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CIN : L65991DL1996PLC083909



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2025/2805/03
Dated: May 28, 2025

The Manager

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

Sub: Earning Presentation and Press Release for Q4 & FY2025 Results

Please find enclosed the Q4 & FY2025 Earning Presentation on the Fourth Quarter and Year ended Financial Results of the Company.

We are also enclosing herewith a copy of a Press Release.

The same will also be available on the website of the Company at <https://www.insecticidesindia.com/investors-desk/>.

This is for information and records.

Thanking You,
For Insecticides (India) Limited

(Sandeep Kumar)
Company Secretary & CCO

Encl: As above

देश की शान



किसान की पहचान



insecticides
(INDIA) LIMITED

INVESTOR PRESENTATION

Agenda

01

Empowering Indian Farmers with Latest Technology

02

IIL - A Transformational Journey

03

Global Tie-ups and In-House R&D

04

Product Portfolio, Brands & GTM

05

Manufacturing Excellence & ESG

06

Financial Highlights

Empowering Indian Farmers with Latest Technology

- India's leading crop protection and nutrition Company with strong focus on **R&D** and **Innovation**
- Robust portfolio of **Premium Products** with consistent new launches with new technology via In-House R&D capabilities and International tie-ups
- **# 4 State** of the Art R&D facilities and International tie-ups for research and innovation
- Industry Leading brands and strong Brand Equity of **"TRACTOR BRAND"**
- A rural FMCG like business model reaching **25 lakhs** farmers with **7,500** distributors and **70,000** retailers
- State of the Art Manufacturing facilities with **6 Formulation**, **2 Technical Synthesis**, and **1 Biological*** Plants



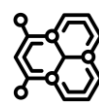
28

Patents



20+

Technical



140+

Formulation



16

Focus Maharatna



39

Maharatna

* Under Toll Arrangement

Q4 & FY25 Highlights



Strong Revenue Growth of 32% is registered in Q4FY25 as compared to Q4FY24 with significant improvement in profit margins across segments



Premiumization led Profit Growth - Consistent focus on value added premium products including Focus Maharatna and Maharatna , which grew by 13% in FY25. A robust performance was noted in Shinwa, Izuki, Mission SC, Mycoraja and new launches



Gross Profit margin for FY25 stood at 32% improved by 655 bps driven by better product mix, improved pricing strategy and success of new launches



EBITDA margins for FY25 improved by 281 bps with aggressive marketing campaign and field promotion to support premium products and new launches



ROCE and ROE improved for FY25 to 18% and 13% respectively, reflecting our strategic focus on profitability and efficient capital deployment

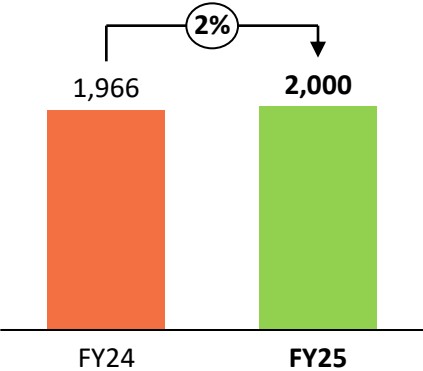


Successfully completed a **buyback** of **500,000 fully paid-up equity shares** at ₹1,000 per share, totaling **₹50 crore**

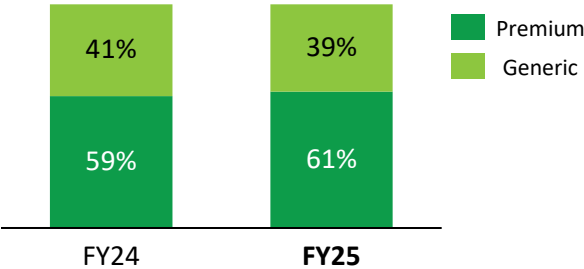


Acquired Kaeros Research Pvt. Ltd. to secure supply chains, reduce costs through direct imports and to strengthens long-term sourcing capabilities

Revenue

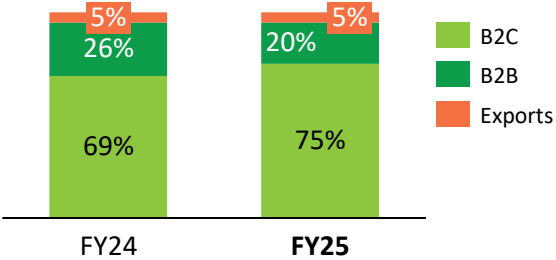


B2C – Premium Vs Generic

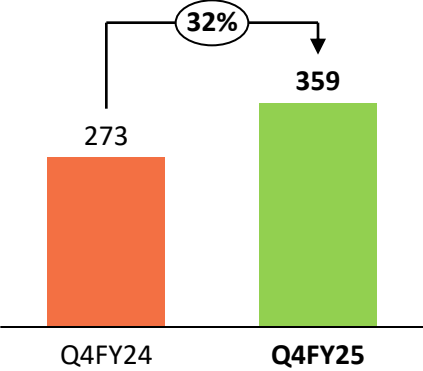


Sales by Segment

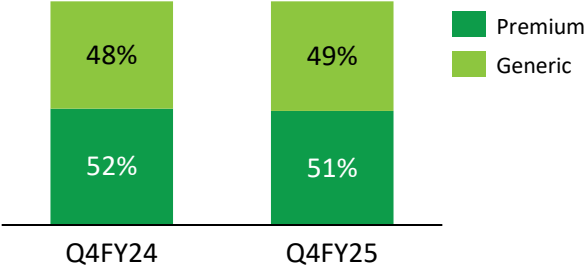
(Rs in crs)



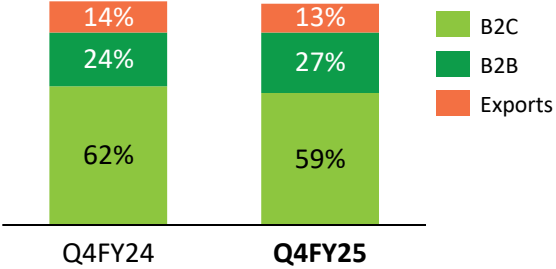
Revenue



B2C – Premium Vs Generic



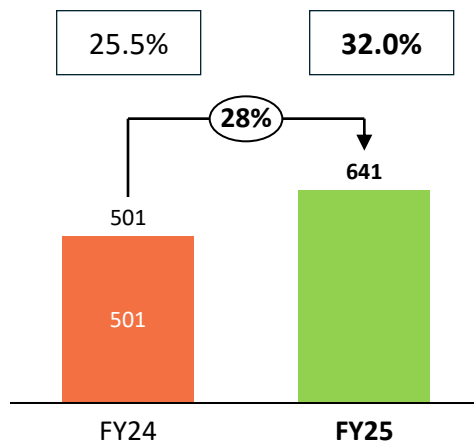
Sales by Segment



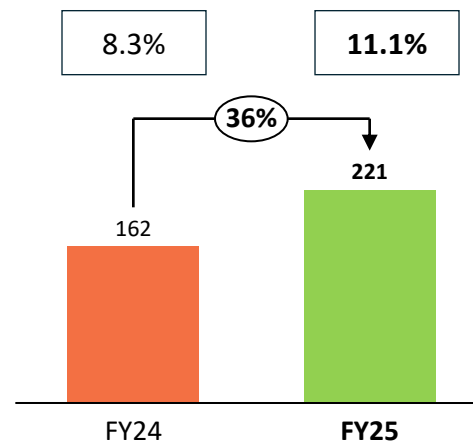
.. With Sustained Margin Improvement

(Rs in crs)

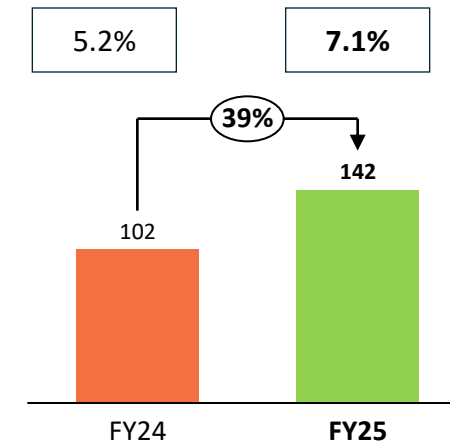
Gross Profit



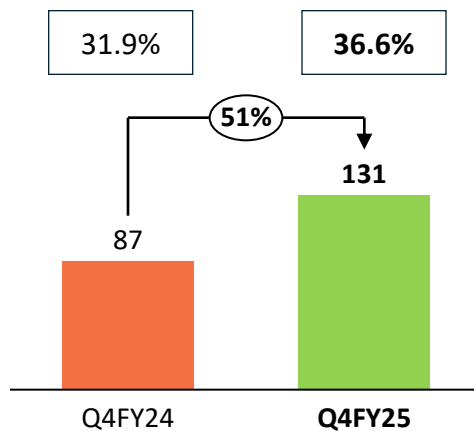
EBITDA



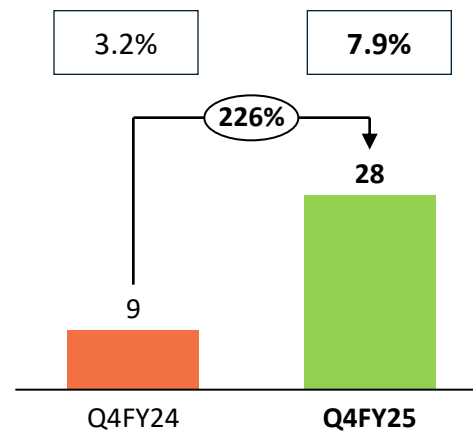
PAT



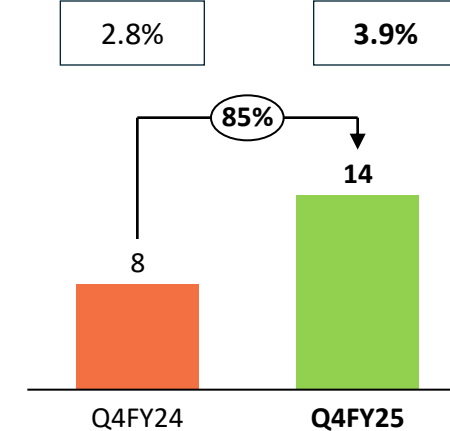
Gross Profit



EBITDA



PAT



Consolidated Income Statement – Q4 & FY25

Particulars (Rs. Crs)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	358.92	272.50	32%	1,999.95	1,966.39	2%
COGS	227.56	185.66		1,359.12	1,465.03	
Gross Profit	131.36	86.84	51%	640.83	501.36	28%
Gross Profit Margin (%)	36.6%	31.9%		32.0%	25.5%	
Employee Expenses	28.63	25.92		138.71	117.45	
Other Expenses	74.25	52.19		280.90	221.59	
EBITDA	28.47	8.73	226%	221.22	162.32	36%
EBITDA Margin (%)	7.9%	3.2%		11.1%	8.3%	
Other Income	2.86	4.51		7.00	9.40	
Depreciation	7.17	7.60		29.15	29.25	
Finance Cost	2.14	2.07		6.86	10.89	
Share of profit or (loss) from associates	0.00	-0.05		0.57	0.31	
Profit before Tax	22.02	3.51	527%	192.77	131.89	46%
Profit before Tax (%)	6.1%	1.3%		9.6%	6.7%	
Tax	8.13	-4.01		50.75	29.81	
Profit After Tax	13.89	7.52	85%	142.02	102.07	39%
PAT Margin (%)	3.9%	2.8%		7.1%	5.2%	
EPS (As per Profit after Tax)	4.77	2.54		48.38	34.49	

Consolidated Balance Sheet– FY25

Particulars (in Rs. Crs.)	Mar' 25	Mar' 24
ASSETS		
Non-Current Assets	473.08	466.81
Property, Plant and Equipment	231.20	237.29
Capital work-in-progress	156.11	135.40
Investment Properties	2.99	3.04
Right of use Assets	39.04	38.44
Intangible Assets	8.63	7.09
Intangible Assets under development	4.99	6.46
Investment in Joint Venture	11.52	11.01
(i) Investments	8.22	8.53
(iv) Other Financial Assets	2.68	3.41
Income tax Assets (net)	1.53	6.84
Other Non-Current Assets	6.17	9.30
Current Assets	1,425.07	1,252.40
Inventories	886.25	807.38
Financial Assets		
(i) Trade Receivables	385.32	296.67
(ii) Cash and Cash Equivalents	55.93	61.28
(iii) Bank Balances other than (iii) above	1.18	0.16
(iv) Loans	0.25	0.14
(v) Other Financial Assets	8.02	2.48
(vi) Investments	9.57	3.53
Other Current Assets	78.55	80.76
TOTAL	1,898.15	1,719.22

Particulars (in Rs. Crs.)	Mar' 25	Mar' 24
EQUITY AND LIABILITIES		
EQUITY	1,084.59	1,011.72
Equity Share Capital	29.10	29.60
Other Equity	1055.50	982.12
Non-current liabilities	36.05	43.69
Financial Liabilities		
(i) Borrowings	23.47	29.17
(ii) Lease Liabilities	2.65	2.31
Provisions	5.50	2.18
Deferred Tax Liabilities (net)	4.43	10.02
Current liabilities	777.50	663.81
Financial liabilities		
(i) Borrowings	76.15	54.03
(ii) Trade Payables	507.74	419.61
(iii) Lease Liabilities	2.40	1.80
(v) Other Financial Liabilities	46.93	41.34
Other Current Liabilities	130.64	142.93
Provisions	4.84	4.11
Current tax liabilities (Net)	8.80	0.00
TOTAL	1,898.15	1,719.22

Consolidated Cash Flow Statement– FY25

Particulars (Rs. Crs.)	Mar' 25	Mar' 24
Profit Before Tax	192.77	131.89
Adjustments for: Non-Cash Items / Other Investment or Financial Items	40.44	38.92
Operating profit before working capital changes	233.21	170.80
Changes in working capital	-97.95	29.68
Cash generated from/ (used in) Operations	135.26	200.48
Direct taxes paid (net of refund)	-41.80	-13.50
Net Cash generated from/ (used in) operating activities (A)	93.46	186.98
Net Cash generated from/ (used in) Investing Activities (B)	-37.72	-46.47
Net Cash generated from/ (used in) financing activities(C)	-61.09	-98.06
Net Increase in Cash and Cash equivalents	-5.36	42.45
Cash and Cash Equivalents at the beginning of the year	61.28	18.83
Cash and Cash equivalents at the end of the year	55.93	61.28

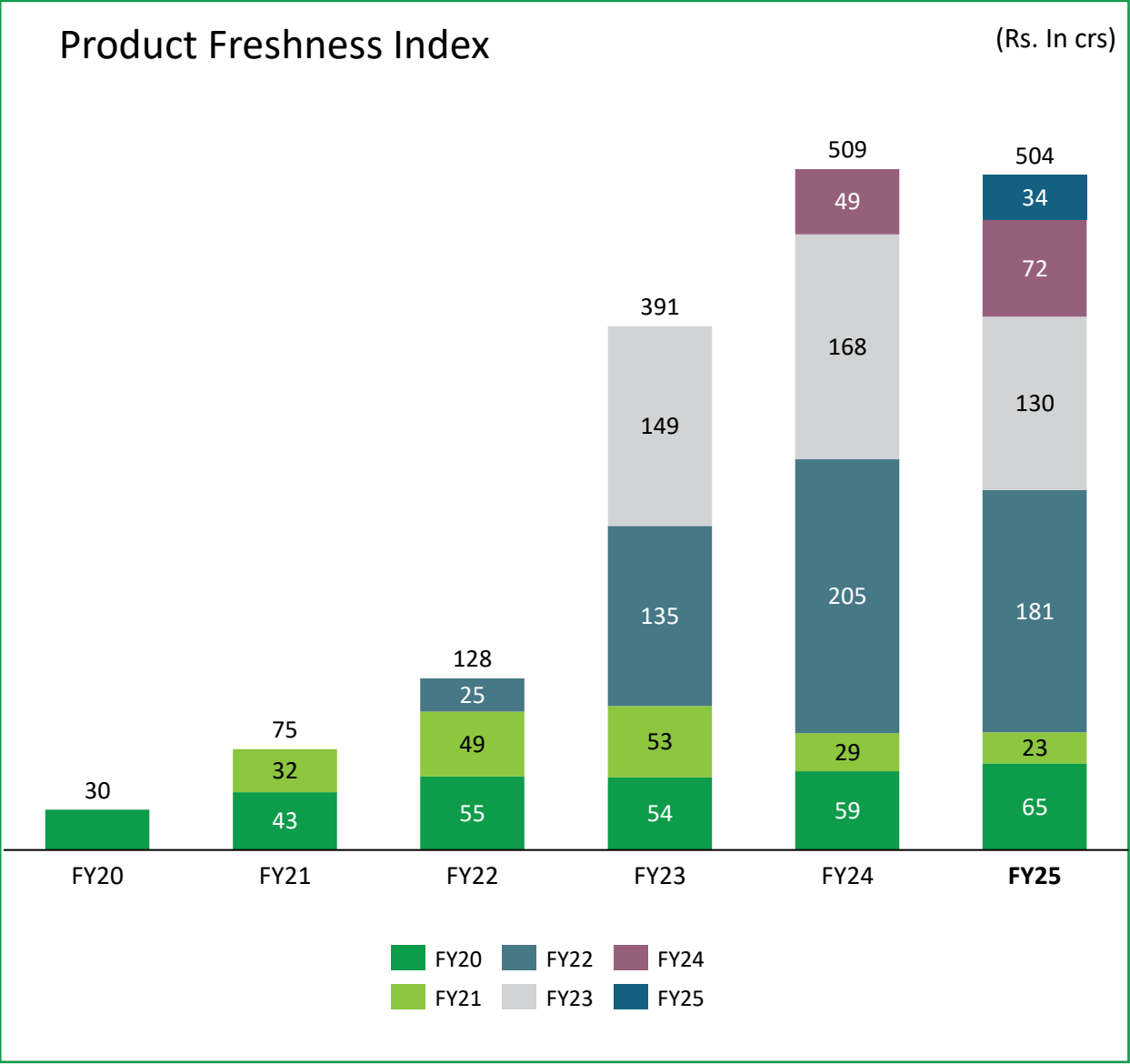
Significant Contribution from New Product Launches

New Products Launched – FY25

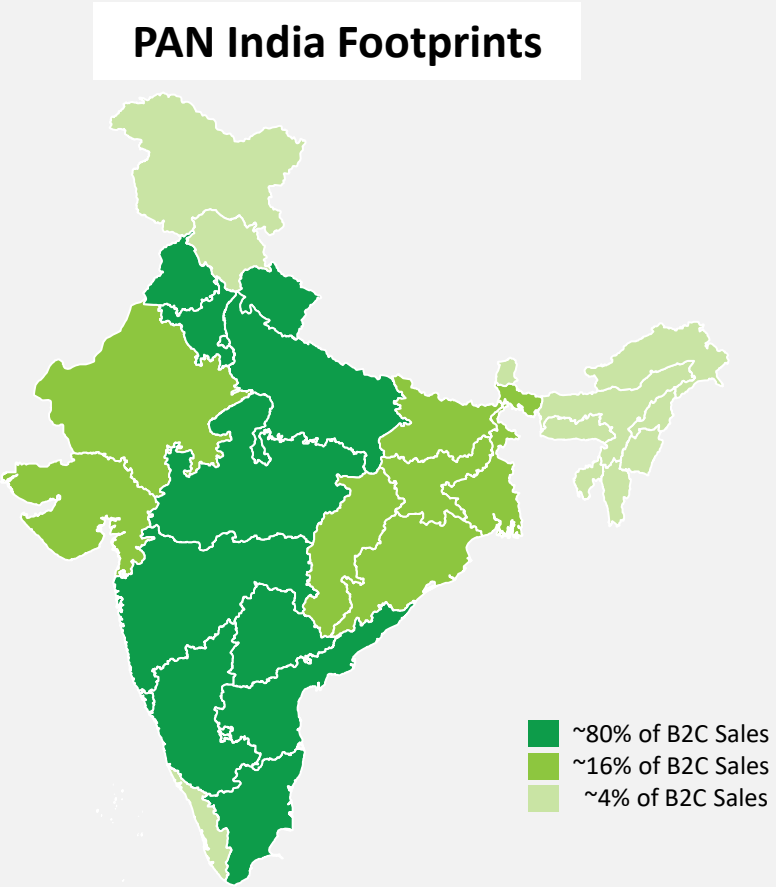


Product Freshness Index

(Rs. In crs)



PAN India Distribution Network like Rural FMCG



750+
Sales & Marketing team

900+
Crop Advisor Team

7,500+
Distributors

70,000+
Retailers

25,00,000+
Farmers Reach

Demand Generation Dashboard

Treated Acreage



55 Mn Acre

Reaching To Customers

- Reached to 25+ lakh farmers
- 8,500+ farmers meetings
- 8,000+ demonstration in different crops

Demand Generation Activities



4 Mn Farmer Visits

Our Digital Journey

- IIL 360 – Complete Field Work Planning Digital tool
- Digital Learning Platform IIL GROWSMART

Responsible Corporates

Product Stewardship Day



25K Farmers Participation

Product Stewardship

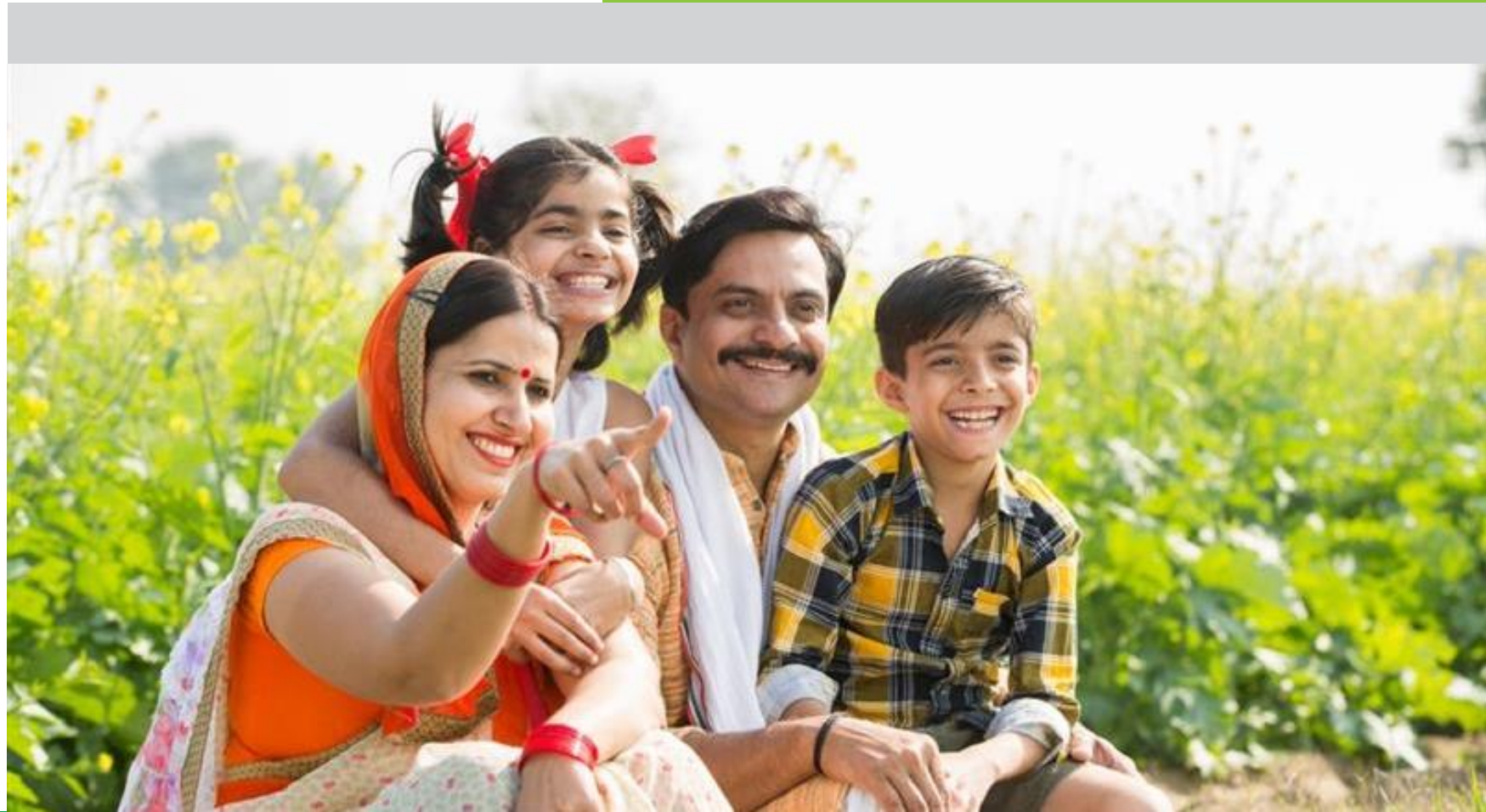
- Crop Solution Approach to Farmers
- *Mission hai to JEET PAKKI*
- Shinwa – Suraksha Ki Guarantee
- Torry super ka Jadu
- RELIEVE- *Har Haal , FASAL Bemisaal*

Demand Generation Activities





insecticides
(INDIA) LIMITED



IIL – A Transformational Journey

IIL – A Transformational Journey

2001 - 2006

Foundation

- A legacy of entrepreneurship spanning over three generations
- Strategic acquisitions of 'Tractor Brand' and other brands
- Long Term Relationship with the Channel Partners
- Set up of formulation Manufacturing at Chopanki, Rajasthan & Samba, J&K
- Set up of R&D Facility at Chopanki, Rajasthan

2007 - 2011

Expansion

- Set up of technical synthesis plant – Chopanki, Rajasthan & Dahej, Gujarat
- Formulation plants were set up at Udampur, J&K and Dahej, Gujarat
- Expanded Pan India Distribution network
- Focused on expanding product basket, building brand equity and farmer connect
- Listed on Indian Stock Exchanges

2012 - 2019

Innovation & Scaling

- Introduced Value added products (patented 9(3) products & biologicals) from in house R&D centers as well as International tie-ups
- Tie-up with NISSAN - Japan, OAT AGRIO - Japan & MOMENTIVE - USA
- Commenced R&D center in JV with OAT AGRIO - Japan for invention of new chemical entity – NCE at Chopanki, Rajasthan
- Industry milestone by manufacturing technical & formulation for Bispyribac Sodium (Green Label)

2020 - 2025

End to End Solutions







- Comprehensive product portfolio including patented new chemistries & innovative solutions
- Presence across 22 countries Setting up of EOU
- Expansion at Chopanki & Dahej plant for technical and formulation
- Digitalization - Implemented CRM
 - "IIL 360" for Team
 - "IIL Pariwar" for Distributors
 - "IIL Humsafar" for Retailers
- Buyback of ₹50 crore in FY25
- Acquired Kaeros Research Pvt. Ltd. to enhance supply chain activities

Farmer Centric – Integrated Value Chain



Next Level Commitment for Sustainable Growth



R&D, Innovation & Technology		Safe Manufacturing		Safer Chemistry		Crop Solution	
Partnership & Collaboration		Regenerative Agriculture		Digitalization		Strengthening Marketing & Product development Team	

Crop Focus-tailored Solution	Better Life Farming	Safety Of The People
-------------------------------------	----------------------------	-----------------------------

Provide a collaborative ecosystem to solve the bigger challenges like hunger, low production & soil health.

Grow more in available land, restore nature
Better soil utilization for wholistic growth of nature.



Global Tie-ups and In-House R&D

International Partnership in Research and Innovation

Nurturing International Partnerships since two decades

 **NISSAN CHEMICAL CORPORATION**
JAPAN



Marketing Tie-up & technical collaboration for specialty products i.e. PULSOR, HAKAMA, KUNOICHI, HACHIMAN, SHINWA, IZUKI & ALTAIR

MOMENTIVE™
USA



Tie-up with MOMENTIVE Performance Material Inc., USA for AGROSPRED MAX for silicone based super spreader

 **OAT Agrio Co., Ltd.**
JAPAN



Tie-up with OAT Agrio Co., Ltd. Japan to bring specialised products - CHAPERONE & TADAAKI

 **OAT Agrio Co., Ltd.**
JAPAN

 **OAT & IIL INDIA LABORATORIES PRIVATE LIMITED**

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

R&D facilities for in-house technology development



4

Research and
Development Centers



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



100+

Scientists & Researchers



28

Patents



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

Differentiating R&D Capabilities

State-of-the-art R&D centres

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

- In house R&D Centre at Chopanki is Approved by DSIR, Ministry of Science and Technology
- IIL's Research & Development Facility, at Chopanki by the name of **Sanskriti Research Foundation**, received **Good Laboratory Practice (GLP) Certification**, from the NGCMA, Ministry of Science & Technology, GOI."

Synthesis R&D

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

Formulation R&D

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

Biological R&D

- Equipped with bio assay and product development facilities
- Development of new bio pesticides and fertilizers
- Development of nano technology products

R&D on New Product Invention

A unique initiative of product discovery in India by forming a JV with Japanese company, OAT Agrio Co. Ltd.

In House capability from Research to Commercialization



Lab scale gram level

Kilo lab

Pilot plant scale

Commercial scale

Focus on Biologicals & PGRs

Biological Solutions

- **Advanced Bio-Based Technologies** : developing innovative bio-based technologies to promote sustainable agriculture
- **Comprehensive Agricultural Inputs** : providing a wide array of biological inputs designed to enhance crop productivity
- **Specialized Mycorrhizal Production**: In-house Mycorrhizal ROC facility is renowned for its high-quality and efficient production

R&D Centre

- **Cutting-Edge Facilities** : R&D center is equipped with advanced product development technologies to innovate Next Gen Bio products
- **Integration of Science and Technology** : Leverage microbiology, biochemistry, and nanobiotechnology to meet global demands
- **Innovative Product Pipeline** : Actively filing patents for new bio-nutrition, bio-insecticides, biopesticides, and bio-stimulants



Integral part of our crop solutions
Developed and commercialized by IIL
Gaining Momentum among field and horticulture crops

Credible Products

- **Mycoraja** : A high-efficiency endomycorrhizae product
- **Surya Zinc** : An effective biological carrier-based formulation of zinc solubilizing bacteria
- **K.K Pro** : A consortium of efficient microorganisms that improve soil physical and microbiological properties
- **Milstim** : An innovative seaweed-based product designed to increase the yield and quality

Facilities

- **Sterile Production Environment** : top-of-the-line production and formulation units for bacterial and fungal-based products
- **Expert Supervision** : All products are crafted under the strict supervision of top biotechnologists and microbiologists
- **Quality Control Systems** : QA systems in place for precise detection and quantification of microorganisms

Upcoming Opportunities in Exports



To boost global presence,
commenced Export Oriented
Unit (SEZ) in Dahej, Gujarat
in the year 2020



Established a solid footprint
in 22 countries



Approximately 182
international registrations
received



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



insecticides
(INDIA) LIMITED



Product Portfolio, Brands & GTM

The 'Tractor Brand' – Trust, Innovation & Convenience

TRACTOR BRAND has a legacy spanning over 39 years, which stands at beacon of trust for millions of farmers nationwide

Desh ki Shaan... Kissan ki Pahchan...



1986

Tractor Brand, initially



2003

Acquisition of Tractor Brand
on March 10th, 2003



2013

Improvement in visual appeal
by bringing it in color



2016

Enhancement in visual appeal

Attractive Packaging – Registered Design

Design Registered Bottles

Ring Seal Protection

IIL Logo embossed

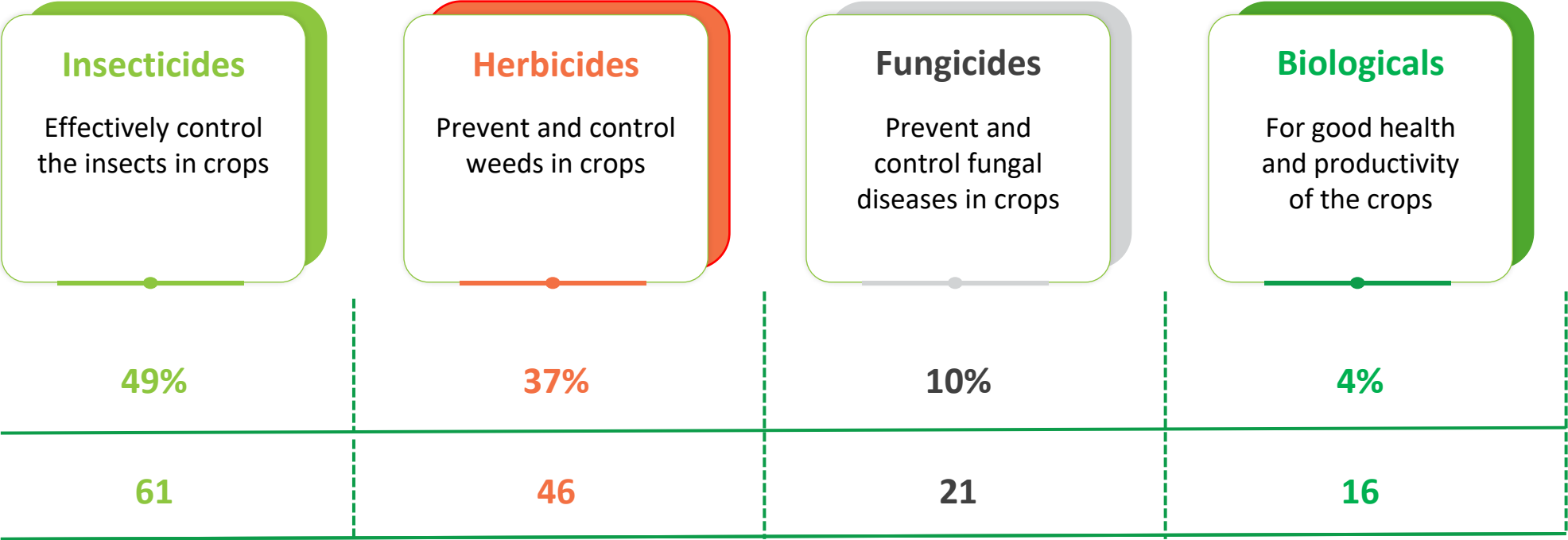


Vibrant Colour Coding

Category Demarcation

“Tractor Brand” Logo
on the Cap

End to End Solutions to Major Crops



Robust Portfolio of Premium Products

Focus Maharatna

Premium Products with High Value & Margins



Maharatna

Premium Products with High Margins



Leading Brands of the Industry

			
# 1 Brand in its Category	# 2nd Largest in Paddy Herbicide	# Top 10 in Category	# Top 5 in Category
<ul style="list-style-type: none">• A product of Nissan, Japan• Launched in 2012• Exclusive marketing rights in India• 130 Lac+ acres treated so far	<ul style="list-style-type: none">• Make in India Product• Launched in 2016• 170 Lac+ acres treated so far	<ul style="list-style-type: none">• An Insecticide developed by IIL• Launched in 2018• 75 Lac+ acres treated so far	<ul style="list-style-type: none">• A Patented Herbicide developed by IIL in Technical Coll. With Nissan, Japan• Launched in 2021• 35 Lac+ acres treated so far

Leading Brands of the Industry



Top 3 Performer

- Make in India Product
- Launched in 2023
- 30 Lac+ acres treated so far



3rd Biggest Corn Herbicide Brand

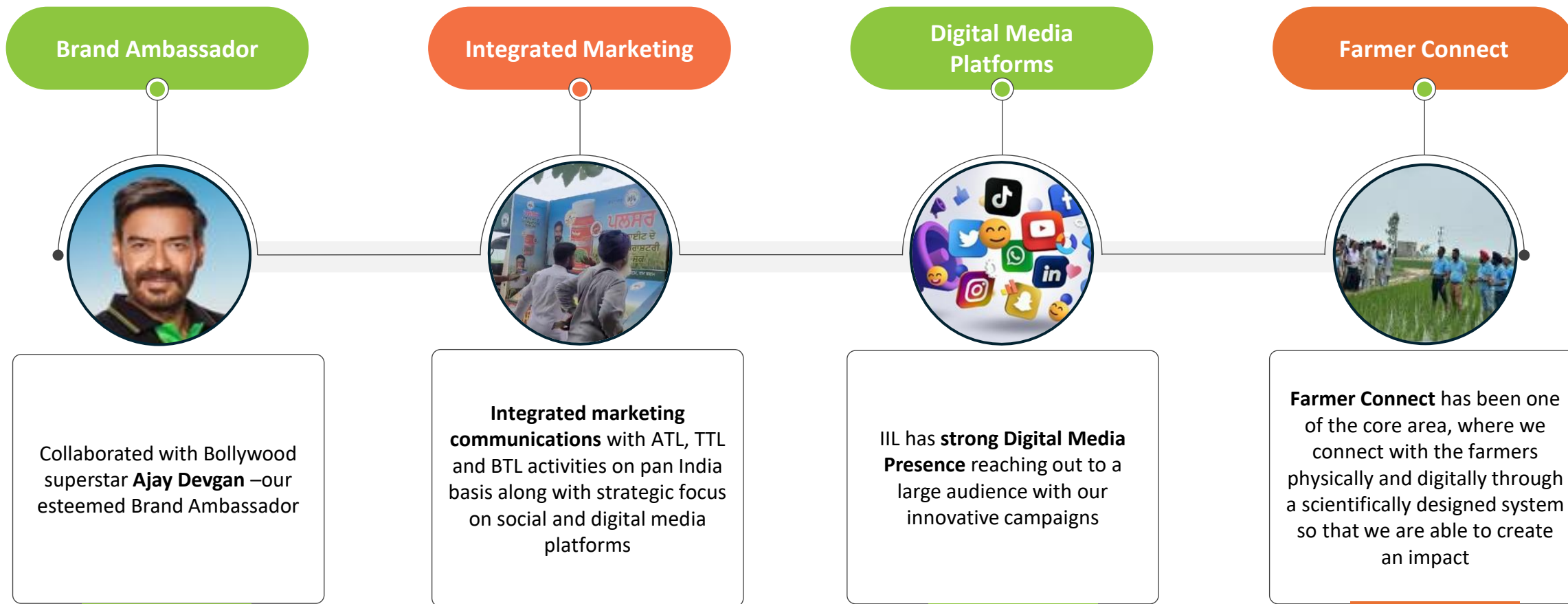
- Make in India Product
- Launched in 2022



Among Category's Top 5

- A Patented novel Insecticide by Nissan, Japan
- Co- exclusive marketing rights for India
- Launched in 2022
- Label claim of 6 crops
- 22 Lac+ acres treated so far

Strengthening Brand Equity



Framers Engaging Promotional Campaign



Scan this QR Code to watch the latest TV AD Campaign with Ajay Devgan





insecticides
(INDIA) LIMITED

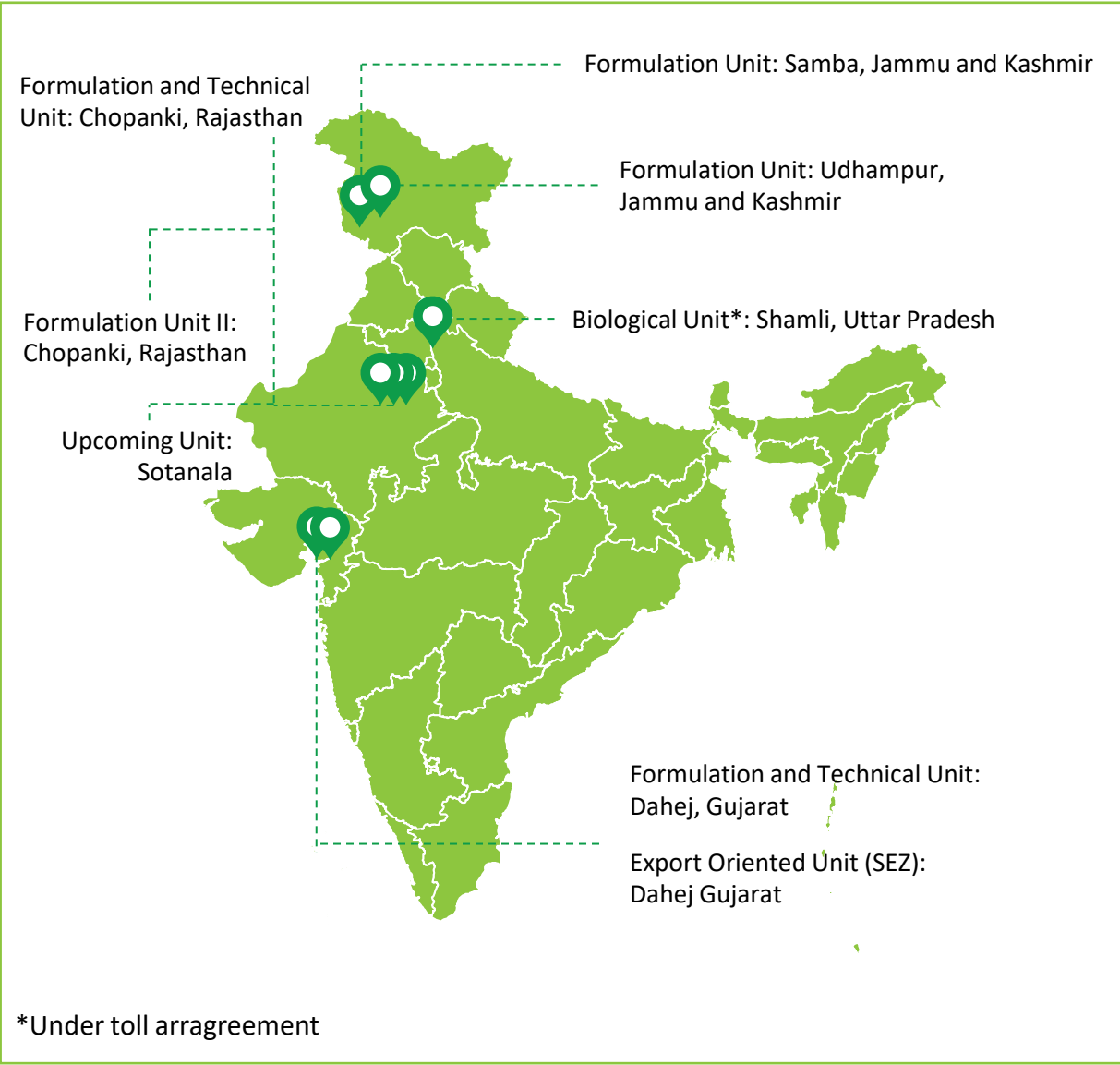


Manufacturing Excellence & ESG

Manufacturing Plants



Strategically Located Manufacturing Facilities

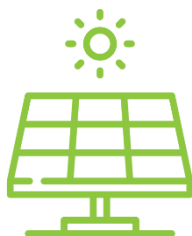


Installed Capacity			
30,000 KLPA Liquid	30,000 MTPA Granules	10,000 MTPA Powder	15,800 MTPA Active Ingredient and Intermediates
All Manufacturing Sites in Govt Approved Industrial Estates		Significant area available for Expansion at Dahej and Sotanala	
Multi purpose technical Plant with 20 different streams		Overall capacity of the Technical Plant is 15,800 MT	
Formulation plants with wide variety of formulations		Overall capacity of formulation plant is more than 70,000 MT/KL per annum	
~95% revenue from In-house Manufactured products.		100% Export oriented Formulation Plant in SEZ area.	

*Total approved capacity 152220 MT/KL

7.64%

Solar Power plants contribute 7.64% of total electric consumption



Zero

Implemented zero liquid discharge policy in 3 plants, (Chopanki, Samba & Udhampur)



Ensure effective usage of natural resources

Reduce carbon footprint by adopting energy efficient manufacturing process

30%

Attained more than 30% Green Belt conforming to air quality standards



1279.79 MT

Successful disposal of hazardous waste



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



Board Of Directors



Mr. H.C. Aggarwal, Chairman

Mr. H C Aggarwal is a seasoned expert in the crop protection sector, boasting over five decades of invaluable industry expertise. His profound understanding of the industry's intricacies is widely acknowledged. His reputation as a stalwart figure in the industry is rooted in his altruistic nature, characterized by his unwavering commitment to aiding and supporting all stakeholders.



Mrs. Praveen Gupta, Independent Director

Mrs. Praveen Gupta, holds Bachelors Degree in Commerce from University of Delhi, Member of Institute of Chartered Accountant, India (ICAI) and Partner at Mamraj & Co., Chartered Accountants, New Delhi. She has rich experience in the field of Taxation, Audits and Corporate Laws. She has excellent academic and Professional record. She is on the penal of several reputed Indian Companies both listed and non-listed.



Mr. Shyam Lal Bansal, Independent Director

Mr. Shyam Lal Bansal is a seasoned and accomplished banker with a distinguished career spanning more than four decades during which he handled a wide range of subjects pertaining to commercial banks in various high level capacities culminating as the Chairman & Managing Director of Oriental Bank of Commerce. He earlier held Directorships at Canara, HSBC, Oriental Bank of Commerce, Life Insurance Co Ltd and Oriental Insurance Co Ltd.



Mr. Supratim Bandyopadhyay, Independent Director

Mr. Supratim is a Member of the Institute of Chartered Accountant, having vast experience in the field of Insurance, Finance, Investments and Debt operations. He is currently Chairman of a Consultative Committee on Investment for Insurance Companies, Board member of Aditya Birla Sunlife AMC and Canara HSBC Life Insurance Co Ltd. He held the position of Managing Director & Chief Executive Officer at LIC Pension Fund managing entire operations of LIC Pension Fund from April 2014 to January 2018.

Board Of Directors



Mr. Anil Kumar Bhatia, Independent Director

Mr. Anil Kumar Bhatia a distinguished banker who retired from Punjab National Bank, the 2nd Largest PSU Bank of India as Circle head of Punjab region. He held the Chairmanship of Madhya Bihar Gramin Bank (Subsidiary of PNB) for 3 Years during his tenure with Punjab National Bank. He is B.Com and M.Com from Delhi University. He is also an ICWA from Institute of Cost Accountants of India



Mr. Rajesh Kumar Aggarwal, Managing Director

Mr. Rajesh kumar Aggarwal is a name to recon with in the crop protection & nutrition industry with over 30 years of experience. Today he is also the Vice Chairman of CCFI (Crop Care Federation of India), the member of the Managing Committee of PMFAI (Pesticides Manufacturers & Formulators Association of India). Insecticides (India) Limited has showcased remarkable growth under his stewardship. With a graduation in Commerce followed by a Diploma in Marketing, Mr. Rajesh started his career in 1993.



Mrs. Nikunj Aggarwal, Whole Time Director

Mrs. Nikunj Kumar Aggarwal holds graduate degree from Hans Raj College, New Delhi. She has experience in the field of business for over 10 years. She has promoted the Company and continually engaged in the operations of the Company, Presently, she is involved in administration activities, strategic initiatives, Human Resource and CSR.



Mr. Anil Kumar Goyal, Whole Time Director

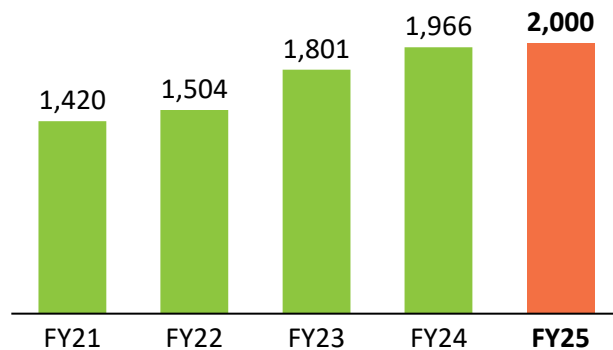
Mr. Anil Kumar Goyal has a distinguished corporate career of 36 years. He has joined Insecticides (India) Limited in the Year 2009, he has been assigned with various roles and responsibilities in the Company, he has led various portfolios in Operations and Administration. Other areas of his expertise include sales, business planning, strategy development and innovation. He is Commerce Graduate from Delhi University.



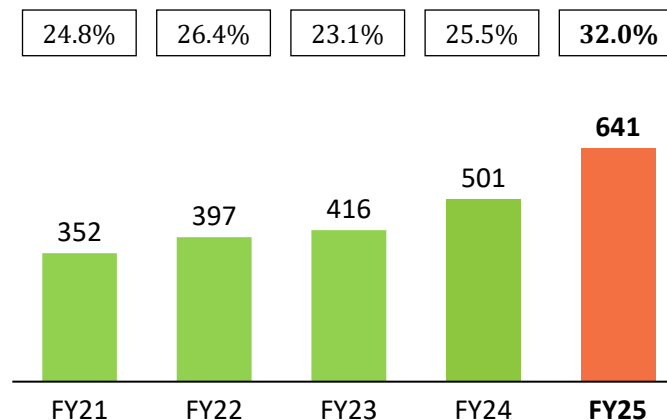
Financial Highlights

Historical Financial Highlights

Revenue

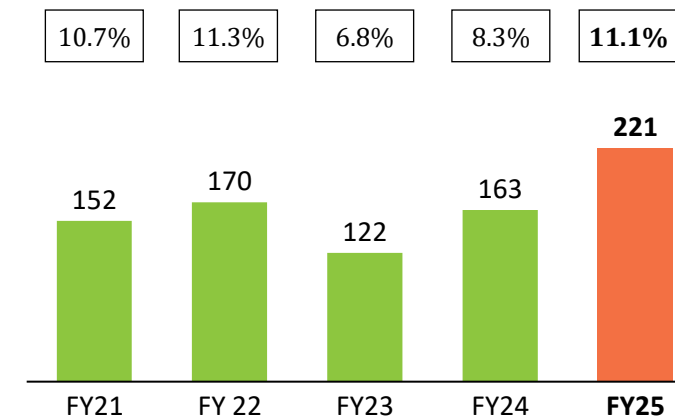


Gross Profit

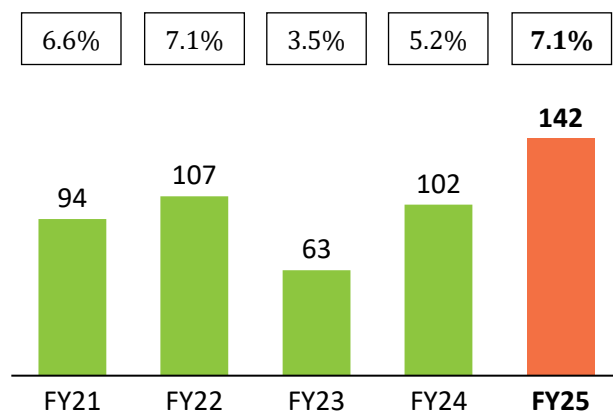


EBITDA

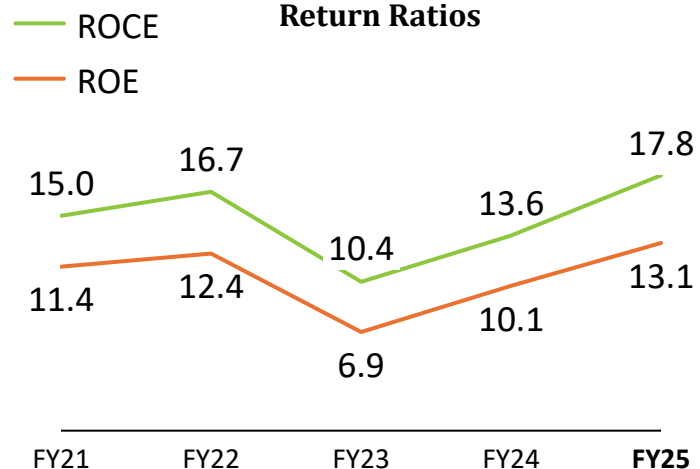
(Rs in crs)



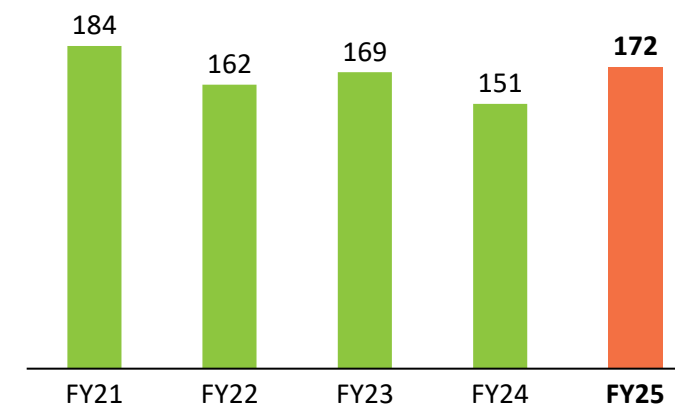
PAT



Return Ratios

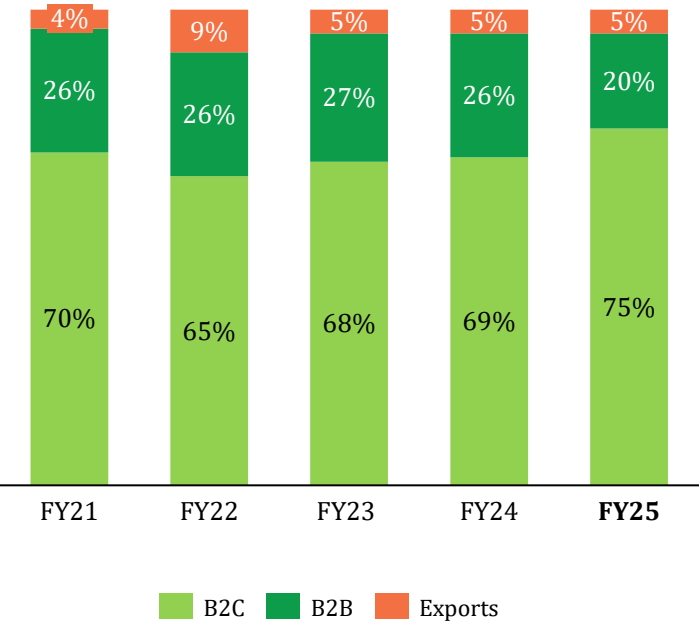


Net Working Capital (Days)

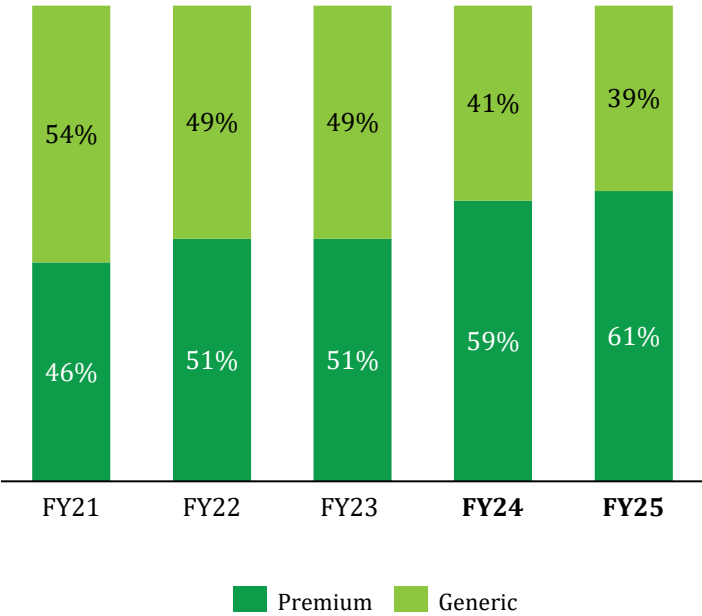


Continued Improvement in Product-mix

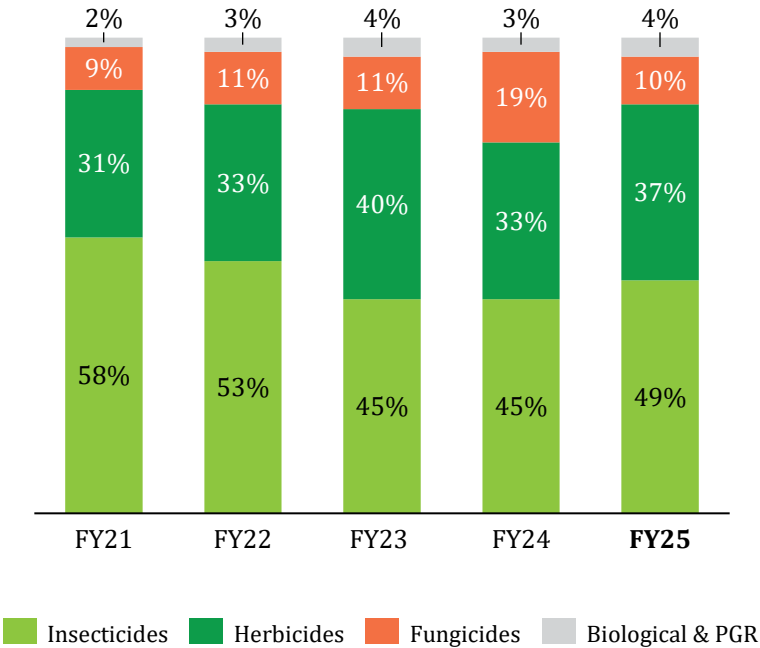
Segment-Wise Sales Breakup



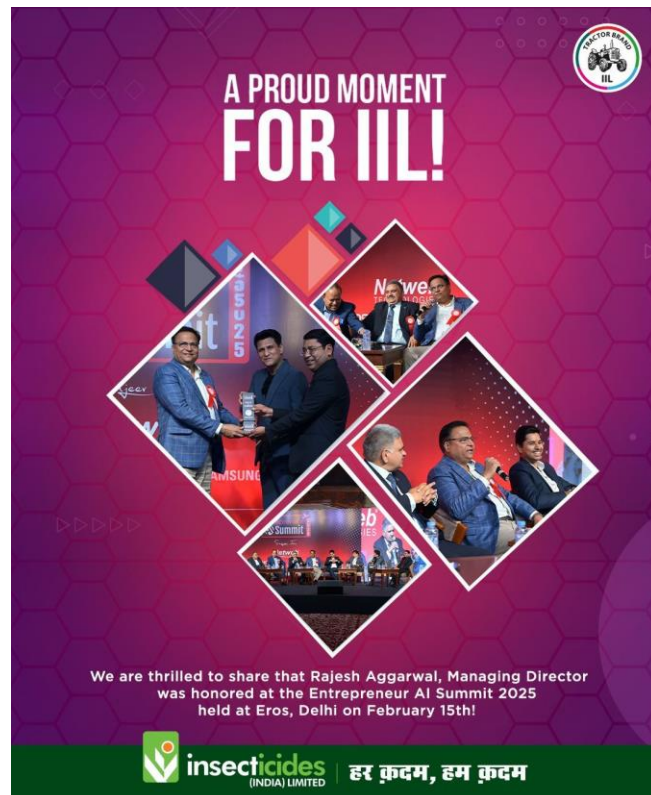
B2C : Premium vs Generic



Category-Wise Sales Breakup



Awards and Recognition



Honored at the **Entrepreneur AI Summit 2025**, held at Eros, Delhi



Gold Award 2019 - 2020 and Award of Excellence 2020 - 2021 at **CHEMEXCIL's Export Award Ceremony**



Participated in **Food Systems Summit 2025** under the **Times Now Global Sustainability Alliance**

Key Take Away

Market Leadership



A leading crop protection and nutrition company, with proven track record of successful new product launches

Seasoned Management Team



Seasoned Management team and Board with extensive experience and domain expertise

Brand & Distribution



Strong brand recall and credibility among the farmers with 28 depots, 7500 distributors and 70,000 dealers PAN India

Manufacturing and R&D



2 Multipurpose Technical Synthesis facilities, 6 State of the art strategically located formulation units and 4 world class R&D centers with experienced team

Strategic Collaborations



Leveraging the international collaborations to bring the latest patented world class technology for the Indian farmers

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Insecticides (India) Limited** (the “Company”), securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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For Meeting request - [Click here](#)

Thank You

IIL Reports 85% Growth in PAT for Q4FY25

Delhi, May 28, 2025 : Insecticides (India) Limited (IIL), one of India's leading crop protection and nutrition company, has announced its financial results for the quarter and full year ended March 31, 2025.

Consolidated Financial Performance

Particulars (Rs. Crs)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	358.92	272.50	32%	1999.95	1966.39	2%
Gross Profit	131.36	86.84	51%	640.83	501.36	28%
Gross Profit Margin (%)	36.6%	31.9%		32.0%	25.5%	
EBITDA	28.47	8.73	226%	221.22	162.32	36%
EBITDA Margin (%)	7.9%	3.2%		11.1%	8.3%	
Profit After Tax	13.89	7.52	85%	142.02	102.07	39%

Results Highlights

- **Strong Revenue Growth of 32%** is registered in Q4FY25 as compared to Q4FY24 with significant improvement in profit margins across segments
- **Premiumization led Profit Growth** - Consistent focus on value added premium products including *Focus Maharatna* and *Maharatna*, which grew by **13%** in FY25. A robust performance was noted in Shinwa, Izuki, Mission SC, Mycoraja and new launches
- **Gross Profit margin** for FY25 stood at 32% improved by 655 bps driven by better product mix, improved pricing strategy and success of new launches
- **EBITDA margins** for FY25 improved by 281 bps with aggressive marketing campaign and field promotion to support premium products and new launches
- **ROCE and ROE** improved for FY25 to 18% and 13% respectively, reflecting our strategic focus on profitability and efficient capital deployment

Operational Highlights

- **Launched 11 new products** in FY25 including patented latest technology products
- **Acquired Kaeros Research Pvt. Ltd.** to secure supply chains, reduce costs through direct imports and to strengthens long-term sourcing capabilities
- Successfully completed a **buyback of 500,000 fully paid-up equity shares** at ₹1,000 per share, totaling **₹50 crore**

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

“We are pleased to report a robust performance of the Company, marked by strong execution and strategic discipline, **resulting in a profit growth of 39% in FY25**. This performance underscores the success of the strategic framework we established —centered around profitable growth, a sharper focus on premium products, and margin enhancement. The overall business environment remained favorable throughout the year. A good monsoon and healthy reservoir levels provided strong tailwinds for rural demand and agri-input consumption. Additionally, stable raw material prices and our deep farmer connect further supported steady demand across markets.

Our continued focus on premiumization yielded positive results, driving an improvement in gross margins. We consciously prioritized value over volume, reflecting our long-term strategy of sustainable, profitable growth. This disciplined approach also led to an improvement in key return metrics, with both ROCE and ROE improving consistently even in FY25, a direct outcome of better product mix and efficient capital allocation.

Looking ahead, we remain optimistic about the upcoming seasons. We expect continued momentum supported by favorable macro tailwinds such as a strong monsoon forecast and stable raw material prices. Our growth outlook remains intact, with expectations of expansion in premium products, stable gross profit margins, and EBITDA improvement, driven by new launches and operational efficiencies.

Recently we also launched Altair, a patented pre-emergent herbicide for paddy developed by Nissan Chemical Corporation, Japan, which will be exclusively marketed by us in India. This launch is a testament of our commitment to deliver innovative and effective solutions that address the real challenges faced by Indian farmers. With a robust product pipeline and planned launches in the coming year and in recent years, we are well-positioned to capture emerging opportunities in the market. While continued investment in future majorly at Dahej capacity expansion and upgraded technical and formulation facilities at Sotanala, Rajasthan.

We remain deeply committed to sustainability, innovation, and responsible growth. As we move forward, our focus stays firmly on delivering long-term value for our stakeholders, while creating a positive impact on the environment and the communities we serve. With a strong foundation and clear vision, we are confident in building a resilient, promising future for our business.”

About Insecticides (India) Ltd.

Insecticides (India) Ltd. (IIL) is one of India's leading crop protection and Nutrition company. IIL boasts of an impressive product portfolio consisting of 20+ technical products and 140+ formulation products. It provides farmers with a range of products for their crop protection requirements. It also owns the prestigious "Tractor Brand" which has gained great popularity in the farming community. It has state-of-art manufacturing facilities located at Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir) and Dahej (Gujarat).

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

IIL has PAN India reach with 25,00,000+ farmers, 70,000+ dealers, 7,500+ distributors. IIL prides of having great R&D capabilities and technical expertise to provide farmers with effective and innovative products.

For further information on the Company, please visit www.insecticidesindia.com

Safe Harbor Statement

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

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