



Regd. & Corporate Office : 401-402, Lusa Tower
Azadpur Commercial Complex, Delhi-110 033
Telefax : + 91 1127679700-05 (6 Lines)
e mail : info@insecticidesindia.com
www.insecticidesindia.com
CIN : L65991DL1996PLC083909



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2025/1308/02

Dated: August 13, 2025

The Manager

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

Dear Sir/Madam,

Sub: Earning Presentation for Q1 of FY 2025-26 Results.

Please find enclosed the Q1 of FY2025-26 Earning presentation for the first quarter ended June 30, 2025. 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 via In-House R&D and International tie-ups
- **4** State of the Art **R&D facilities** for research and innovation
- Industry Leading Brands and strong Brand Equity of "**TRACTOR BRAND**"
- A rural FMCG like business model reaching **40 lakh** 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



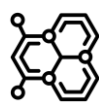
29

Patents



20+

Technical



140+

Formulation



16

Focus Maharatna



35

Maharatna

* Under Toll Arrangement

Q1 FY26 – Key Highlights



Strong beginning of the season with **20% growth registered in premium products portfolio** in B2C in Q1FY26, reflecting the effectiveness of our strategic framework of premiumization



Robust growth in products like **Torry Super, Terrox, Green Expert, Stroke** in Q1FY26 and impressive farmer's response for recent new launches, well supported by effective marketing campaigns and targeted field promotions



EBITDA increased by **17% YoY**, with **EBITDA margins** improve by **125 bps**, driven by high growth in premium products and operational efficiency



Profit After Tax (PAT) surged **18%** year-on-year to **₹58 crore**



Significant change in our approach to go to farmers as a **complete crop solution** provider resulting into leadership position in various crops in India



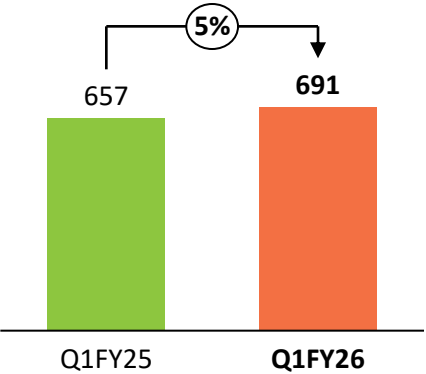
IIL Crop Solution Plots - These are model fields cultivated with IIL Crop Solution



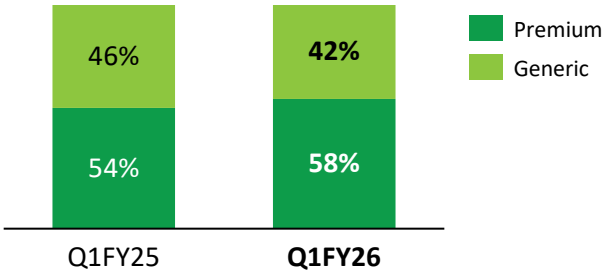
Recently launched **SPARCLE** in collaboration with **Corteva Agriscience**, a global leader in agricultural innovation

Steady Margin Growth Underlines Operational Excellence

Revenue

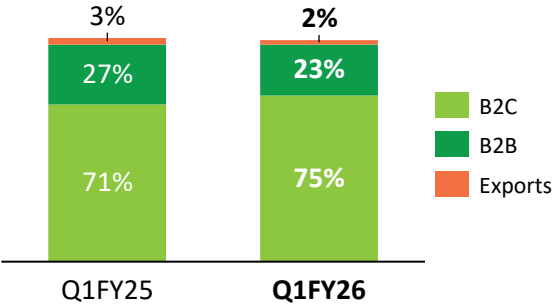


B2C – Premium Vs Generic

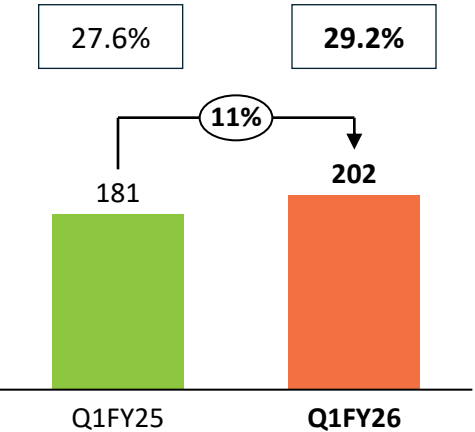


Sales by Segment

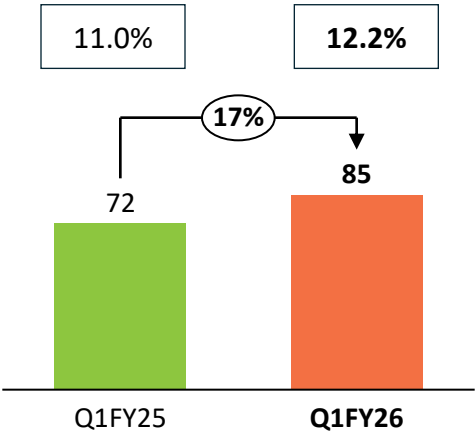
(Rs in crs)



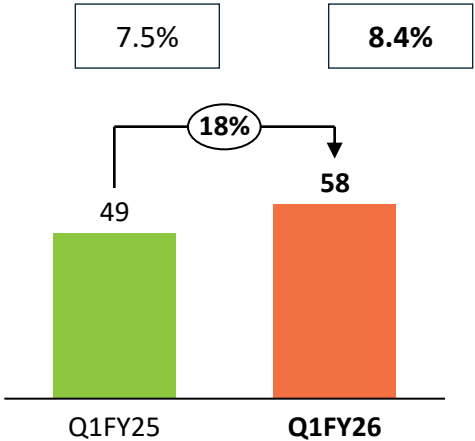
Gross Profit



EBITDA



PAT



Consolidated Income Statement - Q1FY26

Particulars (Rs. Crs)	Q1 FY26	Q1 FY25	Y-o-Y	FY25
Revenue from Operations	691.13	656.69	5%	1,999.95
COGS	489.48	475.23		1,359.12
Gross Profit	201.65	181.46	11%	640.83
Gross Profit Margin (%)	29.2%	27.6%		32.0%
Employee Expenses	41.53	38.98		138.71
Other Expenses	75.54	70.35		280.90
EBITDA	84.59	72.13	17%	221.22
EBITDA Margin (%)	12.2%	11.0%		11.1%
Other Income	3.71	2.48		7.00
Depreciation	7.31	7.14		29.15
Finance Cost	3.72	1.63		6.86
Share of profit or (loss) from associates	0.20	0.18		0.57
Profit before Tax	77.45	66.01	17%	192.77
Profit before Tax(%)	11.2%	10.1%		9.6%
Tax	19.35	16.64		50.75
Profit After Tax	58.11	49.37	18%	142.02
PAT Margin (%)	8.4%	7.5%		7.1%
EPS (As per Profit after Tax)	19.97	16.68		48.38

Consistent New Product Launches

Q1 FY26



FY25

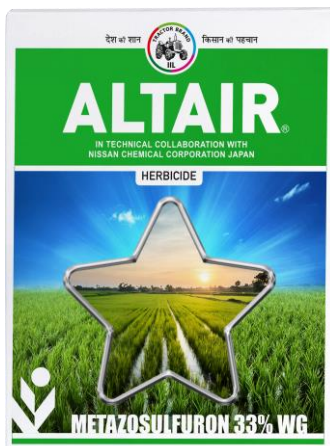


FY24



HAR KADAM HUM KADAM

..... With PAN India Launch Events



ALTAIR is a patented rice herbicide from **Nissan Chemical Corporation, Japan**, exclusively marketed by IIL in India. It offers advanced pre-emergent weed control tailored for Indian paddy fields.



CENTRAN SC is a broad-spectrum insecticide. It offers effective and long-lasting protection for rice crop against stem borer and leaf folder, ensuring higher yields and healthy grains.

Reaping upon Premiumization

Premium Product Penetration

Share of premium products in the B2C portfolio increased from 51% to 61%, from FY23 to FY25

Gross Profit Expansion

Gross profit margin improved significantly from 23% to 32%, in last 2 years

EBITDA Margins & PAT Growth

EBITDA margin improved from 7% to 11%, and PAT from Rs. 63 Crs in FY23 to Rs. 142 Crs. in FY25

Efficiency in Capital Returns

ROCE improved from 10.4% to 17.8%, and ROE from 6.9% to 13.1% from FY23 to FY25

IIL - Innovative Crop Solution Portfolio

Complete Range of Solution for diverse crops

We cater to all major crop from cereals (rice, wheat, corn) to pulses, oilseeds (soybean, mustard), and horticulture (fruits & vegetables) with IIL Crop Solution

Paddy



Rice Crop Leading solution from sowing to harvest with **Patented** and **Japanese innovation**



Corn



Strong Herbicide Portfolio



Complete Crop Solution



Soybean

Horticulture

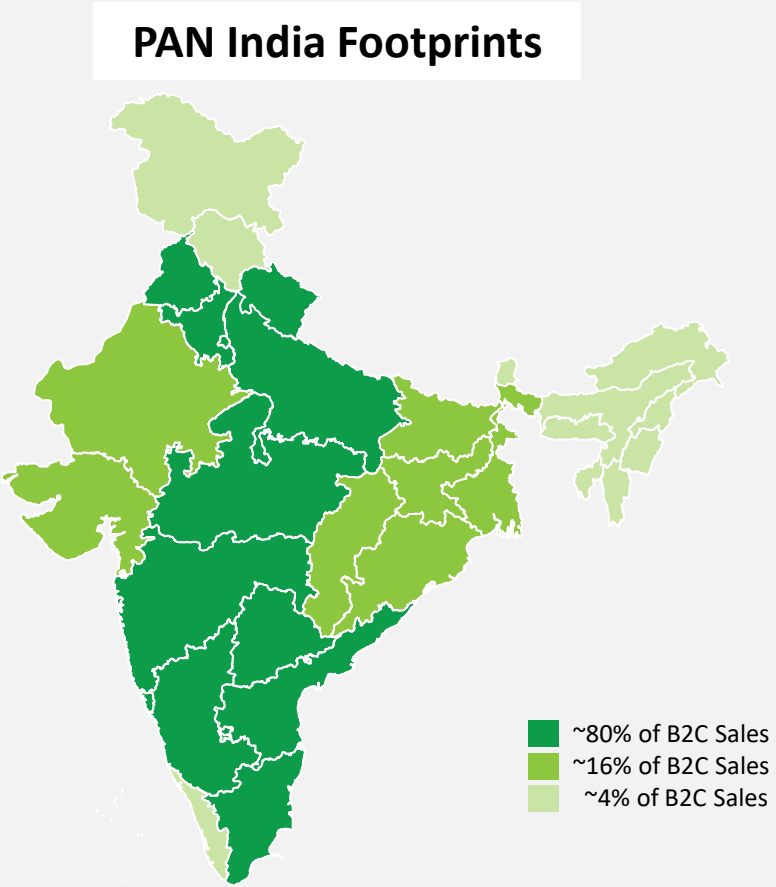
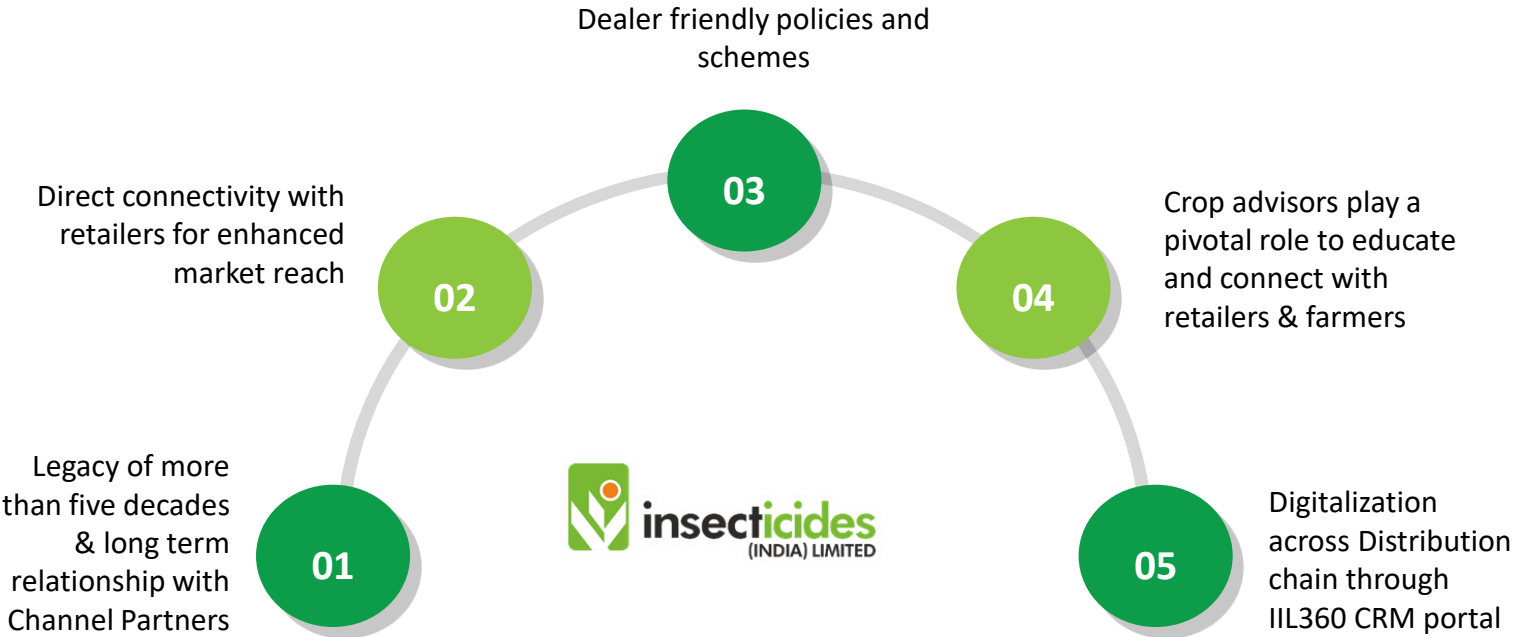


Leading Horticulture with Innovative Portfolio



HAR KADAM HUM KADAM

PAN India Distribution Network like Rural FMCG



700+
Sales & Marketing team

1200+
Crop Advisor Team

7,500+
Distributors

70,000+
Retailers

40,00,000+
Farmers Reach



24 Marketing Managers &
1200 Crop Advisors

Demand Generation Activities

Reaching To Farmers

- 4200+ Farmers meetings
- More than 2000 Products Demonstrations
- 1450+ Field Days
- 45,000+ farmers visits on Field Days
- Complete Crop Solution approach



ALTAIR Herbicide Launch

Aggressive on ground Approach

ALTAIR – A complete STAR for Rice farmers

- Intensive DG work in 900+ villages
- 1900+ Altair Farmer Meetings
- 570+ Field Days
- A satisfied customer base creation



ILL Crop Solution

- Rice , Cotton, Corn, Soybean, Wheat
- Chill, Tomato, Brinjal
- Sugarcane

ICS PLOTS- A systematic approach to promote ILL Crop Solution

TORRY SUPER KA JADU – A concept campaign to showcase products application benefits

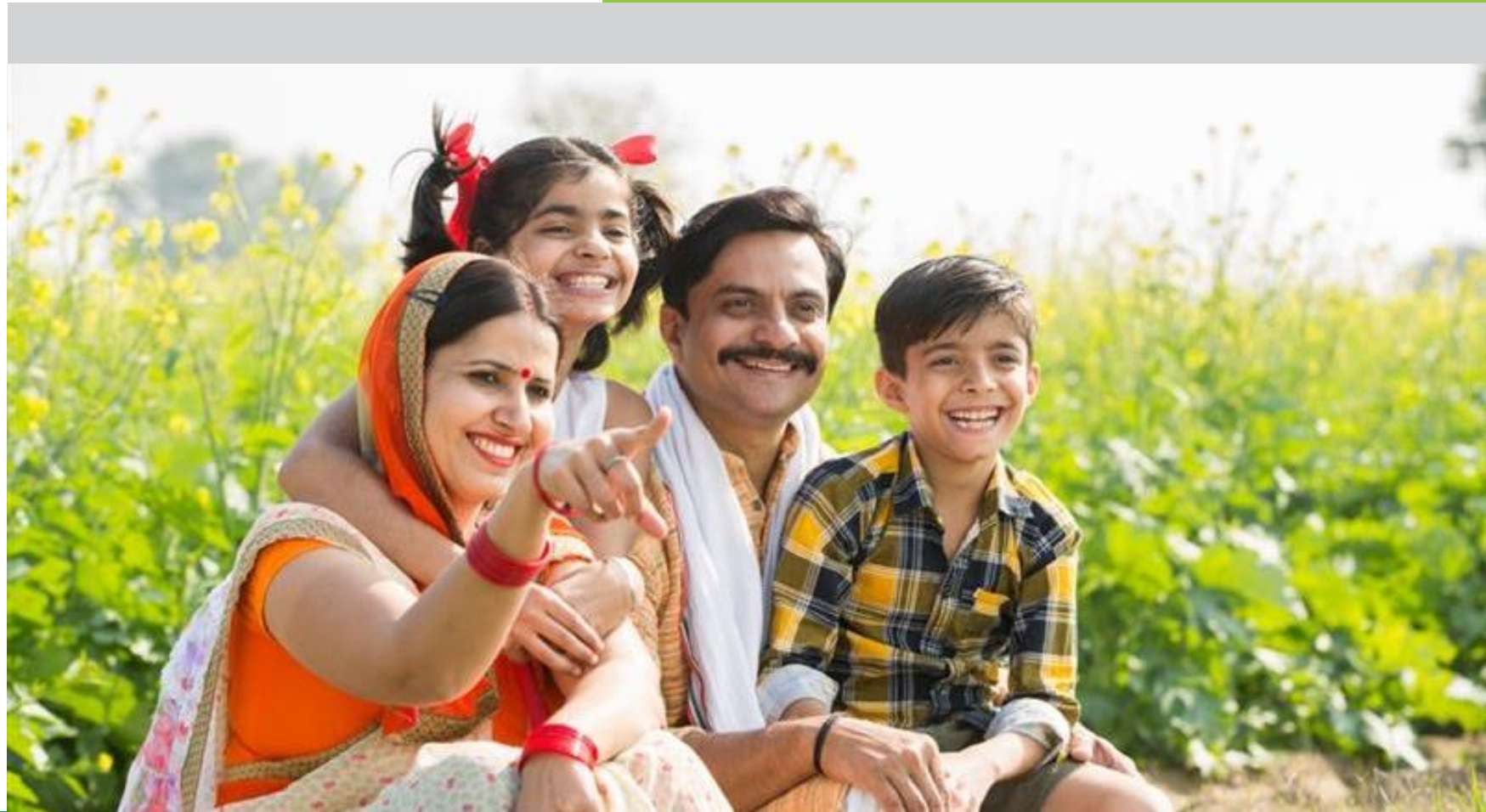
IIL Crop Solution Plots – An Experience Center for Farmer



IIL has launched a new initiative, IIL Crop Solutions Plots where different model fields for major crops in various regions of the country are cultivated using IIL's range of crop solutions. These live plots help as an open demonstration for farmers and channel partners enabling them to witness the visible difference in the crop. ICS Plot Field Days are organized at regular intervals of the crop stage.



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

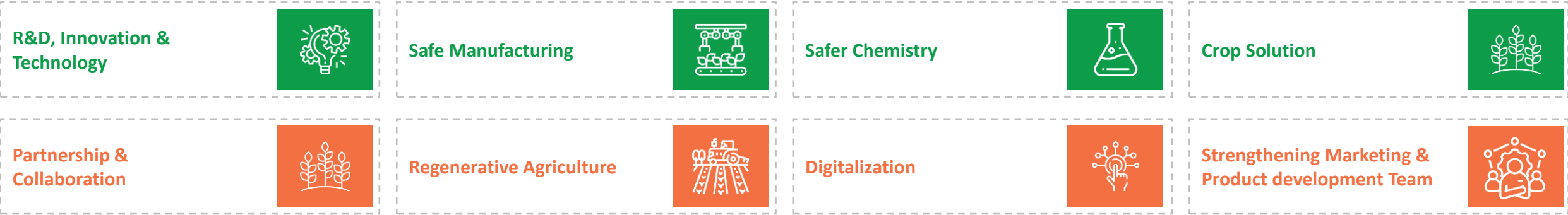
End to End Solutions

- 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



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

Nurturing International Partnerships



JAPAN



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



USA



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



JAPAN



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



JAPAN



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



USA



Marketing Tie-up
with Corteva
Agriscience, for
SPARCLE -
Insecticide for
Paddy Farmers

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



29

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



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

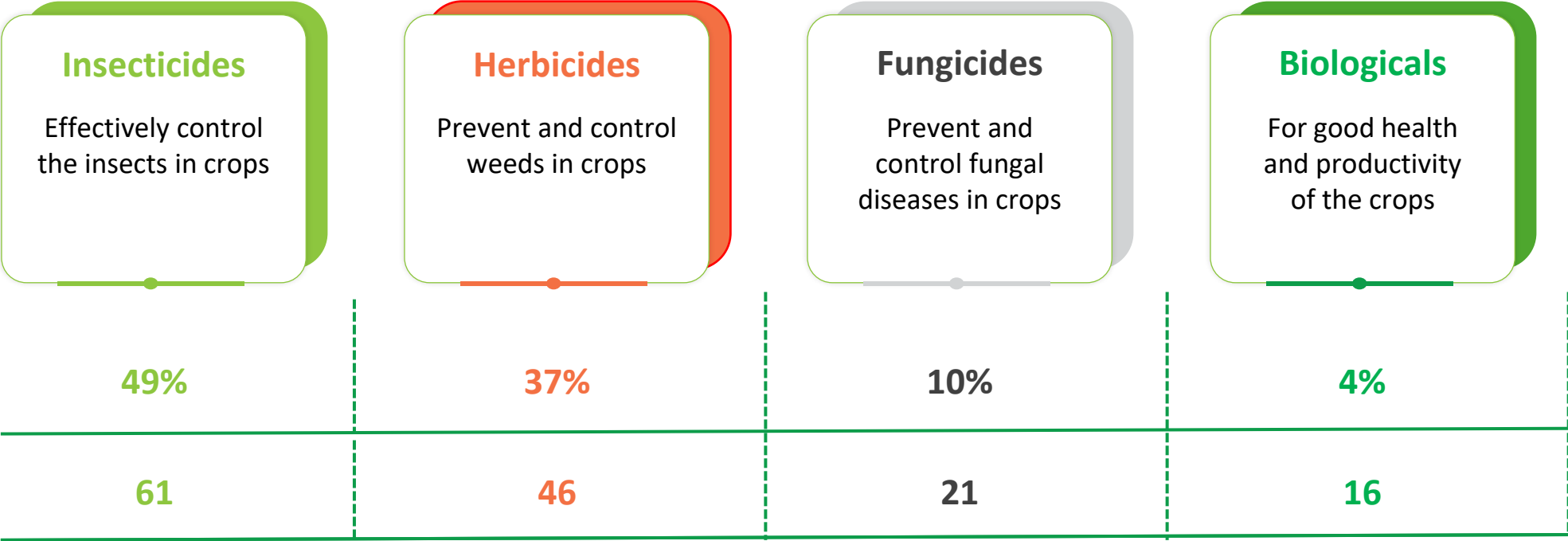


Vibrant Colour Coding

Category Demarcation

“Tractor Brand” Logo
on the Cap

End to End Solutions to Major Crops



Robust Portfolio of Premium Products

Focus Maharatna



Maharatna



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

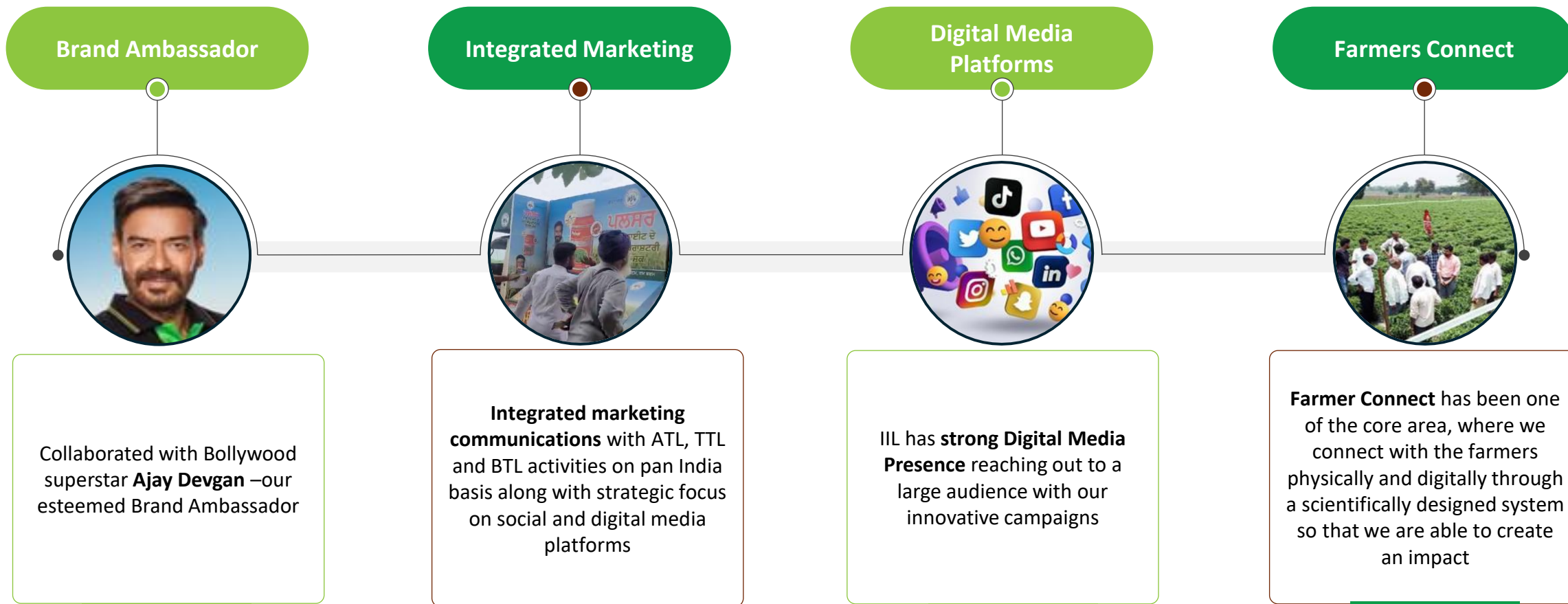
- Make in India Product
- Launched in 2022



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





insecticides
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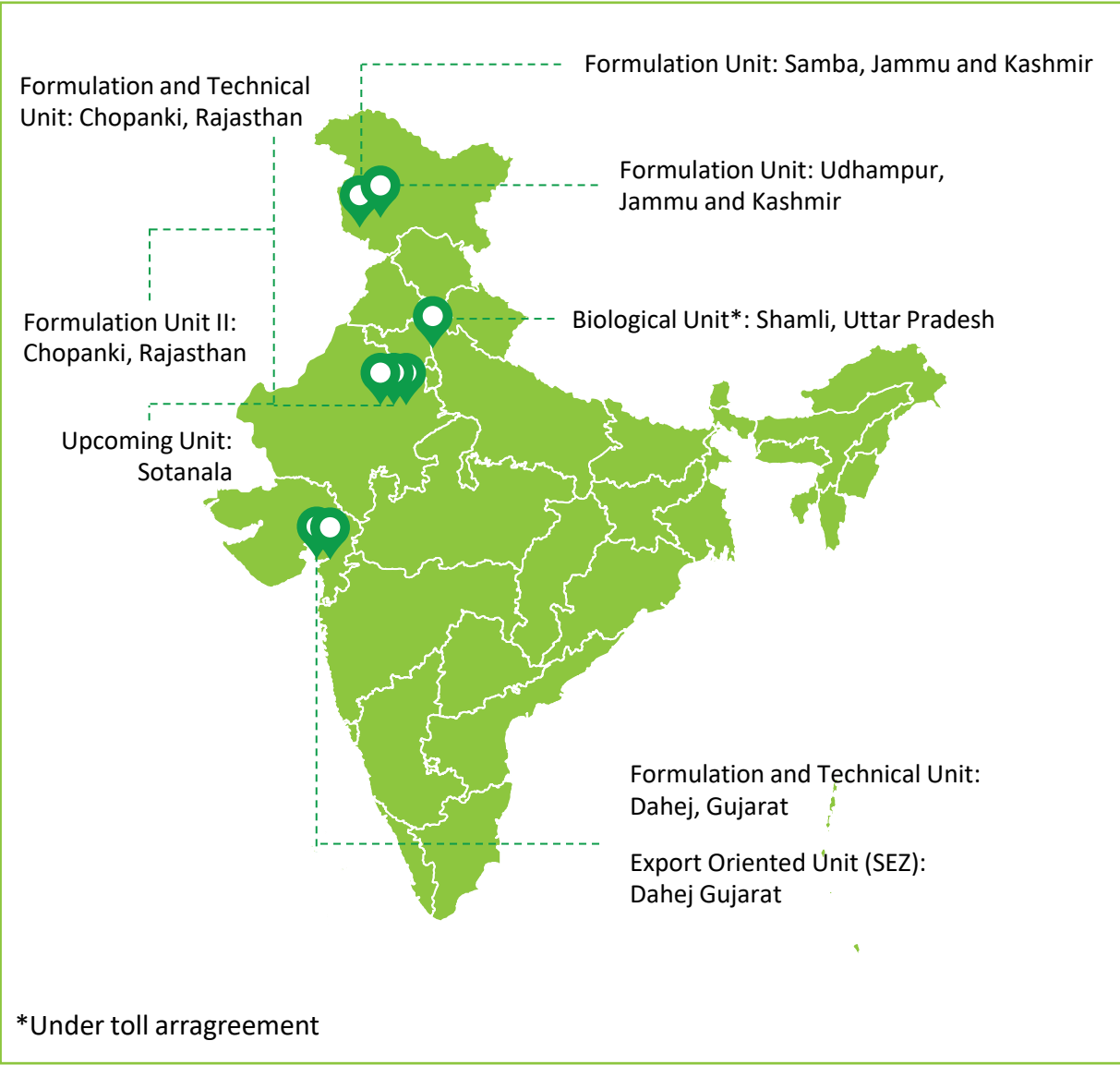


Manufacturing Excellence & ESG

Manufacturing Plants



Strategically Located Manufacturing Facilities

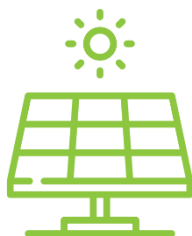


Installed Capacity			
30,000 KLPA Liquid	30,000 MTPA Granules	10,000 MTPA Powder	15,800 MTPA Active Ingredient and Intermediates
All Manufacturing Sites in Govt Approved Industrial Estates		Significant area available for Expansion at Dahej and Sotanala	
Multi purpose technical Plant with 20 different 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

48%

Energy demands met by renewable sources in overall energy 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

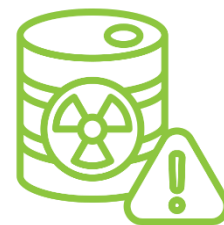
30%

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



1363.90 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

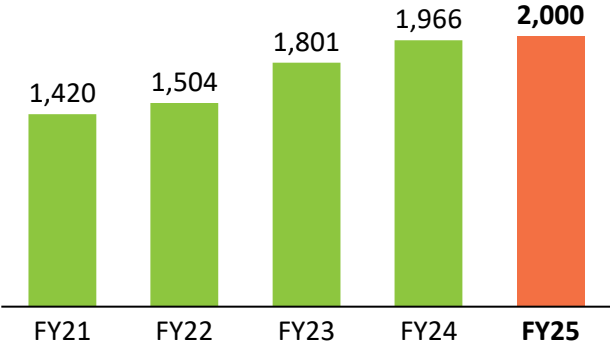
Mr. Anil Kumar Goyal has a distinguished corporate career of 36 years. He has joined Insecticides (India) Limited in the Year 2009, he has been assigned with various roles and responsibilities in the Company, he has led various portfolios in Operations and Administration. Other areas of his expertise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



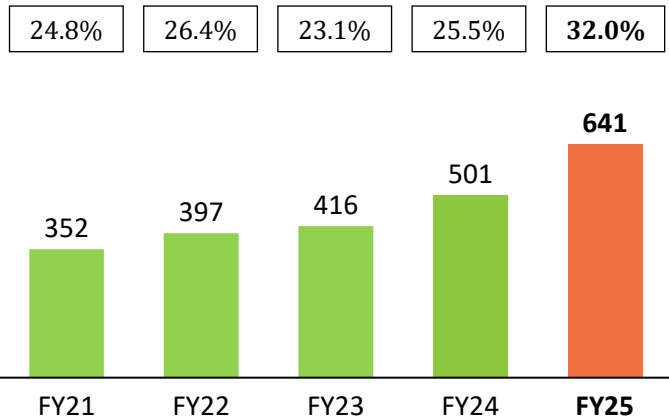
Financial Highlights

Historical Financial Highlights

Revenue

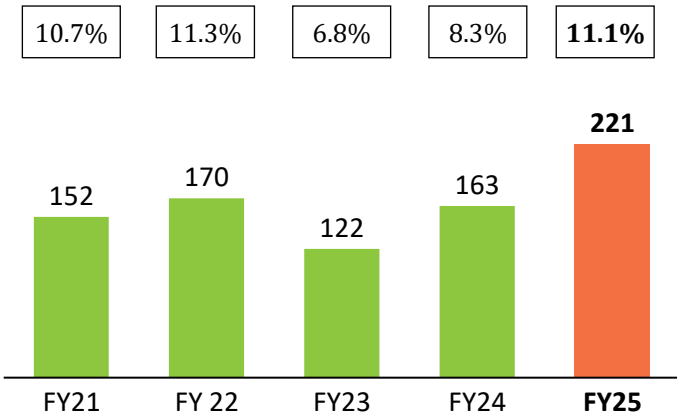


Gross Profit

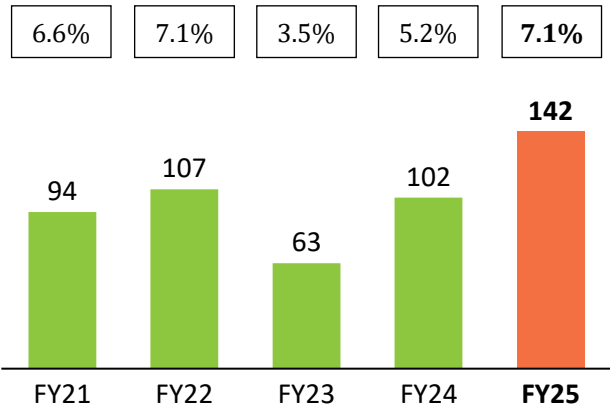


EBITDA

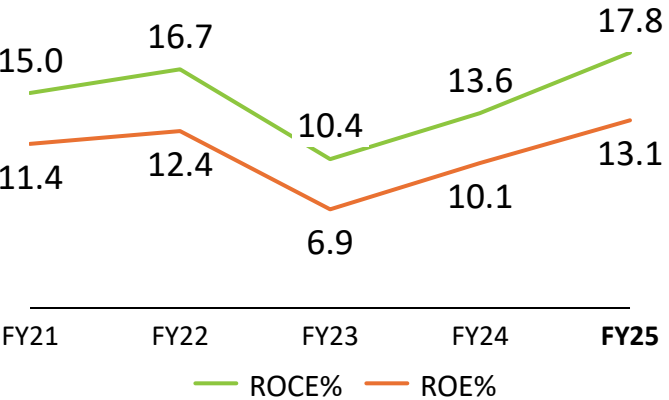
(Rs in crs)



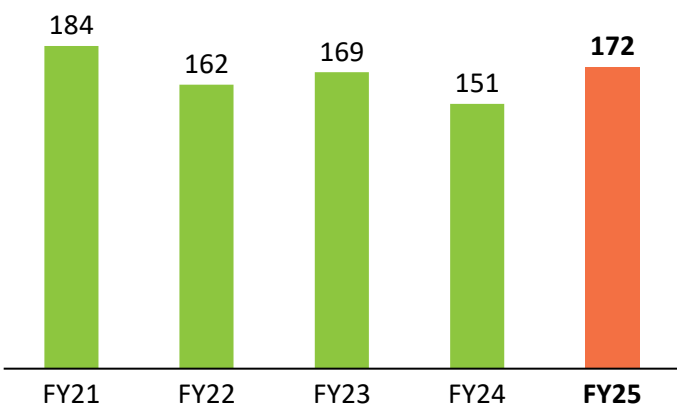
PAT



Return Ratios

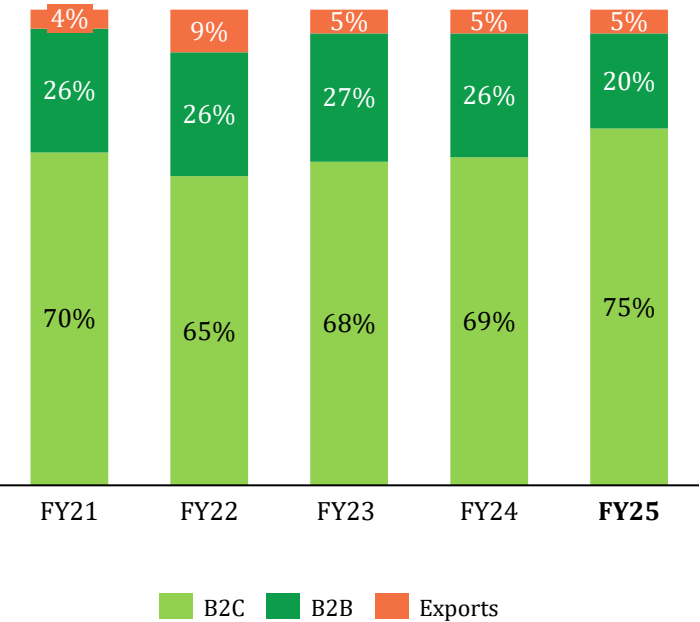


Net Working Capital (Days)

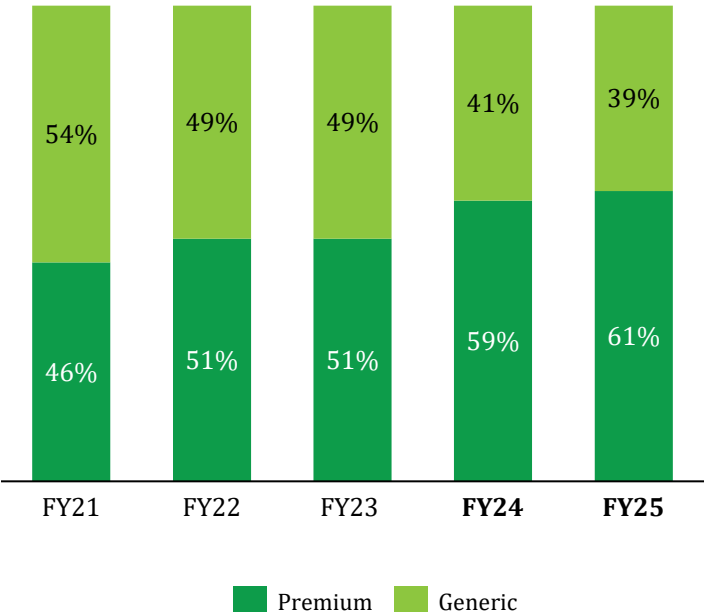


Continued Improvement in Product-mix

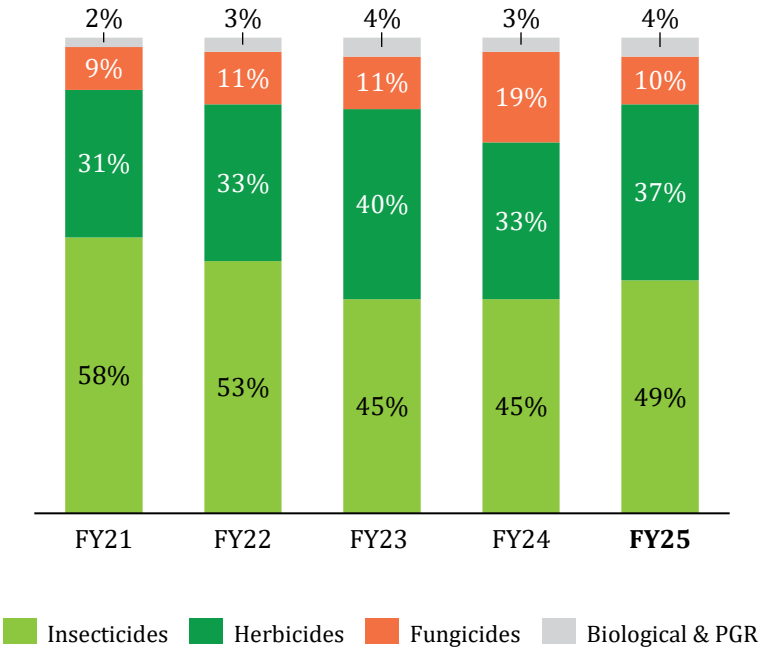
Segment-Wise Sales Breakup



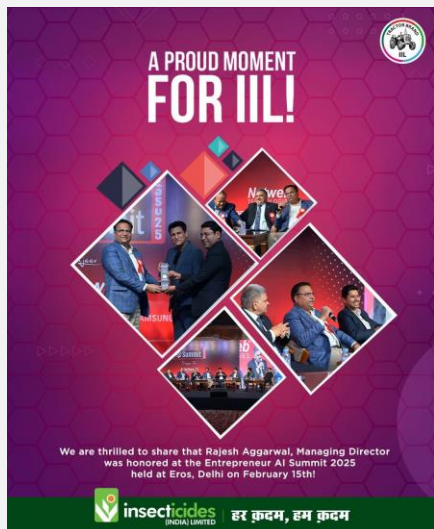
B2C : Premium vs Generic



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**



IIL's Mission TVC featuring Ajay Devgn won **Best TVC** at the **Chalo Rural Conclave 2025**, recognizing its strong connect with rural audiences



IIL was honored as "Company of the Year (Large Scale)" at the **PMFAI Awards 2025** in Dubai

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

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COMPANY :

Insecticides (India) Limited

CIN : L65991DL1996PLC083909

Sandeep Aggarwal (CFO)

Email: sandeep@insecticidesindia.com

www.insecticidesindia.com

INVESTOR RELATIONS ADVISORS :



MUFG Intime India Private Limited

A part of MUFG Corporate Markets, a division of MUFG Pension & Market Services

MUFG (Investor Relations)

Mr. Bhavya Shah

bhavya.shah@in.mpms.mufg.com

Ms. Masoom Rateria

masoom.rateria@in.mpms.mufg.com

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