

TRANSCRIPT OF 27TH ANNUAL GENERAL MEETING OF INSECTICIDES (INDIA) LIMITED HELD ON MONDAY, AUGUST 12, 2024 AT 3:00 PM (IST)

Mr. Sandeep Kumar (Company Secretary & CCO)

Dear Shareholders, good afternoon and very warm welcome to this 27th Annual General meeting of Insecticides (India) Limited.

This AGM is held through video conferencing module this video conferencing is facilitated by CDSL and in compliance with the latest circulars issued by the Ministry of Corporate affairs and SEBI which permit the holding of the AGM through video conferencing.

The deemed venue of this meeting shall be the registered office of the company located at 401-402 Lusa Tower, Azadpur Commercial Complex, Delhi. All shareholders are kindly requested to join the meeting using laptop or tab for a smooth experience. Members are urged to ensure that their microphone and cameras are enabled and to use a stable and high speed Internet connection to avoid connectivity issue during the meeting. For a smooth conduct of this meeting, shareholders will be on mute mode only.

Shareholders who have pre-registered themselves as a speaker will be unmuted and allowed to speak during the question answer session. Please note that the proceeding of this meeting will be recorded and available at the website of the company.

I would like you to go through certain details relating to participation in this meeting.

The company has taken all feasible steps to ensure the presence of the shareholders in this meeting through video conferencing. The presence of the shareholders are first come, first serve basis.

The members attending this meeting through VC will be counted for the purpose of ascertaining the quorum according to the company's act. The instruction for joining this meeting has been provided in the notice calling this meeting which has available on the website of the company stock exchanges and depositories.

During the meeting, any member facing difficulty in connection or have any query or issues relating attending this AGM may refer the frequently asked questions at evotingindia.com or contact CDSL on the phone numbers provided in notice calling this meeting.

This is to inform you that Mr Hari Chand Agrawal, the Chairman of the company shall be the chairman of the meeting. Requisite quorum being present, I request chairman of this meeting Mr

Harichand Agrawal ji to please the please to call the meeting to order.

I now hand over the proceeding to Mr Harichand Agrawal ji.

Mr. Hari Chand Aggarwal (Chairman)

Good afternoon, Dear shareholder.

I extend a warm welcome to each and every one to you in this 27th annual general meeting of the company. I appreciate your presence here today. As the requisite quorum being I call the meeting call to order.

I would now invite our company secretary Mr Sandeep Ji to take charge of the proceeding.

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you very much sir.

Now I would like to call upon the directors to introduce themselves place they are joining from and confirm their participation in this annual general meeting.

Let me start with Whole time director.

Mr Rajesh Kumar Agarwal, Managing Director.

Good afternoon members.

I am Rajesh Kumar Agarwal.

Attending this meeting from the head office of the company.

Mrs Nikunj Agarwal.

Good afternoon everyone.

Nikunj Agarwal, Whole time director of the company.

Attending meeting from residence civil lines

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you ma'am.

Anil Kumar Goyal

Mr. Sandeep Kumar (Company Secretary & CCO)

You are on mute sir.

Can you unmute yourself?

Anil Kumar Goyal

Hello.

Mr. Sandeep Kumar (Company Secretary & CCO)

Yes,

Anil Kumar Goyal

Am I audible?

Mr. Sandeep Kumar (Company Secretary & CCO)

Yes, please go ahead.

Anil Kumar Goyal

Good afternoon all of you.

I am Anil Kumar Goyal, Whole time director of the company.

Attending this meeting from registered office. Thank you.

Mrs Praveen Gupta

Attending from Delhi office.

Thank you.

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you.

Mr. Anil Kumar Bhatia ji.

Independent director and chairman of Stakeholders Relationship Committee of the company.

I am attending this meeting from my residence at Gurugram, Haryana

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you sir.

Mr. Shyamlal Bansal ji.

Good afternoon members.

I am Sham Lal Bhansal, independent director of the company and the chairman of the Risk

Management.

I am attending this meeting from my residence at Gurgaon.

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you sir.

Mr. Supratim Bandyopadhyay Ji

Good afternoon members.

I am Supratim Bandyopadhyay

I am an independent director in the board of the company as well as the chairman of the Nomination Remuneration and Ethics committee and I am joining this meeting from my house in Mumbai.

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you sir.

This is to further inform you that we also have management team and auditors with us.

Mr Devesh Parekh Ji, statutory auditor from Devesh Parikh and Company.

Mr Vijay Kumar, statutory auditor from SS Kothari Mehta and Company,LLP.

Mr Ashwini Kumar Agrawal, cost auditor from Agrawal Ashwini K and Associates

Mr Akash Gupta, secretarial auditor.

Ms Aditi Gupta, Internal auditor.

Mr Mayank Dubey, scrutinizer for this AGM.

Now I would like to request chairman sir to please address the shareholders.

Mr. Hari chand Aggarwal (chairman)

Thank you Sandeep ji.

Again a very warm welcome to all of you to this 27th annual general meeting of Insecticide (India) Limited.

I hope you and your families are doing well.

In financial year 2024, Our company has been tested but with hard work and dedication of IIL team makes it become a exceptional year. Our company, your company not just reported sustainable growth number. But also focused on commitment to ensure sustainable growth of the stakeholders and successfully worked towards it.

“Sashakt Kishan Samridh Bharat” is our vision. Our vision is to be the farmers first choice for sustainable agriculture drives our mission to empower them with effective solution of crop protection, plant nutrient and soil health. Our integrated business model has been also key differentiator in our path progress.

Our premium Maharatna range of the products were key driver validating our efforts to prioritise innovative products. Although financial year 2024 remain challenging amid geo political conflicts, inventory corrections and demand challenges, we believe focused efforts from the government to improve farmers income has greatly benefited in agriculture sector in India. Through the year we continuously focused on enhancing our R&D capabilities to create an innovative product portfolio and improve our backward integration process.

The financial performance of the company was satisfactory in nature wherein the revenue stood at rupee (Unniso Chiasathh) 1966 crore profit before tax rupees is 133 crores and the net profit is 103 crore.

The company deeply acknowledged the importance of environmental, social and government governance policy and implemented the aspect of driving sustainable development.

Our ESG policy having main object minimising carbon emission, preserving precious natural resources, increasing the proportion to renewable energy sources. The forecast reasonable the fostering reasonable business conduct looking ahead companies commitment lies in delivering sustainable advantage to all the stakeholders contributing positively to the environment for the cleaner and healthier planet. We have great faith in what we are doing together. We are looking forward to an exciting year ahead with newer opportunities and challenges. Our company shall continue to grow successfully with the support of our customer, vendors and channel partners and other important stakeholders. Our will is to reach our goal with passion and determination.

I would like to take opportunity to thank all the stakeholders for their constant support and encouragement. We remain determined to take companies to newer heights and success and contribute towards sustainable tomorrow.

Thank you. Now I will request to company secretary to proceed the regulatory announcement and proceeding to this annual general meeting.

Mr. Sandeep Kumar (Company Secretary & CCO)

Chairman sir thanks for the kind words.

Ladies and gentlemen, Notice convening this 27th Annual General Meeting is forming part of the annual report for the financial year ended March 31, 2024 containing audited, standalone and consolidated financial statement along with Board and auditors report for the financial year ended March 31, 2024 which has been already circulated to the members electronically whose email ids are registered with depository. Annual Report 2024 is also available in the website of the Company and with the stock exchanges.

With your consent, we take the notice of the 27th Annual General Meeting dated the 24 June 2024 as read.

With respect to financials of March 31, 2024, the joint statutory auditors, M/s SS Kothari Mehta & Co. LLP and Devesh Parekh & Co. and Secretarial Auditors Aakash Gupta & Associates have given their unmodified opinion for the financial year ended 2024.

There are no qualifications, reservations or adverse remarks or disclaimer in their respective report on the financials transaction and matters which have any adverse effect on the financials of the company.

As directed by the chair, We now call upon the agenda item of the notice which contains six agenda item out of which three ordinary businesses and three special businesses.

Item number one of the notice is Adoption of Audited, Standalone and consolidated financial statement for the financial year ended March 31, 2024 and the reports of the board and auditors thereof.

Item number two- To confirm the payment of interim dividend of rupees three per equity shares already been being paid during the year as a final dividend for financial year ended March 31, 2024.

Item number three- Reappointment of Smt Nikunj aggarwal whose retire by rotation and being eligible seeks reappointment ratification of remuneration of cost auditor for the financial year 24 25.

Item number five- Reappointment of Shr Rajesh Kumar Agarwal as managing director of the company.

Item number six- Reappointment of Smt Praveen Gupta as an independent woman director of the company.

Since this 27th AGM is held through video conferencing according to the SEBI rules and regulations and also the resolutions are put to vote through e voting. The practice of proposing and seconding the resolution is not required and will not be followed at the meeting.

In compliance with the provisions of Companies Act 2013 and SEBI listing Regulation, the company has provided the remote e voting facility to the shareholders of the company to cast their vote electronically through remote e voting which is provided by CDSL. The simple process of remote e voting is being explained in the notice of the 27th AGM.

Remote e voting was available from August 8, 2024 at 09:00 a.m. till August 11, 2024 at 05:00 p.m. The members who have not availed the remote e voting facility are encouraged to cast their vote through e voting facility during this meeting and thereafter 30 minutes from the conclusion of this AGM. Thereafter the voting will be closed as per the rules and regulations.

I also like to inform you that board of directors have appointed Mr. Mayank Dubey, Practising company secretary as a scrutinizer to the remote e voting at this meeting in a fair and transparent manner.

The register of Director and KMP and their shareholding and register of contract or arrangement in which directors are interested are available during the meeting and will remain accessible to the members for inspection electronically if they desire so I would now request Mr Rajesh Kumar Aggrawal Ji, managing director of the company to please entertain, enlighten the shareholders about the company's approach towards the future endeavours.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you, Sandeep.

I take this opportunity to welcome back all the members who are attending this meeting. Very, very thankful for sparing your valuable time and of course being with the company for such a long period.

So today the industry environment looks very, very optimistic.

We had seen the falling prices in past one, one and a half year and today the market of agrochemicals has broadly stabilised. The market prices have started going little up from here and what IIL is very successfully able to do in the past one year?

And rather I would say we have been doing it for last three, four years because we divided our range into premium products and generic products and in the premium segment, initially we had the Maharatna and then we added focus Maharatnas and in last year we have very successfully increased our sales of Focused Maharatna and Maharatna products or premium products from 51% to 59% and this increase is not just 8% increase, it's almost 30% increase year to year. What has happened which has successfully grown the total number from 51% to 59%

The vision of the company is very, very straight, that we have to build up the sales for the premium products and we have to take these premium products from here to 75% in next three to four years of time, for which the strategy is very, very clear that we keep on bringing these new technology products from our partners in Japan, from our R & D centres, because our R & D Centres are working in various directions.

Number one, they are working in reverse engineering, which means all the products which are getting off patented. We are trying to make the AI's in India and then launch their brands along with this, we are also trying to bring the new generation formulations here.

What we are doing is we make the mixture of one or two products or sometimes three products and launch these mixtures into the market. The idea is that the consumer should get the solution. So both these strategies are very well appreciated by the market and in the past the image of the company was that we had the leading brands in the market.

Today that image is that we are bringing the new technology product in the reach of the common farmer.

For establishing these products, we are very aggressively working in the fields, working with the farmer and we have increased our activity in a big way in the fields. So we are connecting with the farmers directly in one to one meetings, in large meetings, small meetings we are doing a lot of demonstration for these new products. We are teaching the farmer, we are teaching the network we are educating everybody how to use these products and all these products are getting very good success.

Just to cite an example, in last four years from 2020 to 23 whatever products are launched by the company they have contributed a net sale of more than 500 crores in the brand business of the company, which means one third of the brand business is coming just by the new products launch in four years and if I talk about the products which are launched in the last year also the contribution has been more than 50 crores. So which means that very beautifully the team of the company is able to take these technologies to the farmer. The R & D team of the company is

making a very good pipeline and with this strong pipeline we are going to the market and the consumer, the customer, the retailers, the network everybody is ready to ensuring a very good acceptance for these products.

In last three years we have launched five to six products every year and this year also I see the pipeline very strong. We made a big change in Covid period because in the COVID period we saw that lot of the prices of the generic products were falling and that was making very difficult for us to continue the production of certain technicals which were generic in reason nature because the RMC, the raw material cost was crossing 90%. So we decided and we stopped making some of these technicals and we shifted towards new generation technical and that strategy proved very well and that has given a big success to the company.

Today, I am very proud when I say the type of range which your company is giving to the market it has gained a very strong grip in the market with these products.

Particularly if I start with the herbicide segment then all for all the major crops today starting from rice to cotton to soybeans, sugarcane pulses for all the crops we have got the leading herbicides in our segment and we are increasing treat portfolio further.

If I talk about the insecticides then we have the latest variety of insecticide in form of **“Shinva”** which is a Japanese product doing very well in the market again we have introduced CTPR and launch our brand **“mission”** very well accepted in the market.

We have various mixture products in the insecticide very well appreciated by the market again and also the fungicide in the leadership of **“Pulsar”** and **“Izuki”** which are the Nissan's product we have introduced **“Sofia”** which has come from our own R & D centre. So I mean to say that our strategy of running the multiple R & D centres.

Our strategy of strengthening the all the teams. When I say all the teams, it is the R & D team, the manufacturing team, the sales team, the marketing team, all the teams we are strengthening and we are trying to adopt the systems. When I say adopt the systems, we are trying to bring in the new technology into our systems. We are today very successfully running the dashboards and these dashboards are available to all the managers of the company. So when I say the managers, more than hundreds of managers are using the dashboards and they are finding the information of the entire department of their working in these dashboards.

Similarly, all our sales teams, they are working on CRM today. So when I say sales teams, it is not only the sales team which are on the roles of the company but also the CAs which are

generally 900-1000 numbers which are moving into the fields, which are working with the farmer. They are also connected with our app, **IIL 360** which is our CRM app and on this **Independence Day we are going to launch a new app for our distributors which will be known as IIL Parivar**. So the overall effort is to increase the connectivity with the market, connect the farmers, connect the retailers, connect the distributors with the company, connect the team and bridge the gap of communication which generally delays the information into the market so that the right information is available at the right time and we are continuously working in launching these new technology product.

A lot of generic products are always under pressure and under review. So one of our products called Monocolofos, the brand is “Monosyll”, will be getting banned shortly. But we are not worried because we are creating the new stars. **We have very successfully created new stars like “Shinva”, like “Mission”, like “Hachiman”, “Hercules”, which are doing very well.**

Like today we have about one dozen products in our focus Maharatna range and these products have contributed not less than 800 crores in the last year and our strategy is we should touch 1000 crores out of this focused Maharatna in this year itself.

So the vision is very, very clear that we will keep on promoting these premium products which will strengthen company's performance, built in the profitability, the EBITDA margins and also take the company to the higher level. So the idea is that we wish to grow with these premium products only so that we can ensure that the growth which is coming in the brand segment is the strong double digit growth and I also see the growth coming from the international markets as well as the B2B business segment which is relatively a smaller segment for us, 30 35%.

So I see this also growing with passage of time as the market prices dropped and there were issues with the currencies. So these teams were facing certain challenges. But with the new plants coming in, I believe that it will be a big support. So talking about the expansions and the new plants, Chopanki plant has now fully operational. We have operated all these technicals from the Chopanki plant. We have introduced many new technicals from the Dahej plant.

Though the L&T plant, the new plant where we are installing 100 reactors is not functional yet. But it should be functional soon. It is waiting for the local government's approval which is expected in the month of September. So this plant will also be fully functional which will enhance the manufacturing capabilities of the company and not only for the technicals, but it will also support us in doing the backward integration, in making some of the raw metals for these

technical. So that will be also supportive and you are aware that company is setting up a new facility at Sotanala in Rajasthan.

So here we are going to do the technical synthesis as well as formulations and I believe this is going to support us in a big way. So the vision of investing here would be an investment of roughly about 100 crore plus from here, because already the investment on land and some small machinery has happened. So the total budget of this expansion is about roughly 150 crores, where we will be expanding our formulation facilities, we'll be expanding our technical for manufacturing facilities. So this formulation facility should start functioning in next year, by April, May or kharif 25 and this technical facility should also become functional by the end of the year 25, by December or January 26.

So in the next fiscal the idea is that we are going to set up both these plants at the war speed and we will make these plants functional and we are also going to set up the new R & D facility here for the pesticides formulation as well as technicals in this site.

Along with this, we are also developing our biological activities and lot of the patents are being filed from the biological field also and I believe that biologicals are also going to do good in future, though they are in the nascent stages.

But the business is going to grow and not only in the domestic market but also in the international markets. People have taken a lot of interest in the biological activities and the company is focusing a lot in this direction also.

So overall, the vision of the company is very clear that we'll keep on providing the innovative solution through to the market, through our R & D centres, by enhancing our manufacturing capabilities, by enhancing our sales and marketing capabilities, by getting in touch with the consumer, by increasing our access with the farmer, by training the farmer, by training the system and by putting in more and more IP protected products into the market because that will give the edge in this time of top competition.

We are also building our “**tractor brand**” in a big way because I believe that is a major differentiator for us in the market. When in this market which is cluttered with brands, it becomes very difficult to remember the name of every brand. So we are promoting “tractor brand” in a big way in the market and we are getting a very good acceptance from the market for this and this acceptance is coming from the retailers, from the farmers all round and I believe that with our efforts and of continuous development we should be able to grow, continuously grow our volumes because this year the volume growth is going to be high because there is a drop in

the prices.

But still there are no signs of worry because I see this is to be the era of growth and the growth should be touched to double digit growth for the company, with the special focus on the premium product, we should not grow less than double, very strong double digit growth.

In particular, we'll keep on giving the new technologies to the market and that is going to help us further to strengthen our product portfolio and would be instrumental in bringing more profitability and more sustainable growth for the company.

So with this, I would like to thank all the stakeholders who have, who are present today and would like to give the mic to the company secretary to take the things forward.

Mr. Sandeep Kumar (Company Secretary & CCO)

Thank you very much managing director sir, thank you very much for showing us the path for future giving us insights of the company.

So dear members, we have received overwhelming requests from the shareholders to speak in the meeting. On first come first serve basis, we will be allowing 20 registered member to speak.

We will take all questions one by one and thereafter it will be answered by the management speaker.

Shareholders are requested to be brief in questions and avoid repetitive questions.

During question answer session, Moderator will announce name of the speaker shareholder. Once the name pronounced, the speaker shareholders are requested to unmute the audio and allow the video button on the screen and also requested to use the mic to minimise the background noise and close all the background applications for better connectivity.

In the interest of the time, we request each speaker to kindly restrict their question to maximum of three minute time. If any speaker shareholder is unable to join due to poor connectivity or get disconnected, moderator will announce the name of the next shareholders to join and continue with the meeting. Once the connectivity of previous speaker is restrained, he or she will be called to speak after all the speaker shareholders ask their questions.

All the speaker shareholders will ask questions one by one.

Now I request moderator to proceed with question answer session.

Moderator

Dear shareholders, Good afternoon.

Welcome to question answer session of this 27th annual journal meeting of Insecticides (India) Limited.

For smooth conduct of the session, members will be on mute. Audio video will be switched on only when they are called upon to speak. So before we proceed I request everyone to turn on their videos.

We call upon Santosh Kumar Saraf as our first speaker shareholder.

Santosh Kumar Saraf

Mananiye Sabhapati ji Upastith, Mandal ke Karta, Adhikari, Karamchari. Sir, I am Santosh Kumar Saraf and greetings of the day to you all.

I have a couple of important questions regarding the employee benefits within our organization Maternity Leave Benefits We have approximately 14,000 employees in our company. According to the rules and regulations, maternity leave benefits should be provided to eligible employees. Could you please clarify why maternity leave benefits have not been extended to employees as per the guidelines? Are there any specific reasons or updates regarding this policy? Bandwidth Provision Additionally, I would like to understand the current policy on bandwidth provision for employees. Is there a standard protocol in place for providing necessary bandwidth, and if so, could you confirm whether it is being implemented effectively across the organization?

We are committed to achieving growth and will continue to hold meetings to address these matters and implement necessary changes. The Secretary team is working diligently, and we are exploring all possibilities to ensure the well-being of our employees and foster a healthy, productive work environment.

Thank you Jai Hind Jai Bharat, Namaskar

Mr. Rajesh Kumar Agrawal, (Managing director).

So I would like to answer your question. So I have received some of your questions in writing also.

So you have asked about the expansion plans of the company, the capex plans. So as I mentioned

in my scheme in my speech that we are going to do a big expansion in Sotanaala or Rajasthan.

So, Apart from this, there will be expansion which will be there for the international market. So there might be some expansion in the SEZ area if you are talking about four or five years vision there will be expansion in the Dahej site there will be some expansion in the Chopanki site also. So we will be having some brownfield projects in these three areas and some green field in SEZ area which looks a possibility and there might be some expansion in the field of biologicals also. So generally when we are on the expansion mode the yearly budget we keep is 100 crores per annum and when we are on the routine maintenance mode and small expansion then we spend about 25 to 50 crores per annum. So since these looks to be the expansion years to me so we can estimate that about 100 crores will be spending on the capex in all the years. So if we are talking about five years then 500 crores can be taken as the budget for the expansions for next five years.

So these expansions will be fueling our growth in all the directions because this will be the capex which will go in augmenting the manufacturing facilities both in terms of formulations, technicals and also the biological activities and also for the international markets. So should be good enough to take care of our growth in future. So we are continuously launching the new products into the market and very aggressive in doing the business activities.

The next question you have asked is about the use of AI. I already mentioned that we have already started using the CRM and the intelligent dashboards and we are trying to use the AI also into various fields and trying to do the automation.

My son has also come from USA, joined our company and he is looking after a lot of technology and he wants technological advancements and we are working in all the fields to do this.

So you also asked about the ESG and you have mentioned so we are doing our ESG and ESG reporting is being taken care by the E&Y. The report is about to come, the new published report which will be made available to all soon. So we are very, very serious on this. We are working a lot on water harvest systems, on solar energy systems, on plantation tree plantation, under the CSR activities. We are working with schools, with children, with hospitals, on health and different issues. We are touching, we are touching for farmer growth, farmer education, his family. So lot of activities are being carried by the company and I think all these things will be available.

You have asked about the paternity benefit. Yes, I don't see that it has gone, but as per the policy and as per the changes which are going to come in the policy, the same will be adopted at present.

Yes, maternity leave is being granted to the ladies in the company, but we'll be looking for it. Regarding the solar, our three sites already have the solar energy and we'll be expanding the solar energy as we go forward.

I believe mostly I have tried to answer. So if something else will be remaining anytime you can send your mail and will be replied.

Thankyou.

Moderator

Thank you Mr Raju Verma as our next speaker shareholder.

Raju Verma ji, if you could ask the question once again please, we can hear you sir

Raju Varmaji,

Hello Namaskar I am Raju,

Thankyou secretarial department team for giving the chance to speak in this AGM. I want to express my complete trust and confidence in our management team. We believe that the decisions and strategies brought forth by the company are always in the best interest of the organization. We are optimistic about the company's prospects in the coming period and are supportive of all the resolutions proposed.

Your recent speech was notably transparent and addressed many key questions. The clarity provided in your address has been immensely helpful and reassured us about the direction in which the company is heading.

Thank you for your leadership and for keeping us well-informed.

Thank you sir.

Mr. Rajesh Kumar Agrawal, (Managing director).

Thank you so much.

Thank you Verma ji.

Moderator

Next I would like to invite Kiran Ghai as our speaker shareholder.

Kiran Ghai

Hello Chairman Sir May I Audible?

Mr. Rajesh Kumar Agrawal, (Managing director).

Yes Please,

Kiran Ghai

Thankyou Board of Directors, Company Secretary and Co-shareholder for the opportunity to speak. Your recent speech has shown the strong future visibility to us.

I am reaching out to inquire about the status of the dividend payment. As previously mentioned, the timely distribution of dividends is important for shareholders like myself.. Thank you very much for the meeting held in August. I am grateful for your attention and the discussion. I kindly request that the dividend payments be made as soon as possible. Your prompt action on this matter would be greatly appreciated.

Thank you once again

Moderator

I think the next speaker that we like to call is Sardar Jasmit Singh

Jasmit Singh

Moderator, can you confirm if I'm audible and visible both yes sir.

Moderator

You are audible and you are visible.

Jasmit Singh

Thank you. I appreciate the opportunity to speak.

Respected Chairman Shri Hari Chand Aggarwal ji, Managing Director Rajesh Kumar Aggarwal ji, Madam Nikunj Aggarwal ji, other Board of Directors, KMPs, Chief of Finance Sandeep, Compliance Officer Sandeep, and every shareholder attending this video call,

I am Jasmit Singh from Delhi, attending this annual general meeting on the 27th representing our company.

Chairman Sir, the presentation has significantly boosted our confidence in the company's future. Rajesh ji's assurance and strategic plans instill trust that we will see a positive impact on our share price. I am optimistic about the high valuations our company is poised to achieve in the coming years.

I am particularly impressed with the steps taken towards expanding our existing facilities and fostering innovation across all segments, including herbicides, insecticides, pesticides, and biologicals. I believe that the biological segment, in particular, has great potential. In fact, I foresee that in the next five to seven years, there might be an opportunity to establish a dedicated company focused exclusively on biologicals, given its promising future.

Your comments and strategic direction reinforce this positive outlook.

So with regard to my question, which I would like to ask you with regard to the R & D, that while we are spending a lot of money, but how much we are spending, that's number one and the other one is that we are filing patents year on year.

So how many patents do we own as of now in totality since we have, say, started our company and in the year end review.

So patents, if you can kindly give us a total, say, consolidated figure as of now, which we own and the last year with what, how many patents we have filed, it will be very helpful for us to understand that how much intellectual property we actually own and I appreciate the next generation, which Rajesh ji have just mentioned that his son is also joining. So congratulations Hari Chand ji. It's seemingly a generational kind of thing.

You are now say incubating the new, say blood say in the company and he's seemingly a techie and the CRM applications which you have talked about connecting all stakeholders, be it farmers, stockist, point of sales, say outlets and our company itself is highly appreciated and yeah, so it's all compliments all through I and with regard to my group of a couple of other shareholders we wish you all the very best for the good times ahead.

Thank you very much once again and namaskar, Sastria Kaal,

Mr. Rajesh Kumar Agrawal,(Managing Director).

Thanks a lot Jasmit ji for your good wishes.

So R & D is the continuous effort with your company doing and as you have said that you want to see a biological company coming out of IIL. So let me be candid in saying that we have already floated a company called IL Biologicals which is exclusively working on biologicals itself. So this company was set up in the month of March and it has already started the operation though size is very small at the moment but it will grow further.

So now today we are having biological in two ways. Insecticide India is doing its own biologicals and having its own R & D centre and biologicals is also going to set up its own R & D centre and its facilities soon. So yes, biological is going to grow with future, in future times.

Regarding our investments in R & D, first of all I would like to tell you that company has about 100 scientists in R & D. This includes the JV where about one third scientists are in the JV and rest of them are in various R & D centres which the company has because company today runs four different R & D centres with different themes because we are doing the synthesis of the technical or reverse engineering of the off patented molecules, we are developing the formulations, we are doing the biological R & D and we are also doing the new discovery R & D which is being carried out by the JV.

In totality today company has more than two dozen patents There are more than 21 patents which are in process. So when I say 21 applied patents, so these are the patents for which the detailed reports are already filed. Every year we file about eight to ten patents these days since last one, two years I have seen and we have to file the detailed patents for these and then the patent comes. So we are very, very cautious on this. A lot of products which are being launched which are the mixture products are particularly from the patent regime.

The new products also we are working actually particularly in the JV. We are working on discovery. So there also we are expecting to have one launch in the next year. So we are very, very confident that we should be able to do that also. So the company is focused in this direction. Our investment into the R & D is reasonable.

Why reasonable? Because we do all the R & Ds in our plant premises so the expenses are shared. Roughly ten to twelve crores is being spent per annum on the R & D because in the JV the major investment comes from the Japan so we are the minor investors in case of JV which works for new product discovery in particular. So rest all the R & D are owned by your company where our scientists work. So I can assure you that R & D is doing very fine and we are getting very good results from our R & D centre. There is a sort of positive competition between these R & D Centres and the expenses going forward is going to go up because we are going to set up a new

R&D centre in IIL biological which is 100% subsidiary of Insecticide India and also going to set up a new R & D centre in Sotanala both for formulations as well as synthesis.

Thank you.

Next question please, Moderator

Moderator

Next I would like to invite Sir Jathan Kumar Jain as our next speaker.

Jathan Kumar Jain

Namaste, Shareholder

Company upkeep leadership both secretarial department, Sandeep. Secretarial department request to split the share. Thank you Dhanayvaad or company secretary, We believe that with continued dedication and hard work, we can achieve significant progress and maintain our commitment to excellence. Our request is to please the split the shares. Our goal is to ensure that the value we deliver contributes to the company's growth and benefits all stakeholders.

Thank you for your attention and continued support.

Mr. Rajesh Kumar Agrawal (Managing director)

Thank you very much for your good wishes and for staying connected with us. We also appreciate your trust in the company and its management. We are committed to providing insurance and working diligently to deliver excellent returns and positive outcomes for our stakeholders. The company is continuously progressing, and I am witnessing its growth firsthand. Your support is invaluable, and we remain dedicated to advancing the company's success.

Thank you.

Moderator

Thank you chairman sir our next speaker is Mr Murli, our next speaker shareholder I think Mr Murli is not here so we'll invite our next speaker shareholder, Mr Ajay Khurana.

Mr Ajay Khurana

Good afternoon sir, Am I audible sir?

Mr. Rajesh Kumar Agrawal (Managing director)

Yes sir, clearly.

Mr Ajay Khurana

Respected, Respected Chairman sir, MD sir and all esteemed board of directors sir first of all I would like to thank you sir for giving me an opportunity to share my views on this virtual platform which is the need of the hour where any stakeholder may join the meeting from any place across the India or across the world.

This is pan India and pan world platform, sir. So I'm really thankful to you sir.

Secondly sir, as far as our rate is concerned sir, some our shareholders already told sir so our share rate is near about the highest peak. So and book value is good.

So this shows the strong foothold of the company where we have invested sir. As a shareholder everybody wants his value, his money should be appreciated sir.

Hello?

Mr. Rajesh Kumar Agrawal (Managing director)

We can hear you clearly, sir.

Mr Ajay Khurana

As our shareholder age increases, we are reassured that our investments are in safe hands. This brings us much satisfaction. We have a small request: whenever you find it suitable, could you kindly consider addressing the right issue, bonus, or stock split? We are eagerly awaiting any updates on this matter.

Thank you for your attention to this request.

I really thankful to the Sandeep Kumar ji, our company secretary Viditi mam and entire staff which has enabled me to join on this platform sir, I again sir.

Thank you. Along with my shareholder Pradeep, the sincerity, dedication and devotion done by devotion the work done by you, sir and with your entire team and esteemed board of directors, sir.

Thank you sir.

Mr. Rajesh Kumar Agrawal (Managing director).

Thank you Kumar Sir, for your valuable inputs.

We also wish to emphasize our commitment to delivering value to our stakeholders. We have full trust in the company and are confident that our continued efforts will benefit all stakeholders.

Moderator

Thank you sir.

Our next speaker is Mr Yashpal Chopra.

Yashpal Sir, you are not audible.

Mr Yashpal Chopra.

Hello.

Moderator

Yeah.

Mr Yashpal Chopra.

Am I audible now?

Moderator

Yes, sir, you're audible.

Mr Yashpal Chopra.

Yes.

Myself Yashpal Chopra calling from Delhi.

I'm a shareholder of the company for the last two decades.

I'm very, very proud of the management over there because this is now the three generation company and the company has just having a very, very strong foothold in this business of insect insecticide and it is not only the preventive that you are preventing those farmers and all that, even you are just providing them with the nutritional values of the crops and all that.

So you are doing a very, very noble job. The job which our prime minister dreams of that you are just supplementing his dream. So I would just compliment the management over there. I would just compliment for the appointment of the new brand Ambassador, Mr Ajay Devgn. I would compliment the management for installation of the new app.

So these are the things which are just for the benefit of the consumer, for the benefit of the investor and that is why the last year's performance of the company has been quite good.

My barometer of judging a company is the share price in the market the share visa is rolling around 465 that has just now 965 that shows the intrinsic strength of the management and that shows the confidence of the investors in the company.

So that is a very very big thing.

That is rather I can say that is a big certificate of the performance and the governance of the management team. So this is very good sir.

Sir as regards your CSR activities you are just doing a lot for those farmers, farming communities and all that. So this is very good thing, sir as you are just coming up with the expansion programmes and all that and even you are coming up with a new company. Can I expect promotional means what you call equity in those in the new company which you are just bringing it ? Can I expect that company will be coming out with some, right?

So we can contribute to that.

So that way that shall be a corporate action very much beneficial for the shareholders who have been attached with the company for such a long time and because such a right offer are like that they will be considered as a mini bonus for us.

So sir, I can speak a lot but I won't like to take much of the time but as a query I can say just one or two things. The first thing is. The first query is sir our company's products are just in 122 countries in the world.

It is a pan world from marketing point of view. So what is the revenue share in foreign exchange in our revenue? What is the ratio of that foreign exchange in our revenue?

And sir the second thing is that, that. what you call ?

Yeah, yeah what is the gender ratio? These are days when our PM is very much particular about the woman empowerment. I would just like to know have you thought on that aspect?

So that is also an important point so you have to just consider on that and you have to bring some woman ladies in your board as well as in your employment and your strength of the company.

So sir, before I wind up I would like to thank the corporate governance under our CFO Mr Sandeep and our company secretary Mr Sandeep for that the grand job they have done. They are very much investor friendly so we investors are having are very much proud of them because whenever we are in need of any query we just give a tinkle and we get the reply. So this is a very

big thing sir that our investors get once they get the reply in a short time they feel they are the part of the organisation. So this is very good.

Before I wind up I pray God for the positivity for the entire train, for our chairman, for our MD and for our CFO, CS here because the positivity to the company and its team means last time the positivity, strength, strength of the company shall be announced and that that will announce my own investment in the company.

So Best of luck, Best of luck to you and happy, happy festive greeting because now those are festivals are very much over there and we are just going to celebrate our independence, 78th independence year.

So best of luck to you and lot of rice for the entire families over there.

Thank you.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you Chopra ji for your best wishes and I'm very glad to learn that you have been the investor from the very beginning and you have seen all ups and downs with the company and you have grown with the company.

So thank you very much We love this type of support. So yes, whenever the opportunity comes in future will be given to all the stakeholders and we have just set up the company now and definitely there will be possibility of investing in future and getting all those type of shares. What you are saying or the opportunities of investing in the companies. So very much it would be there.

So regarding the segment report in particular our 70% business is coming out of the brand business B2B business and 30% contribution particularly in this year has come from the b two b and the international business. International business though contributes roughly about 5% to our total turnover. Because we say we are a rural marketing company and focusing around the farmer, we work as rural FMCG. So that is the core strength of the company.

But this strength is helping us in strengthening our business both in the B2B segment as well as the international markets.

Because as the company becomes more popular among the Indian farmers there will be the interest of the international companies to take more, I would say interest in the products of IIL. So we see that our growth, our domestic growth is going to trigger the growth in the international

markets also and at the same time we are investing a lot of money in data generation and registering our products worldwide. So this is also going to support us in a big way.

So regarding the share of, I think different segments, I am very very clear and in the B2B segment also, we are focusing a lot around B2B because we wish to give the new generation products in the b two B segment also and whatever new monopolistic products we are bringing and if we can share those products with the other companies. So we are trying to share some of these products also with them so that we can retain our profitability at a reasonable level.

So I think this has answered most of your questions.

So we can move to the next one please. But meanwhile you have also asked about the gender ratio. So in our plants we don't generally are able to keep the women but in our head office and I the other offices we have decent percentage of women present. Even in our board we have two women, my wife and there is an independent director lady also who is a CA professional CA working as a whole time director.

Thank you, Moderator.

Moderater

Thank you sir.

I now invite Mr Sarbjit Singh as our next speaker.

Mr Sarbjit Singh

Hello chairman.

Chairman sir first of all, good afternoon to you all.

Dear Board of Directors, Staff of Insecticide Limited, and Fellow Shareholders,

I would like to extend my gratitude to Chairman Sir, the entire staff of Insecticide Limited, and my fellow shareholders.

In Chairman Sir's opening remarks, he highlighted about the position of the Company and reflects the clear vision of the Company which is very bright and also shown in our share price that over the past 52 weeks, our stock reached a low of 442 and a high of approximately 965 and today also, it is trading at 920. Currently, the share price is also being surveyed, and we are optimistic about reaching a four-digit figure soon. Promoter holding stands around 73%, which is good. Additionally, foreign investors, who increase their holding about 0.6% in our Company.

Looking ahead to the next year, the future appears promising. Chairman Sir, your insights and the thorough review by the entire team are much appreciated. I also want to thank the moderator and the entire team for their efforts in organizing this AGM.

Thank you, Chairman Sir, for providing me with this opportunity to speak. I look forward to future physical meetings and continued progress for our company.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you very much for your kind wishes and support. I also look forward to meeting in person. It has been several years since our last physical meeting, and I am pleased to see that the weather is favorable and things are improving. As we move past the challenges of the pandemic, including occasional health concerns like fever, we are gradually resuming physical meetings. It seems that in-person interactions are not far off, and I am hopeful that we will be able to connect face-to-face soon.

Thank you once again for your support, and I look forward to our future meetings.

Moderator

Our next speaker is Gavin Kumar.

Gavin Kumar

Am I audible?

Moderator

Yes, you are audible.

Gavin Kumar

Am I audible?

Moderator

Yes yes, you are audible.

Good afternoon Mr Chairman, board of directors and fellow shareholders.

Myself Gagan Kumar I am joining this meeting from Delhi. Sir I am very old shareholder of your company and in 2015 we received bonus, in 2022 we again received bonus. I feel after seven years now more five years we have to wait for bonus. We expect the same till that.

Till then I request you to if possible kindly split the share from rupees ten to two five one

whatever suits you. So that I know when if his shares split, suppose it's from ten to one.

Our share price is that 10th price. But I also know that in coming time this 1000 rate will also cross at a Rs 1 share also. So that is my belief and I want to ask from you sir that how much shares of our company is transferred into IEPF fund in last year and what our company does to help those person to claim from the IEPF department. The only query I have sir rest bonus track. I am already telling you if possible please maintain that seven year difference.

That is all and thank you so much to our Cs Sandeep ji and entire team for maintaining high standard of corporate governance.

Rest most of my query Rajesh ji, most of my query is already resolved in your opening remarks. So I do not want to take much of your time as I know that there are a very long queue after me. Thank you so much for this opportunity.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thanks a lot.

Thanks a lot.

I'm glad that you are with us associated for such a long period and you have also seen all the growth story of the company. So yes, as we grow, definitely the benefit will go to all the stakeholders. So wonderful suggestions. I have noted all of them and meanwhile I would request Sandeep, Company Secretary to give you the exact number because every year the number is reducing actually and sometimes the amount goes.

But there are claims and we support whosoever raises the claim, we support them.

We send them mails and try to connect with all the shareholders so that this amount does not go. But Sandeep Ji will give you the exact number.

Mr. Sandeep Kumar Company Secretary

Yes sir.

So last year we have transferred Rs 25,184 to the IEPF account. Also 90 shares has been transferred to the IEPF account.

Further, every year on a quarterly basis we inform shareholders to convert, convert their shareholding in a dematerialized form and also in our website there is available link which provides that how you can claim those shares which are transferred to IEPF can be obtained from IEPF.

So that process is always supported by the company and everything is available on the website of

the company.

Thank you very much.

Moderator

Thank you sir.

Our next speaker shareholder is Mr Suresh Bhutani.

Mr Suresh Bhutani can you please unmute your mic?

"Mr. Suresh Bhutani, could you please unmute your microphone? We need to proceed with the next speaker. Thank you!". (Technical glitch)

Moderator

Yes sir.

So our next speaker is Mr. Chetan Chaddha.

Mr Chetan Chaddha is our next speaker shareholder.

Mr Chetan Chaddha

Hello.

Hello.

Rajesh Kumar Aggarwal (Managing Director)

Yes, please.

Mr Chetan Chaddha

Thank you sir.

Thank you so much to give me the chance to speak with you.

First of all myself Chetan Chandra and I'm joining this AGM from you at my home.

We would like to request that all stakeholders be given the opportunity to attend physical meetings, if possible. While we appreciate online meetings, a physical presence allows for more effective interactions and discussions. Therefore, we would be grateful if you could consider organizing physical meetings with management, in addition to online ones, for better stakeholder engagement.

Rajesh Kumar Aggarwal (Managing Director)

Thank you very much for your valuable suggestions. Our secretarial department is actively working on this and making consistent efforts. I would request Sandeep ji to kindly provide some feedback in 2-4 lines since the amount of ₹25,000 is quite significant, I believe Sandeep ji might be able to provide more details.

Sandeep Kumar (Company Secretary & CCO)

Thankyou sir,

Moreover, we acknowledge the importance of effective communication with shareholders regarding their investments. We have been reminding shareholders via emails and physical letters to convert their physical shares into demat mode, as per regulatory requirements. Unfortunately, some shares are at risk of being transferred to the Investor Protection Fund (IPF) after seven years if they remain unclaimed. We continue to assist shareholders in addressing any issues related to this transfer to ensure they receive their shares.

Additionally, we would like to inform you that our secretarial department is actively working to support shareholders and resolve any discrepancies or issues with share transfers. We strive to provide timely updates and assistance to all stakeholders.

Moderator

Sir our next speaker shareholder is Surendra Kumar Jain

Surendra Kumar Jain

Hello and Namaskar,

I would like to provide an update on our recent activities and initiatives .Our regulatory department is diligently handling inquiries and ensuring compliance with regulations.

Market Expansion and Training: We are actively expanding our market presence. This includes farmer training programs, retailer training, and enhancing our manufacturing facilities to support growth. **R&D and Agrochemical Advancements:** We are focusing on research and development in the biological and agrochemical sectors. This involves regulatory registrations, data generation, and building relationships with both domestic and international partners.

Partnerships and Product Launches: We are collaborating with Japanese partners and other stakeholders to launch new products. Our R&D center plays a crucial role in these partnerships and product innovations.

Marketing and Advertising: We are implementing a comprehensive marketing strategy, including contract reviews, advertisement campaigns, and outreach through social media, TV, and electronic media.

Rajesh Kumar Aggarwal (Managing Director)

Thank you Surendra Kumar Jain for your continued support. Our company is consistently working on developing new products and advancing our offerings. Regarding our company's progress, we have been focusing on expanding our manufacturing facilities, enhancing R&D in various sectors, and strengthening relationships with regulatory partners. Our marketing efforts include comprehensive campaigns across social media, TV, and other electronic media to promote our products effectively.

Thank you for your attention and continued support. We appreciate the opportunity to contribute and look forward to further developments.

Moderator

Next speaker is Mr. Suresh Bhutani

Suresh Bhutani.

Hello.

Hello.

Am I audible ji?

Rajesh Kumar Aggarwal (Managing Director)

Yes yes, please go ahead.

Suresh Bhutani.

I'm joining this meeting from Delhi, Punjabi bagh from my office tax clinic and first of all I would like to big thanks to the team of CS for accurate compliances made well in time.

All section has been covered in very transparent manner, very informative and report we have found this time also I have no question related to accounts because everything in very perfectly same and no question related to financial and accounts any head of accounts would like to inquire about the challenges and opportunities you foresee in the near future.

Specifically, I am interested in understanding your strategy for navigating both internal and external challenges, and your approach towards innovation, efficiency, and customer-centric solutions. Future Vision What is your vision for the future of our company, and what steps are planned to enhance manufacturing capacity and improve product quality? Carpet Development What are the next steps for advancing carpet development and incorporating new technologies or

improvements? Regarding the recent performance and growth of the company, I want to acknowledge the efforts of the team and express appreciation for the positive achievements. Our communication and progress are commendable, and I extend my gratitude to the entire team and the Investors Committee for their support. Moreover, I am pleased to share that we are also focusing on CSR initiatives, such as offering sports training and English language courses at no cost. These efforts are aimed at supporting community development and empowering individuals. As a member I wish the company all the best for the future and hope to see a healthy growth in business and size of the company.

Sir, other platform PNB hosting meeting is running and my other friend is a speaker, two person Suresh Bhutani, Mahindra pal we are well, We are the well wisher of the company because you are generally doing best of the best for investors and our company secretarial team is also doing best because you are best, All staff is well, all is well with this prayer to God for festivals, greeting with folding hand I wish you all sir again and may God fulfil all your wishes.

Keep you all healthy, wealthy and safe, every one of your insecticide team.

Bahut achha hai Samridh Bharat Hamara, Badhta Bharat aur aapki company mein Nikharta hua ek Naya Bharat. Thank you very much sir.

Please meet my friend sir, So we are actively working with at Vishwas. We're working for 750 girls every month teaching them on skill development courses and we're very keen if your company can, you know, send your team so that you can, you know, view our hard work.

Vishwasdelhi.com sir if you wish to look at our activities it is vishwasdelhi.com.

Mr. Rajesh Kumar Agrawal,(Managing director)

okay we have noted the same so first of all I would like to thank Suresh ji for the wonderful questions and the support which you have been giving to the company and you are doing a very good work apparently. So do share the details and vishwasdelhi.com I have noted actually. So I will ask the concerned team to look into it and whatever will be possible would try to do.

So you asked about the challenges and opportunity which was the first question.

So challenges, I don't see much actually our business depends on the rainfalls.

But India is a very vast country with more than 140 crores of population, with more than 70 crore people engaged into agriculture directly and indirectly.

So there's a very vast demand for agrochemicals and agriculture and we need the food or whenever India goes to the international market to buy anything, our demand is so huge that the price multiplies. So there is a big challenge that we produce everything by ourselves and today I am proud that Indian farmer is doing such a beautiful job that by using the agrochemical just worth \$4 billion, which is about 6% of the total world market which is \$70 billion plus it is they are able to feed the 16-17% population, 18% population of the world and they are also exporting the food. So our farmer is doing a beautiful job.

So there is a great opportunity of growth in the agrochemical sector and as the new technologies are coming, the generics are under pressure.

So yes, this market size is going to grow in a big way. In the last 24 years when we started the company, the market size, the domestic market size was just 1500 crores which has now crossed \$4 billion. The international market size was also about 1500 crores at that time. Now it has crossed \$5 billion.

So there is a great opportunity to manufacture here to market in the world and we are focusing around the quality and bringing the new technological products to the market and we are continuously focusing around this.

And I am very, very hopeful that company will do very good by launching its new product.

***Dar hume bi lagta tha fasle dekh kar,
Lekin manjile khud par khud pass atti gyi,
Hosla dekh kar.***

Thankyou very very much for your immense support. As we move forward, our commitment to supporting stakeholders and engaging in CSR activities remains strong. We are dedicated to continuing these efforts and ensuring they contribute positively to our community and the company's growth.

Moderator

Thank you sir.

The next speaker is Sandeep Singh.

Sandeep Singh.

May I audible.

Rajesh Kumar Aggarwal (Managing director)

Yes, Sandeep ji

Sandeep Singh.

Our company, which is actively involved in the agrochemical sector, faces various challenges and opportunities. We recognize that it is our responsibility to address the needs of farmers, including those related to agrochemical applications and reserves. We are focused on optimizing our resources and managing short-term borrowings to improve our earnings per share, employee benefits, and overall budget. Our goal is to enhance the well-being of our employees while ensuring efficient company operations.

The recent developments present significant opportunities. For instance, in North and Central India, there is a growing demand for crops such as maize and cattle feed. Ethanol factories are utilizing waste effectively, and oil mixing and padding are showing promising results. However, we are also facing challenges due to reduced water availability, which affects crop conditions in Central and South India. We are committed to addressing these issues by focusing on the demand for herbicides, insecticides, and fungicides. We aim to provide effective products across all segments and to identify and prioritize the needs of farmers. By working closely with scientists and field centers, we will continue to improve our offerings and meet the specific requirements of our agricultural stakeholders.

Rajesh Kumar Aggarwal (Managing director)

Thank you, Sandeep ji, for the opportunity to discuss these matters. In North India and Central India, the prices of crops like maize and cattle feed are influenced by various factors, including ethanol production and waste management. The overall crop condition in Central and South India is affected by water shortages, impacting the yield and quality of crops.

We observe that there is a growing demand for herbicides, insecticides, and fungicides. Our company needs to identify and address the needs of farmers by focusing on effective products and solutions. We must work closely with farmers and scientists to determine the best products and practices to improve crop conditions and meet demand.

Moderator

Our next speaker is Abhishek

Mr. Abhishek Ji is our next speaker

Abhishek

Sir anyhow first of all I congratulate the management on the eve of 27th annual general body meeting sir trust all is well with you and your family in this challenging situation a company

deserves much more respect than the current market cap after completing more than a decade of successful operations profitability dividend history and becoming one of the strongest brand in the respective segment so we are really thankful to the entire board of directors for the six year efforts bringing the company to this particular extent and rewarding the minority shareholders in large numbers we can see that shares is flying and stock is being rewarding members in large numbers and even after bonus also the stock has escalated and we are really thankful to the entire team for their efforts in bringing the company to this extent sir I would like to know what are the steps being taken by the management producer other expenses, legal, professional status and the audit fee sir? where you see the light at the end of the tunnel? and what will be the growth triggers in the first half and the second half ? then most of my questions have been covered in the chairman speech.

The chairman speech was really enlightening and delighted to hear the entire chairman speech which was very brief and facts and pictures in place.
Nothing much to ask.

Sir, I would. Sir, I would request the management to kindly arrange for a planned visit for the investor fraternity, sir and this we have been requesting for the past several years but management is not considered so I would request the management definitely consider the same in the upcoming year and arrange a planned visit for the shareholders.

Nothing much was I wish the company and the board of directors a great success and prosperity in the coming future and thank you for giving the opportunity sir, hope to see you in the hybrid AGM next year.
Thank you very much.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you Abhishek Ji for your good wishes.

So we always have do our efforts to improve the image of the company, to establish the image of the Tractor brand, to establish the trust of the investor trust of the consumer and we try to be more and more transparent so that we can derive better valuation, better value, better reward from the market. So our effort is continuously on and I can just commit that our effort will always be there and we will be continuously striving hard in all our efforts to create the value, the maximum value for all the stakeholders.

So yes, it's the growth path on which we are moving and the company should grow, should be able to show the double digit growth in this year again and this the major growth is going to

come from the star products or the premium products which are Focused Maharatnas and Maharatnas where I see a strong double digit growth in terms of value and in the volume, the growth will be much higher than this and of course you have requested for a planned visit. So let me see whenever the opportunity comes, we'll try to organise something.

Thank you, thanks a lot.

Thank you.

Moderator

Thank you sir.

Our next speaker is Ankur Chaddha.

Mr Ankur chadhha , Are you there?

Mr Ankar Chaddha

Am I audible?

Moderator

Yes, yes, please go ahead.

Mr Ankar Chaddha

Okay.

Mr Ankar Chaddha

Good afternoon to everyone.

Sir, I just want to say that our corporate governance is too.

Is there any effect of geopolitical issues on our country?

Mr. Rajesh Kumar Agrawal, (Managing director)

We are observing significant geopolitical trends that impact our business directly and indirectly. Currency fluctuations, particularly the crisis affecting the dollar, and subsequent valuation downgrades and rating adjustments of various countries, have led to challenges. These issues, including the limitations on export clearances from ECGC, are affecting our ability to export effectively.

Moderator

I apologize for the technical glitch earlier. I would now like to invite our next speaker, Davinder ji, to unmute themselves.

Davinder Ji

Thank you to the Secretary Department for your support. Thankyou for giving me the Opportunity to speak.

Thankyou

Mr. Rajesh Kumar Agrawal, (Managing director)

Our company continues to innovate and market premium products. We are actively collaborating with our R&D center and Japanese partners to launch new products and technologies. Our upcoming plans include several product launches and further development of our manufacturing facilities. We are expanding our commercial capabilities and plan to leverage the benefits of this expansion in the coming year.

Moderator

Thank you sir I would like to invite
Mr Ashok Kumar Jain as our next speaker

Mr Ashok Kumar Jain

Hello I'm Audible sir

Mr. Rajesh Kumar Agrawal, (Managing director)

Yes Ashok ji

Mr Ashok Kumar Jain

A very Good afternoon, Good afternoon sir MD sir and board of directors and my co fellow shareholder attending this AGM on VC portal. Sir, I Ashok Kumar Jain joining the meeting from Delhi first of all I congratulate to our chairperson sir, MD sir for giving us a grand performance during the year 23-24

Mr. Rajesh Kumar Agrawal,(Managing director)

Sir, thank you thanks for your wishes

Mr Ashok Kumar Jain

Chairman sir

Mr. Rajesh Kumar Agrawal, (Managing director)

Yes please

Mr Ashok Kumar Jain

In your recent speech, you highlighted the company's growth, expansion plans, and plant management. We are confident that these efforts will positively impact our share value and potentially lead to bonuses. Currently, we have a good dividend in place, though we recognize that dividends are taxable. By strategically reducing reserves and focusing on expansion, we aim to enhance our bonus plan and share price. We fully support all resolutions and are grateful to the secretarial department for providing us with the opportunity to present our views to the management.

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you very much please sir,

Mr Ashok Kumar Jain

I thank you for best wishes and blessing for the independence day and rakhi festival sir thank you sir

Mr. Rajesh Kumar Agrawal, (Managing director)

Thank you very much. It is indeed a festive season, and I extend my warm wishes to all shareholders and those joining us for the first time. As we celebrate this festive season, the company management and our team are committed to delivering the best value. We appreciate all the feedback and records we have received so far. We will continue to strive for excellence, ensuring that our products meet high standards and achieve widespread acceptance. Our goal is to enhance value delivery and meet the expectations of our stakeholders. We aim to achieve successful outcomes and maximize opportunities for everyone involved.

Moderator

Thank you sir and thank you to all our speaker shareholders for their valuable questions.

Now I would request company secretary for the vote of thanks

Mr. Sandeep Kumar (Company Secretary & CCO)

Yes shareholder I wish to remind you that e voting line shall be remain open for next 30 minutes.

Members who have not cast their vote are encouraged to cast their vote. The e voting result along with Scrutinizer report will be published on companies website as well as websites of the stock

exchanges within 48 hours from the conclusion of this meeting.

I on behalf of shareholders would like to thank you Chairman thanks to the managing director all esteemed member of the board and invitees for hosting this annual general meeting thank you everyone for joining this meeting.

I request Chairman sir who may conclude this meeting
Over to Chairman sir

Mr. Hari chand Aggarwal (Chairman)

Thank you, Company Secretary.

Declaration of meeting has closed, I would like to thank the fellow board members, auditors, employees and shareholders for joining us today and now I declare the meeting as concluded.

Moderator

Thank you esteemed shareholders, directors and management team for participation the 27 th Annual General Meeting of the Insecticides (India) Limited.