



insecticides
(INDIA) LIMITED

Ref : IIL/SE/2024/2805/2

Dated : May 28, 2024

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 and Press Release for Q4 & FY2024 Results

Please find enclosed the Q4 & FY2024 Earning Presentation on the Fourth Quarter and Year ended Financial Results of the Company

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

Insecticides (India) Ltd

FY24 Net Profit crosses Rs. 100 crs; increase of 62% y-o-y

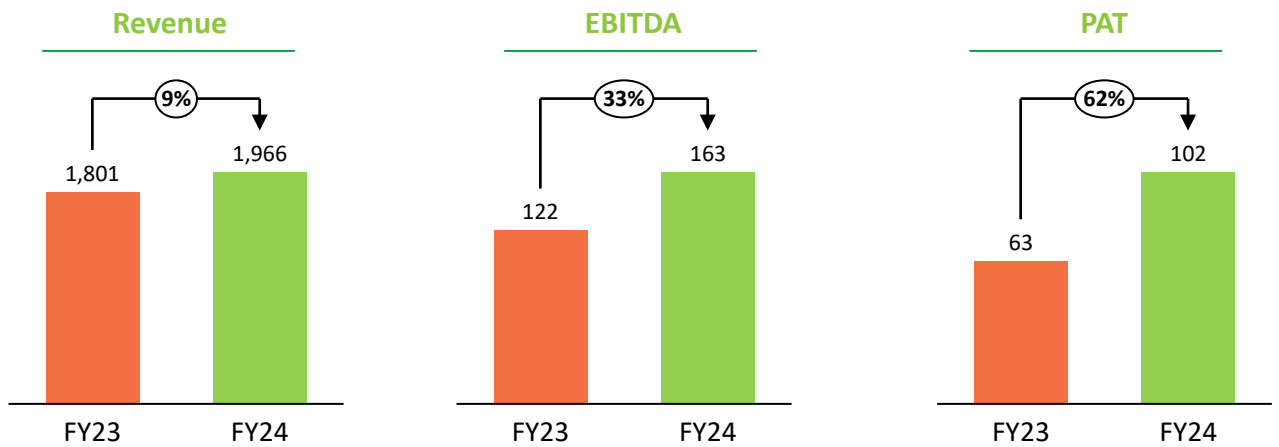
Delhi, May 28, 2024 : Insecticides (India) Limited (IIL), one of India's leading crop protection and nutrition company, has announced its audited financial results for the year ended March 31, 2024.

Q4FY24 vs Q4FY23 Consolidated Financial Performance

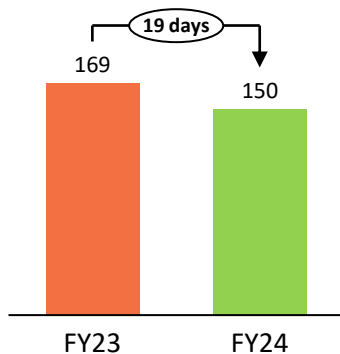
Revenue from Operations		EBITDA		Profit After Tax	
Q4FY24 Rs. 272 crs	Q4FY23 Rs. 302 crs	Q4FY24 Rs. 9 crs	Q4FY23 Rs. (28) crs	Q4FY24 Rs. 8 crs	Q4FY23 Rs. (29) crs

Financial & Business Performance

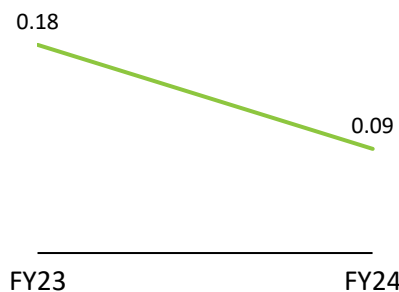
(Rs in crs)



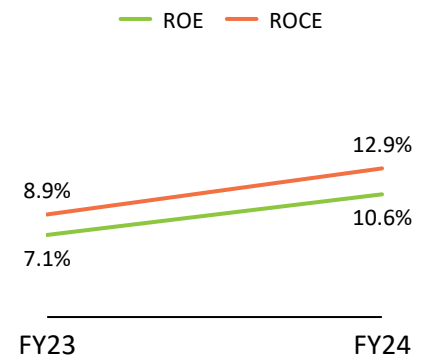
Net Working Capital (Days)



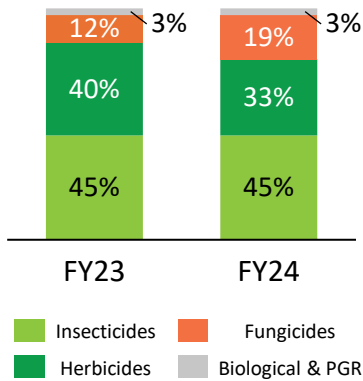
Debt/Equity (x)



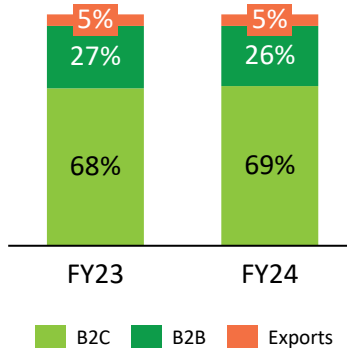
Return Ratios (%)



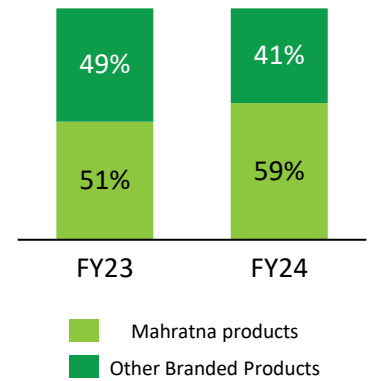
Category-Wise Sales Breakup



Sales by Segment



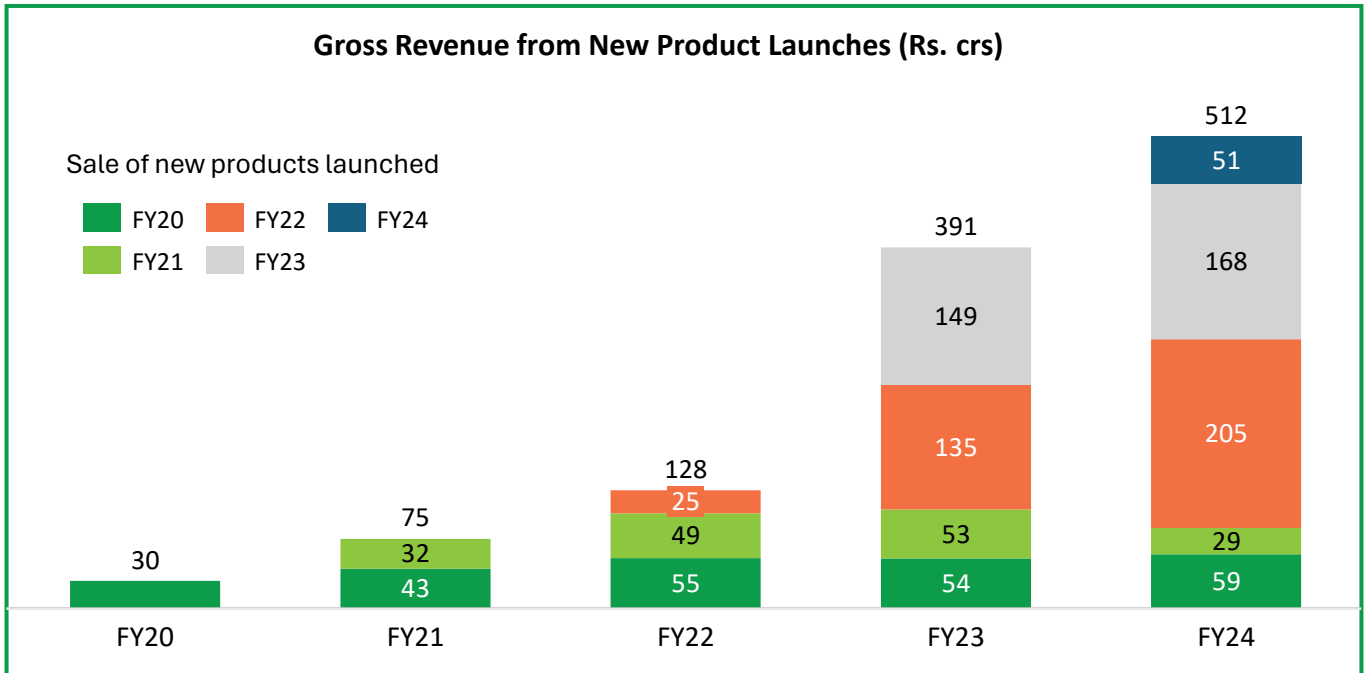
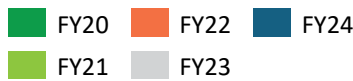
B2C - Maharatna Products V/S Others



Product Freshness Index :

Gross Revenue from New Product Launches (Rs. crs)

Sale of new products launched



*Please note that while the Revenue from new products has been tracked since FY13, for brevity purposes we have depicted graphs starting from FY20.

Financial Highlights : FY24

- Net Revenues for FY24 stood at Rs. 1,966 crs vs Rs. 1,801 crs in FY23
- B2C business revenue grew by 11% leading to higher profitability
 - Strong growth of 27% in value added product portfolio of 'Maharatna', which constitutes 59% of B2C revenue in FY24
- B2B and Exports revenue remains impacted due to industry challenges
- Favorable product mix and costs efficiencies led improvement in profitability
- PAT for FY24 was at Rs. 102 Cr, registering a growth of 62%; PAT margins expand by 170 bps in FY24 marking a strong recovery in a challenging industry environment

Financial Highlights : Q4FY24

- Revenue from Operations stood at Rs. 273 crs in Q4FY24 compared to Rs. 302 crs in Q4FY23
- EBITDA stood at Rs. 9 crs in Q4FY24 as against Rs. (28) crs in Q4FY23
- PAT stood at Rs. 8 Crs in Q4FY24 as against a loss of Rs. (29) crs in Q4FY23

Business Highlights

- Introduced 8 new products in FY24, which amounted to revenue of Rs 51 crs, demonstrate wider product acceptance, driving innovation and value
- More than 40% revenue growth in Shinwa, Hachiman, Torry and Mission
- Streamlined manufacturing operations towards Formulations solutions
- Strengthened organizational capabilities at senior level to drive Future growth
- Investment in digital transformation i.e IIL 360, driving business agility and customer centricity

Commenting on the results and performance, Mr. Rajesh Aggarwal, MD of Insecticides (India) Ltd. said:

"We are delighted to report a strong performance for Q4 FY24 and FY24, with our annual net profit crossing Rs. 100 crores, representing a 62% year-over-year growth compared to FY23. This achievement is a testament to our resilience and adaptability in a challenging industry environment.

Our revenue for FY24 stood at ₹ 1,966 crores, registering a 9% growth, primarily driven by the impressive performance of our focused Maharatna and Maharatna products, which saw a remarkable 27% year-over-year growth and contributed 59% to our total sales. We attribute this success to our strategic focus on product mix optimization and cost efficiencies, which led to improved profitability and higher GP and EBITDA margins.

Our commitment to operational excellence has enabled us to optimize costs, improve efficiency, and remain agile in response to changing market conditions. We continue to invest in our premium product portfolio, distribution network, and brand equity, reinforcing our position as a trusted partner for farmers and agricultural stakeholders.

We have introduced 8 new products in FY24, which generated revenue of Rs 51 crs and demonstrated wider product acceptance, driving innovation and value. Looking ahead, we are excited about the prospects for our new product launches, which will further enhance our portfolio and address the needs of the farmers. This will lead us to be close to the farmers and address the emerging needs of the farmers on an ongoing basis. We expect to launch at least 7-8 new products in FY25.

Our dedication to sustainability and responsible growth remains unwavering, as we strive to make a positive impact on the environment and the communities we serve. We are grateful for the support of our stakeholders, whose trust and confidence in our vision have been instrumental in our success. As we move forward, we remain committed to innovation, sustainability, and excellence, driving growth and value for all our stakeholders."

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 & Udampur (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, 6,000+ 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

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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