
<b>Profit After Tax</b>	<b>49.01</b>	<b>29.14</b>	68%	<b>102.37</b>
<b>PAT Margin (%)</b>	<b>7.46%</b>	<b>4.55%</b>		<b>5.2%</b>
EPS (As per Profit after Tax)	16.56	9.85		34.59

# Working Capital Movements

Particulars – Standalone (Rs. Crs)	30 June 24	30 June 23	Y-o-Y	31 March 24
<b>Inventory (A)</b>	<b>698.57</b>	<b>742.76</b>	-44.19	<b>806.46</b>
Inventory days (Inventory/COGS*No of days)	134	133		201
<b>Trade Receivables (B)</b>	<b>509.04</b>	<b>524.95</b>	-15.91	<b>296.67</b>
Trade Receivables Days (TR/Revenue*No of days)	71	75		55
<b>Trade Payables ( C )</b>	<b>494.76</b>	<b>545.99</b>	-51.22	<b>418.49</b>
Trade Payables Days (TP/COGS*No of days)	95	98		105
<b>Net Working Capital (A+B-C)</b>	<b>712.85</b>	<b>721.72</b>	-8.87	<b>684.64</b>
Net Working Capital Days	110	110		151

**Consistent efforts to improve working capital days with noticeable improvement in inventory as compared to 31 March 24**





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About Company



Owner of Prestigious  
"Tractor Brand"

## PRODUCTS

**24**  
Patents  
Granted

**20+**  
Technical

**125+**  
Formulation

**11**  
Focus  
Maharatna

**33**  
Maharatna

Leading Crop  
Protection  
and Nutrition  
Company

## FACILITIES

**2**  
Technical  
Synthesis  
Plants

**6**  
Formulation  
Plants

**1**  
Biological  
Plant\*

**4**  
R & D  
Center

## DISTRIBUTION & CONNECT

**7,500+**  
Distributors

**70,000+**  
Retailers

**21,00,000+**  
Farmers reach

\* Under Toll Arrangement



## Vision

To be Farmer's first choice for sustainable agriculture



## Mission **Our purpose, What we are**

Empower farmers with effective Solutions  
Provide World – Class products and services  
that are affordable and accessible

## 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 - 2024

### 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





# Fundamental Pillars to drive Sustainable Value



Product Portfolio



Brands & Distribution Network



Manufacturing



Research and Development

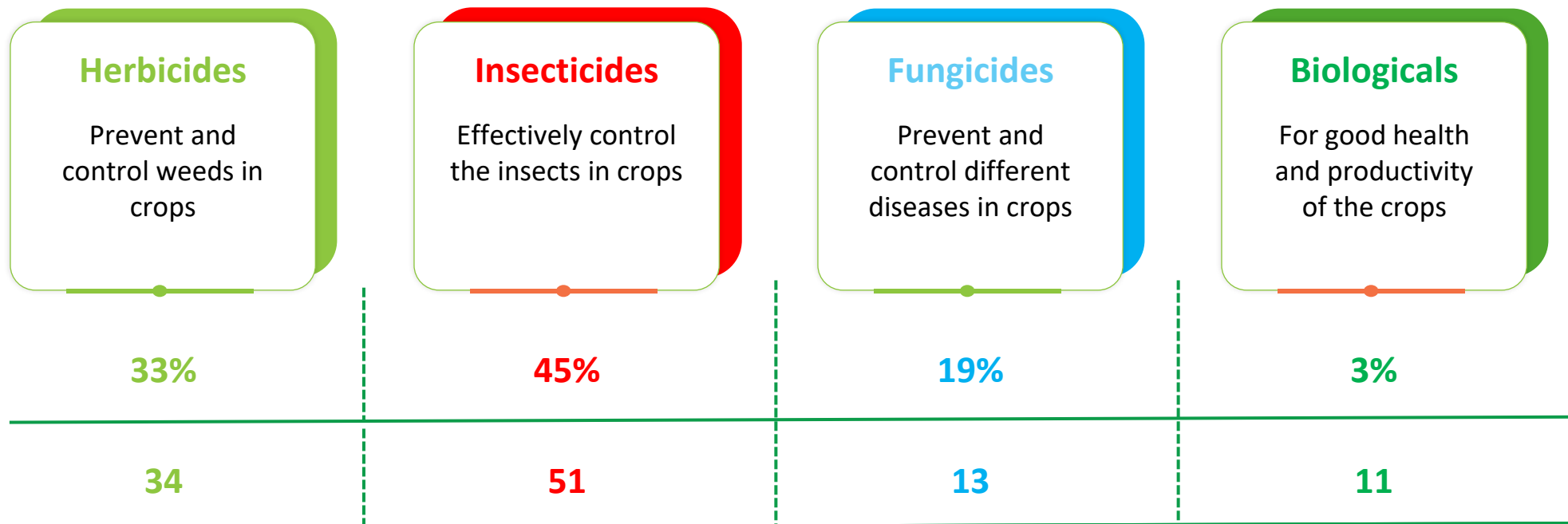


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Product Portfolio

# Comprehensive Product Basket for all major crops





# Robust Portfolio of Premium Products

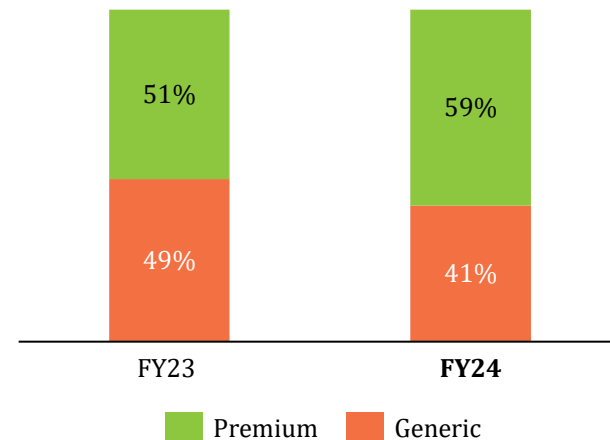
**Focus Maharatna**  
Premium Products with High Value



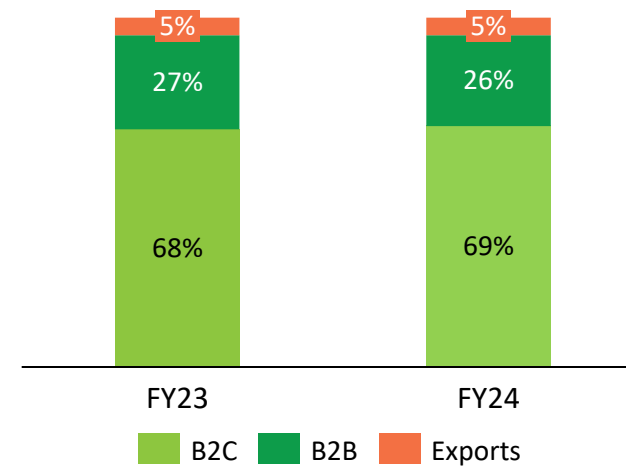
**Maharatna**  
Premium Products with High Growth



**B2C : Premium vs Generic**



**Sales by Segment (%)**





# Driving Growth Momentum with New Product Launches

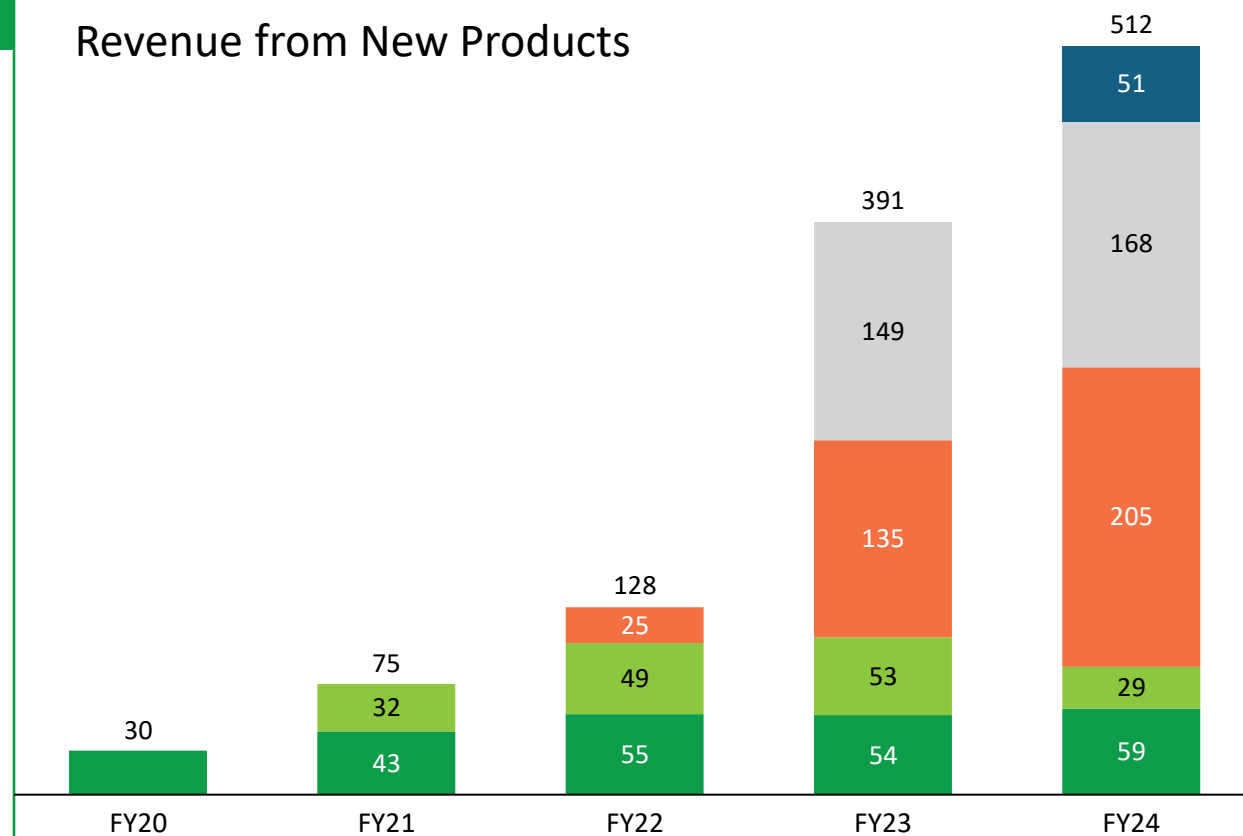
(Rs. In crs)

- # 8 new products launched in FY24
- Plan to launch about 7-8 products in FY25

## New Product Launches – FY24



## Revenue from New Products



## Product Freshness Index

■ FY20 
 ■ FY21 
 ■ FY22 
 ■ FY23 
 ■ FY24

# Global Partnership for the Innovative Products

## 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

## 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



42 Lac+\*  
acres treated by biological

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 162 international registrations received



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



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शिनवा  
सुरक्षा की गारंटी

SHINWA  
FLUKAMETAMIDE 10% EC

insecticides (INDIA) LIMITED | हर कदम, हम कदम



मिशन  
है तो जीत पक्की  
स्वस्थ फसल का हमसफ़र

MISSION  
INSECTICIDE

insecticides (INDIA) LIMITED | हर कदम, हम कदम

## Brands & Distribution Network



# The 'Tractor Brand' – Trust, Innovation & Convenience

TRACTOR BRAND has a legacy spanning over 38 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 10<sup>th</sup>, 2003



2013

Improvement in visual appeal by bringing it in color



2016

Enhancement in visual appeal



# Attractive Packaging – Patented Design

Design Patented Bottles

Vibrant Colour Coding

Ring Seal Protection

Category Demarcation

ILL Logo embossed

“Tractor Brand” Logo on the Cap



# Leading Brands of the Industry



72 Lac+ acres treated\*

- 32 Year old brand acquired by IIL in 2003
- **Most popular insecticide**
- Largest selling termiticide
- Extended to 5 products



7 Lac+ acres treated\*

- 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



6 Lac+ acres treated\*

- Make in India Product
- Launched in 2022
- **One of top 5 brands in maize herbicide category**



12 Lac+ acres treated\*

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

\*acres treated in FY24



## 10 Lac+ acres treated

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



## 11 Lac+ acres treated

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



## 25 Lac+ acres treated

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



## 13 Lac+ acres treated

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

\*acres treated in FY24



## 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

# Campaign to Educate Farmers - #Insecticidesjaroorihai

## #Insecticidesjaroorihai

A revolutionary digital campaign introduced by IIL Foundation, the campaign aims to bust myths regarding the usage of insecticides by providing authentic information about farming, associated hurdles, and how a farmer can overcome them.

Launched across different digital media platforms, such as Facebook and YouTube channels, the campaign brought together the stalwarts of the Indian agriculture industry and the nation's farmer community to educate our farmers about the various crop diseases and the judicious use of insecticides to safeguard their crops.

Website : <https://www.insecticidesjaroorihai.com>





# Strategic Distribution Network like Rural FMCG



**680+**  
Sales & Marketing team

**700+**  
Crop Advisor Team

**7,500+**  
Distributors

**70,000+**  
Retailers

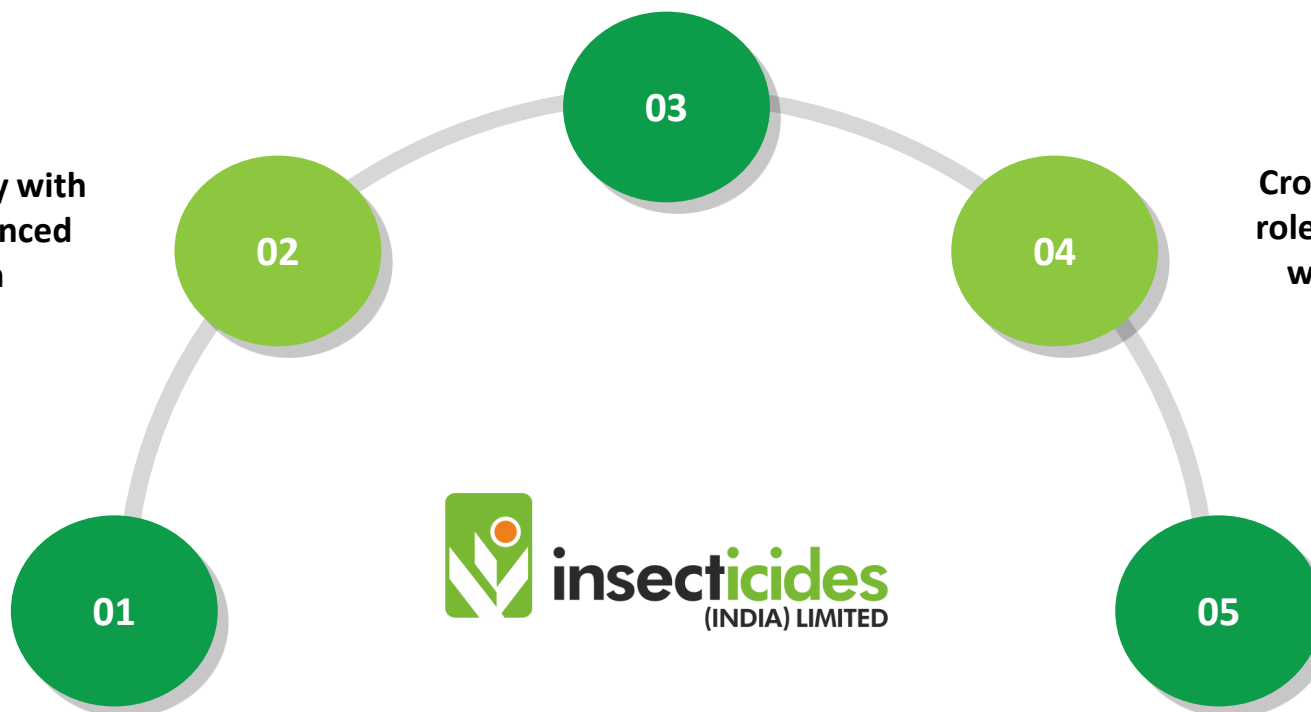
**21,00,000+**  
Farmers Reach

Dealer friendly policies  
and schemes

Direct connectivity with  
retailers for enhanced  
market reach

Crop advisors play a pivotal  
role to educate and connect  
with retailers & farmers

Legacy of more than five  
decades & long term  
relationship with  
Channel Partners



Digitalization across  
Distribution chain through  
IIL360 CRM portal



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Manufacturing Facilities

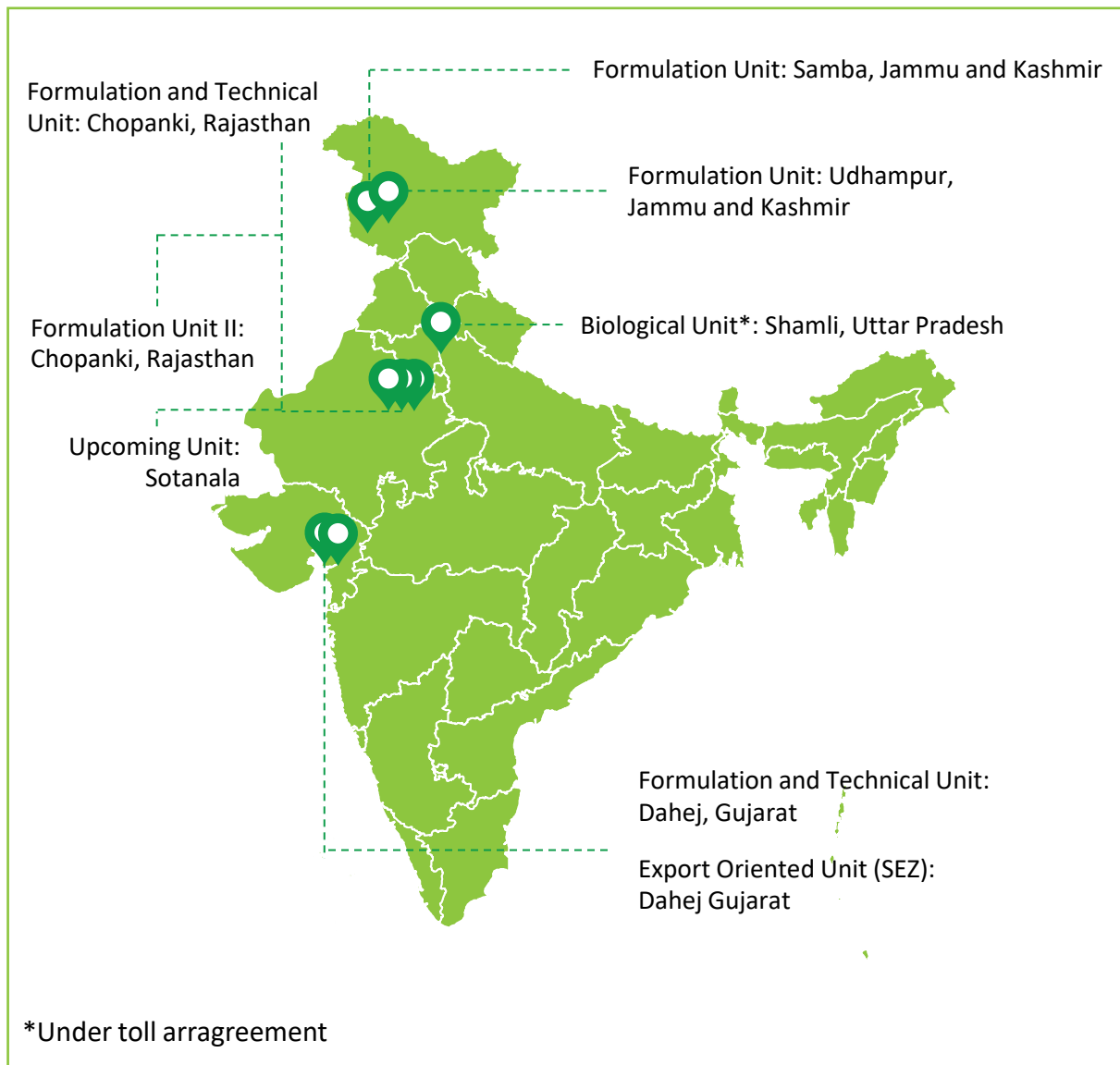


# Manufacturing Plants





# 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



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Research & Development

# R&D facilities delivering innovative solutions



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



# 4 state of the art R&D Centers



100+ Scientists & Researchers



# 24 Patents received and # 21 Patents pending



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





# Differentiating R&D Efforts driving growth

## 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

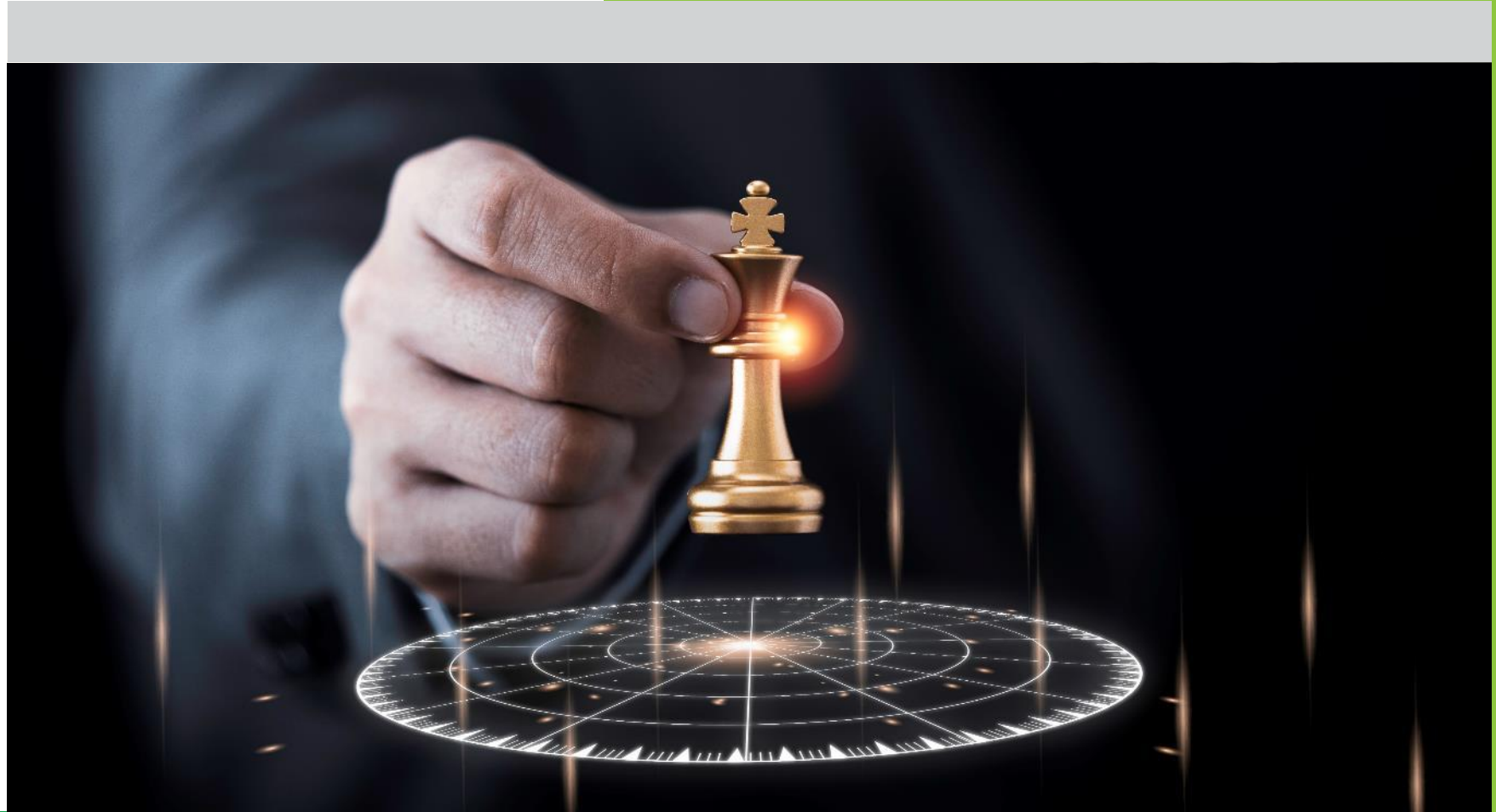
Kilo lab

Pilot plant scale

Commercial scale



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Business Strategy



## Premiumisation

- Aim to improve the share of premium products namely Focus Maharatna and Maharatna
- New product Launches - Innovative solutions for complete crop protection from R&D
- Leverage International tie ups



## Focus on Marketing and Brand Equity

- **Farmer Engagement:** Conduct educational programs and workshops to strengthen trust among farmers, demonstrating the benefits.
- **Brand Equity:** Invest in marketing campaigns to enhance brand visibility and establish a strong presence across geographies.



## Research & Development

- Sustained investment in R&D to develop a future-ready pipeline of advanced technology products



## Enhance Manufacturing Capabilities

- **Upgrade Facilities:** Invest in state-of-the-art manufacturing technologies to increase efficiency, reduce costs, and ensure high-quality production.
- **Expand Capacity:** Scale up manufacturing facilities to meet growing demand aligning with the 'Make in India' initiative.

### Strengthening Market Positioning

End to end solution provider to farmers for all crops across geographies

Bolstering our presence in the premium product segment

Cultivating brands for leading market positions

Healthy financial metrics and leaner balance sheet





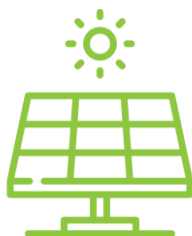
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ESG & CSR

9%

Solar Power plants contribute 9% 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



590.29MT

21.44KL

Successful disposal of hazardous waste



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



### Project Vidhya

IIL Foundation, CSR wing of Insecticides (India) Limited (IIL), under its project Vidhya brings a new shade of life to students studying in Rajkiya Uchchmadhyamik Vidhayalaya, Jodiamev along with sitting furniture for classrooms and computer lab.

Also works for basic health and sanitation facilities by providing the toilets at Rajkiya Uchchmadhyamik Vidhayalaya, Tapukhera.



### Farmer Awareness Project

Key activities undertaken in the project were Farmers’ training and awareness programme and Farmers’ field day – where demonstration were provided to the farmers to show them the benefits of using latest technology. Major villages impacted Upeda, Sikheda, Tatarpur, and Dattiyana, spread across states of Uttar Pradesh.





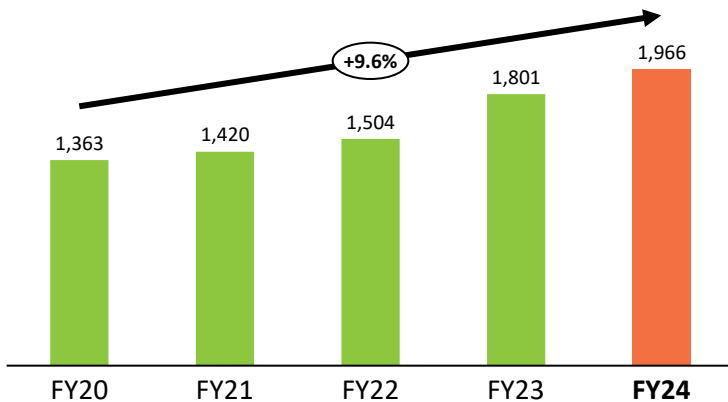
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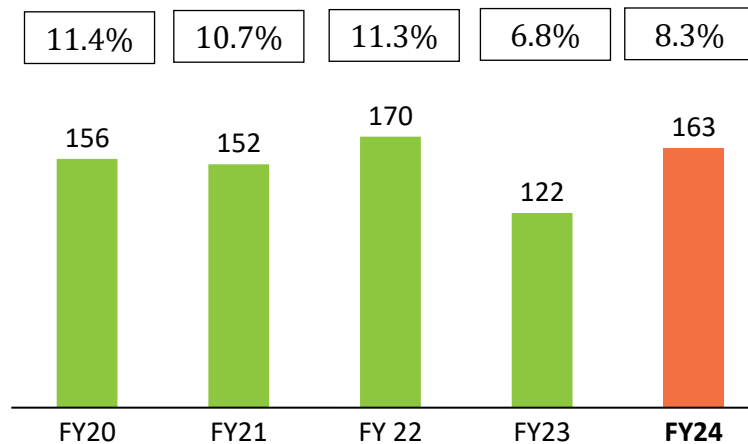
Financials

# Historical Financial Highlights

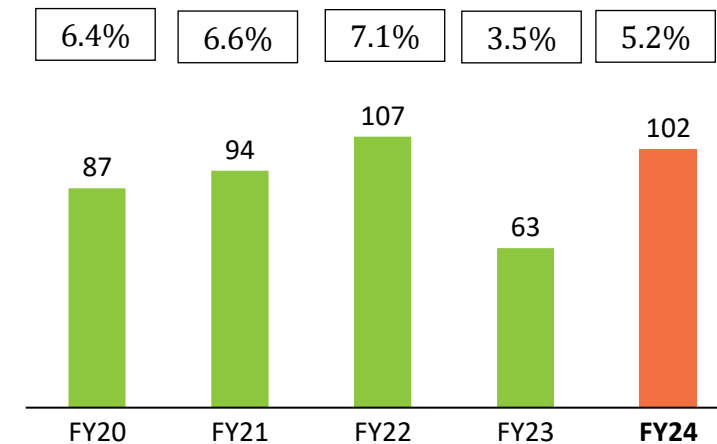
### Revenue (Rs. In Cr)



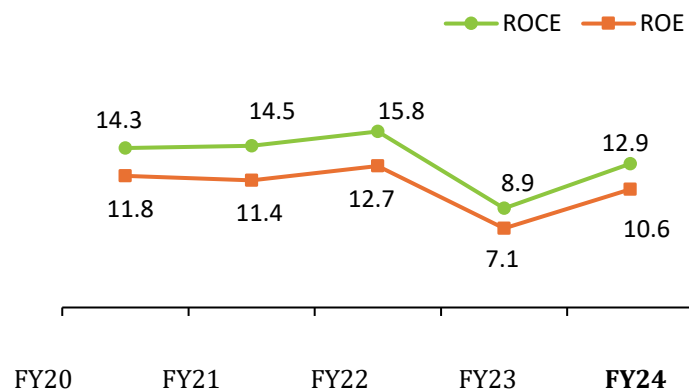
### EBITDA (Rs. In Cr)



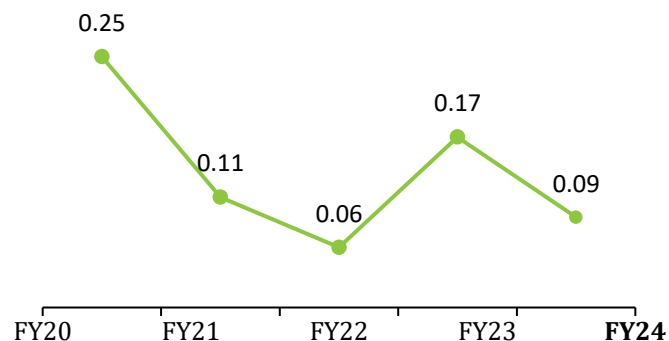
### PAT (Rs. In Cr)



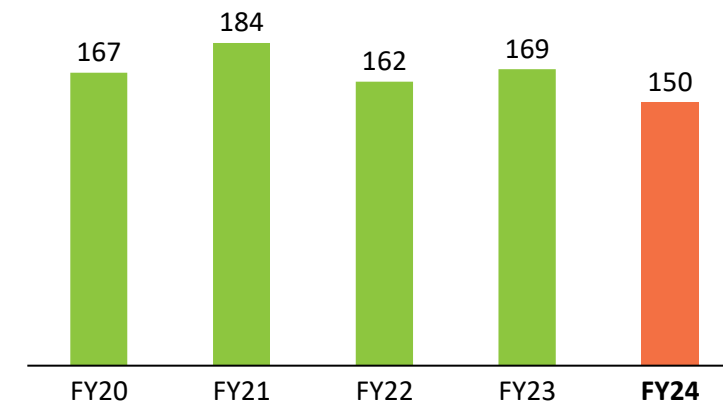
### Return Ratios (%)



### Debt to Equity (X)

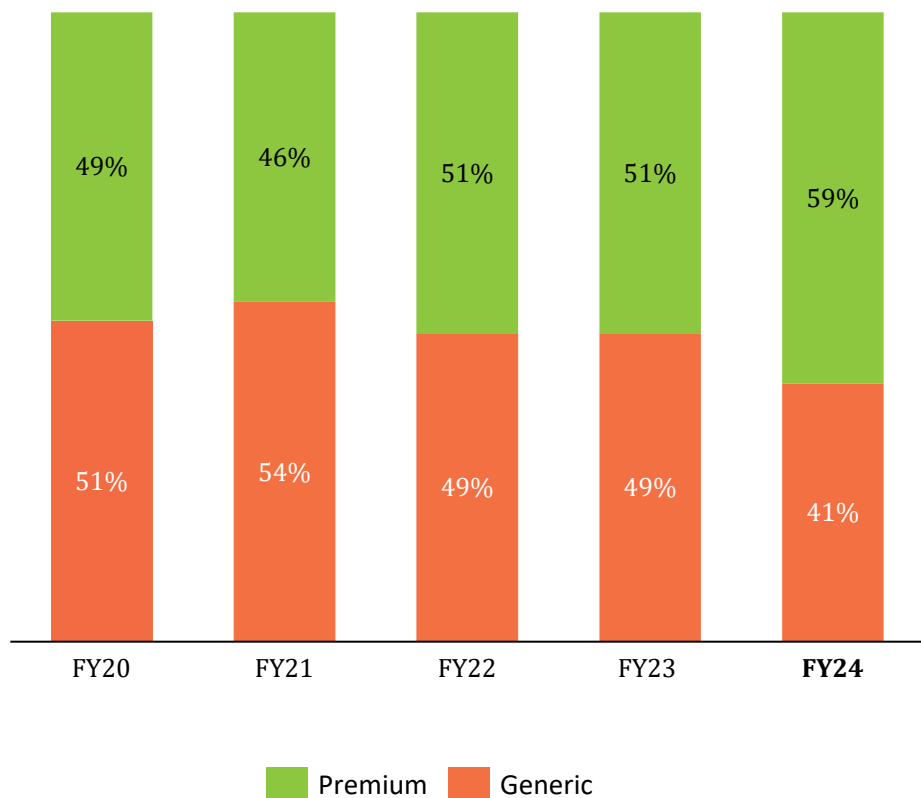


### Net Working Capital (Days)

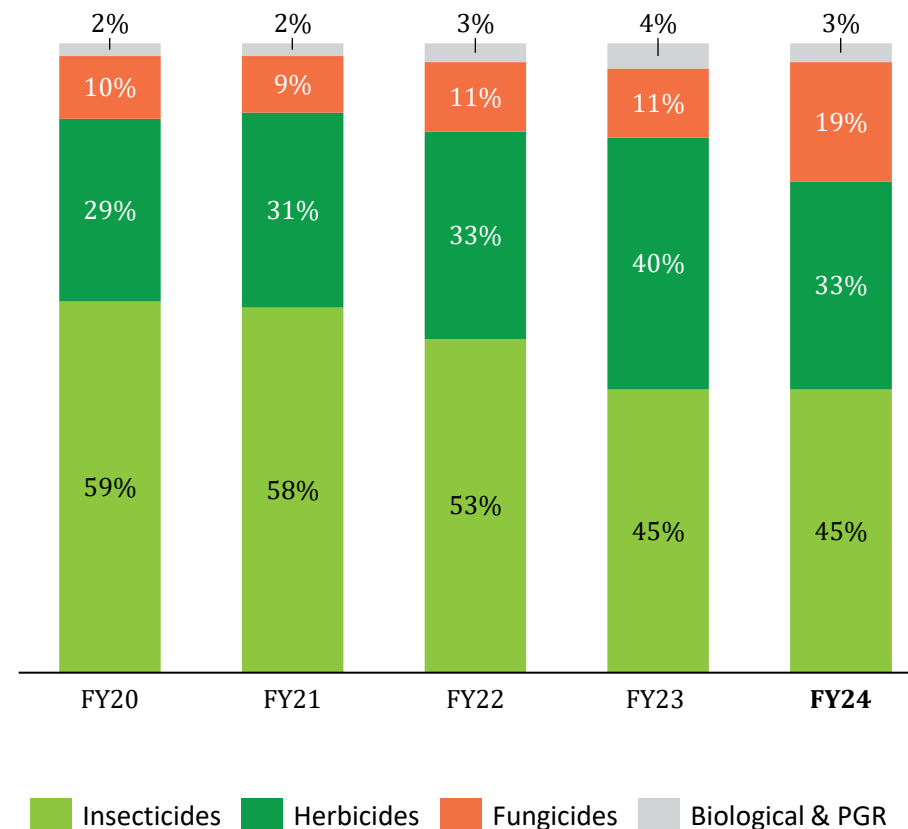


# Continued Improvement in Product-mix

**B2C : Premium vs Generic**



**Category-Wise Sales Breakup**





# 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.

## 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





**insecticides**  
(INDIA) LIMITED



**COMPANY :**

Insecticides (India) Limited

CIN : L65991DL1996PLC083909

Sandeep Aggarwal (CFO)

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[www.insecticidesindia.com](http://www.insecticidesindia.com)

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**Thank You**

## Insecticides (India) Ltd delivers 68% growth in Net Profit in Q1FY25

**Delhi, August 09, 2024** : Insecticides (India) Limited (IIL), one of India’s leading crop protection and nutrition company, has announced its financial results for the quarter ended June 30, 2024.

### Q1FY25 Vs. Q1FY24 - Consolidated Financial Performance

Rs in crores	Q1FY25	Q1FY24	Changes	Q4FY24
<b>Net Revenue</b>	657	640	3%	272
<b>EBITDA</b>	72	46	57%	9
<b>EBITDA Margins %</b>	10.9%	7.1%	380 bps	3.3%
<b>Profit After Tax</b>	49	29	68%	8

- **18% growth in Premium Products** represented by Focus Maharatna and Maharatna, now constitutes 60% of total B2C sales in Q1FY25 as compared to 57% in Q1FY24
- Strong performance of Premium Products is led by Hachiman, Torry, Green Label, Hercules and Mycoraja
- B2C Revenue grew by 11% during Q1FY25 while B2B and Exports revenue impacted by lower pricing and unfavorable market conditions
- **Premiumisation led EBITDA margins to improve to 10.9%** in Q1FY25 as compared to 7.1% in Q1FY24
- **68% growth in Profit after Tax** in Q1FY25 to Rs. 49 crores as compared to Rs. 29 crores in Q1FY24

### Key Operational Highlights

- Connected to 4 lakhs farmers with 6,500 meetings and 3,400 demonstrations for different crops along with large plot demonstrations.
- Gearing up for 7-8 new products launches in current financial year, started # 1 in Q1FY25

**Commenting on the results and performance, Mr. Rajesh Aggarwal, MD of Insecticides (India) Ltd. said:** “We are pleased to share the strong growth momentum in our Premium Products namely Focus Maharatna and Maharatna. The strategic focus on Premiumisation has led notable improvements in profitability with our EBITDA margin of 10.9%, raised by 380 bps YoY and a robust growth of 68% in Profit After Tax.

*We witnessed steady demand for our products across regions, leading to our optimism for FY25, with improved market conditions and stable input costs. As the strategic thrust remain on Premiumisation, we remain committed to gain significant market share in these product lines. We are gearing up to launch pathbreaking new products, with one product launched in Q1FY25.*

*Our sturdy working capital management has seen inventory levels to Rs 698 crores as on 30 June 2024, an improvement over last year. Our focus in FY25 will remain on higher growth in Premium Products with more extensive demand generation and brand building efforts. We also plan to continue follow disciplined approach towards margins and working capital. Our commitment to sustainability and responsible growth drives us to make a positive environmental and community impact, adopt new technologies, and expand our world-class product range.”*

#### **About Insecticides (India) Ltd.**

Insecticides (India) Ltd. (IIL) is one of India’s leading crop protection and Nutrition company. IIL boasts of an impressive product portfolio consisting of 20+ technical products and 125+ formulation products. It provides farmers with a range of products for their crop protection requirements. It also owns the prestigious “Tractor Brand” which has gained great popularity in the farming community. It has state-of-art manufacturing facilities located at Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir) and Dahej (Gujarat).

It also has technical synthesis plants at Chopanki and Dahej which provides the company with competitive advantage by backward integration. The company also prides of having great R&D capabilities and technical expertise to provide farmers with effective and innovative products. IIL foundation, an initiative by IIL, is involved in imparting knowledge to farmers regarding modern agricultural practices to improve their crop productivity.

IIL has connect with 21,00,000+ farmers, 70,000+ dealers, 7,500+ distributors. IIL prides of having great R&D capabilities and technical expertise to provide farmers with effective and innovative products.



For further information on the Company, please visit [www.insecticidesindia.com](http://www.insecticidesindia.com)

## Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

## Contact Details

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Mr. Sandeep Aggarwal

Chief Financial Officer

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