



INDIA PESTICIDES LIMITED

**Q1 FY2025
Investor Presentation
August 2024**



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Sustainability and Key Takeaways

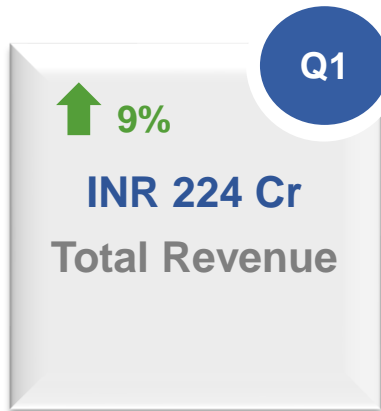


FINANCIAL —●● PERFORMANCE

Q1 FY2025 Performance Highlights



Q1 FY2025



Management Commentary

"We have started FY25 on a very optimistic note with strong performance on both year on year and sequential basis. Total Revenue for the quarter was Rs. 224 Cr grew by 9.4% and 72.5% on YoY and QoQ basis respectively. This growth was largely driven by change in product mix and increase in sales volume, particularly formulations.

Despite various headwinds from global economic environment including geopolitical issues, pricing pressures and increased freight costs, we showcased robust performance. We achieved a significant enhancement in EBITDA margins, improving by 149 bps YoY and 854 bps QoQ, reaching 14.2% during the quarter.

We are pleased to announce the successful commissioning of our intermediate plant, which marks a significant step towards the backward integration of one of our key fungicides, which was previously imported. This achievement is a testament to our in-house Indigenous R&D Technology and aligns with the Government of India's 'Aatmanirbhar Bharat' initiative. By substituting imports with domestic manufacturing, we are not only enhancing our self-reliance but also contributing to the nation's economic growth.

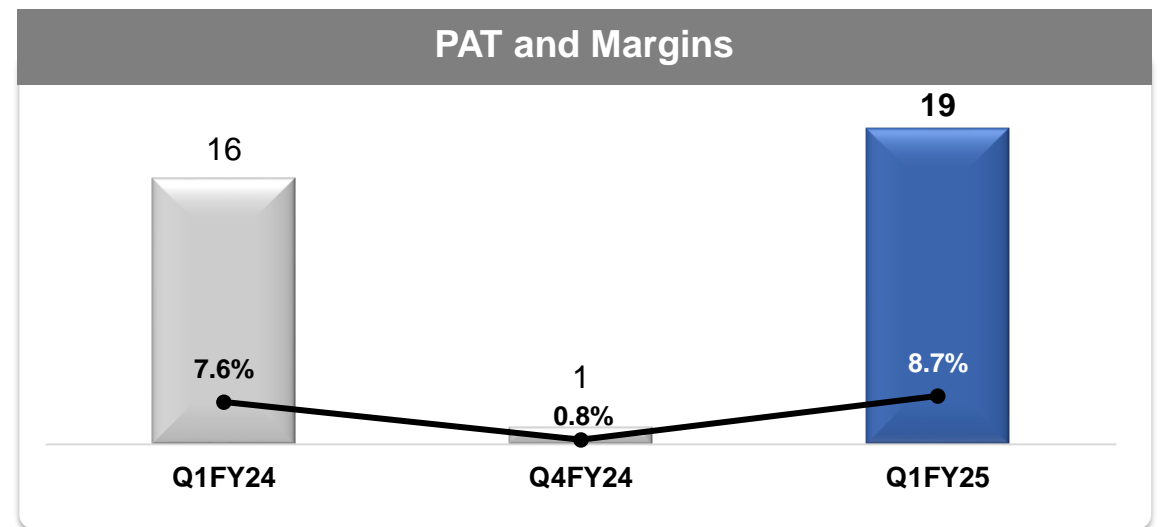
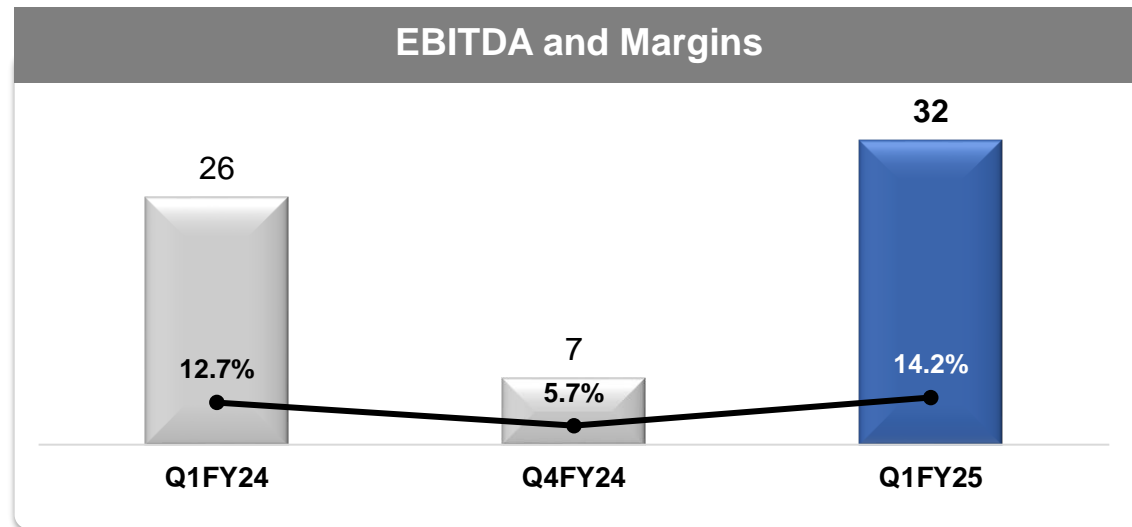
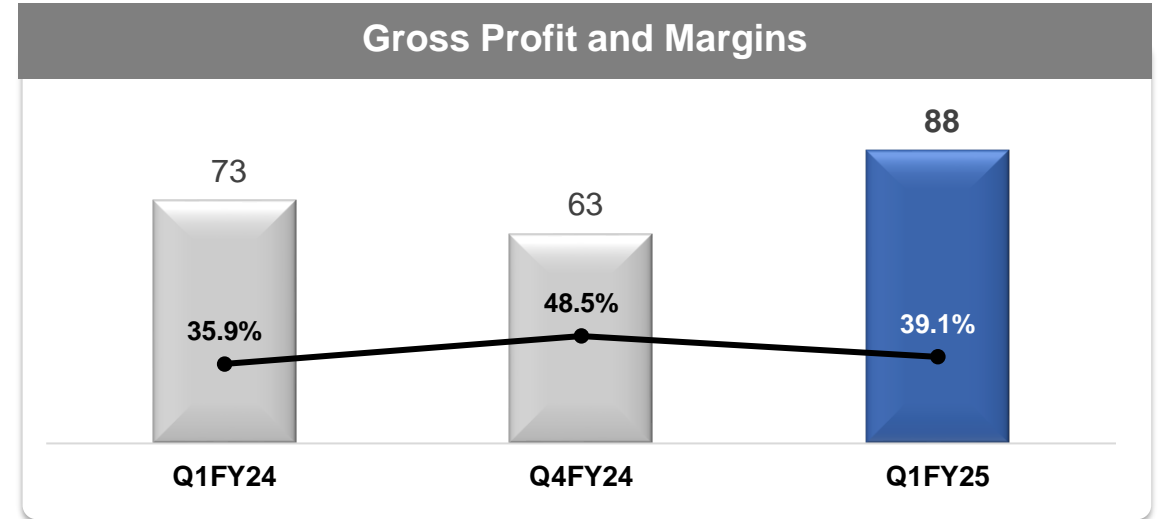
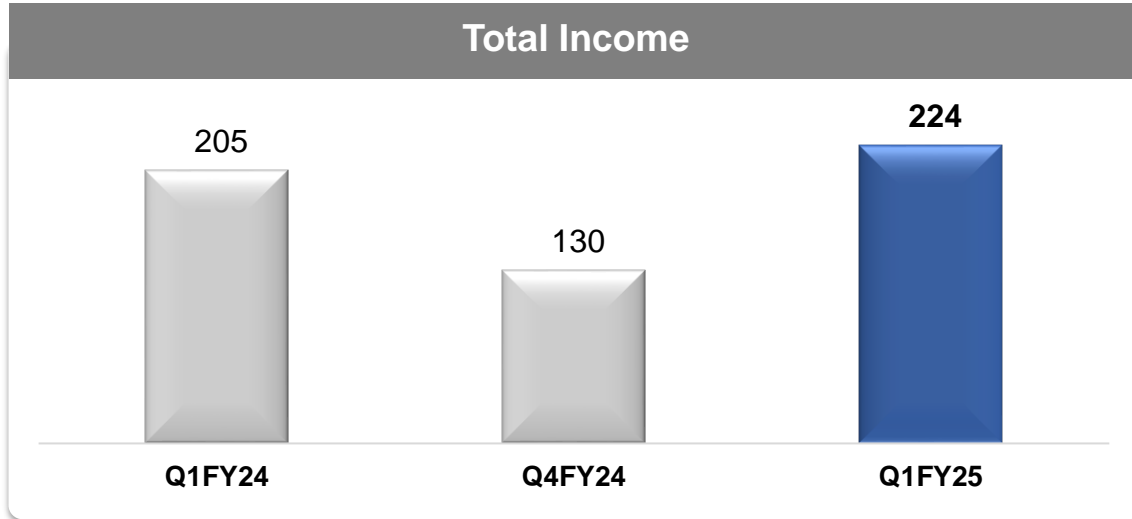
Looking ahead to FY25, we aim to do Capex of ~Rs. 110 crores combining both IPL and SSL. Furthermore, we are poised to grow by expanding our customer base and strengthening capabilities. We are committed to leveraging consistent research and development efforts, driving innovation, and seizing new opportunities to fortify our market position. Despite industry challenges, we are confident in navigating them with our robust pipeline of innovative products and increased market presence, ensuring we meet the evolving needs of our customers and maintain our competitive edge."

Anand Swarup Agarwal, Founder, Promoter and Director

Q1 FY2025 Performance Highlights



Rs in Cr.



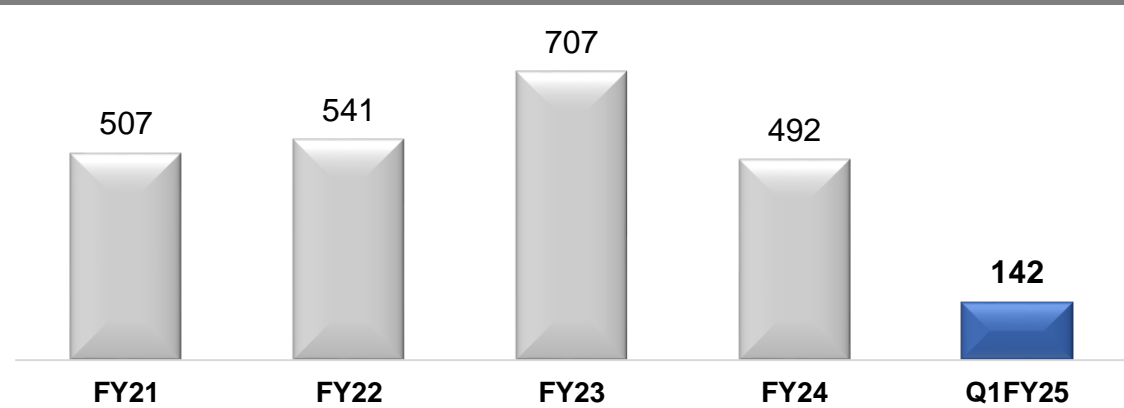
Q1 FY2025 Revenue Break-up



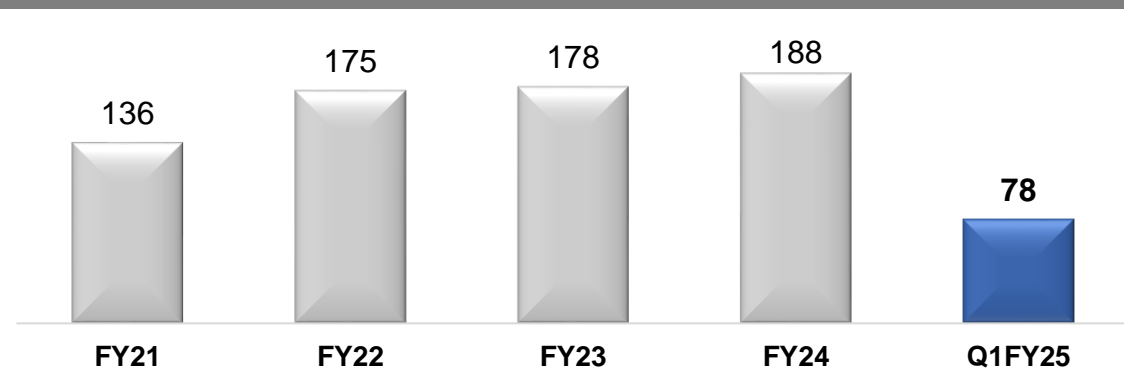
Technical + APIs constitute 65% of revenue during Q1 FY2025

Rs in Cr.

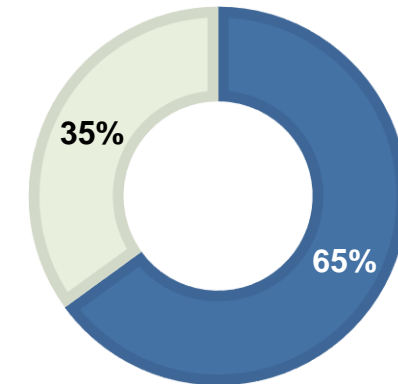
Technical + API



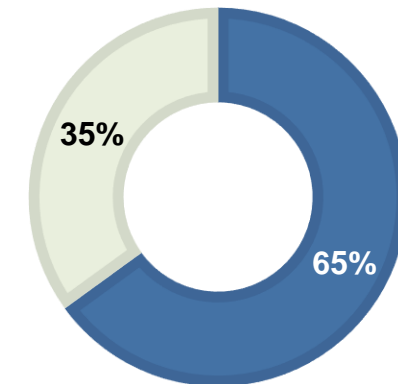
Formulation



Q1 FY2025 Revenue Split



■ Technical + API ■ Formulations



■ Domestic ■ Exports

Q1 FY2025 Performance Summary



(Rs. In Cr.)	Q1 FY25	Q1 FY24	YoY %	Q4 FY24	QoQ %
Total Income	224	205	9.4%	130	72.5%
Gross Profit	88	73	19.4%	63	39.2%
<i>Gross Margin (%)</i>	39.1%	35.9%		48.5%	
EBITDA	32	26	22.2%	7	nm
EBITDA Margin (%)	14.2%	12.7%		5.7%	
EBIT	28	23	23.0%	3	nm
<i>EBIT Margin (%)</i>	12.4%	11.0%		2.6%	
PAT	19	16	25.5%	1	nm
PAT Margin (%)	8.7%	7.6%		0.8%	
EPS (Rs.)	1.69	1.36	24.3%	0.09	nm



COMPANY OVERVIEW



Diversified product offerings, ability to develop client specific molecules quickly and efficiently

- 1 An R&D-driven chemical manufacturer of Agrochem technical & APIs, along with growing Formulation's business
- 2 Sole Indian manufacturer and global leading manufacturer of Thiocarbamate, Fungicide & Herbicide Technical, in terms of production capacity
- 3 Focus on quality and sustainability and none of the key Technical are classified as 'red triangle' or highly toxic products
- 4 Present installed capacity of Technical is 24,200 MT and for formulation is 6,500 MT as of 30.06.2024
- 5 Manufacturing facilities in Lucknow & Hardoi districts in Uttar Pradesh
- 6 2 advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)
- 7 Our wholly owned subsidiary Shalvis Specialties Limited has started commercial production Q4 FY 2024



2
Active Manufacturing Facility



~69%
Local Raw Material Sourcing



~42%
Top 10 Customer Revenues



2
In-house Laboratories



25+
Exporting Countries

27

Technicals

207

Formulations

32

Technicals

41

Formulations

2

APIs

Our Journey



1984

Incorporation of the Company as 'India Pesticides Private Limited'

1991

Commencement of commercial production at the manufacturing facility situated at Dewa Road, Chinhat, Uttar Pradesh

2003

Conversion of our Company into a public limited company

2009

Registration of the in-house research and development unit situated at Tiwariganj, Chinhat, Lucknow with the DSIR

2015

Commencement of commercial production at the manufacturing facility situated at Sandila, Hardoi, Uttar Pradesh

2018

Commencement of export of herbicide Technicals manufactured at the Sandila facility

2020

Acquired Shalvis Specialties 100% subsidiary and Land for new manufacturing plant at Hamirpur (U.P)

In-house R&D units at Tiwariganj, Lucknow, and Sandila, Hardoi registered with DSIR

2021

India Pesticides Limited listed on BSE and NSE

2023

Received environmental clearance of Hamirpur expansion project

2024

Incorporated a new subsidiary "Amona Specialities Private Limited"

Commissioned an intermediate plant towards Backward Integration of one of the Fungicide which was primarily being imported. It is based on our in-house Indigenous R&D Technology

We believe in **People, Process** and **Productivity**
and follow highly customer centric approach



**Diversified and Trusted
Customer Base**

Tie-ups with top
chemicals companies
in the world



Global Presence

Sales network in 25+
countries



**Quality Product
Offerings**

Products comply with
highest global standards



**In-House R&D in
India**

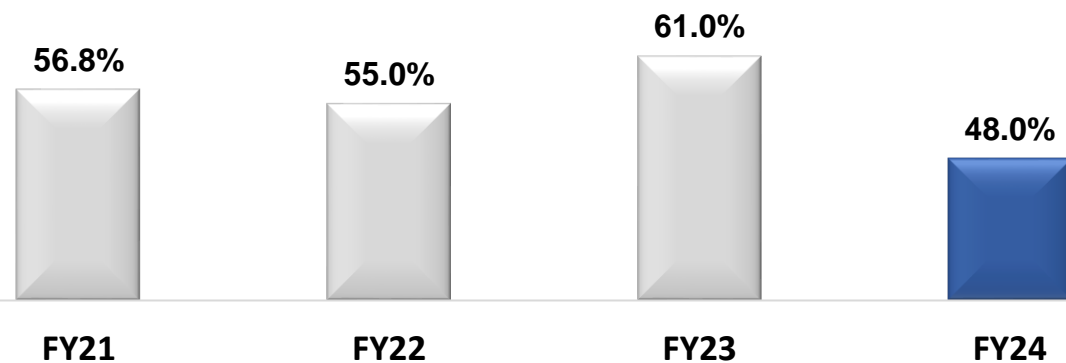
Capable of designing
and testing new and
innovative products

Long term customer relationships developed over the years driven by quality product offerings

Key Customers



Revenue Contribution from Top 10 Customers

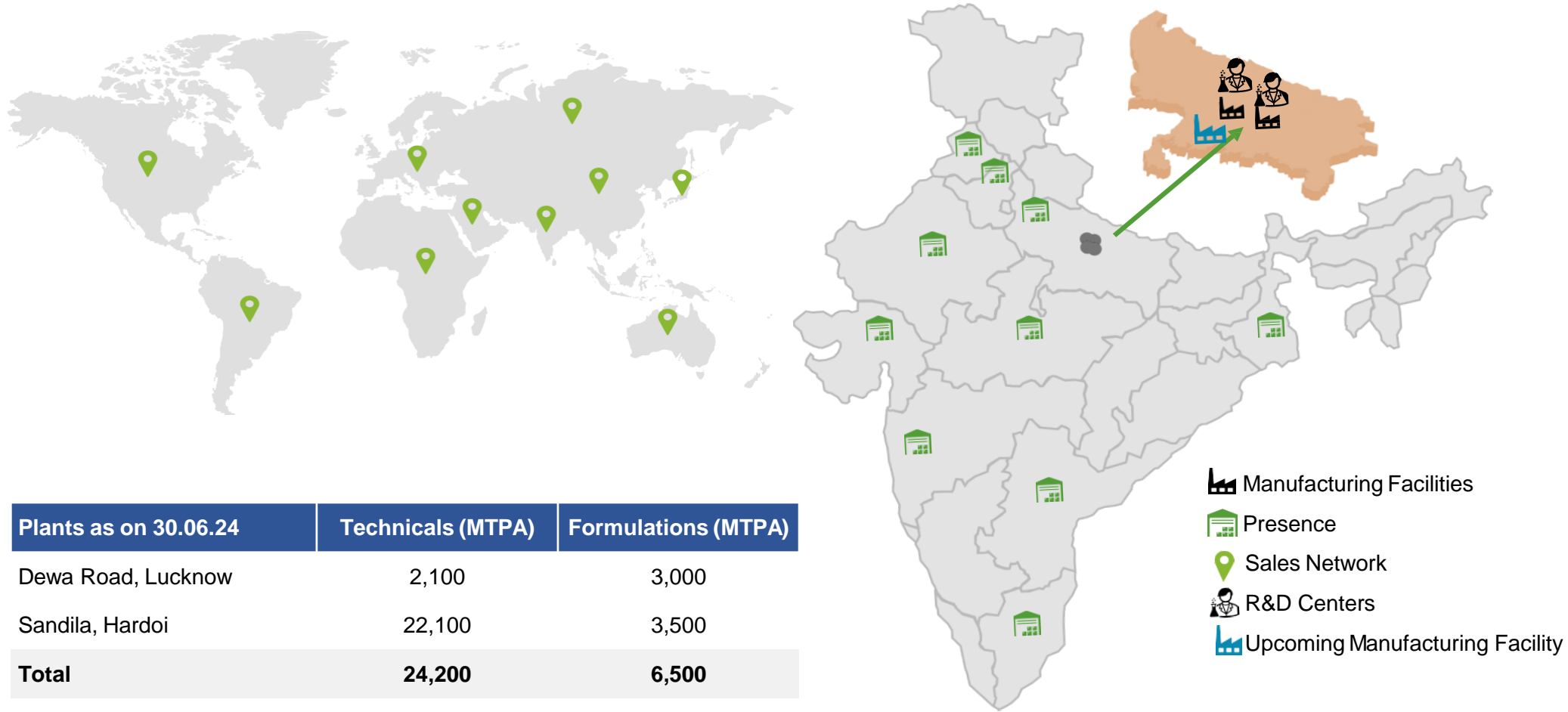


- Major customers include MNCs that look to collaborate with active ingredient manufacturers in India
- Customer relationships are led by the ability to manufacture complex off-patent Technicals in a cost effective, safe & environmentally conscious manner, in compliance with stringent quality specifications
- Longstanding relationships with 60+ international customers including Multinational customers
- Sales offtake agreement with existing customers to ensure peak utilization of expanded capacity
- Focus on enhancing customer base and reducing revenue concentration

Manufacturing Facility and Sales Network



Manufacturing Facilities



Plants as on 30.06.24	Technicals (MTPA)	Formulations (MTPA)
Dewa Road, Lucknow	2,100	3,000
Sandila, Hardoi	22,100	3,500
Total	24,200	6,500

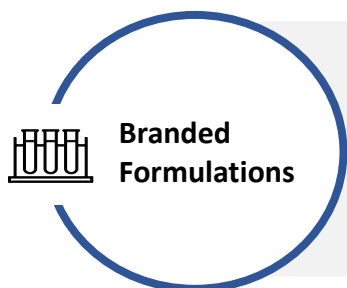
Cost effective labour availability, compensates for higher transportation cost

Readily available market in Uttar Pradesh for Formulations

Key raw materials are available at nearby manufacturing facilities

100% subsidiary Shalvis Specialties Ltd. started production during March 24

Key Technicals	Category	Application
PEDA	Intermediate	Used For Pretilachlor
Pyriproxyfen	Insecticides	Used in field crops
Diafenthiuron	Insecticides	Used on Cotton plants
Prosulfocarb	Herbicide	Used in field crops, such as, wheat and potatoes
Pretilachlor	Herbicide	Widely used for protecting rice crop
Flufenacet	Herbicide	Widely used for protecting maize, wheat, potatoes & soyabeans
Cymoxanil	Fungicide	Controls downy mildews of grapes, potatoes, vegetables and several other crops
Captan	Fungicide	Used for apples, vegetables and ornamental plants & almonds
Folpet	Fungicide	Controls fungal growth at vineyards, cereals, crops and biocide in paints
Ziram	Fungicide	Used to protect apples, almonds, peaches, pears etc
Etridiazole	Fungicide	Green House
Dodine	Fungicide	Apples & Pears
Thiophanate methyl	Fungicide	Apples, Pears, Stone Fruits & Vegetables



- **Herbicide** - Grip, Pendizet, Trisol, Clogold, Midash, Safer, Eliminator, Penda, Aatish
- **Fungicides** - Dollar, Vardhan, Vecto, Trim, Sodhit, Captax-50, Natraj, Sanjeevani, Talwar
- **Insecticides** - Carbo, Amida, Frem, Byprten, Immidiator, Tridev, Difen, Frame, Soldier, Crotax
- **Others** - Star, Talvar, Contanol, Guru, Shakti, Sparkle, Chakra, Namaskar



GROWTH STRATEGIES

● ●



In-house R&D and Backward Integration

1

- ❖ R&D focus led to the launch of market-leading products and the receipt of the Technical Equivalence (TEQ) certification from the EU
- ❖ In-house R&D and backward integration of process and technology, with 2 in-house R&D centers



Strategic Capacity Enhancement

2

- ❖ Planning to increase manufacturing capabilities, following expansions at the Sandila and Hamirpur plants
- ❖ Employing a 'China plus one strategy and reducing dependence on China
- ❖ Planned capital expenditure of ₹110 crore for FY25 to further boost capacity



Manufacturing and Operational Capability

3

- ❖ Strategically located 2 manufacturing facilities in Lucknow and Hardoi districts of U.P.
- ❖ ~ 69% Raw materials sourced locally
- ❖ Experienced promoters and strong management team, with ~950 Employees



Innovative Product Development and Market Leadership

4

- ❖ We have obtained registration of 21 new products, including formulations and technicals, emphasizing innovation
- ❖ Among top 5 manufacturers globally for several technical in Fungicides and Herbicides
- ❖ Broad international footprint, exporting to over ~25+ countries

Product portfolio and capacity expansion will be driving factors for growth

Strength

Strong R&D and product development capabilities



Diversified portfolio of niche and quality specialized products



Long-term relationship with key customers



Experienced promoters and strong management team



Advanced manufacturing facilities with focus on Environment, Health and Safety



Resilient sourcing capabilities and extensive distribution network



Consistent track record of financial performance



Strategies

R&D and Product Portfolio Expansion



- Leveraging R&D capabilities on existing & upcoming products & processes
- Continue to expand the overall product range
- Increase the number of Technicals manufacturing

Enhancing Deliberated Approach on ESG & HSE



- Continuous improvement on sustainability initiatives
- Strengthening governance on CER & CSR factors
- Retain and further improve the journey towards the goal – “Zero Incident Culture”

Capitalize on Industry Opportunities



- Continuous portfolio evaluation
- Expansion of existing manufacturing capacity and amplifying distribution network
- Further reduction of Raw Material import dependency through indigenous sourcing

Cost Optimization and Capacity Expansion



- Periodic strategy reviews to align growth with opportunities in the agrochemicals market
- Employing a ‘China plus one strategy and reducing dependence on China
- Review and capture a new client base

Consistent efforts towards generating and serving future potential demand

Capacity Expansion

Expanding the installed capacity of Intermediate Plant at Sandila

Sandila + Hamirpur

Budgeted Capex of Rs. ~110 Crore for FY25

Technology Upgradation

Company is enhancing its Digital Technology Applications

Sandila Plant

- Acquired a land adjacent to Sandila plant, which will significantly facilitate our expansion efforts
- Realignment of existing plant for better capacity utilization



Hamirpur Plant

- Commercial production commenced from the first block during Q4FY24
- The future trajectory of our growth prospects is poised to be significantly augmented by the Hamirpur project.



Strategic Developments

- Successfully commissioned our intermediate plant, a significant step towards the backward integration of one of our key fungicides, which was previously imported
- Expanding list of prospective customers by registering our products in regulated markets
- Incorporated a new subsidiary "Amona Specialties Private Limited", which will operate under an asset-light business model





MANAGEMENT



Promotor Group and Board Members



Madhu Dikshit

Chairperson



Anand Swarup Agarwal

Director, Founder and Promoter



Mohan V Tanksale

Independent Director



Adesh K Gupta

Independent Director



Rajendra S Sharma

Whole-time Director



Dr. Kuruba Adeppa

Whole-time Director



Rahul A Bagaria

Non- Executive Director



Vishal Swarup Agarwal

Non- Executive Director



Vishwas Swarup Agarwal

Non- Executive Director



Audit Committee

Nomination & Remuneration Committee

Stakeholders Relationship Committee

CSR Committee

Risk Management Committee

Indicates Chairman of the Committee

Key Management Personnel



Dheeraj Kumar Jain
Chief Executive Officer - IPL



Aditya Kumar Nigam
Chief Executive Officer - SSL



Satya Prakash Gupta
Chief Financial Officer



Ajeet Pandey
Company Secretary and Compliance Officer



SUSTAINABILITY



Empowering Agriculture



India Pesticides Limited (IPL) has exemplified its commitment to the farming community by actively engaging with farmers through impactful campaigning and enthusiastic participation in Farmer's exhibitions.

Recognizing the crucial role farmers play in our society, IPL has undertaken several initiatives aimed at empowering and supporting the farming community. By fostering an environment of knowledge exchange, technology adoption, and sustainable practices, IPL is striving to contribute to the growth and prosperity of Indian agriculture



Nirmal Jal Pariyojana

Implemented by Haritika, an NGO, this project aims to remodel and beautify a village pond, balancing its water bodies and providing clean water, surrounded by trees, creating a communal space for relaxation



Samagra Sudhar

We chose four villages for holistic development. We refurbished an unused building into "Swarup Kaushal Vikas Kendra," training 5894 villagers in skills. We started with celebrations and now have professional skill programs



Chuppi Tod; Halla Bol

IPL and NGO "Samadhan Abhiyan" collaborated with UP Police to raise awareness on preventing and addressing child sexual abuse, creating five "Child Friendly Police Centers" and educating 27,199 individuals on POCSO Act in Q1 FY25



Providing RO water filters in summer, delivering medicines to poor patients in hospitals, supplying nutrition to poor children in government hospitals, offering financial support for critical illness treatment, and helping aspiring athletes with training and events

In the year 2023-24, IPL's CSR Programs are aligned with United Nations Sustainability Development Goals. We are committed to uphold our social responsibility with reverberating motto 'Care the World with Care'.



Environment Sustainability

- The **'Food Forestation'** project transformed idle lands at five specified locations into productive areas for cultivating fruits and vegetables
- **Achieved Zero Liquid Discharge** certification
- **Used Miyawaki technique** to enhance greenery around manufacturing sites
- Implemented the **5Rs principle** and advanced systems like **ETP and RO**



Socially Responsible

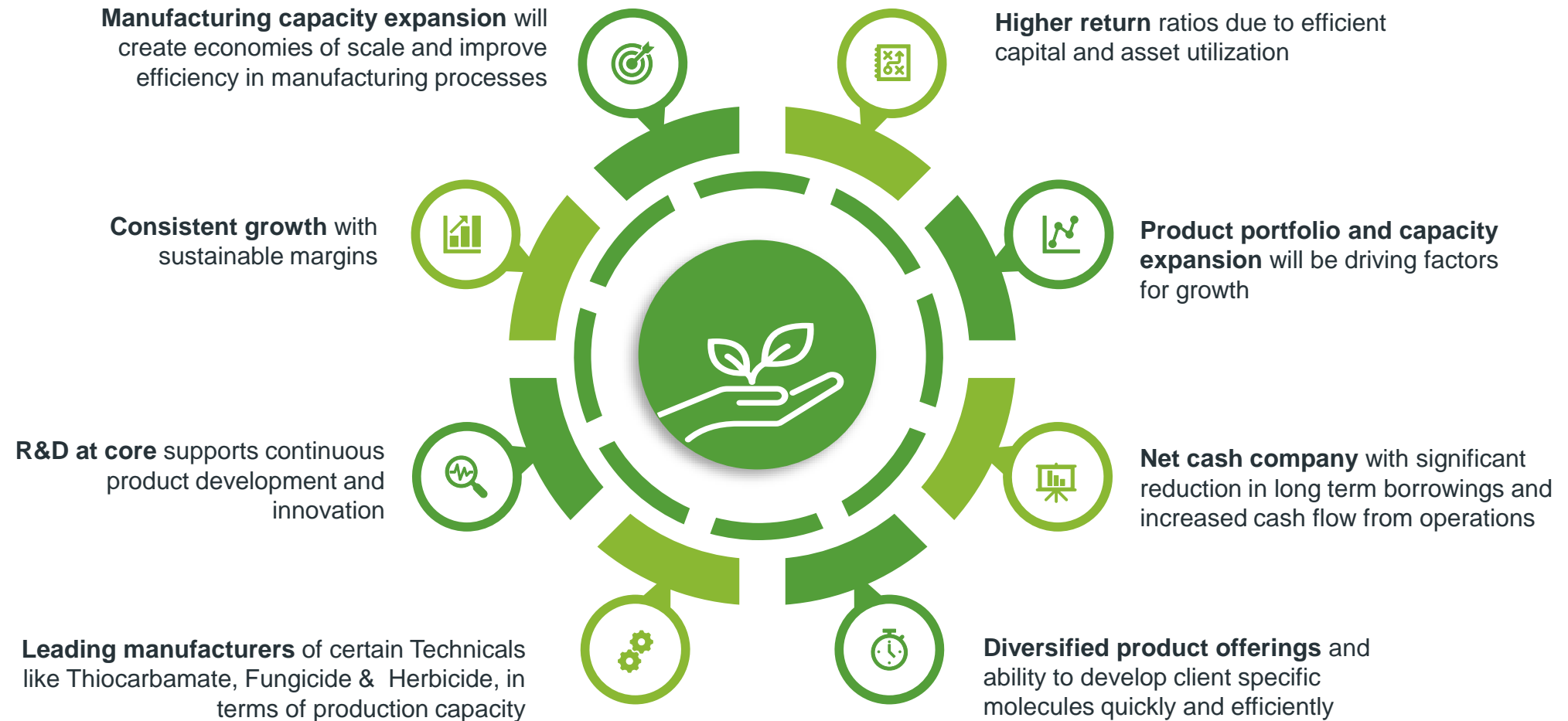
- Conducted **skill development programs** for Aanganwadi workers and village youths
- Upgraded **WASH facilities** and conducted **health workshops** focused
- **108** Solar streetlights installed across nine villages
- **Transformed idle lands into productive areas** for cultivating fruits and vegetables, improving local nutrition and food security



Diversified Board Structure

- A **diverse board** is essential for sustaining our competitive advantage
- A **balanced and varied board** benefits from diverse backgrounds
- Established a **Risk Management Committee**

Board and Management is committed to continuous growth and sustainability



Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

India Pesticides Limited will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances

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