

Together We Rise



हर कदम, हम कदम

An Initiative in line
with **PM's Vision** of
“**Aatma Nirbhar Bharat**”

Insecticides (India) Limited
Investor Presentation, December 2022

Growing responsibly towards a Sustainable Future.

Safe Harbour

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Insecticides (India) Limited will not be in any way 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.



III's Dashboard

BACKGROUND

One of India's Leading Agrochemicals Manufacturers.

1,400+ EMPLOYEES

Owner of Prestigious Tractor Brand



DISTRIBUTION AND MARKETING

6,000+
DISTRIBUTORS

380+
SKUS

20,00,000+
FARMERS IN TOUCH

70,000+
DEALERS

PRODUCTS

21+ TECHNICAL PRODUCTS

105+ FORMULATION PRODUCTS

14 FOCUSED MAHARATNA PRODUCTS

21 MAHARATNA PRODUCTS

FACILITIES

2 TECHNICAL SYNTHESIS PLANTS

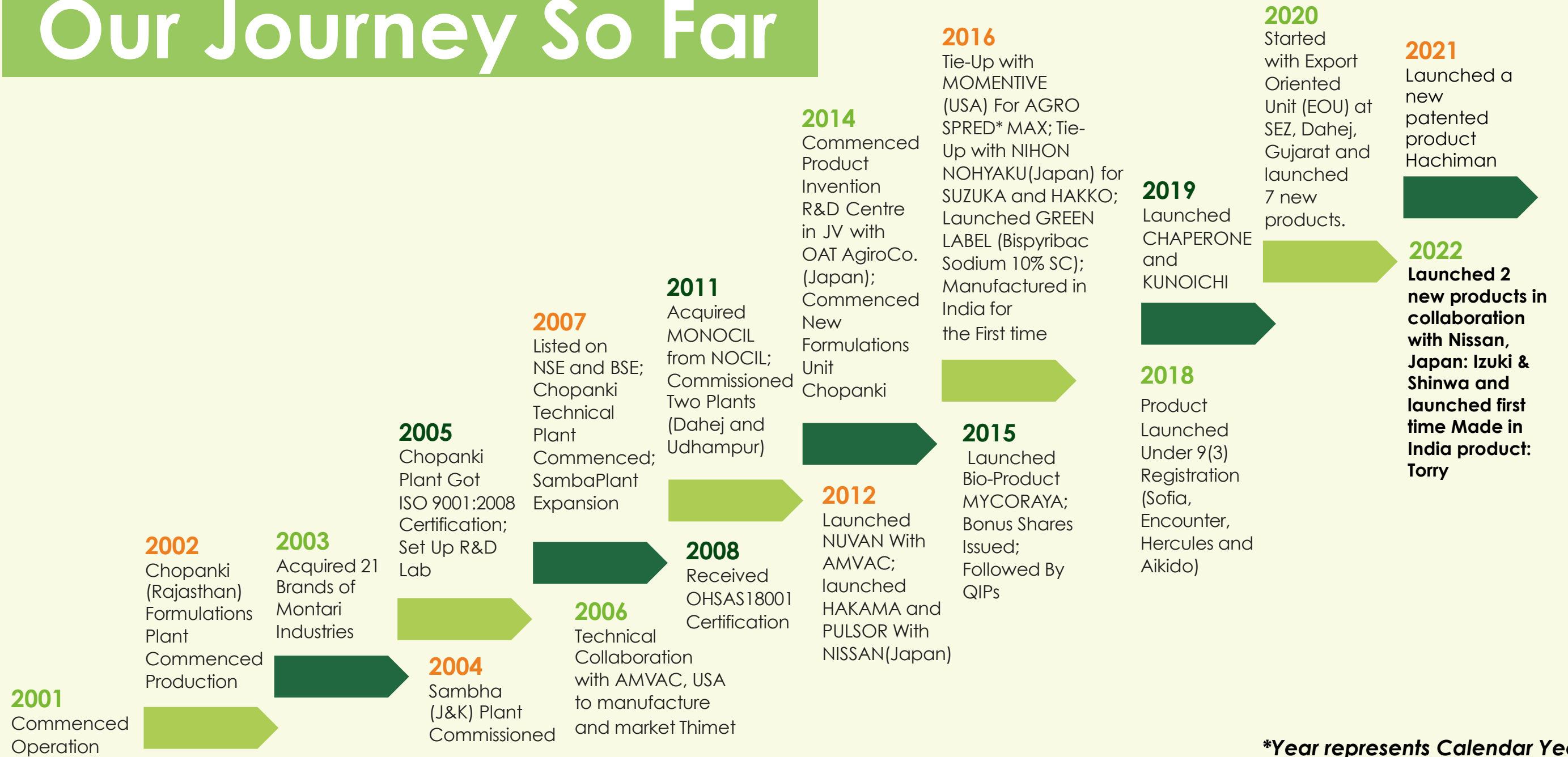
6 FORMULATION PLANTS

1 TOLL MANUFACTURING BIOLOGICAL PLANT

4 R & D CENTER



Our Journey So Far



**Year represents Calendar Year*



Update on Capex

Company had guided last year about its expansion plans at **5 locations, (including 3 major and 2 minor expansions) in a span of 2 years (FY21 and FY22).**

The expansions were aimed to increase capabilities at both technical and formulation units in **Chopanki (Rajasthan) and Dahej (Gujarat).** The major expansion was in **Dahej (SEZ) technical synthesis plant which is expected to commence production in Q3 FY23.**



These expansions combined required a total outlay of **Rs.1,100 mn, out of which Rs.420 mn** has already been deployed by the company in FY21.

In **FY22, Rs.710 Mn** was deployed for the above CAPEX.

The Company incurred an expenditure of **Rs. ~150 Mn in Q2 FY23** and expects to incur **~Rs.150 Mn to ~Rs. 200 Mn in Q3 FY23.**

The Technical Synthesis plant at Dahej is expected to commence production Q3 FY23. The company plans to **manufacture new technical & intermediates** with this capacity expansion that will be used for captive consumption going forward.



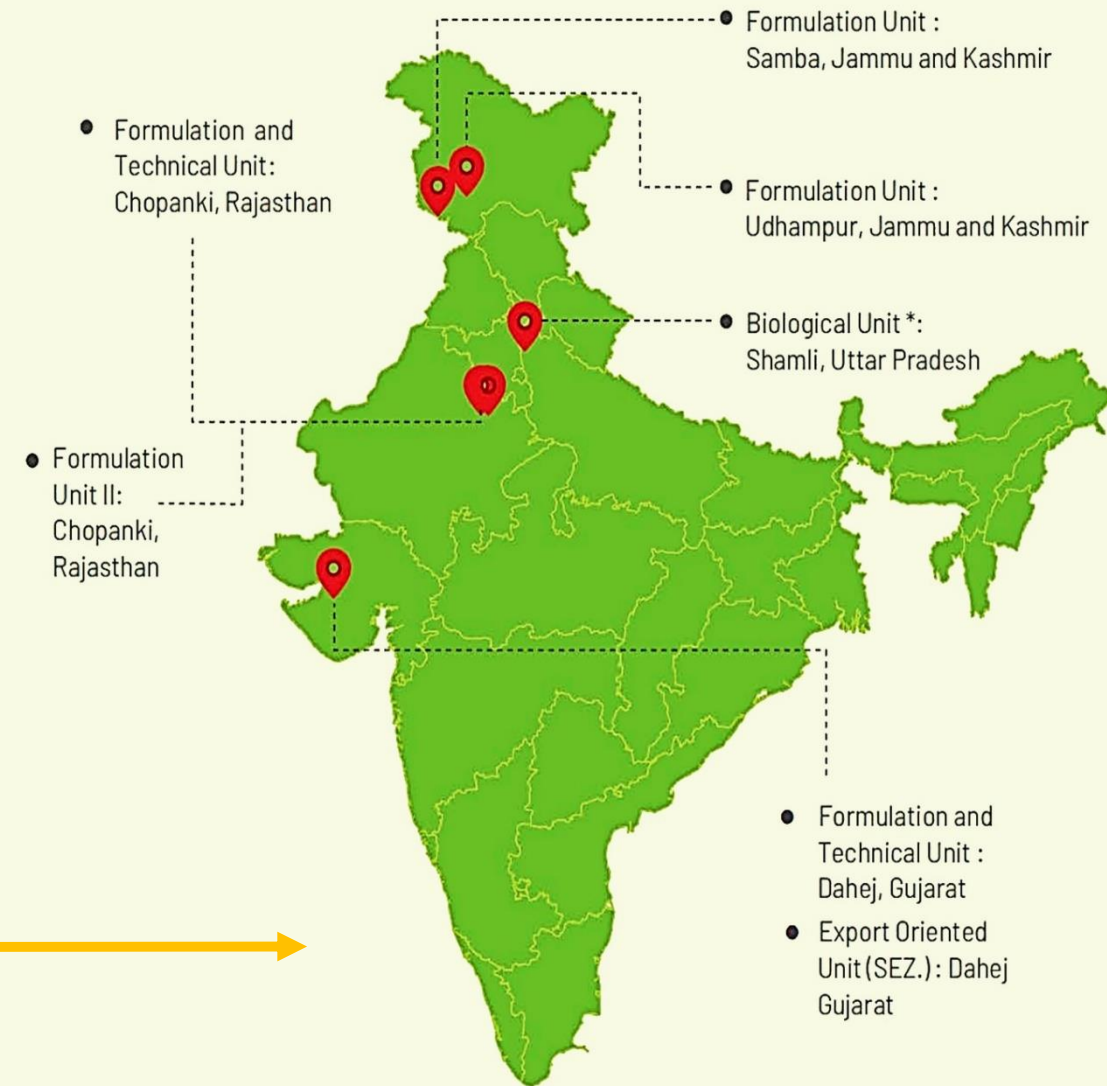
Aggregate Installed Capacity

30,900 KLPA Liquid

80,750 MTPA Granules

24,770 MTPA Powder

13,800 MTPA Active Ingredient and Bulk.



*Under toll arrangement



Products Launched in FY21 & FY22

INSECTICIDE

- Dominant
- Shinwa
- Tadaaki
- Mahir

HERBICIDE

- Hachiman
- Master Stroke
- Oxim
- Avval
- Hakama Super

BIOLOGICAL

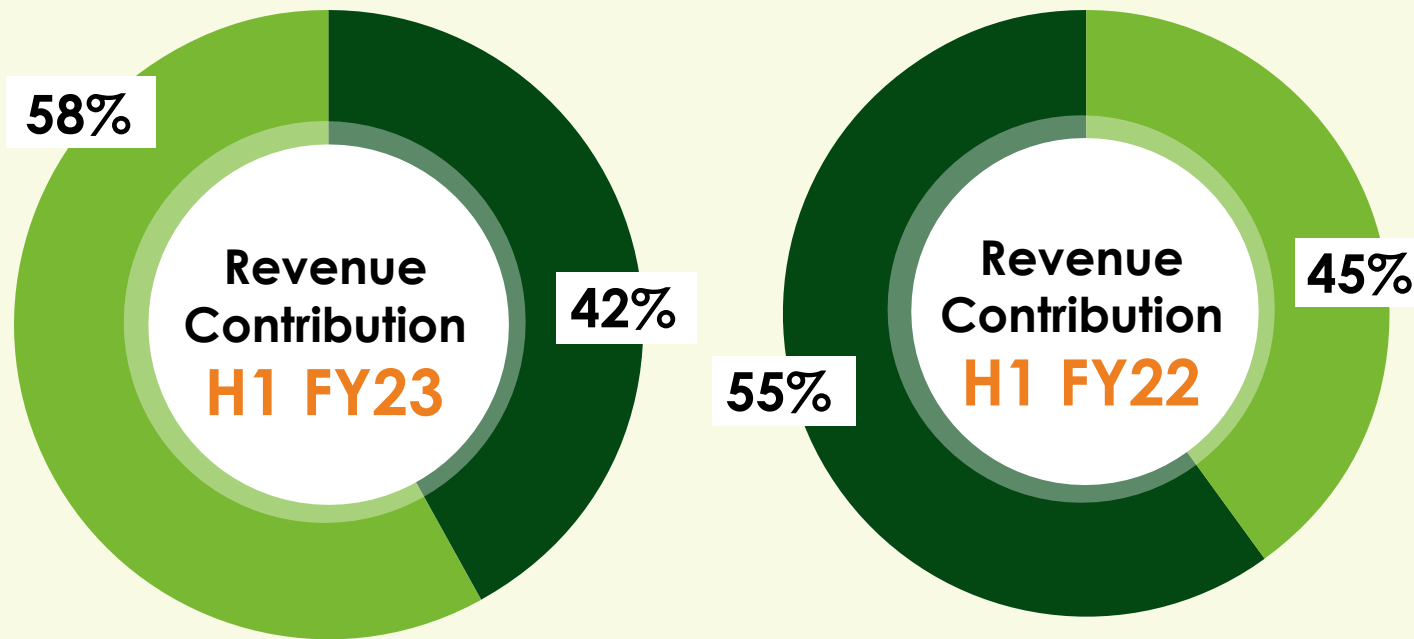
- Milstim Max

AGGREGATE REVENUE IN FY22 FROM THESE NEW LAUNCHES

₹ 732.16mn



ILL Heading Towards Premiumization



■ Maharatna Products
■ Other Products

■ Maharatna Products
■ Other Products

Focused Maharatna Products



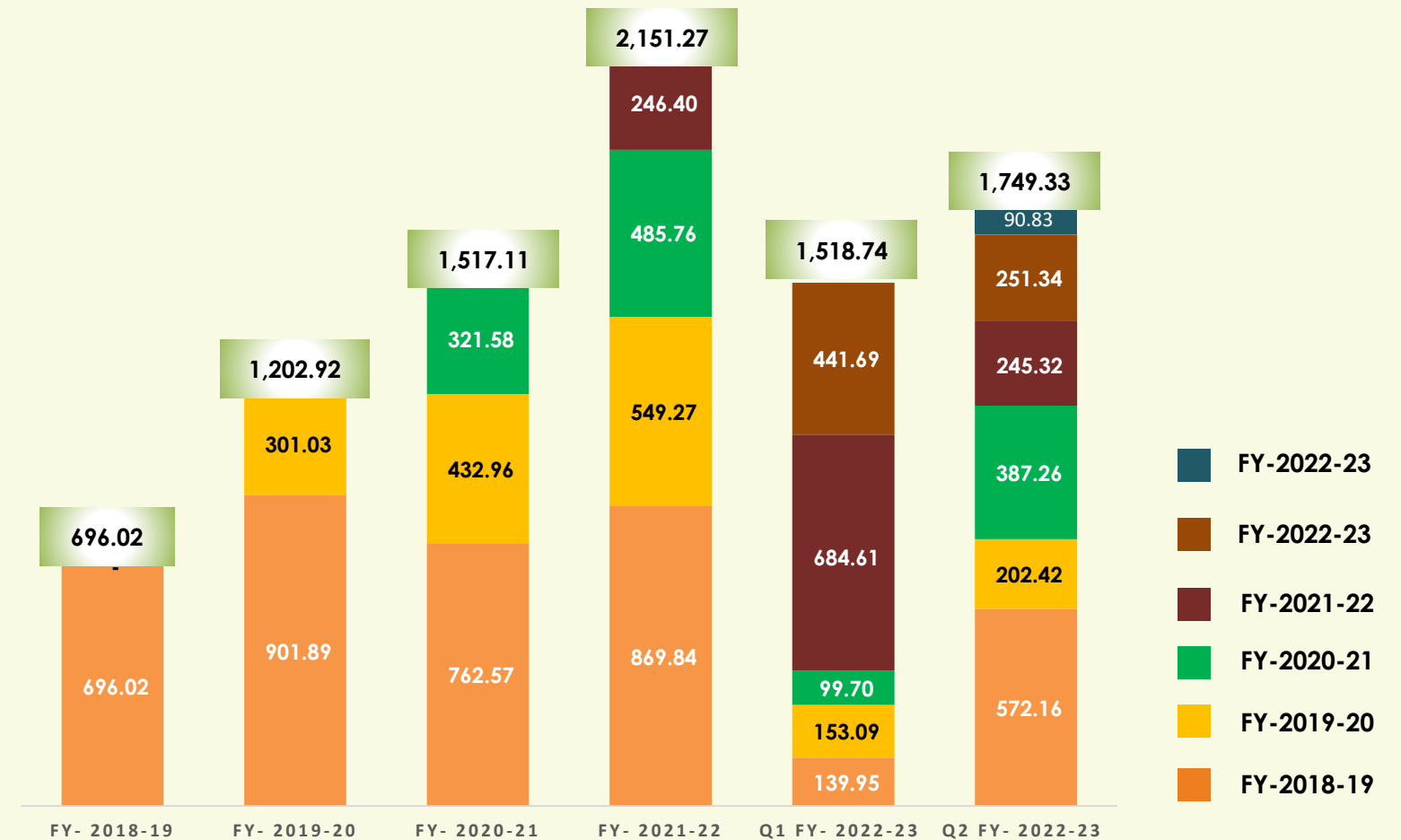
Maharatna Products



Product Freshness Index

ILL is committed to launching new products to keep in touch with the changing needs of agricultural market. The below graph depicts Revenues from new products launched since FY 13 till date.

Gross Revenue from New Product Launches (₹MN)
Sales of New Products Launched During:-



- *Please note that while the Revenue from new products has been tracked since FY13, for brevity purposes we have depicted graphs starting from FY 19. The total Revenue from New products launched from **FY13 to FY 18 is Rs. 1162 Cr.**
- *There is decline in total revenue generated from new products from FY 19-20 onwards, due to Ban in sale of Product "NUVAN" by the government, whose sales revenue has been included in preceding years.



Unmatched R&D



Synthesis & Formulations R&D
(Dahej, Gujarat)

Synthesis & Formulations R&D
(Chopanki, Rajasthan)

New Product Innovation
(Chopanki, Rajasthan)

Biological Products
(Shamli, UP)

***Market Development**

18 PATENTS RECEIVED **12** PATENTS PENDING

60+ SCIENTISTS IN R&D

**as on 31st October, 2022*



In-house R&D Centres

State-of-the-art R&D centre

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

- In house R&D Centre at Chopanki is Approved by DSIR, Ministry of Science and Technology
- ILL's Research & Development Facility, at Chopanki, got Good Laboratory Practice (GLP) Certification, making it one of the 52 labs in India to have the certification from the NGCMA, Ministry of Science & Technology, GOI."

1. Synthesis R&D

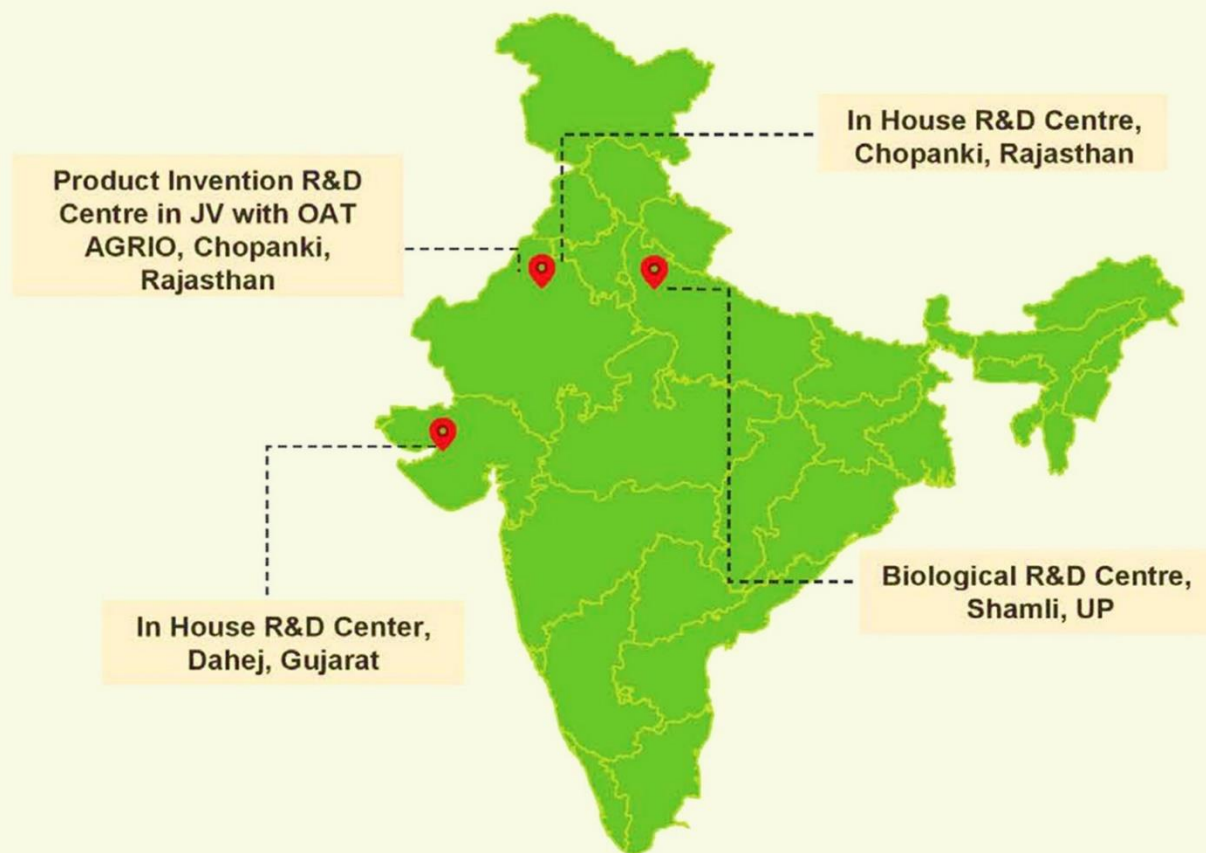
- Backward integration
- Process Development of new molecules
- Process improvement

2. Formulation R&D

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

3. Biological R&D

- Equipped with bio assay and product development facilities
- Developed 4 new bio-fertilizers
- Development of new bio pesticides and fertilizers



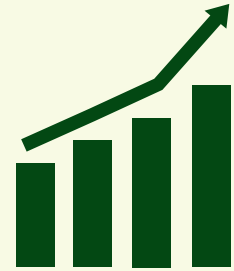
Product invention R&D centre:
A unique initiative of product discovery in India by forming a JV with Japanese company, OAT Agrio Co. Ltd.



- Two different sections of Chemical & Biological Laboratories
- Equipped with the latest machines and equipment's like NMR, Lab set designed by Kewanee, USA
- Lead by the internationally renowned scientists with more than 25 years of experience
- Ultra-modern green houses to compliment effective testing
- One of its kind breeding centres, bio assay rooms and spray cabinets



Our Differentiation Business Structure



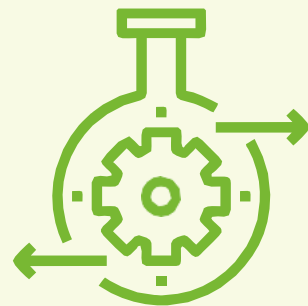
SALES AND MARKETING

- Sales & Market development
- Branding
- International Tie ups and Collaborations



MANUFACTURING

- 6 Formulation Plants
- 2 Technical Synthesis Plants
- 1 Toll Manufacturing Biological Plant



RESEARCH & DEVELOPMENT

- NABL Accreditation QC Labs at 3 locations
- 4 R&D Centers including one GLP certified R&D center
- Each R&D center each focused on specific developments
- JV with OAT Agrio Co. Japan for dedicated invention R&D center



DEVELOPMENT & TRAINING

- Emphasis on field activities
- Farmer Awareness
- Sales force Training
- Digital initiatives- Provided training to Sales Team for Customer engagements through Digital Media



Biological Products - Game Changer

BIOLOGICAL SOLUTION

Competitive Advantage due to lesser no. of players.

One-stop solution for farmers for availing both agrochem as well as biological inputs to enhance yield.

KK Pro - Improved version of Kayakalp, widely accepted by farmer community.



FEW CREDIBLE BIOLOGICAL PRODUCTS

KK Pro has been created to replenish the soil, increase its organic carbon and improve its physical properties.

Mycoraja equipped to promote healthy growth and greater nutrient absorption in a wide range of crops, oilseeds and cotton.

Surya Zinc+ is an effective biological carrier-based formulation of Zinc solubilising bacteria in the form of a dry powder that solubilizes soil zinc and makes it available to plants.



BIOLOGICAL R&D CENTRE

Equipped with bio assay and product development facilities such as Isolation, detection and multiplication of biological microorganisms.

Made a break through by developing and commercializing VAM (Vascular Arbuscular Mycorrhizae).

Looking forward to development of 3-4 new biological products.

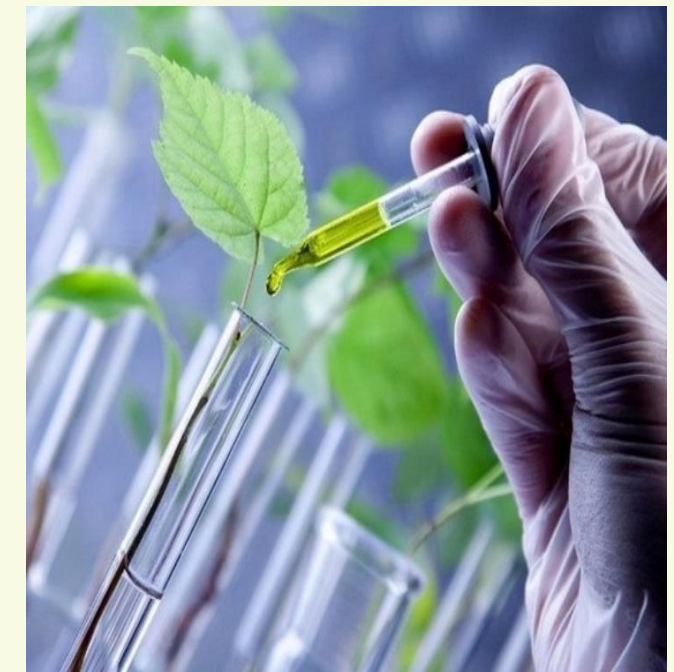


BIOLOGICAL FACILITIES

Sterile environment; Latest ultra-modern production facilities; Automatic filling lines.

Products manufactured are organic certified. Biological products are manufactured under the expert supervision of bio technologists and Micro biologists.

The QC facility are equipped with latest instruments for detection and quantification of microorganisms.



Maharatna Brands

Focused Maharatna Products :



Maharatna Products :



Substitutes for Nuvan & Thimet

Nuvan
Revenue in FY21
₹ 1,010mn

SUBSTITUTE

Lethal Gold
Revenue in FY22
₹ 128.50mn

Thimet
Revenue in FY20
₹ 770mn

SUBSTITUTE

Lethal Granules & Tadaaki
Aggregate Revenue in FY22
₹ 689.85 mn



Business Strength



**STRONG TEAMWORK
AMONG EMPLOYEES
AND CHANNEL
PARTNERS**



**STRONG MARKETING
TEAM; WIDE AND
DEEP DISTRIBUTION
NETWORK**



**STATE-OF-THE-ART
MANUFACTURING FACILITIES;
ONE OF THE LARGEST
COMBINED FACILITIES”**



**BACKWARD
INTEGRATION;
PROCESS EFFICIENCY**



**SUSTAINABLE
COLLABORATIONS
WITH INTERNATIONAL
PLAYERS**



**IN-HOUSE R&D TEAM;
DEVELOPMENT OF
INNOVATIVE AND
VALUE-ADDED PRODUCTS**



**FOCUS ON INDIGENOUS
MANUFACTURE OF
TECHNICALS**



**STRONG BRAND
PRESENCE AS
FIRST POINT.**

**IN LINE WITH
WORKING PM MODI'S
VISION OF
MAKE IN INDIA**



**STRONG
CREDIT-
RATING**



Knowledge Pool

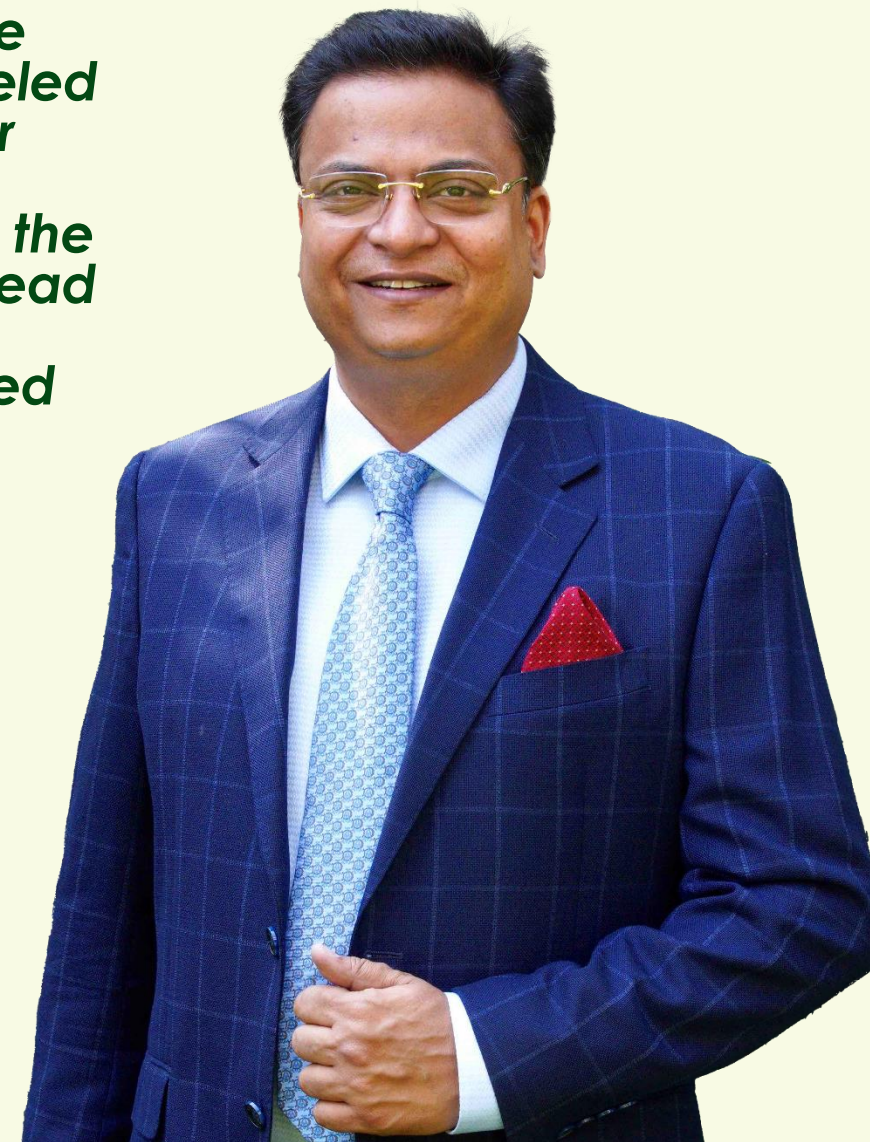


Ensuring farmers' holistic welfare is the foundation of our alliance with them."

Mr. H. C. Aggarwal
Chairman

Inherent resilience and the unparalleled dedication of our team will help us navigate through the exciting times ahead and continue to create unmatched value for all."

Mr. Rajesh Aggarwal
Managing Director



Management Team consists of senior and experienced players of the industry



Board of Directors and Management

BOARD OF DIRECTORS

Mr. H.C. Aggarwal, Chairman

Mr. Rajesh Aggarwal, Managing Director

Mrs. Nikunj Aggarwal, Whole Time Director

Mr. Anil Kumar Goyal, Whole Time Director

Mr. Virjesh Kumar Gupta, Independent Director

Mr. Navin Shah, Independent Director

Mr. Jayaraman Swaminathan, Independent Director

Mrs. Praveen Gupta, Independent Director

Mr. Anil Kumar Bhatia, Independent Director

KEY MANAGEMENT



H.C. Aggarwal
Chairman



Rajesh Aggarwal
Managing Director



Sandeep Aggarwal
CFO



Sandeep Kumar
CCO & Company Secretary



P C Pabbi
Sr. Vice President



V K Garg
Vice President



M K Singhal
Vice President



Sanjay Vats
Vice President



Shrikant Satwe
Head - International Business



Dr. Arun Kohli
Vice President - Institutional Sales



Sanjeev Aggarwal
Vice President - Operations & IT



Sunil Wason
Vice President - Procurement



Dr. L C Rohela
AVP - QC & QA



Dr. Mukesh Kumar
AVP - R&D



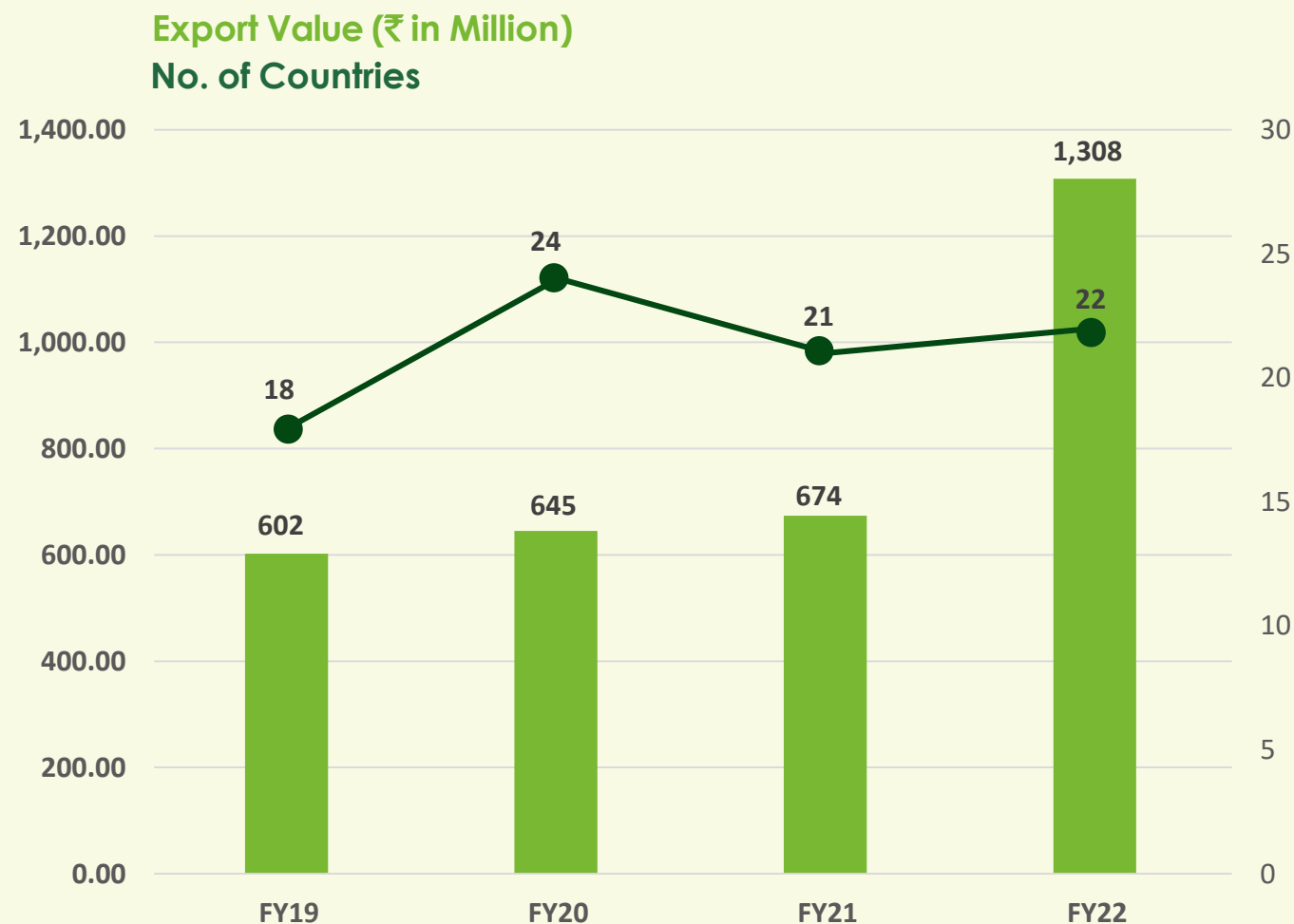
Sanjay Singh
Sr. GM - Mkt. Dev.



Kiran Prajapati
Sr. GM - Works



Exports - How We Have Grown?



- The Company surpassed its' export target for FY22 by leaps and bounds and closed the fiscal year with an export revenue tally of **Rs.1307.57 Mn.**
- The management continues to expect a positive performance from the export segment and anticipates a revenue of **~Rs. 1500 Mn** from exports by FY23.
- The Company is also in process of generating data and initiating registration processes for its products in some of the highly regulated markets like Brazil, USA & Europe.
- The company plans to capitalize on the strong demand for its products in export market mainly by establishing its footprints into new geographies like Europe & NAFTA markets and strengthening its hold over existing markets in Asia, Africa and Middle East.
- The Management is extremely optimistic about the introduction & growth potential of its products in the existing markets as well as new geographies and plan to use its incremental capacities for catering to the rapidly growing export demand.



Industry Overview

- Globally, India is the fourth-largest producer of agrochemicals after the United States, Japan and China.
- The Indian agrochemicals industry is valued at around USD 5.72 billion in FY21 as per the internal report of PricewaterhouseCoopers, out of which domestic consumption is approximately USD 2.72 billion, while exports is around USD 3.00 billion.
- Further, the Indian agrochemical industry is expected to grow at a CAGR of 8%–10% till 2025.
- The demand of agrochemicals would be ever increasing in view of increasing population and food demand, decreasing size of agricultural land due to urbanization, demand of quality agricultural product, regional economic growth, etc.
- The share of Indian Agriculture in gross domestic product (GDP) has reached almost 20 percent for the first time in the last 17 years and farm sector reaps 17.34 per cent to \$ 41.25 billion in export growth.

- **Government Initiatives to incentivize the Chemical and Agro-Chemical space:**
- The government plans to introduce production-linked incentive (PLI) scheme to promote domestic manufacturing of agrochemicals.
- Under the Union Budget 2022-23 the government allocated Rs. 209 crores (US\$ 27.43 million) to the Department of Chemicals and Petrochemicals.
- A 2034 vision for the chemicals and petrochemicals sector has been set up by the government to explore opportunities to improve domestic production, reduce imports and attract investments in the sector. The government plans to implement production-link incentive system with 10-20% output incentives for the agrochemical sector; to create an end-to-end manufacturing ecosystem through the growth of clusters.

Source: IBEF's INDIAN CHEMICALS INDUSTRY REPORT (August, 2021)



Growth Drivers

R&D'S ENDEAVOURS TO LAUNCH NEW PRODUCTS IN THE FOCUSED MAHARATNA & MAHARATNA CATEGORY

Launched 3 new products in FY22. Focus on in-house R&D and international partners to launch new products. Will launch **6-7 new generation products** in the current fiscal.

INCREASING EXPORT PENETRATION

Working on registration in new countries with 100+ Export agreements

TAIL-CUTTING POLICY

Strategy to phase out the Products with high volume-low margin products.

Continuous efforts and expenditure on R&D to launch new products in **Focused Maharatna & Maharatna Category** in order to move up the value chain.

BACKWARD AND FORWARD INTEGRATION

Moving on the strategic path of backward and forward integration Capitalize on the "Make in India" initiative These endeavours will help in elevating the margin profile.

EXPANDING ITS GLOBAL FOOTPRINTS

"Working towards increasing Exports to 25+ countries, serving 100+ clients by end of FY23"

FOCUSSED APPROACH ON BIOLOGICALS :

Developed and commercialized VAM (Vesicular Arbuscular Mycorrhizae) Developed and commercialized soil energizer, KK Pro. Developed 3 new biological products.

STRENGTHENING BALANCE SHEET AND IMPROVING OPERATIONAL EFFICIENCY

Focus on sustainable generation of cash flows. Consistent reduction in Debt Spending on Capex, which is expected to be completed by first half of FY23. The CAPEX plan will enable the Company to **reduce its' dependency on China for Raw Materials, Cost reductions and backward integration.** Further, IIL is also increasing its' capacities in the Biological Segment.

NEW TECH INITIATIVE

IIL has started with the testing of the new gen. **Drone Technologies** for spraying chemicals in the field. This will increase the demand for our products in the near future.



Our Goals

SHORT TERM

Launch New
Generics And
Products Going
Off-patent

MEDIUM TERM

To Launch Latest
Technology Products
Through International
Partners.

Launch New
Combinations And
Formulations

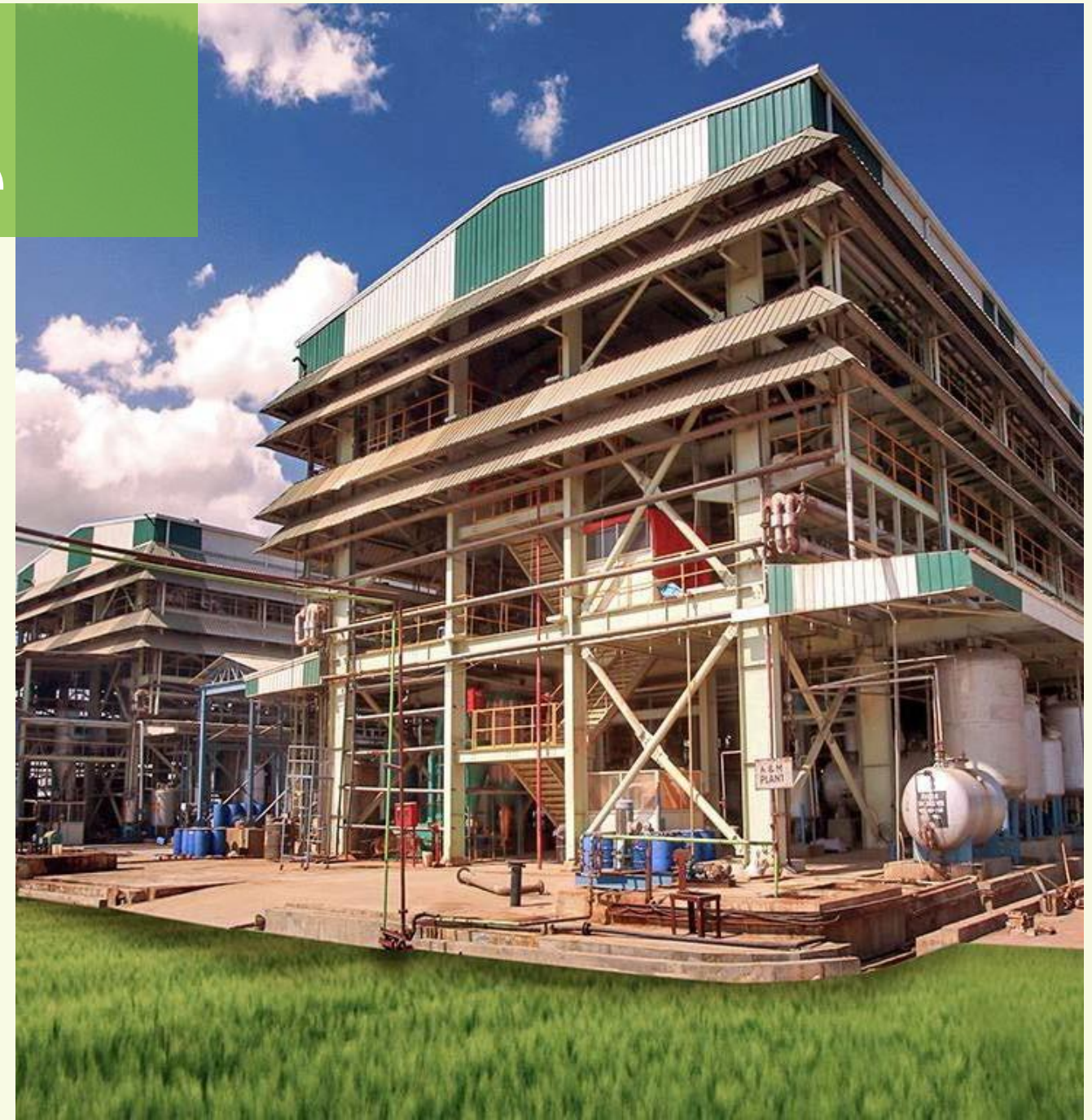
LONG TERM

Launch 9(3)
Proprietary &
Discovery Products



III's Forward-Looking Strategy and Guidance

- The management expects the top line to grow by a double digit in FY23, mainly driven by expansion of facilities, addition of new generation products and adding significant number of product registrations in the current fiscal. The new generation products will not only help in top line growth but also help in margin accretion.
- The management has a target of achieving more than **Rs.1,500 Mn** of revenue through **exports**. This will be achieved by penetrating in new geographies, obtaining a higher number of product registrations in existing countries & adding new relationships with overseas players through contract manufacturing.
- The management expects to launch **5 to 6 new generation products** in FY23.



Global Partners

Collaborations with International Players for Manufacturing and Marketing of Innovative Products



Marketing Tie-ups for Speciality products i.e. Pulsor, Hakama, Kunoichi, Hachiman, Shinwa and Izuki



Marketing Tie-up for AGROSPRED* MAX for Silicone based Spreader



Marketing Tie-ups for speciality products like Tadaaki, Chaperone and Root Bead

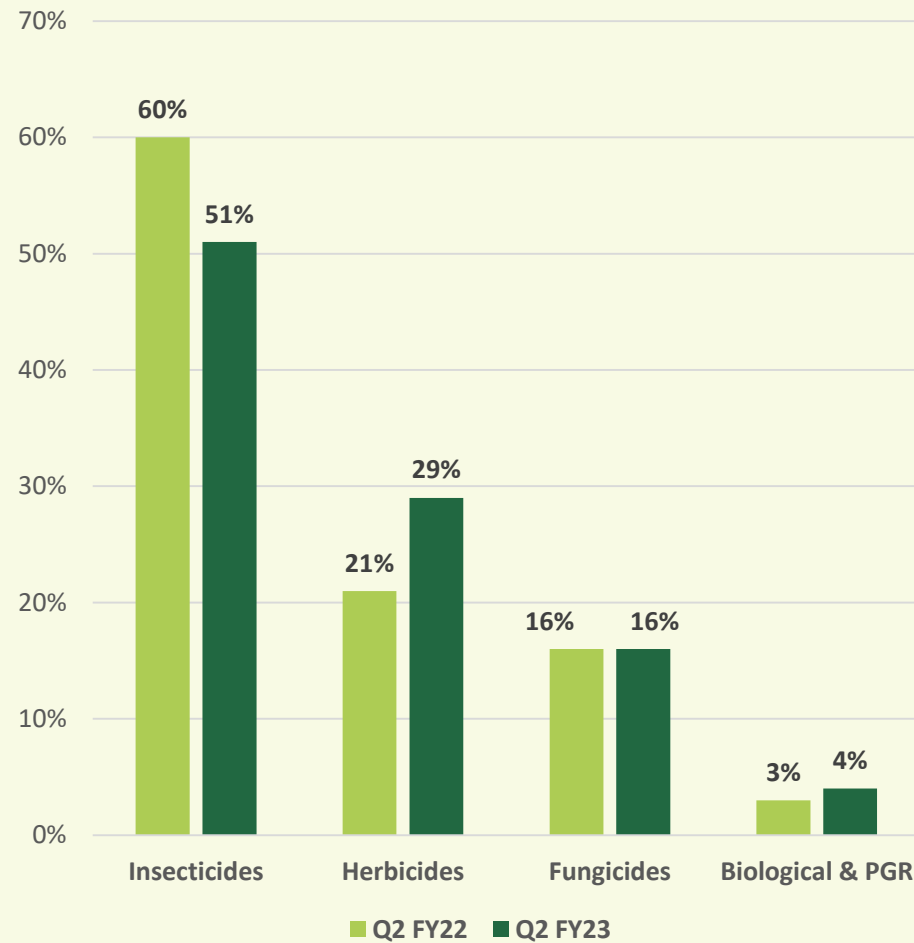


JV for a dedicated R&D Centre in India to invent new agrochemical Molecules

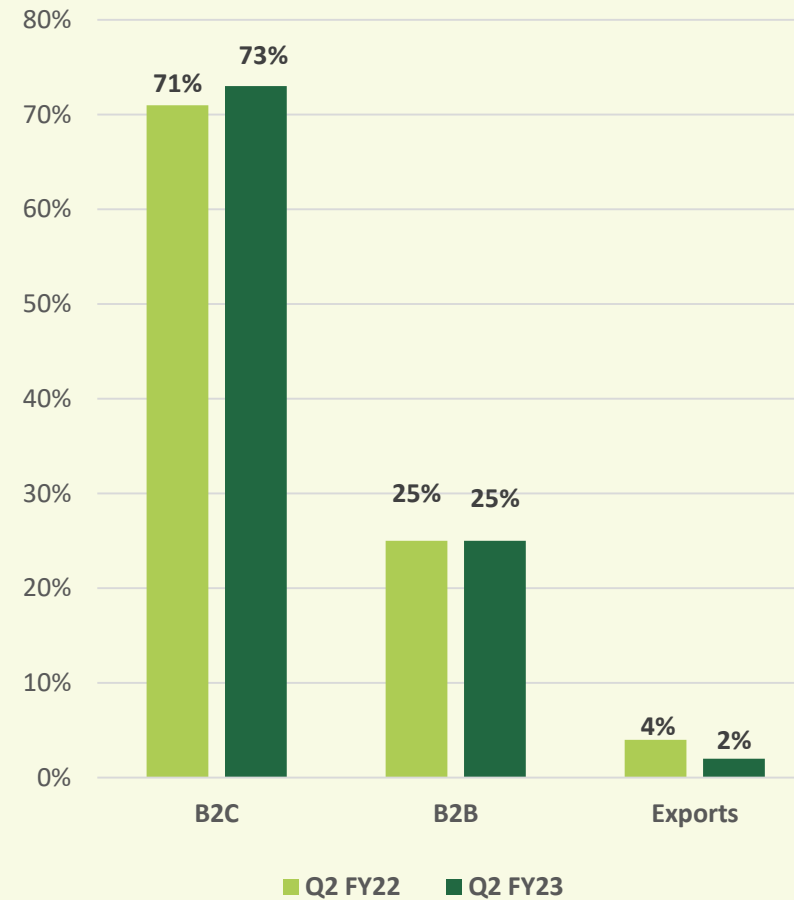


Segmental Reporting Q2 FY22 v/s Q2 FY23

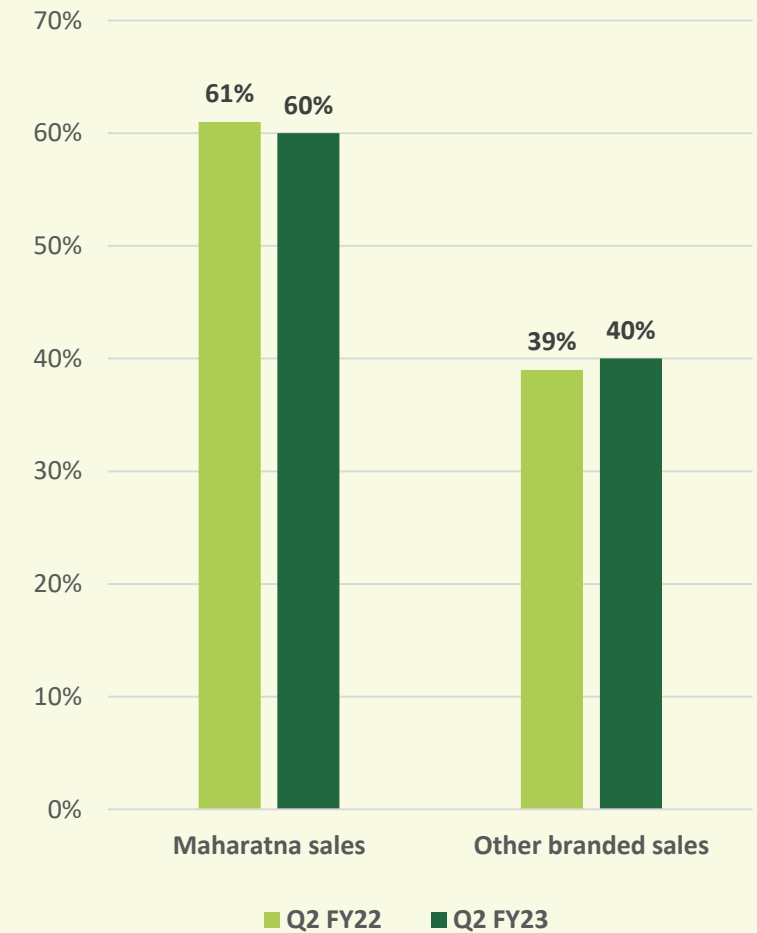
CATEGORY-WISE SALES BREAKUP



NET SALES BY SEGMENT



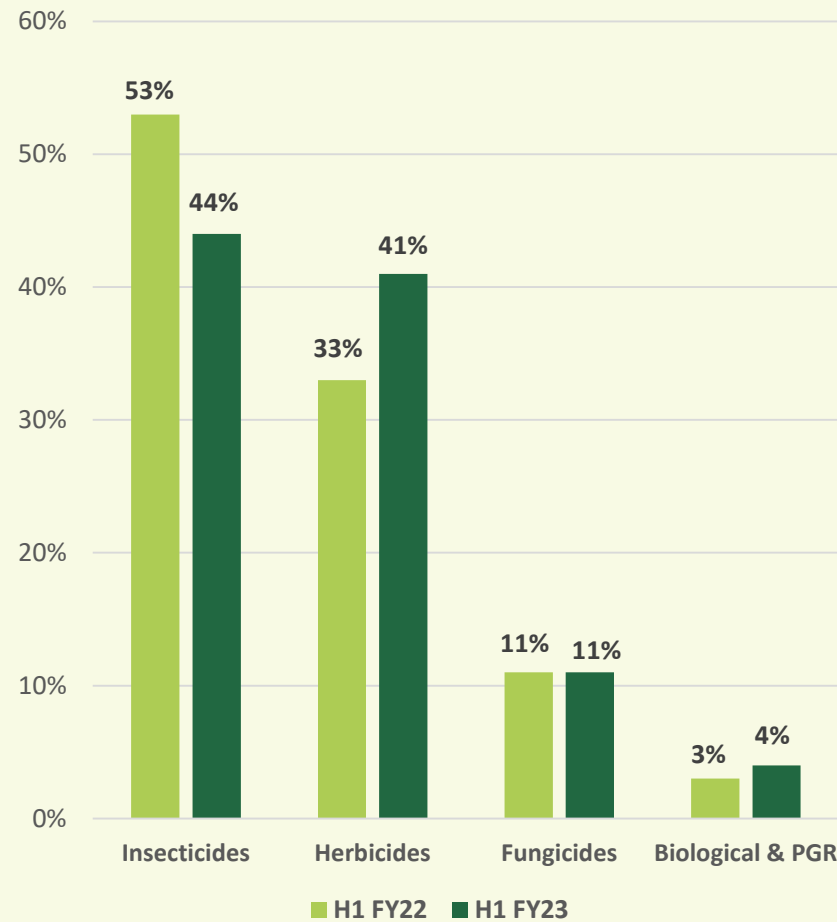
MAHARATNA PRODUCTS V/S OTHER BRANDED PRODUCTS



Segmental Reporting H1 FY22 v/s H1 FY23

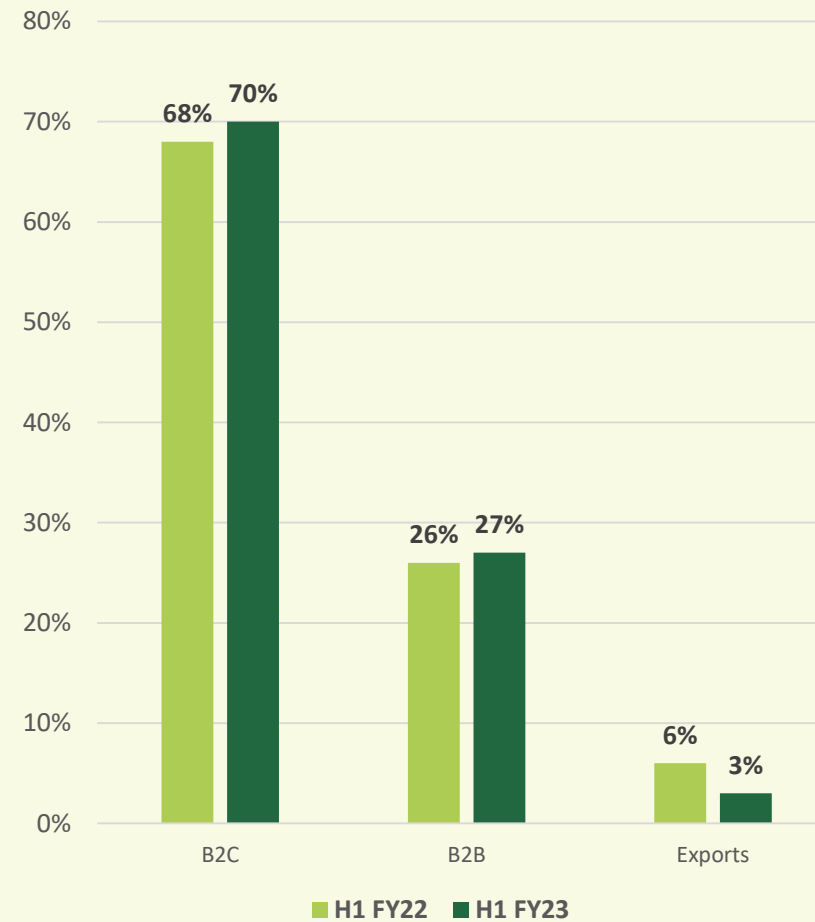
CATEGORY-WISE SALES BREAKUP

H1 FY23 v/s H1 FY22



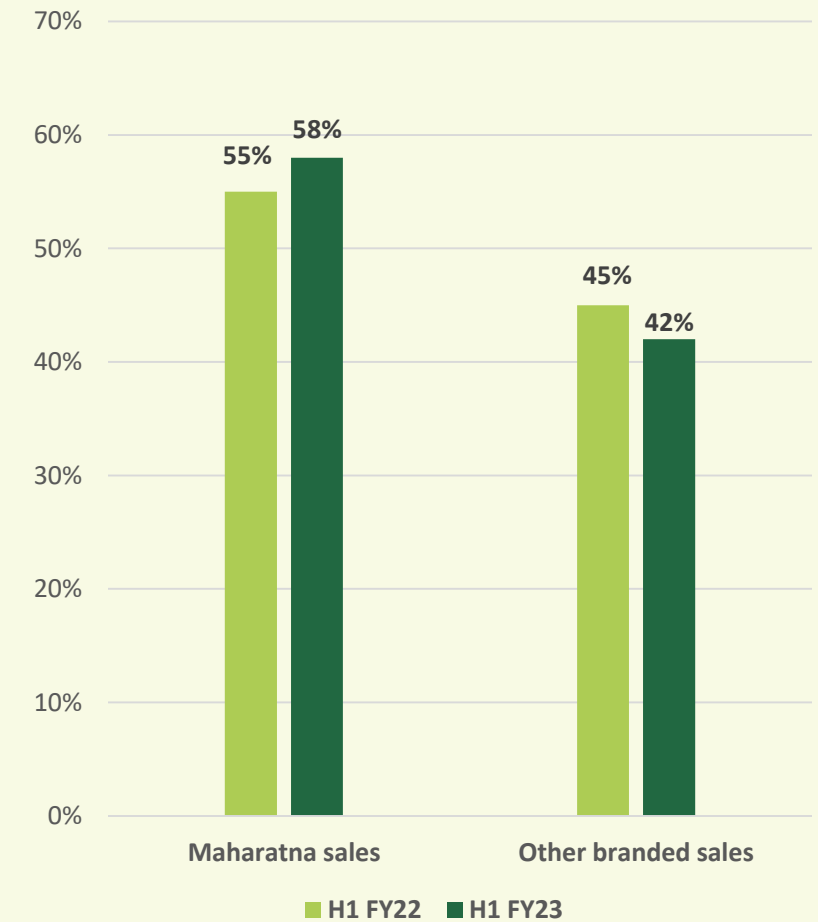
NET SALES BY SEGMENT

H1 FY23 v/s H1 FY22



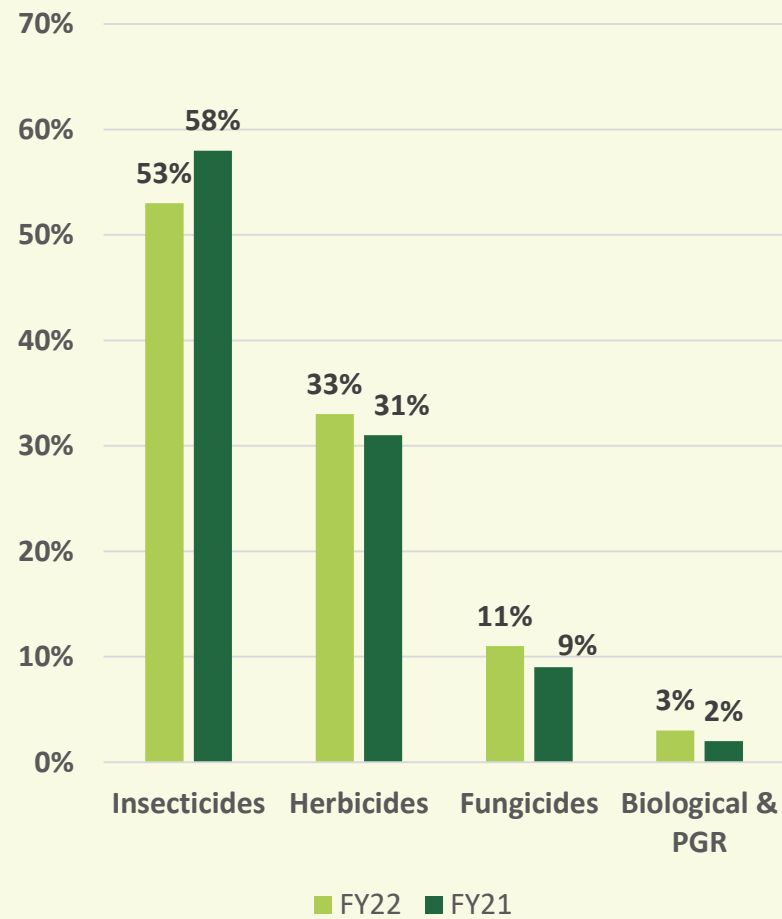
MAHARATNA PRODUCTS V/S OTHER BRANDED PRODUCTS

H1 FY23 v/s H1 FY22

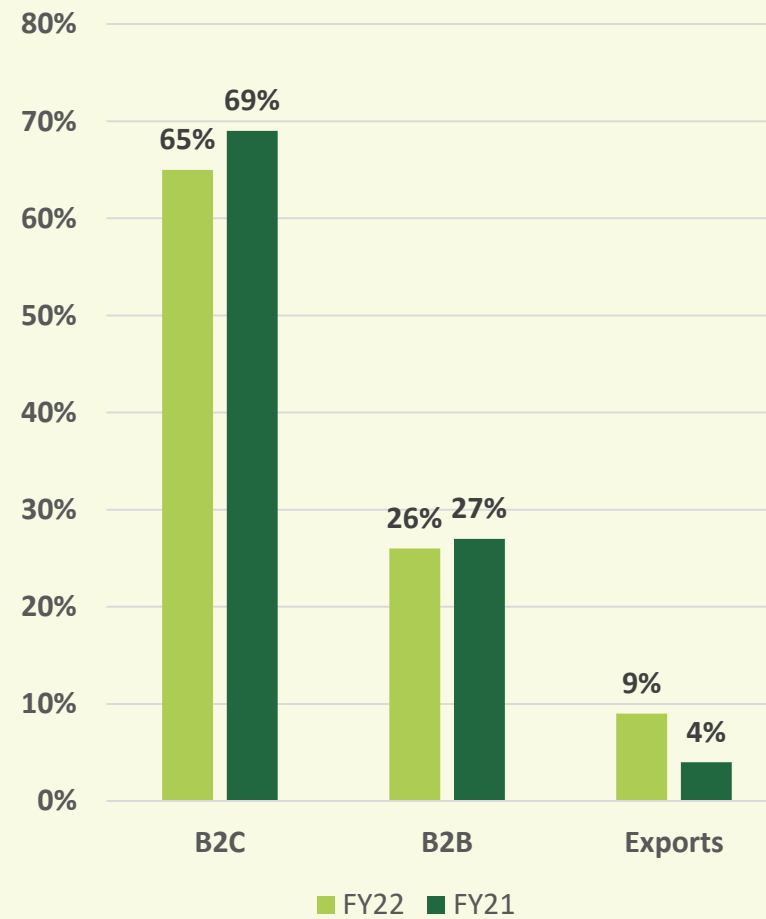


Segmental Reporting - FY22 v/s FY21

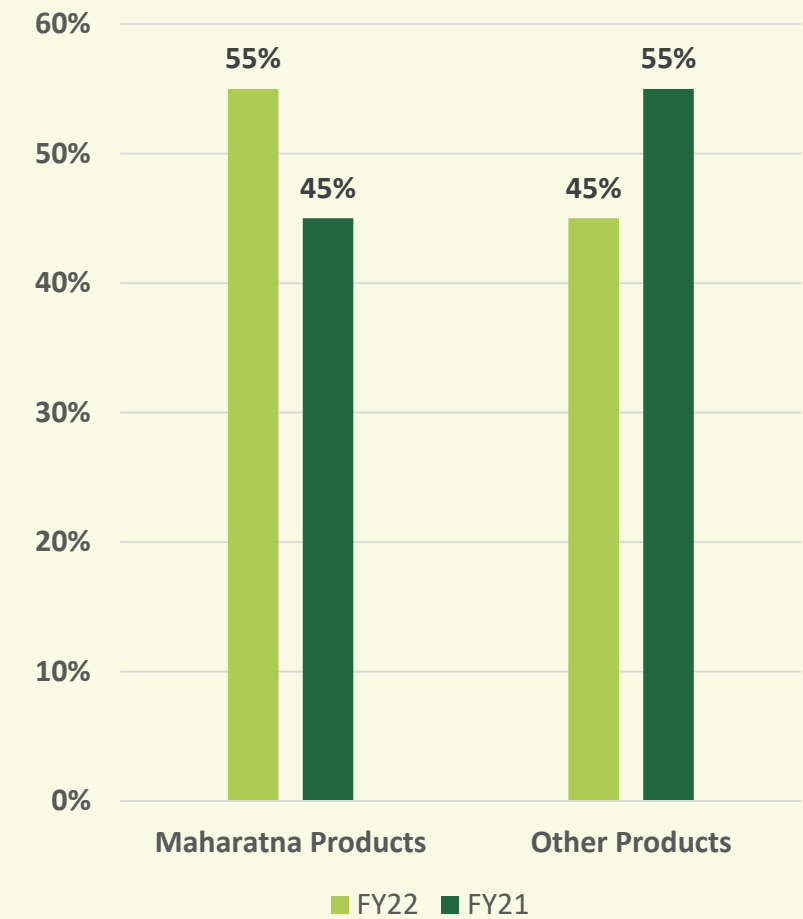
Net Sales by Product Category



Net Sales by Segment

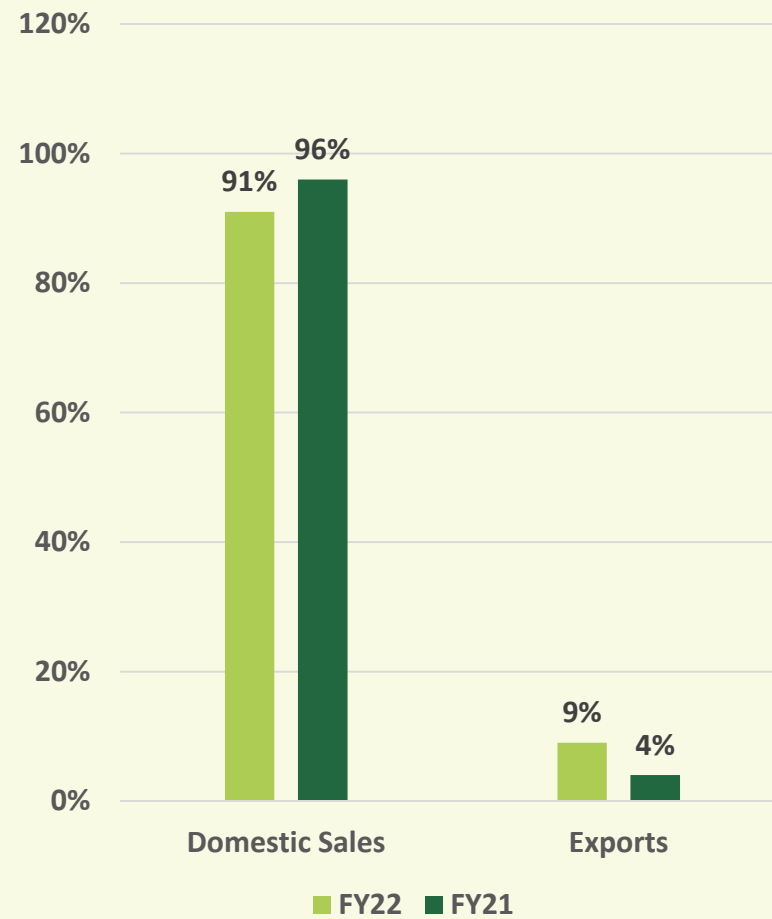


Breakdown of Top Seller Range in B2C

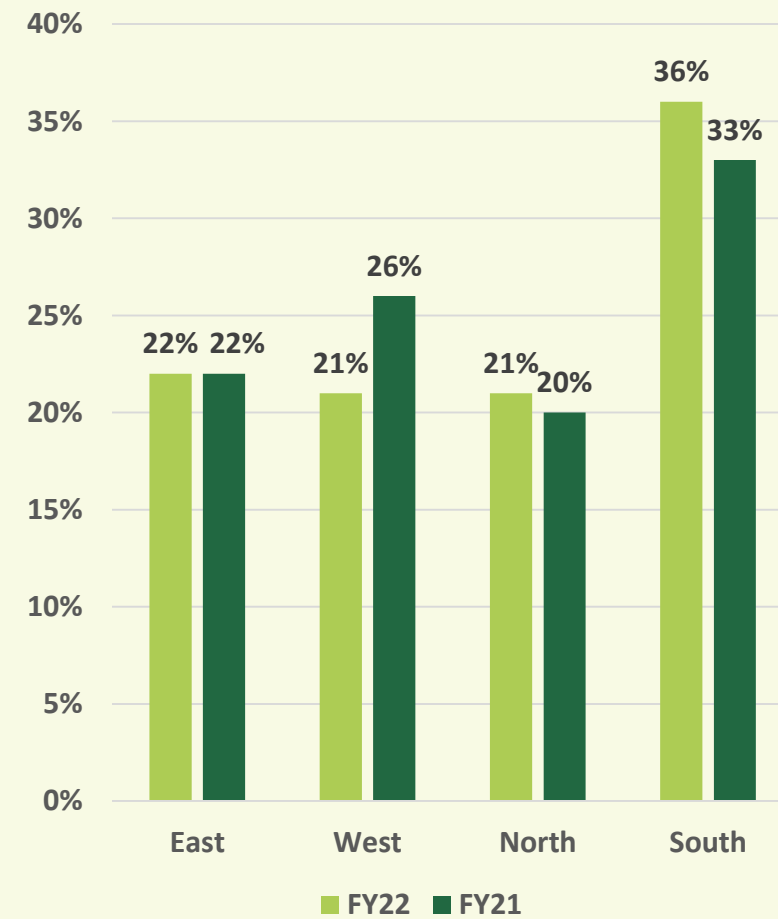


Segmental Reporting - FY22 v/s FY21

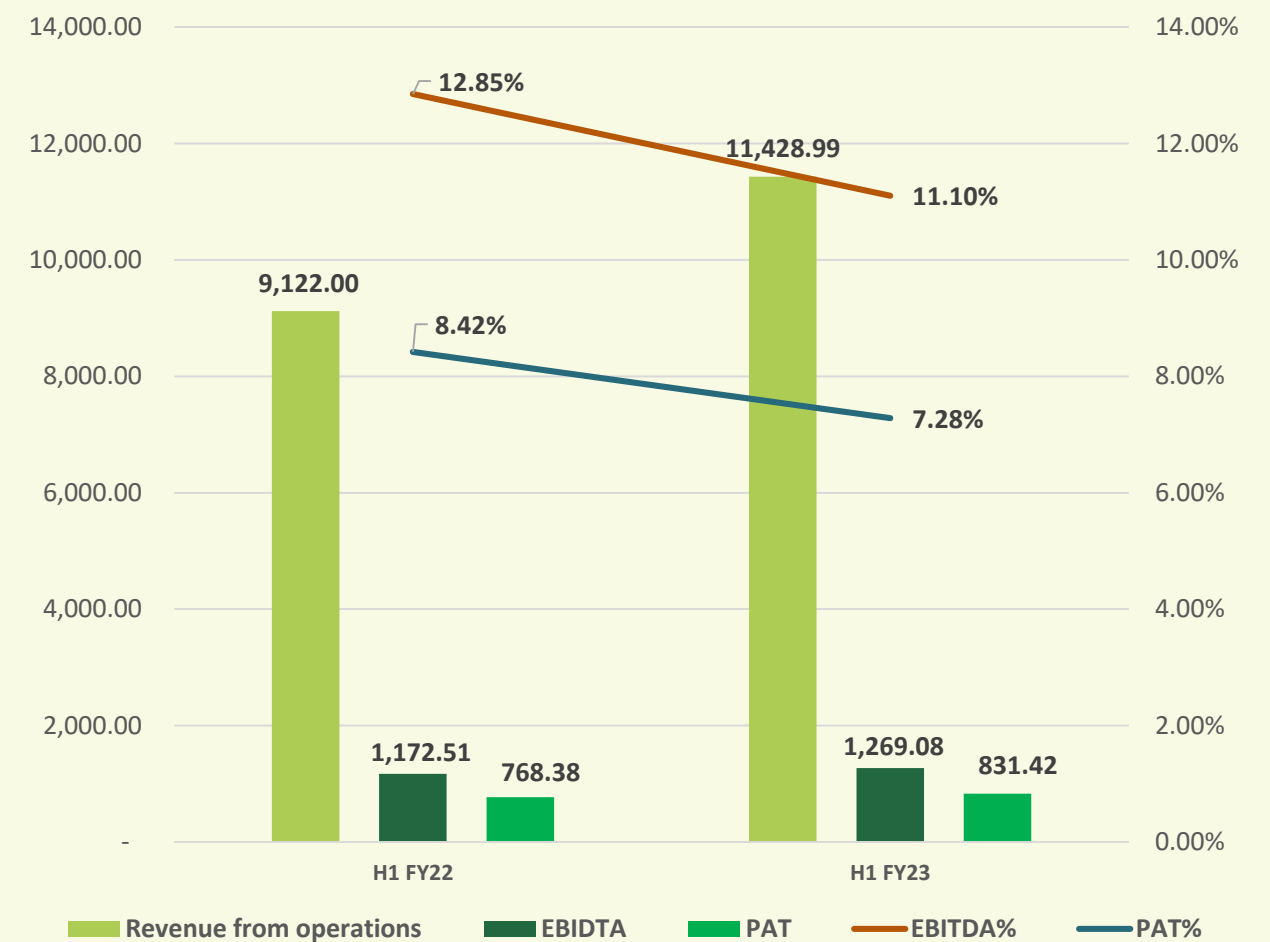
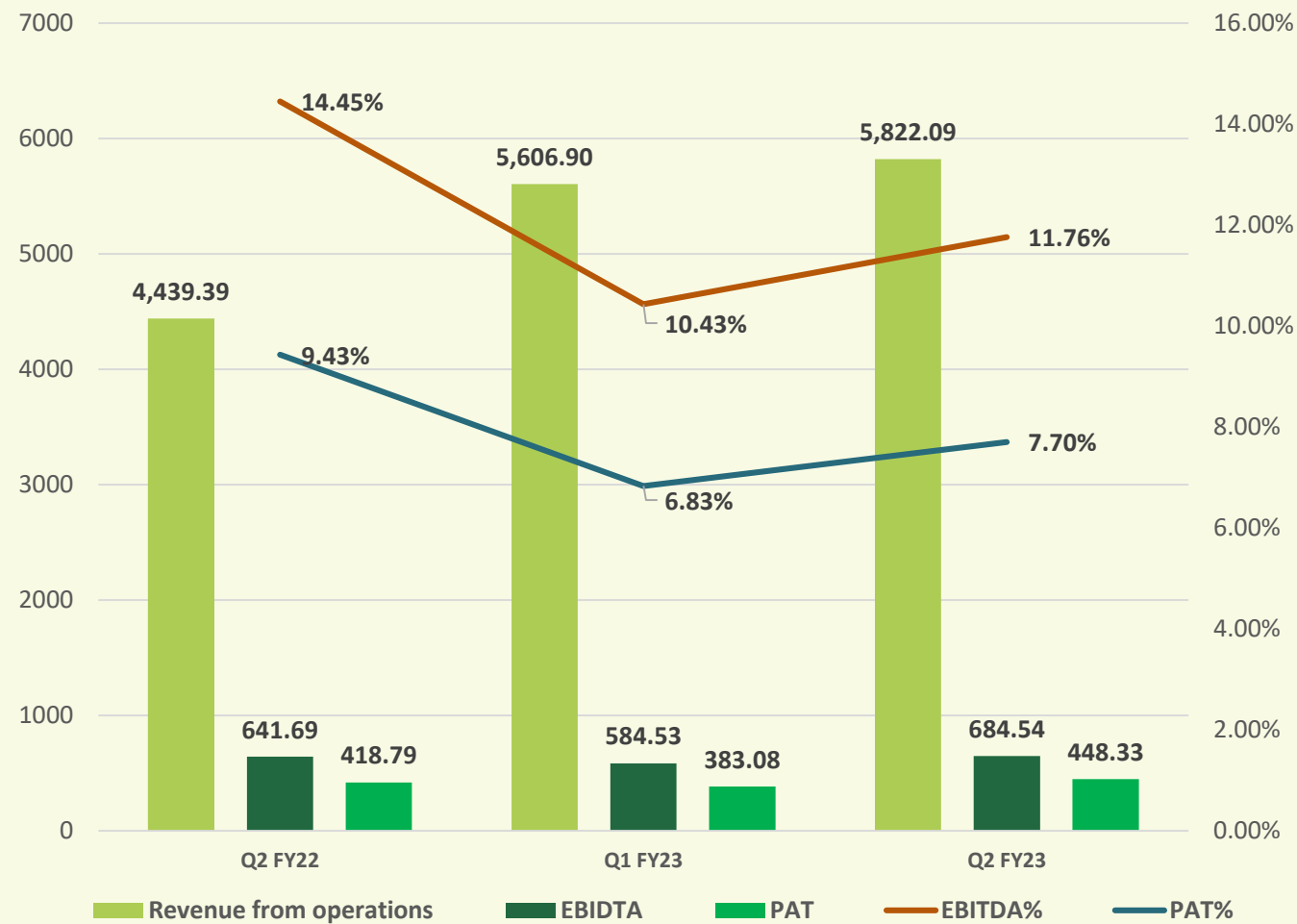
Domestic Sales v/s Exports



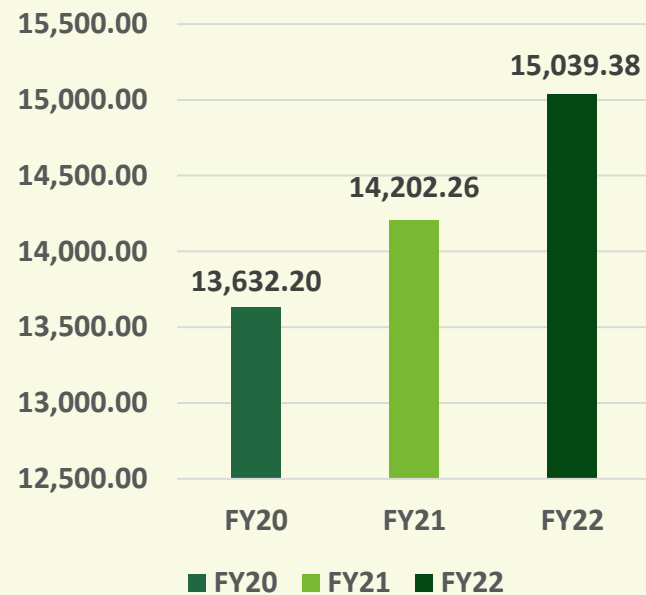
Region-Wise Sales (Branded Products)



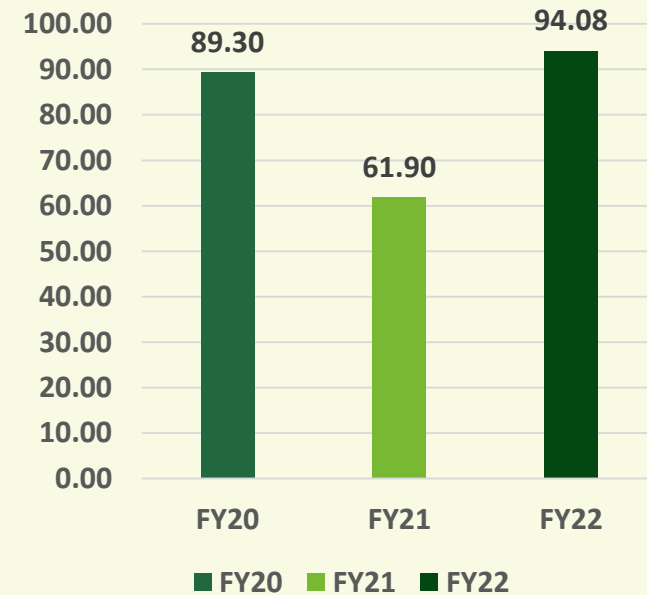
Key Performance Highlights



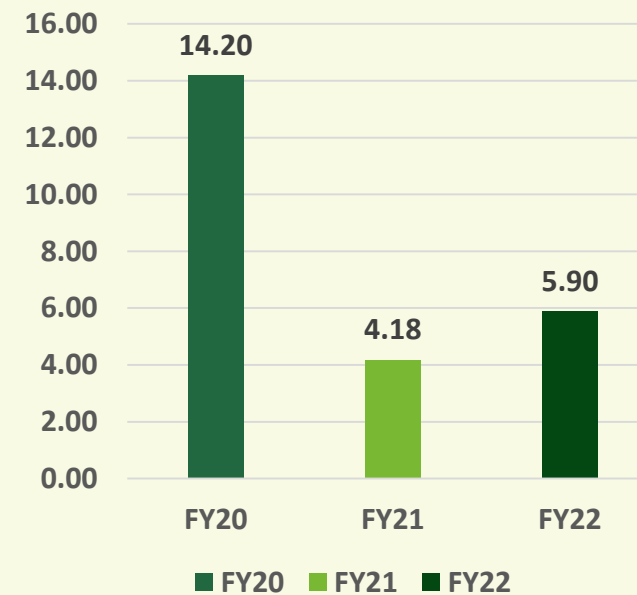
Key Performance Highlights



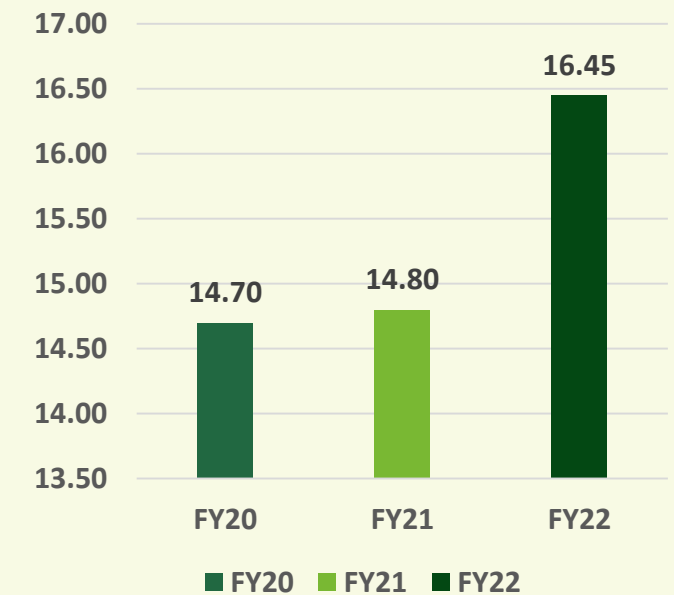
Revenue from Operations (Rs. Mn)



R&D Expenses (Rs. Mn)



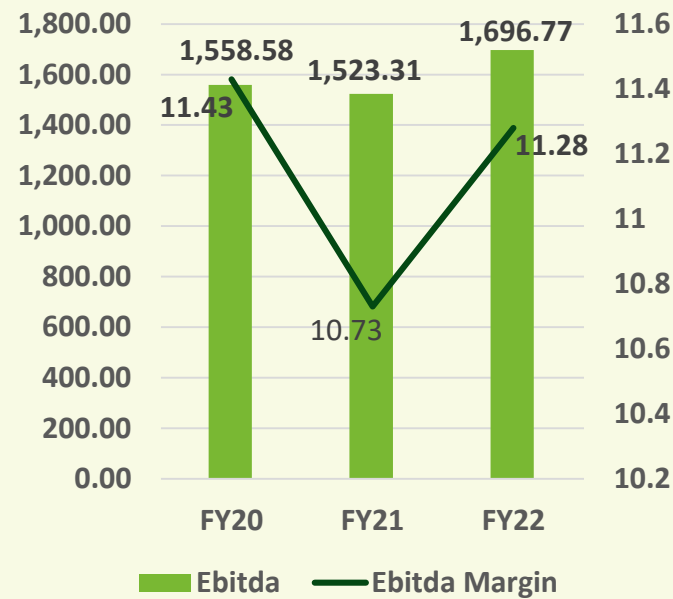
Sales Growth (%)



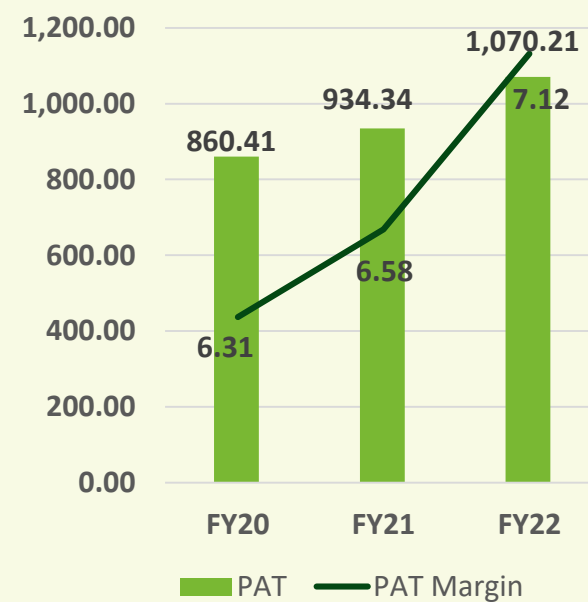
ROCE (%)



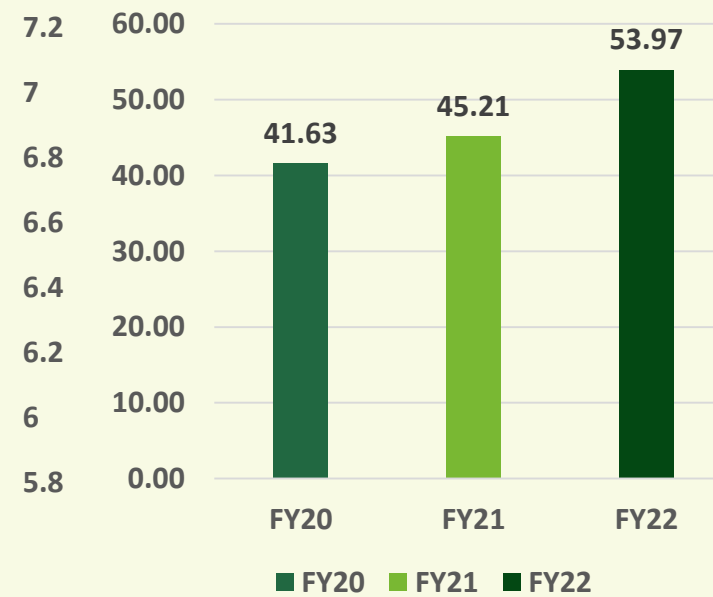
Key Performance Highlights Contd....



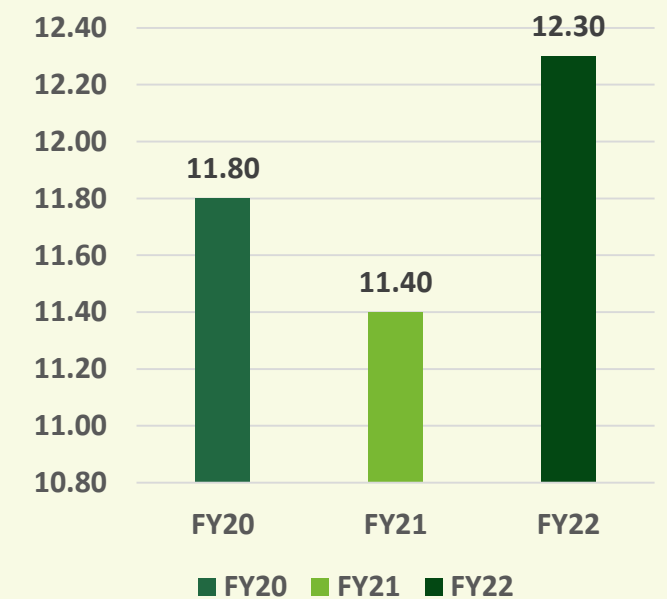
EBITDA (Rs. Mn) & EBITDA Margin (%)



PAT (Rs. Mn) & PAT Margin (%)



Diluted EPS (Rs.)

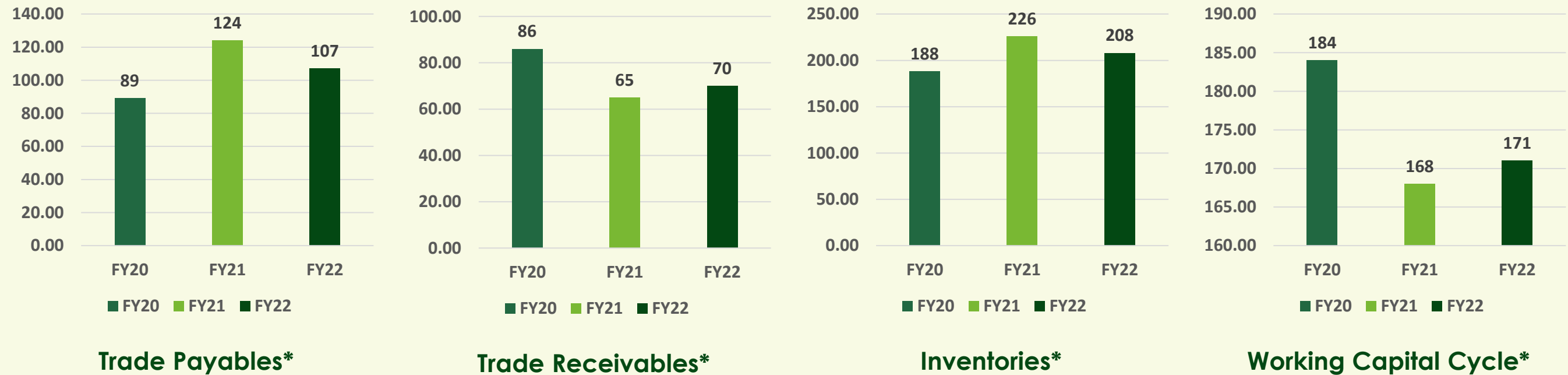


ROE (%)



WC Cycle

Declining trend of Working Capital Cycle



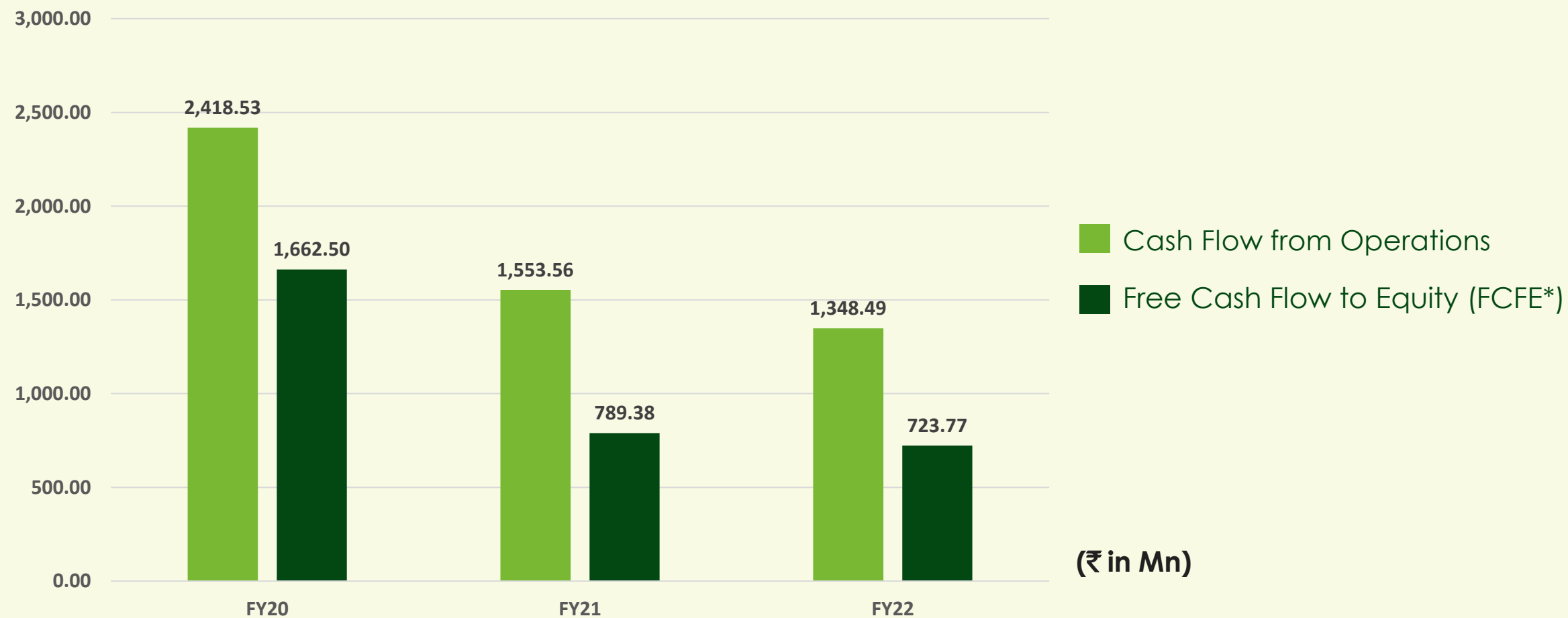
*No. of days.

- Net Working Capital Cycle has been declining over the years and funding of working capital is through internal accruals.
- The Working Capital has marginally increased in FY22 due to Inventory Holding Period has decreased to 208 days in FY22 compared to 226 days in FY21 due to better inventory management policies.



Cash Flow from Operations v/s Free Cash Flow

Generation of positive Free Cash Flows for Capex and Repayment of Debt



Leverage Profile

Strengthening Company's B/S and Cash Position

Particulars (₹ in Mn)	FY22	FY21	FY20
Long-Term Debt	18.5	23.96	19.05
Short-Term Debt	475.43	938.73	1,834.82
Total Debt	493.93	962.69	1,853.87
Cash & Cash Equivalents	361.39	832.93	741.61
Net Debt	132.54	129.76	1,112.26
Total Equity	8,696.11	8,203.75	7,317.29
Net D/E	0.02	0.02	0.15

- Company continues to strengthen Balance Sheet by reducing debt and improving collection process
- As **of FY22**, the Company has zero Long-Term Debt for Operating activities i.e., the Company is debt free.

Notes:

1. Long Term Debt also includes Current Maturities of Long-Term Debt
2. Total Debt includes Vehicles Loans
3. Capital Employed = Total Debt + Total Equity



Financial Performance

Consolidated Financial Statement Highlights for Q2 FY23 v/s Q2 FY22 :

Particulars (Rs. Mn)	Q2 FY23	Q2 FY22	YoY%	Q1 FY23
Revenue from Operations	5,822.09	4,439.39	31.15%	5,606.90
Other Income	2.84	(3.14)		1.94
Total Revenue	5,824.93	4,436.25	31.30%	5,608.84
Total Expenses excluding Depreciation, Amortization & Finance Cost	5,137.55	3,797.70		5,022.37
EBITDA	684.54	641.69	6.68%	584.53
EBITDA Margin (%)	11.76%	14.45%	-269 bps	10.43%
Depreciation & Amortization	63.99	64.39		66.24
Finance Cost	27.40	16.99		14.08
PBT before Share of profits of JV & investment	595.99	557.17		506.15
Add: Share of Profits of JV & Investment	1.70	1.17		3.12
PBT	597.69	558.34	7.05%	509.27
Total Tax Expenses	149.36	139.55		126.19
PAT	448.33	418.79	7.05%	383.08
Other comprehensive profit / loss	2.79	5.40		12.50
Net PAT	451.12	424.19	6.35%	395.58
PAT Margin %	7.70%	9.43%	-173 bps	6.83%
Diluted EPS	15.15	14.15	7.07%	12.94

*EBITDA has been calculated on Operating income only. Other income has been excluded.

Consolidated Financial Performance Comparison – Q2 FY23 V/S Q2 FY22:

- **Revenue** from Operations has **grown by 31.15%** from **Rs. 4,439.39 Mn in Q2 FY22 to Rs. 5,822.09 Mn in Q2 FY23** mainly led by increase in sales of branded formulations owing to resilient demand in domestic market and acceptance of the newly launched products in the market.
- The EBITDA **increased by 31.30%** from **Rs. 641.69 Mn in Q2 FY22 to Rs. 684.54 Mn in Q2 FY23**. EBITDA margins declined from 14.45% in Q2 FY22 to 11.76% in Q2 FY23 on a YoY basis due to increase in cost of raw materials and currency headwinds which led to a forex loss. However, on QoQ basis the margins improved by 133 bps primarily led by better product mix and calibrated price hikes majorly offsetting elevated input cost and currency headwinds.
- **PAT** increased by **7.05%** from **Rs. 418.79 Mn in Q2 FY22 to Rs. 448.33 in Q2 FY23**.
- **PAT margins** decreased from **9.43% in Q2 FY22 to 7.70% in Q2 FY23**.



Financial Performance

Consolidated financial statement highlights for H1 FY23 v/s H1 FY22 :

Particulars (Rs. Mn)	H1 FY23	H1 FY22	YoY%
Revenue from Operations	11,428.99	9,122.00	25.29%
Other Income	4.78	13.16	
Total Revenue	11,433.77	9,135.16	25.16%
Total Expenses excluding Depreciation, Amortization & Finance Cost	10,159.91	7,949.49	
EBITDA	1,269.08	1,172.51	8.24%
EBITDA Margin (%)	11.10%	12.85%	-175 bps
Depreciation & Amortization	130.22	127.80	
Finance Cost	41.48	38.54	
PBT before Share of profits of JV & investment	1,102.16	1,019.33	
Add: Share of Profits of JV & Investment	4.82	3.64	
PBT	1,106.97	1,022.97	8.21%
Total Tax Expenses	275.55	254.59	
PAT	831.42	768.38	8.20%
Other comprehensive profit / loss	15.29	0.96	
Net PAT	846.71	769.34	10.06%
PAT Margin %	7.28%	8.42%	-114 bps
Diluted EPS	28.09	25.79	8.92%

*EBITDA has been calculated on Operating income only. Other income has been excluded.

Financial Performance Comparison – H1 FY23 V/S H2 FY22:

- **Revenue** from operations recorded a growth of **25.29%** from **Rs. 9,122.00 Mn in H1 FY23 to Rs. 11,428.99 Mn in H1 FY23** mainly driven by the institutional sales and the increased acceptance of IIL's newly launched products.
- The **EBITDA** increased by **8.24%** from **Rs. 1,172.51 Mn in H1 FY22 to Rs. 1,269.08 Mn in H1 FY23** and the **EBITDA margins de-grew from 12.85% in H1 FY22 to 11.10% in H1 FY23.**
- **PAT** stood at **Rs. 831.42 Mn in H1 FY23 as compared to Rs. 768.32 Mn in H1 FY22** recording a growth of **8.20%** and **PAT margins stood at 7.28% in H1 FY23 as compared to 8.42% in H1 FY22.**



Financial Performance

Consolidated P&L

Particulars (Rs. MN)	H1 FY23	FY22	FY21
Revenue from Operations	11,428.99	15,039.58	14,202.26
Other Income	4.78	42.72	77.28
Total Revenue	11,433.77	15,082.30	14,279.54
Total Expenses excluding Depreciation, Amortization & Finance Cost	10,159.91	13,342.81	12,678.95
EBITDA	1,269.08	1,696.77	1,523.31
EBITDA Margin (%)	11.10%	11.28%	10.73%
Depreciation & Amortization	130.22	263.49	246.71
Finance Cost	41.48	66.34	66.51
PBT before Exceptional Item	1,016.97	1,409.65	1,287.37
Exceptional Items	-	-	97.01
PBT	1,016.97	1,409.65	1,190.36
Current Tax	282.85	348.01	305.11
Earlier Years	-	-	0.00
Deffered Tax	(7.30)	(8.57)	(49.09)
Total Tax Expenses	275.55	339.44	256.02
PAT	831.42	1,070.21	934.34
Other comprehensive profit / loss	15.29	9.87	(11.35)
Net PAT	846.71	1,080.08	922.99
PAT Margin %	7.28%	7.12%	6.58%
Diluted EPS	28.09	53.97	45.21



Financial Performance

Consolidated Balance Sheet

Particulars (Rs. MN)	As on 30.09.2022	As on 31.03.2022	As on 31.03.2021
Non-Current Assets			
Property, Plant and Equipment	2,138.98	2,208.58	2,085.35
Capital Work in progress	1,256.70	857.70	518.72
Right of Use Assets	255.98	259.58	258.46
Intangible Assets	67.40	61.62	44.18
Intangible Assets under Development	53.24	52.06	67.75
Investments in Joint Venture	108.43	103.49	99.28
Investments	73.28	52.03	36.20
Other Financials assets	19.84	26.16	28.05
Non-Current tax Assets (Net)	168.63	168.31	107.21
Other Non-Current Assets	88.95	144.72	153.41
Total Non-Current Assets	4,231.42	3,934.57	3,398.63
Current Assets			
Inventories	7,989.65	6,302.24	6,608.73
Trade Receivables	5,210.34	2,889.12	2,545.87
Cash, Bank and Cash Equivalents	213.39	361.39	832.93
Other Financial Assets	19.88	20.74	43.50
Other Current Assets	457.26	452.62	829.30
Total Current Assets	13,890.55	10,027.41	10,860.84
TOTAL ASSETS	18,121.97	13,961.98	14,259.47



Financial Performance

Consolidated Balance Sheet Continues

Particulars (Rs. MN)	As on 30.09.22	As on 31.03.2022	As on 31.03.2021
EQUITY & LIABILITIES			
EQUITY			
Equity Share Capital	197.32	197.32	206.68
Other Equity	9,286.31	8,498.79	7,977.07
Total Equity	9,483.63	8,696.11	8,203.75
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
<i>Borrowings</i>	29.37	18.50	23.96
<i>Lease Liabilities</i>	25.34	25.43	25.34
Provisions	16.11	16.11	27.68
Deferred Tax Liabilities (Net)	125.19	127.92	133.57
Total Non-Current Liabilities	196.00	187.96	210.55
Current Liabilities			
Financial Liabilities			
<i>Borrowings</i>	2,709.73	475.43	938.73
<i>Lease Liabilities</i>	18.05	20.14	16.34
<i>Trade Payables</i>	4,738.45	3,237.89	3,620.35
Other Financial Liabilities	473.13	289.40	240.06
Other Current Liabilities	242.30	1,033.59	1,022.15
Current-tax liabilities (Net)	233.02	3.79	-
Provisions	27.67	17.67	27.49
Total Current Liabilities	8,442.35	5,077.90	5,845.17
TOTAL EQUITY & LIABILITIES	18,121.97	13,961.98	14,259.47



Capital Market Information

MARKET INDICATORS:

CMP
(as on 14th November, 2022):

₹ 746.90

BSE Scrip Code:

532851

NSE Symbol:

INSECTICID

52 Week H/L:

770/388

2W Avg Vol:

33,817

Market Cap

(as on 14th November, 2022) in Mn: **₹ 22,107**

SHAREHOLDING PATTERN AS ON 30th SEPTEMBER, 2022

Particulars	Percentage Shareholding
Promoters & Promoters Group	72.16
Institutions	17.64
Public	10.20
TOTAL	100.00



CSR

Over the last couple of years, it has been working on the following projects:

- Spreading awareness about the judicious use of agrochemicals in rural as well as urban societies.
- Collaborating with rural schools to help children get better access to quality education.
- IIL Foundation and National Food Security Mission (NFSM) have been working with farmers in the backward areas of Andhra Pradesh and Telangana to educate them about the latest techniques of farming and crop protection products.
- On the occasion of World Environment Day, IIL Foundation planted Trees for a better tomorrow.
- Distribution of masks and Sanitizers to farmers and Schools, donating oxygen concentrators and supporting the local administrative bodies in.
- Helping and educating farmers to promote judicious use of agrochemical and reduce their input cost and increasing output.
- This year, the company aims to bring **10,00,000+** more farmers across India under its crop advisory coverage.





Thank You

For further information on the Company, please visit

www.insecticidesindia.com

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Investor Presentation
December 2022