TRANSCRIPT

28th Annual General Meeting - Insecticides (India) Limited

August 12, 2025

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Dear shareholders, good afternoon, and very warm welcome to this 28th Annual General Meeting of the Insecticides (India) Limited. This AGM is held through video conferencing mode only. The video conferencing is provided by CDSL and is in compliance with the latest circular issued by Ministry of Corporate Affairs and SEBI, which permits the holding of AGM through video conferencing. The deemed venue of this meeting shall be the registered office of the company, which is located at Lusa Tower, Azaadpur Commercial Complex, Delhi. All shareholders are kindly requested to join the meeting using laptop or tablets for a seamless experience. Members are advised to ensure that their microphone and cameras are functional and to use a stable high-speed internet connection to avoid connectivity issue during this meeting. For a smooth conduct of this meeting, all shareholders will be placed on mute by default. Only those shareholders who have pre-registered as 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 on the website of the company.

- I would now like to take you through certain important details relating to participation in this meeting. The company has taken all feasible step to ensure the presence of shareholders in this meeting through video conferencing. Participation is being facilitated on a first come first serve basis. Members attending this meeting through VC shall be counted for the purpose of quorum. According to the Companies Act instruction for joining this meeting were provided in the notice convening this meeting which has been available on the website of the company, stock exchanges, and with depositories. In case any member face any difficulties, connectivity issues or has queries relating to attending this AGM, they may refer to the frequently asked questions available on evotingindia.com or contact CDSL on the helpline number provided in the AGM notice. I would like to inform all the Members that Mr. Hari Chand Aggarwal Ji, Chairman of the company, shall preside as the Chairman of this meeting.

- As requisite quorum is present, I now request the Chairman of the meeting, Mr. Hari Chand Aggarwal, to kindly call the meeting to order.

- **Mr. Hari Chand Aggarwal – Chairman, Insecticides (India) Limited:**

- Meeting call to order, please. Good afternoon, everybody. Ladies and gentlemen, I extend the warm welcome to all of the shareholders, Directors, and invitees of this 28th Annual General Meeting of the company. I appreciate your presence here today. As the requisite quorum is present, I call the meeting to the order. I Hari Chand Aggarwal, Chairman of the company attending this meeting from the registered office of the company.

- Now, I will invite the Company Secretary, Mr. Sandeep, to take charge of the proceeding. Take over to Mr. Sandeep.
- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**
- Thank you, Chairman, Sir. Now, I would like to call upon the Directors to introduce themselves, mention the place from where they are joining this meeting, and confirm their participation in this 28th Annual General Meeting started from Mr. Rajesh Kumar Aggarwal, Managing Director.
- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**
- Hello. I'm Rajesh Kumar Aggarwal, the MD of the company. I'm attending this meeting from the head office - The registered office of the company.
- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**
- Thank you, Sir. Mrs. Nikunj Aggarwal.
- **Mrs. Nikunj Aggarwal – Whole Time Director, Insecticides (India) Limited:**
- Hello. Good afternoon, everyone. Nikunj Aggarwal, Whole Time Director of the company, attending meeting from Civil Lines Residence.
- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**
- Thank you, ma'am. Mr. Anil Kumar Goyal.
- **Mr. Anil Kumar Goyal – Whole Time Director, Insecticides (India) Limited:**
- Hello. Dear shareholders. I am Anil Kumar Goyal, Whole Time Director of the company, attending this meeting from registered office of the Company Delhi.
- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**
- Praveen Gupta.
- **Mrs. Praveen Gupta – Independent Director, Insecticides (India) Limited:**
- Good afternoon, members. I'm Praveen Gupta, Independent Director & Chairman of Audit Committee of the company. I'm attending this meeting from my office, Delhi.
- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**
- Mr. Anil Kumar Bhatia.
- **Mr. Anil Kumar Bhatia – Independent Director, Insecticides (India) Limited:**

- Good afternoon, members. I am Anil Kumar Bhatia, Independent Director & Chairman of Stakeholders Relationship Committee. I'm attending this meeting from my residence in Gurugram.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Mr. Shyam Lal Bansal. Sir, you are on mute. Kindly unmute. Kindly unmute Sir.

- **Mr. Shyam Lal Bansal – Independent Director, Insecticides (India) Limited:**

- Good afternoon, members. I'm Shyam Lal Bansal, Independent Director & Chairman of the Risk Management Committee. I'm attending this meeting from my residence at Gurgaon.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Mr. Supratim Bandyopadhyay.

- **Mr. Supratim Bandyopadhyay – Independent Director, Insecticides (India) Limited:**

- Good afternoon, members. I'm Supratim Bandyopadhyay, Independent Director of the company as well as the Chairman of the Nomination and Remuneration and Ethics Committee of the company. I am attending this meeting from my home office in Mumbai, Maharashtra.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you. Thank you, all the Director's for attendance. This is to further inform you that we also have management team and auditors with us. Mr. Sandeep Kumar Aggarwal, Chief Financial Officer of the company. Mrs. Meenakshi, Statutory Auditor from Devesh Parekh & Company. Mr. Vijay Kumar, Statutory Auditor from S S Kothari Mehta & Company. Mr. Ashwani Kumar Aggarwal, Cost Auditor from Aggarwal, Ashwani K Associates. Mr. Akash Gupta, Secretarial Auditor. Ms. Aditi Gupta, Internal Auditor. Mr. Mayank Dubey, Scrutinizer for this AGM.

- Now, I would like to request the Chairman to please address the shareholders. Over to you, Chairman, Sir?

- **Mr. Hari Chand Aggarwal – Chairman, Insecticides (India) Limited:**

- Thank you, Sandeep ji. Again, a warm welcome to all of you to this 28th Annual General Meeting of Insecticides (India) Limited. I hope you and your family are doing well. In financial year 2025, our company has been tested with hard work and dedication of the IIL team this year makes an exceptional year.

- Your company reported sustainable growth numbers and also focused on the commitment to ensure sustainable growth of our stakeholders and successfully worked towards it. We believe that the real progress wings at the grassroots in the field where India grows. Our journey has led us across the length and bread of the Nation engaging directly with farmer, understanding their needs, and supporting their aspiration with innovation as our tool and trust. As our core, we remain committed to helping farmers grow better, earn more and invention a more prosperous future. At IIL, we are strategically set to capitalized on the favorable micro-economical - macroeconomic and enrollment through a focused and forward-looking approach. We are enhancing our product portfolio with a sharp focus on end-to-end innovative solution leading to the strong direction in premium products, adopting of cutting-edge technologies across value chain for operational excellence. Throughout the year, we increased innovation by sustained investment in R&D to the strengthen of our competitive edge, resulting in 12 new launches this year, 25.

- The financial performance of the company was satisfactory in nature, wherein the revenues stood at ₹2,000 crores, profit before tax ₹192 crores and the net profit ₹142 crores. The company deeply acknowledge the importance of environment, social, and governance responsibility that is ESG and implemented the aspect of driving sustainable development. Our ESG policy is having main objective to minimizing carbon emission, preserving precious nature resources, increasing the production of renewable energy sources, and fostering responsible business conduct. Looking at company's commitment lies in delivering sustainable advantages to all stakeholders and contributing positively to the environment for a cleaner and healthier planet.

- Friends, we have great faith in what we are doing together. We are looking forward to an exciting year ahead with newer opportunities and the challenges. Your company shall continue to grow successfully with the support of our customers, vendors, and channel partners, and other important stakeholders. Our will is to reach our goals with passion and determination. I would like to take this opportunity to thank all the stakeholders for their constant support and encouragement. Your support fuels our purpose and together we are building a future of sustainable progress. Thanking you.

- Now, I would request the Company Secretary to proceed with regularly announcement and proceeding of this Annual General Meeting. Thank you.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you, Chairman, Sir. Good afternoon, once again ladies and gentlemen. The notice, convening this 28th Annual General Meeting forms part of the Annual Report for the financial year ended, March 31st, 2025. This includes the audited standalone and consolidated financial statement, along with reports of Board of Directors and the auditors. The Annual Report for financial year 24-25 has been already circulated electronically to all the members whose e-mail addresses are registered with the Depository.

- It is also available on the website of the company and the stock exchanges and with the depositories. With your permission, we take the notice dated 28th May, 2025, convening this 28th Annual General Meeting as read. With respect to the financial year ended, March 31st, 2025, the joint statutory auditors, S S Kothari Mehta & Company LLP and Devesh Parekh & Company, as well as these Secretarial Auditors Akash Gupta & Associates, have issued their unqualified opinion on the company's financial statements and secretarial records, however, the secretarial auditor made an observation which has been duly addressed and explained by the Directors in their Board report. This explanation is available in the public domains and forms part of the Annual Report. Apart from this, there is no qualification, reservation, adverse remark, or disclaimer in respective reports of the Statutory and Secretarial Auditor that could have any adverse effect on functioning of the company. As directed by Chair, we shall now take up the agenda items set out in the notice.

- So, there are 5 items, 3 ordinary businesses, 2 special businesses.

- Item #1 of the notice says, adoption of audited standalone and consolidated financial statement for the financial year ended, March 31st, 2025, and reports of the Board of Directors and auditors, thereon.

- Item #2, to confirm the payment of interim dividend of ₹2 per equity share which has been already paid during the year as the final dividend for the financial year ended, March 31st, 2025.

- Item #3, reappointment of Mr. Hari Chand Aggarwal Ji who is retiring by rotation and be eligible seeks reappointment.

- Item #4, ratification of renumeration of cost auditor for the financial year 25-26.

- Item #5, appointment of Secretarial Auditor of the company for the period of next 5 consecutive years.

- As this 28th Annual General Meeting is being conducted through video conferencing, according to the applicable circular issued by MCA and SEBI and all the resolutions are being put to vote through e-voting, the practice of proposing and seconding the resolution is not required and will not be followed in this meeting. In compliance with the Companies At 2013 and SEBI listing regulations, the company has provided remote e-voting facility through CDSL to enable shareholders to cast their votes electronically. The detailed process for remote e-voting has been explained in the notice of 28th AGM. Remote e-voting was available from August 8, 2025, from morning 9:00 AM to August 11, 2025, 5:00 PM. The members who have not availed the remote 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. The Board of Directors has appointed Mr. Mayank Dubey, Practicing Company Secretary as the Scrutinizer to oversee the remote e-voting and e-voting processes conducted during the AGM in a fair and transparent.

- The Register of Directors and KMPs and their shareholding along with Register of Contract or Agreements in which the Directors are interested, is available for electronic inspection by member during this meeting upon request. I now request Mr. Rajesh Kumar Aggarwal, Managing Director to kindly address the shareholders and share the company's vision and approach towards its future endeavors.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you, Sandeep. Dear shareholders, I welcome you again to this 28th AGM of our company, Insecticides (India) Limited. Today IIL stands out in beginning a new era with three keywords, innovation, solutions, and farmers. I can say providing innovation solution to farmers. *"Krishkanam Krute Nutanam Samadhaam"*. This phrase means novel and effective solutions for the farmers, and I can say today, this is our key assignment and a key focus for the company. I'm quite excited with the strong performance of the year gone by and I believe that what we have achieved in the previous year is easily sustainable, why? Because continuously we are working in providing the model solutions to the farmer, giving better services to the farmer, and maintaining better contact, not only with the farmer, but also with the channel partners.

- In the previous year, the revenue has grown by 2% while the brand sales have gone up by 13%. So, the EBITDA is at 36% growth with 39% growth in PAT, which has reached to 142 crores, and this has happened post-COVID when in FY23, we have seen a PAT of just 63 crores. I can say that we have reached to an all-time high and we are dedicated that we'll beat this figure year after year. So, all this could happen because of our strategical move post-COVID road map where we had initiated about the premiumization of the products, about the tail cutting, and I'm sure that your company is going to deliver the resilience performance continuously making new highs. Let me talk step-by-step particularly about the microenvironment. The monsoons has been favorable in the previous year. Hence the reservoir levels are full, but still they were very, very erratic. At certain places, the dry atmosphere was - dry spells were there for a long period of time where we had suffered some losses in the herbicide sales and at some other places the continuous rains, so that hamper the sprays of pesticides. So, the year was somewhat impacted by these situations.

- The raw metal prices were very, very stable globally that supported the margins of the company. The government support, their focus on the crops and farmer, farmer policies, particularly the MSP the prices of not only wheat and Paddy crops were stable or they were increased a little, but also there was improvement in the prices MSP's of many other crops like maize and pulses. So, I can say that today the demand pattern is changing. The way we eat food is changing and our farmer is meeting to all those requirements. Today, the consumption of vegetable and fruits in our daily diet is going up and in the same way the farmer is increasing the production of the horticulture crops. So, as per our demand, he is meeting the requirements and I'm very, very glad that our Indian farmer is not only meeting to the demands of our country, but we are also exporting lot of food grains, including poultry and other items.

- Today, I can say friends that IIL is ready to face the challenges from forefront and we are dedicated to provide the consumer with the new age solutions whatever are required with the changing pattern of environment and the changing pattern of cultivation. Now, I would like to talk about the strategic pillars particularly here, I would like to talk about the farmer. So, we are maintaining a very deep contact, a very, very deep connect with the farmer who is the real consumer. This year we have touched more than 4 million farmers through our different schemes, through our different contacts. We have been very active on social media. One-to-one farmer contact, contacted the farmer in the meeting small, large, and I am glad to tell you that in this year, we have conducted more than 8,500 farmer meetings and training programs. More than 8,000 demonstrations are laid out in the field in this year and the field days are conducted over the farms because when we demonstrate the real result of the product in front of the farmer and the farmer himself talk about the effectiveness of the medicines that help us in establishing the relationship with the farmer and not only this, we made ICS plots means the Integrated Crop Solution we call it. So, there are more than 30 plots, demonstration plots which are established throughout the country.

- What we are doing here is, trying to take maximum yield from the crop, how we are trying to show how can make profit out of it. Apart from this, we are trying to do additions in our range according to the requirement because I will talk about premiumization here. When we are talking about premiumization, it’s a very tricky word, how and why premiumization? So, when we are working for the new age solutions and we are providing the customer with the better solution, because now, people are looking at 1 short solution for everything. They want to do more work with one medicine as trend is of mixtures, new solutions of new world because those things that are becoming off patent, they are monopolistic, we are identifying them in advance, we are working on them. Our R&D is continuously developing their technology, developing it on competitive price, we are making their technical, and we are presenting their brands in the market.

- So, the impression of IIL in between the farmers, the presence of a tractor brand as a leading brand was available on a competitive price, today it is becoming such a presence that they get very good and new products with very competitive price from IIL, under the tractor brand and all the progressive farmers are accepting IIL. Today, when were are continuously launching new products, there is a need for brand partnership and engagement because all our R&D centers are continuously working for launching new products because whatever gaps that are there in the market, we can identify them and then try to fill those gaps continuously by putting new products of new era and they are creating a very good impression on the market because they company is having growth continuously mainly on margins. Friends, the strategy of premiumization, has done a very good work. Our gross margin last year was 23%, that increased to 32% this year. We have done many new launches more than 12. We did not wait for the season because as soon as the registration came, we launched the product in the market because of which the sales showed less growth, but I'm happy to say that continuously launched the products last year mainly new and big products.

- Those products in the current year we took them to Maharatna range also. So, altogether I want to say, the products which we launched which were about 12, they were great products, and the launches are not stopped. In this year, we have launched almost half a dozen products, which are very effective and strong products. I feel like our premiumization program will help in this. after this, I would like to mention R&D and manufacturing which is our company's continuous strategy. There are more than 150 scientists working in different R&D centers of the company. There are different works going on in different R&D centers because on one side we discover new product in joint venture with OIL and on second side the products that are being off patents, the technologies which are becoming off patent which are even today available very costly to the farmers. As soon as the products becomes off patent, we bring it to the market on a competitive price so that it will be available to all the farmers and the company is getting very much benefit because of this.

- With this, I'm speaking about the current world, like one shot solution, means we want one medicine which will cure all our disease. So, it is the era of readymade mixture where you mix 2-3 products which produces synergy, and we get good results, and the consumers likes it because he gets good results. So, we make such mixtures. We get the support of IPR, i.e. patent because when you make new things, you make it patented and take to the market and are able to establish a big brand in the market. I'm happy that the company has 4 R&D Centers and Laboratories NABL approved. Apart from this, the company's R&D Center of Chopanki which has a GLP certification which is a very prestigious. We have global partnerships Nissan, OAT, Momentive and very recently Corteva joined us. This year we have completed the expansion of Dahej. So, we will make many new technicals along with backward integration and forward integration because we are going to do formulation expansion along with technical at Dahej. I understand that the whole advantage of this we will get in the coming year and continuously we will launch new products through our technical plants and we will make brands of them and present it in the market.

- Friends, I will make a mention of new brand and partnership also. Today, Tractor brand is very well known in the market. The trust that we gain from technology in the market is because we say that when there is a Tractor brand then you don't have to think about anything else. We are getting the same love from the farmers from the farmers. Whenever the shopkeeper presents any product of Tractor brand in front of them, they accept that very happily. When it comes in the market, they say we want product of Tractor brand only. So, we really feel very proud when get so much love and respect from our customers in the market and we are able to sell these products in the market very nicely. I'm very happy in telling you that the company's main focus is on Maharatna and Maharatna brands that are there, they are in the top five ranking in the market. There are many brands which are in top three, mainly focus Maharatna I will say, which comes in that category. This is all because of the constant hard work by the sales and marketing team. Also, the CA's that are there, Crop Advisors which are more than 1000 in number in the market and I have pride in telling that last year there were many launches, which we had to take to the market completely.

- This year also, we are doing continuous launches. So, the CA's number jumped to 1300, that means the market activity that is there, the Farmer Development Program, farmer meetings, farmer training that is there, the company is having full focus as we are taking new products to the market and launch them, we can create demand of them and can make that a strong and big brand not only for the farmer, but also for network so that all can take that to the market nicely. Our brand ambassador, Ajay Devgan, now also is continued, we do media activity very nicely. BTL, means ground level activity and also in electronic media and print media, we get more benefit. Our channel partners accept it fully and we are getting a lot of benefit from our brand ambassador and I'm happy to share one more thing, that we have started Maharatna Club for our channel partners and distributors and we got very good response from this because we do training programs in that and people supported it. I believe that more and more people will become members of our Maharatna Club, which will help us for sale of our premium products.

- Friends, along with chemicals, the company is focusing on the biological products also. Today, there are 15-16 solutions of our biological products available in the market, which are friendlier products. For this, our R&D Center is there in Shamli, UP. The export of the company is on initial stages as we have started it 7-8 years ago, but I'm happy to say that we are doing registrations in whole of the world. There is work going on continuously in more than 22 countries. We have specially dedicated one plant in Dahej SEZ, so as to facilitate increase in exports – to make and export the products. So, our export sales will see increase in it because we are having tie ups with many countries not only for giving brand, but also to give them technical support along with brand. So, this work will also start shortly and we will get its full advantage will be seen on the performance of the company.

- I want to share one more good news, that the company is moving towards 25 years, means we are moving towards Silver Jubilee. So, as the company is moving towards maturity, we are trying to give them best of the best delivery to the farmer, and register a good growth and move ahead. Friends, before moving ahead I would like to mention last years financial performance. In the year 25, we registered profit of 142 crores. The EPS that is there is ₹4.77 per share versus ₹2.54 in the previous year. We have a buyback of 50 crores this year. You know that we are a dividend giving company continuously and last year through buyback we tried to help out shareholder. The ROCE of the company increased to 18% and ROE is 13%. I do understand that our operating margins have improved because of our strategy and we will improve continuously because our tail cutting strategy that is there and the policy of introduction of new product will go on throughout so that we can give new products that are coming the market.

- Before I move ahead, I want to thank our Chairman, Mr. Hari Chand Aggarwal Ji, because of his hard work and ethics, we have reached here. The vision of the company that is there, had been started by our Chairman, Mr. Hari ji. Also, I would like to express the gratitude to the government for its policies as they are working continuously for the farmers. I would like to thank them for doing this.

- I'll also like to extend my heartfelt thanks to the Board members who are the seasonal professionals in their areas of expertise and have always helped us with their vision and guidance. I would also like to thank the channel partners for their continued support. Our Channel Partners Group which are our retailers, distributors, are with us not only for one generation, but since 3 generations they are associated with the company. Likewise, the vendors also associated with the company since 2-3 generations and we think that this is our biggest income because when your customer and your vendor works continuously with you, brings progress to the company. I want to thank my colleagues who work with me in IIL because as we are going in 25th year, I'm happy that there are many people who joined the company in its initial years, so their experience is more than 20 years in the company. So, their strong commitment that is there and the people who came in the company, I say this many times when you mix water in milk, it looks like milk only. All these people are doing good work in the progress of the company. I want to thank the farmers and last but not the least, the fellow shareholders for showing trust within us. And before I end up my speech, I would like to talk about the outlook of FY26. The double-digit growth will be continued. Definitely, there will be expansion in EBITDA. We should work on expansion of 200 basis points of EBITDA. Volume growth I see at almost 10% where I see 20% growth in premium product. When I was doing the distribution of products, last year there were so many launches, so we mainly focused on our key range of product and increased the 12 products to 16 products and there has been expansion in Maharatna also. So, all in all friends, I want to say we are moving ahead by make use of very good technology. We use social media to be associated with the farmers. We are also using AI and made many programs with SFDC where we train our team, we connect out channel partners to sales team and marketing team and mainly the CA's, crop advisors that are there, we assure their training and their connectivity and today we are associated with the farmers also. We are trying in this financial year of FY26, to increase the number of farmers. We are touching almost 8 lakhs, but we want to increase that number and make it very big because all the things that we are taking in the market or getting new solutions into the market, value for money that we are providing to consumer, so the company will get full advantage when we will do all this. So, with your support, I'm very, very confident that we will do this and the popularity of IIL Tractor brand will continuously increase. We will give full value for money for your investment for our stakeholders and we will get your love. Lastly, I would say that we are moving towards 25th year, where we are going to do many activities in the market. We will try to complete the expectations of our stakeholders and wish you all for the festive seasons that are coming ahead. I would like to invite Sandeep ji, to take the program ahead. Thank you very much.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you, Sir. With your guidance and vision given here, help the shareholders to understand the company and build their confidence for future. The return of the shareholders shall be improved in future as well. So, moving forward to question answer sessions. We have received a lot of requests from the shareholders, which was overwhelmingly high.

- On the basis we have given and chance on a basis of first come, first serve and yearly rotation 20 shareholders who have registered themselves to speak in this meeting. So, more than 100 shareholders are approached to the company to speak in this meeting. So, we will take all the questions one by one and after all speaker shareholders have spoken, the management will respond to the queries collectively. During question answer session, moderator will announce name of the speaker shareholders. Once the name is pronounced, speaker shareholders are requested to unmute the audio and allow the video button on the screen and also request to use the mic to minimize the background and close all the backgrounds application for better connectivity, so that we can hear the shareholders voice clearly and use the mic, close all the other applications. If there is any problem with your connectivity, close your video and use only the audio and ask your question. If any shareholder is not able to joint, we will move to the next shareholder and give him chance to speak again at the end. So, now I request moderator to proceed with question-answer session. Moderator.

- **Moderator:**

- Good afternoon. Welcome to question-answer session of this 28th Annual General Meeting of Insecticides (India) Limited. For smooth conduct of the session, member will be on mute, audio-video will be switched on only when they are called upon to speak. We call upon our first speaker, Mr. Narender Singh Chauhan. You are now placed in the meeting, request you to kindly accept the unmute request. Turn on your camera if you so desire. You may proceed with your question.

- **Mr. Narender Singh Chauhan – Shareholder:**

- Hello?

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yes, Narender ji. Please go ahead. Please go ahead.

- **Mr. Narender Singh Chauhan – Shareholder:**

- Am I audible Sir?

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yes, you are clear.

- **Mr. Narender Singh Chauhan – Shareholder:**

- Good afternoon, Chairman Sir, Board of Directors, fellow shareholders, I'm Narender Chauhan attending this meeting from Delhi. Sir, firstly, I want to thank the Company Secretary who gave me an opportunity to speak on this portal. After listening to the Chairman's speech and MDs speech, there are no questions in our minds. 57:46 Voice Breaking I had a single request of Annual Report, which he sent me quickly. All our queries are solved quickly. 58:14 Voice Breaking you are doing hard work day and night for the company, all the reward of this is received by shareholders. Sir, I will not take more time, and again thank Company Secretary who gave me an opportunity to speak on this portal and also thank the Moderator. Thank you, Sir so much. Thank you.

- **Moderator:**

- Thank you so much, Mr. Narender Singh Chauhan. Now, we will call upon our next speaker shareholder, Mr. DK Aggarwal. You are now placing the meeting, request you to kindly accept the unmute request. Turn on your camera if you so desire and you may proceed with your question.

- **Mr. D K Aggarwal – Shareholder:**

- Hello. am I audible, Sir?

- **Moderator:**

- Yes, please go ahead.

- **Mr. D K Aggarwal – Shareholder:**

- Sir, thanks a lot for giving me the opportunity to speak. I want to thank the Chairman Sir, Hari Chand Aggarwal ji, who is a golden sponsor of our Indian Aggarwal community. We have four programs, *Holi, Milan, Teej, and Asthapana Divas*. There are no questions remaining after hearing your speech. I want to thank you for giving good dividend. The company has done very good growth. The company is at a lifetime high, so is the company thinking of a split or something like that? There are no doubts of any kind. Thanks a lot, Sir.

- **Moderator:**

- Thank you, Mr. D K Aggarwal. We'll move to our next speaker. Our next speaker has not joined Mr. Tapan Jain. So, we'll move to the next speaker, Mr. Deepak Joshi. Mr. Deepak Joshi, you are now placed in the meeting, request you to kindly accept the unmute request, turn on your camera if you so desire, and you can proceed with your question.

- **Mr. Deepak Joshi – Shareholder:**

- Hello. Hello.

- **Moderator:**

- Yes, please continue.

- **Mr. Deepak Joshi – Shareholder:**

- Yeah. Good afternoon, Sir.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yeah, good afternoon, Joshi ji.

- **Mr. Deepak Joshi – Shareholder:**

- Good afternoon, Chairman Sir, Secretary Department Sir, and Board of Members and shareholders, Sir. First of all, I want to thank our MD, Rajesh Aggarwal Sir, for giving all the information in a good way. Always there are questions in shareholders mind, but we don't get any answers, so he has explained very nicely, so thanks a lot. I had a small question, you are going to spread and export in 22 countries, are you facing any problems from America or any other country or not, will that have any effect or not? This is my first question. Second thing is, the one solution that they have for farmers, which is a very good thing, as they had to purchase different types of medicines, now in one medicine work will be done. Second, you told one more good thing that 1-1 farmer, as the farmers problem was not heard by anybody, the company was having its own medicines, but you are going 1-1 touch, you are finding what is the problem, so there will not be any big thing that this for our company to go ahead. This is a very good thing. Pharmacy training is also happening. I'm saying are you going in small villages or not and are in tough with the farmers or not, or are you touching only the big farmers? Second thing is, our ecofriendly organic medicine that are there, are you making them also or not, I'm not able to understand because now a days the high quality chemicals that are there that is nice, but many a times what happens small level work that is done, they do it ecofriendly so that there should not be problems in the house like who has a terrace garden, they also use it, so what is the advice for those people, are you making any new product for them which they can use easily in house instead of only farmers using in farms? Last question is, you must be doing something under CSR activities and all the companies focus on education that is a good thing, but government is doing lot more for education now, but now diseases are increasing a lot, so are you starting any dispensary or not, give free of cost medicines, because in villages there are no facilities as such, so will you have a dispensary at such places or some other places? How are you moving ahead? I want to thank Sandeep ji for giving me an opportunity to speak. I request Sandeep ji to have meeting as we used to do in Shah Auditorium 64:06 Voice Breaking

- **Moderator:**

- I think so we have lost Mr. Deepak Joshi. Thank you, Mr. Deepak Joshi. Now, we will call upon our next speaker shareholder, Miss. Anjana. Miss Anjana is not here, so we will move to our next speaker, shareholder, Mr. Yashpal Chopra. Mr. Yashpal Chopra, you are now placed in the meeting. Request you to kindly accept the unmute request. Turn on your camera, if you desire and you may proceed with your question.

- **Mr. Yashpal Chopra – Shareholder:**

  Hello. Yeah. Myself, Yashpal Chopra, calling from 64:55 Voice Breaking. Sir, I'm the shareholder of the company for more than two decades. Yeah, basically I'm, professionally an advocate looking after corporate affairs and 65:08 Overlapping Sir, being super senior citizen around 86, I would like to bless Rajesh ji, because he is a very dynamic person and MD like that he can take the company to great heights that I'm quite sure, though Hariram ji had just laid down the foundation, but actually he was behind, Mr. Rajesh ji and Rajesh ji is doing all the efforts, this is a great, great thing. Sir, I would like to congratulate all the Independent Directors, CFO, Company Secretary, and their dedicated employees for the Grand, Grand performance for the last year. It was lifetime high revenue and all-round growth in PBT, PAT, ROC, ROE, EBITDA, and dividend. So, this is very big thing and Sir, I will just tell you, being a man from share market, I will tell you that our share has risen from the low of ₹700 to a high of ₹1200. That means the investors have got a big, big confidence in the strength of the company and they respect the management. They know that they have got a big trust that they will take this company to the new heights and all that. So, this is just a kind of certificate of strength for the company. Sir, our company ethical values is based on ITC wherein I mean integrity. No compromises in integrity. T means transparency, all fair dealing and all that and C is very important. C means concern, concern for the consumer, our farmers, concerned for the employees, concern for the shareholders, concern for the community, concern for the compliance. So, all these factors have to have just created a big confidence in the shareholder committee and they like this company very much. I can speak a lot, but I just want to control that, but I happen to have some queries, so I just want to find out first query as to what is our modus operandi for AI application in manufacturing and marketing because both those things are very important, manufacturing as well as marketing and the AI we should send there just to help them.

- The second thing is that we have got 4 R&D centers and we have around 150 research scholars and research fellows, so I just want to find out what the attrition ratio is because these days people run after career opportunities, wherever they get something better, they leave. That is one of the problems for promoters. So, I just want to know what the attrition ratio is.

- The third point is whether the company has spotted any allied company in the same sector for acquisition. Have you marked out any such company this year as a corporate action?

- Finally, there has been heavy, heavy monsoon this year, which means there will be great, great growth for my company. May I know how much growth you expect?

- I will not go further because there are many other people who have to come out with their queries, otherwise they will say I have taken the whole time. Keeping that in mind, I would now like to thank our Secretarial department. Mr. Sandeep ji, he is darling of shareholders, maintaining a strong relationship between shareholders and management, he is a strong pillar. I wish him good luck and bless him and the team for giving me a chance to speak as well as the Moderator.

- Before I wind up, I pray to God for positivity for the company because that positivity will be the company's strength and the company's strength will be my strength. Best of luck to you. Thank you.

- **Moderator:**

- Thank you, Mr. Yashpal Chopra. Now, we will call upon our next speaker. Our next speaker shareholder is Mr. Ankit Agarwal. Mr. Ankit Agarwal, you are now placed in the meeting, request you to kindly accept the unmute request, turn on your camera, if you desire, and you may proceed with your questions.

- **Mr. Ankit Agarwal – Shareholder:**

- Myself, Ankit Agarwal, shareholder of your company from Delhi. Ladies and gentlemen, esteemed Chairman - Mr. Hari Chand Aggarwal ji, MD - Mr. Rajesh Aggarwal ji, KMP - Mr. Nikunj Aggarwal, and valued shareholders, good afternoon and welcome to our 28th Annual General Meeting of Insecticides India Limited. It's a privilege to address you today and share how we navigated FY2024-25 with strategic clarity, operational execution and strong financial discipline. The financial eye candy for FY2025 is that it was a year of strong momentum. Total Revenue rose to approximately ₹1996.7 CR, Net Profit surged to ₹142 CR, shown a growth of 39.1%. Also good to know that premiumization strategy is flowering roses for shareholders and that's working for the company. We also take pride in expanding our workforce to approximately 1,729 employees, reinforcing our human capital foundation. Since inception, the company has given shareholders so much that there is no question on its credibility as an institution.

- However, I have a few observations for which I need clarity in this AGM.

  - My first question being, the net cash from operating activities dropped from ₹186.7 crore in 2024 to ₹93.45 crore in FY2025, what caused the decline in operating cash inflow despite improved profitability? This is the first question.
  - Second, the company completed a buyback of 5 lakh shares totaling ₹50 crore, could you elaborate whether it aligns with expectations for future dividends and CapEx plans?
  - Third, what is the bottom line you see the shareholders should be mindful when we are observing raw material volatility, regulatory shifts and intensifying competition?
  - Fourth, what is the solution vector for the company, in company's arc, for South India coconut farms; coconut?
  - Fifth, what is the percentage usage of tobacco in the biopesticide range, the product range of Insecticides India?
  - Lastly, last question I want to ask, could you elaborate on what shareholders can expect from the current fiscal year in terms of long-term borrowings?

- Before leaving, I want to say that this privilege is unfair if I do not facilitate contributions of CS, Sandeep ji, and Viditi Ma'am. At last, thank you, Insecticides India. Wishing you all great health and wealth because that is the real asset of the shareholder family of Insecticides India. At last, I want to say that I supported all resolutions and voted in favor of the company. Thank you.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yeah, Moderator.

- **Mr. Ramesh Shanker Golla – Shareholder:**

- Hello, am I audible?

- **Moderator:**

- Yes, you can proceed with your questions.

- **Mr. Ramesh Shanker Golla – Shareholder:**

- 1.14.58

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yes, please proceed, Ramesh ji.

- **Mr. Ramesh Shanker Golla – Shareholder:**

- *(Working on video issue.)*

- Our beloved Managing Director, Rajesh Kumar Aggrawal, and our Chairman, Hari Chand Aggarwal, other Board members and my fellow shareholders, my name is Ramesh Shanker Golla.

  (Video issue because of poor bandwidth)

- Sir, once a year we attend this meeting. But if we face video problem, then that's not acceptable. Audio is fine but if you can see me, that would be better. Sir, I am Ramesh Shanker Golla, shareholder from Hyderabad. I am joining from Bangalore. Sir, very good evening to all. I have a few points to ask.

  - First, what is the total R&D expenditure for the 4 R&D centers?
  - Second, what is the orderbook for the coming year?
  - Roadmap of FY2025-26?
  - And provide details on CapEx.
  - Where all does the company have its outlets across India?

  Sir, dividend is very handsome and the CSR activities are very good and so nice. Sir, will there be any new product launches? How many are ready and how many are under testing in R&D?

- I also want to appreciate the Secretarial department. Mr. Sandeep is a very good human being and speaks warmly to shareholders, as is Viditi Ma'am. Their service is very good, Sir, and that adds to the company's respect in the market. When new shareholders are welcomes, like there's a saying in Telugu 1.19.47. How the management is, same thing is what Secretarial department maintains. I appreciate the secretarial team and Mr. Sandeep ji.

- Sir, I support all resolutions. Thank you for registering me promptly and sending me mail and they called also to confirm the receipt. Excellent secretarial services under the leadership of Mr. Sandeep Kumar Sir. Thank you very much, Sandeep Sir and team. Have a good day. God Bless You. After 3 days is 15th August, which we celebrate. Happy Independence Day to you and your family. Best wishes for upcoming festivals also, for Ganesh Chaturthi.

- I request that there be a get-together for shareholder speakers, which would be very nice to meet you. Since 5 years we are doing VC, so we haven't met each other face-to-face. We see management only on our 5-6 inch mobile device. If you arrange a get-together and invite us, that would make us happy. For this 28th AGM of shareholders, I also request a dry fruits, small gift be sent to all registered speaker shareholders. Thank you. Have a good day, Sir. God bless you all, Chairman Sir and MD Sir.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you, Ramesh ji.

- **Mr. Ramesh Shanker Golla – Shareholder:**

- Okay. Welcome, Sir. Have a good day, Sir. Thank you.

- **Moderator:**

- Thank you, Mr. Ramesh Shanker Golla. Now, we move to our next speaker, Mr. Praveen Kumar. Mr. Praveen Kumar, you are now placed in the meeting, request you to kindly accept the unmute request, turn on your camera, if you desire, and you may proceed with your questions. Mr. Praveen Kumar.

- **Mr. Praveen Kumar – Shareholder:**

- A very, very good afternoon to my respected Founder, Chairperson, respected MD, respected esteem Board of Directors, my fellow shareholders, myself Praveen Kumar, attending this meeting from New Delhi. I have a few observations which I would love to share with the entire house. But before that, in this financial year this is our first interaction with the management, so I wish the entire management team, each and every dedicated employee of our company a happy, healthy and prosperous future.

- Coming down to my observations, Sir. I have been with this company since the IPO and have deepest respect for our Founder, respected Chairperson, Mr. Aggarwal, because I truly respect his leadership quality, dedication and devotion to bringing sustainable growth for retail investors like me. In his opening remarks he addresses every year, I mean, it is delightful to hear those words.

- Thank you, respected, MD, for your very, very in-depth address to shareholders. It was very informative. Due respect to my earlier speaker, I don't want to repeat those questions. But, yes, my best wishes are always with the management. You are doing fantabulously well and every year we are launching some product. And before we at the meeting, I see the corporate film of our company and our brand ambassador, Ajay Devgn, is renowned and we will certainly leverage that. The products we offer are something that’s well received by truly farmers of our country. That’s something which is very, very delightful, Sir.

- One more thing before I wind up my speech, Sir. I also respect our respected CFO for designing an Annual Report with facts and figures. That is very, very investor-friendly, easy to understand for everybody, for a retail investor like me. And I would love to thank our respected CS and the entire team for bringing out higher standards of corporate governance. Even during the course of the year, Sir, if we have any updates about the company’s functioning or anything to ask, that’s promptly replied. That truly boosts our morale as far as our investment in the company is concerned. Because from the management side it is always a red carpet welcome to retail investors. Company that listen to and care for retail investors are bound to grow in the future.

- At the end, Sir, I pray to God that he will bless you with all the positivity because you are doing exceptional work. A, our respected PM Narendra Modi asked each and every corporate Indian to create jobs, you are doing that beautifully. Hats off to you. Creating sustainable growth for a retail investor like me, hats off to you, Sir. And taking community service to the next level to build India in a very, very constructive way. Hats off to you.

- With this opportunity, I would love to thank you. God bless you. Jai Hind, Jai Hind and Jai Hind. Thank you, Sir.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you.

- **Moderator:**

- Thank you. Thank you, Mr. Praveen Kumar. Before calling to our next speaker, we will request all our speakers in line to limit their speech to 2-3 minutes. Thank you. We call upon our next speaker shareholder, Mr. Sandeep Singh. Mr. Sandeep Singh, kindly accept the unmute request, turn on your camera, if you desire, and please proceed with your questions.

- **Mr. Sandeep Singh – Shareholder:**

- Chairman Sir, first of all, good evening to you, to all Board of Directors and entire staff of Insecticides Limited. Sir, the way you explained the company's status and future plans in your opening remarks and the way you explained each and everything, that is commendable. Sir, the way you explained in the start each and every detail about the company's future plan, that's gives us a clear vision of a bright future. With high hopes we have been associated with the company for a long time and have full confidence in its success in the future. Thanks to the Secretarial department and Moderator for giving me the opportunity to speak. Thank you, Sir. Thank you so much.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you.

- **Moderator:**

- Thank you, Mr. Sandeep Singh. We call upon our next speaker shareholder, Mr. Lokesh Gupta. Mr. Lokesh Gupta, kindly accept the unmute request.

- **Mr. Lokesh Gupta – Shareholder:**

- I, Lokesh Gupta from Delhi, welcome all the Board members. Yours was an excellent Chairman's speech wherein you told us about the company's current status and future plans. So, after that no questions are left to be asked. Sir, we have confidence in you. Sir, whatever decisions you have taken about the company or will take in future, they will be in the interest of the shareholders as always.

- Sir, the performance of the company is reflected in the share price. And we have got healthy returns, for this I would like to thank the entire team of Insecticide. Sir, to ensure that our margins are intact and to increase the margin what are we doing?

- Sir, you have told about the new product. Our Silver Jubilee is approaching. Sir, next year we will give a better performance than this, this is our hope.

- Sir, I have a small suggestion. Sir, there were many ITC meetings recently and when we speak in those we do not know how much long we are talking for. So, there was a timer that kept deducting and we could know that time left is 3 minutes. Think a little about this too, Sir.

- Sir, we will be able to connect with you for 1 hour or 2 hours but the hard work of the Secretarial team behind doing this; making excellent annual reports and connecting the shareholders is not easy. For this too, I would like to thank the Company Secretary Sir and his team. And hope that we continue to have the AGM on this portal itself through which we can connect with you.

- Finally, I would like to wish you good luck for the company's future. Thank you, Sir.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you.

- **Moderator:**

- Thank you, Mr. Lokesh Gupta. We will call upon our next speaker shareholder, Mr. Sarvajeet Singh. Mr. Sarvajeet Singh, kindly accept the unmute request, turn on your camera if you desire and you can proceed with your question.

- **Mr. Sarvajeet Singh – Shareholder:**

- Chairman Sir, first of all, good evening to you, all the Board of Directors, all the staff of Insecticide Limited and my co-fellow shareholder. Chairman Sir, in your opening remarks, whatever you have been telling to us about the company, it would be a great factor for us to learn about the company. And the second thing is, Sir, the share price which you have been...The way you have been working hard, the shareholders are getting a good return on the share price. This is your hard work, Sir. Each and every employees of our company are running our company with their hard work. And, Sir, the way the company is developing under your leadership, we have complete faith that the future is a bright future. And, Sir, we have complete hope that we will get the best returns.

- Additionally, Sir, I would like to thank our Company Secretary and Moderator and your entire secretarial department, who gave me the opportunity to speak in front of you. Thank you, Sir.

- **Moderator:**

- Thank you, Mr. Sarvajeet Singh. Now we will call upon our next speaker shareholder, Mr. Santosh Kumar Saraf. We request you to kindly accept the unmute request, turn on your camera and you can proceed with your question. Thank you.

- **Mr. Santosh Kumar Saraf – Shareholder:**

- Respected Chairman, distinguished members of the Executive Board, officials and employees, I, Santosh Kumar Saraf, from Kolkata greet you all. I hope you are all well. Sir, I would like to express my gratitude to the employees as it is because of their hard work that our company is so successful today. Along with them, I would also like to thank their families who have always stood by them as their backbone because of which they are able to contribute to our company with their full capacity.

- I would also like to thank Sandeep Kumar and his team who are always in touch with us. This time, Sandeep Kumar did not call me. Maybe I am old, that is why he did not call. Next time, he will definitely call. Mr. Secretary, take care of me. I had a very good conversation with you last time. This time if you would have called, I would have shared few more things with you. That is fine, next time make sure to call me.

- I liked one thing very much, Mr. Rajesh. I attend 300-400 meetings in a year, all the meetings are in English. My ears are tired listening to. The speech you gave in Hindi, I liked it a lot. There was another company that also gave a speech in Hindi, Sir. Sir, we are forgetting our mother tongue.

- Just a minute, Sir. We are forgetting our mother tongue. If we forget our mother tongue, then how will the foreigners know that we also have a Hindi language? So, in the future, I will pray to all of you to keep your speech the same way, Sir.

- As far as accounts and balance sheet is concerned, Sir, your CFO has made such a good balance sheet that there is nothing to ask. And in your presentation, in your speech, you said everything clearly, Sir. So, Rajesh ji, in the future, I request you to ask the CFO to leave one or two points for us to read and ask. If you give all the information, then what will we ask, Sir? So, just tell the CFO, Mr. Sandeep, to call and say that this is a loophole, you can raise question about that. That would feel very good.

- The main purpose is to meet you and to talk to you. But, Mr. Rajesh, 1.33.33. Your balance sheet is very good. Still, I would like to ask you a few questions, otherwise I won't be satisfied. So, I will ask you a few questions.

    - One question is, what is the ESG rating of your company? What is the ESG rating? What is its score? And if the score is good, then how can we utilize it for the benefit of our company? Nowadays, a lot of companies utilize their ESG rating and their ESG score by taking out ESG bond or ESG green bond and utilizing it. Then they get those bonds listed in the share market which gives an extra benefit, which helps in our further growth. If our ESG rating is good, then its value is reflected in the share market. So, please tell us about this.
    - Secondly, you told us about the product that this time you launched many products. You were working hard for it and I hope that your hard work will be successful because hard work always pays and never hurts. It may take time but it always pays off. This is my belief. I have been waiting for an hour for my turn, so I find it worth the wait. It is not that I waited for an hour and it is worthless. I am feeling very good.

- Your speech was very good, Hari Chand ji, that I have no words to describe. But I have a request to the CFO, Sandeep ji, please leave some questions for us to ask. If you cover everything, then nothing will be left for us to ask left. So, I request that from next year onwards Secretary should tell us, 'You say and this would be the question on that' and you can give the answer to that in the meeting.

- Sir, it was nice meeting you. There are a few more situations. First of all, geopolitical situation is very bad. As you know, there is a situation of war. I don't know when the war will end. Our Trump Sir plays the trump card. Like how a trump card is, we will end the war tomorrow itself. He's doing tariff war, trade war. Sometimes he says that he will levy 50% tariff on India, sometimes he say that he will not put a tariff on gold for 3 months. We do not understand. Like how we mix something in water and stir, same way he's stirring the economy of India. We have to save ourselves. What steps are you taking for this? Will you protest against it?

- **Moderator:**

- Sorry, Sir, can we conclude the question?

- **Mr. Santosh Kumar Saraf – Shareholder:**

- Okay-okay, Sir, I will conclude. Once a year we get a chance to speak, so humble request that let me speak. I have listened to you for an hour, let me speak for 2 minutes. If you don't let me, I will finish it right now and won't be able to share what I intended to. So, keep in mind the tariff issue.

- I don't have much to say. I think our Moderator wants to have a tea break, therefore, I would like to end and give my best wishes to all of you. I pray to God that this FY25-26 is healthy, wealth and prosperous and safe for all the Directors, all the 1.36.42. My best wishes for the upcoming festivals, for 15th August. Best wishes for the festivals to you and your family. I pray to God that this festival will bring happiness and joy to our life.

- I have a request, please give Lakshmi a job. We should keep Lakshmi at home, that would attract prosperity. I am talking about women empowerment. Please take care of this. Please continue doing VC meeting. Request you to arrange tea and snacks for our Moderator as soon as possible. Jai Hind. Jai Bharat. Namaskar.

- **Moderator:**

- Thank you. Thank you, Mr. Santosh Kumar. We move to our next speaker shareholder, Mr. Surender Kumar Arora. You can accept the unmute request, turn on your camera if you desire and you can proceed with your question. Mr. Surender Kumar.

- **Mr. Surender Kumar Arora – Shareholder:**

- Chairman Sir, I am Surender Kumar Arora. I am attending the meeting from Noida. First of all, I would like to congratulate you, Mr. Chairman, and to the Managing Director. The speech that you gave was so informative and knowledgeable that there is no scope of any question to be asked. I am a long-time shareholder, I am connected to the company. What I liked the most, Sir, was that with such clarity you covered each and every point ad you explained it very well. It was very informative.

- Sir, I have a small question. I would like to know about our CSR activities.

- Additionally, Sir, Company Secretary and his team worked together to help us join the meeting. Sir, I would like to mention that at least 5-6 times the Company Secretary's team must have called me and told me about my sequence number and what I have to say. That’s commendable, Sir. My request, 1.38.37. Thank you very much. Thank you.

- **Moderator:**

- Thank you. Thank you, Mr. Surender Kumar. We will move to our next speaker shareholder, Mr. Badri Vishal Bajaj. Kindly accept the unmute request, turn on your camera if you desire…I think we have lost...We will move to our next speaker shareholder, Mr. Bharat Raj K. Mr. Bharat Raj K, is also not here. We will move to our next speaker shareholder, Mr. Gagan Kumar. Mr. Gagan Kumar, you can accept the unmute request, turn on your camera and you can proceed with your question.

- **Mr. Gagan Kumar – Shareholder:**

- Sir, I am Gagan Kumar, joining this meeting from Delhi. Mr. Rajesh, I would like to say that after the speech you gave, there are no questions to ask and my number came late and so the questions that I wanted to ask you have already been asked. Now, one or two questions remain in my mind, Sir.

  - What is our market share?
  - And, how much shares of our company is transferred into IEPF fund in last financial year?

- And, Sir, the kind of products that we have, you gave us information about new products. So, to sustain our margins or to increase it, what is our plan, Sir?

- Everyone have expressed gratitude of Sandeep ji and I am no different. He provides good investor services and so does his entire team.

- Without taking more time, Sir, the meeting started in the evening and should end in the evening only and should not extend till night. So, thank you. Thank you.

- **Moderator:**

- Thank you, Mr. Gagan Kumar. We'll move to our next speaker shareholder, Ms. Davinder Kaur. Ms. Davinder Kaur, you can kindly accept the unmute request, turn on your camera if you desire and you can proceed with your question.

- **Ms. Davinder Kaur – Shareholder:**

- Chairman Sir, Namaskar. I welcome the Secretary, the Moderator and everyone sitting on the dais. Sir, my question is, how do you find solutions for the problems that farmers face because of vagaries of the season? Are you thinking of launching new product, please tell us about it.

- I would like to thank the Secretary and the Moderator for giving me the opportunity to speak. Thank you, Sir. Thank you.

- **Moderator:**

- Thank you. Thank you so much, Ma'am. We'll move to our next speaker shareholder, Mr. Manjit Singh. Mr. Manjit Singh, you can kindly accept the unmute request, turn on your camera if you desire and you can…

- **Mr. Manjit Singh – Shareholder:**

- Insecticide India's management team, secretarial team and my co-shareholder, I welcome everyone. Good evening, Sir. We started with good afternoon and now it is good evening.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Yes.

- **Mr. Manjit Singh – Shareholder:**

- This shows your stamina and your willingness to listen to your shareholders and how seriously you take this AGM. Last year our company spent 117 crores and 22 lakhs on employee benefit expenses and this year the spend is 137 crores 16 lakhs. So, this shows that how much you care about your employees. I would also like to know that last year we added few new employees, so tell us how many new employees we hired last year.

- Our Earning Per Share last year was ₹34.67, this year it is ₹47.61. So, I would like to congratulate for that.

- One quarter has elapsed, what are our future growth plans? What would be the increase in Earning Per Share? If you shed light on this, we would have the knowledge about how the company is functioning.

- Our company is in area of chemical pesticides, continue doing good work and we hope and pray to God that company will prosper.

- My speech would be incomplete if I don't mention about secretarial department. It is because of their hard work we are able to connect with you. Our company is listed in BSE, NSE. Company's code in BSE is 532851. With due respect given to the insecticide symbol, they have provided balance sheet well in time and helped us connect with you. Many thanks to the secretarial department for that. Pat the back of secretarial department. Thank you, management team, thank you, secretarial department. Thank you, Sir. Thank you.

- **Moderator:**

- Thank you, Mr. Manjit Singh. Now, we will call upon our next speaker shareholder, Mr. Ram Chandra Singh. Mr. Ram Chandra Singh, you can kindly accept the unmute request...

- **Mr. Ram Chandra Singh – Shareholder:**

- Respected Chairman Sir, Board of Directors, my greetings to all. Under your leadership the company is doing excellent work in the interest of the farmers and the country. You all deserve congratulations.

- I would like to know what steps company is taking to boost investor confidence?

- With these words, without taking much time, I hope the future would be prosperous for all of us. Thank you, Sir.

- **Moderator:**

- Thank you, Mr. Ram Chandra Singh. we will call upon our next speaker shareholder, Mr. Ajay Kumar Jain. Mr. Ajay Kumar Jain, you can kindly accept the unmute request...

- **Mr. Ajay Kumar Jain -Shareholder:**

- Namaskar, Chairman Sir. I am Ajay Kumar Jain from Delhi, the company shareholder. The speech that you and MD Sir gave in this meeting, MD Sir used the language of common man, which farmers use. I think some of our shareholders are also farmers and he explained in their language, that was really good. This is a good thinking and I appreciate it.

- Another most important point, Item#3, that was the main reason for me to join this meeting. It was with regards to reappointment of respected Hari Sir. Post his reappointment may God keep him healthy and may he take the company to newer heights. It is because of his vision and farsightedness that we have delivered this result and have such a working. He's a leader who has taken company to newer heights. So, I congratulate him on his reappointment. This call for a party from Hari Sir, is what I would like to say.

- Sir, CS team put in good efforts. Today I had some technical issues in joining online meeting, they helped me solve that. So, I liked that.

- May the future be prosperous for Hari Sir and his team and may company and the shareholders yield good results. With this hope and belief, namaskar. Jai Hind.

- **Moderator:**

- Thank you. Mr. Ajay Kumar Jain. We move to our next speaker shareholder, Mr. Raju Verma. Mr. Raju Verma, you can accept our unmute request, turn on your camera if you desire and you can proceed with your question.

- **Mr. Raju Verma – Shareholder:**

- Namaskar, I am Raju Verma calling from New Delhi. I welcome you all to this AGM. Many questions have got cleared by your speech, I won't repeat those. Also many questions had been covered by previous speakers. Sir, I just have 1 question which I would like to ask you. Sir, every year how much percentage we spend on R&D department? Thank you so much, Sir.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Thank you.

- Moderator, are the questions over?

- **Moderator:**

- Thank you. Yes, Sir, all the speaker shareholders have asked their questions.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- Okay. Thank you very much. Many thanks to all for good participation, and for asking productive questions. I am very happy that everyone appreciated the work of the company, especially appreciation of the secretarial team. So, definitely, best wishes from me. Always you all have shown full faith in the company, you continue to do so, and this trust is getting stronger day by day, so we also strive to work hard for the farmers and provide them with good solutions. We should provide new products for modern time at a competitive price. When we do this, automatically that will yield good results for our stakeholders.

- You people have asked that how will we ensure your sustainability or profitability in the future. I would like to tell you that we work in a very focused manner. We have divided our range into - Focus Maharatna, Maharatna and general products. Today, we want to understand the requirements of the market and what the farmer wants. Understanding that, we provide them with new solutions. We provide solutions to make the product bigger and put all the products in Focus Maharatna. Today, we have 16 Focus Maharatna products. You can understand that where we sell more than 100 products, there are 16 pillars of the company whose market size, market presence and strong market position. Today, we have more than 16 products. The biggest product under Focus Maharatna is worth ₹150 crores, some products are worth ₹100 crores, most of the products are worth more than ₹50 crores. There are very few products in the range of Focus Maharatna which are worth less than ₹50 crores. But those products also will soon surpass the figure of ₹50 crores. The products which are worth more than ₹50 crores will touch the figure of ₹100 crores. This is what we are trying to do and those products we want to bring under this. Along with the engine we need to run the entire train, so we have Maharatna and to support that we have generic products also because it is our specialization that we have to give the farmer a complete basket. So, we try to give it.

- There is a question for our CSR fund. So, I would like to say that we focus on education and farmer education under CSR. We also invest a lot in health, especially Agrasen hospital in Delhi which is renowned. So, we work a lot with them because they have cancer hospitals and other hospitals and we make a big contribution in that. Along with that, we also do tree plantation and small charitable activities. We will soon shift to our new office and there we will also start our dispensary and free medicine distribution, which is not there yet but it is going to start very soon.

- Additionally, I would like to tell you that in today's era of modernization, we are fully active in this. Because I know that it is very important to give information to strengthen our team. So, today we have dashboards for our company. Along with dashboards, we have made programs with sales force, which are available with our team. So, when the team goes to the market, goes to the farmer, then the farmer's information is available with them, retailer's information is available with them, distributor's information is available with them. When all this information is available, then they can work in a better market. That is, when they go to the market, they get a good response because they have complete set of information.

- Apart from this, today we have more than 150 employees in our R&D. We spend on R&D. But most of our R&D centers are made in our factories because I believe that R&D spend is not just for showoff but actually to achieve something. That’s the reason why we also maintain different, different R&D centers so that we can get help from those R&D centers in the factories because when we do technical manufacturing, there are chemical reactions and chemical work is done there. And sometimes we get inferior chemicals, sometimes something goes wrong. So, the practice that has to be done should be done in the R&D center and no trials should be in the plant. So, for this, our R&D centers work inside the plant itself. So, we do limited expenditure but still, the exact number will be told by the CFO later, but I understand that we spend around ₹10-₹12 crores a year on R&D. And we are continuously increasing our R&D spend and R&D team. Sotanala is where we will have a new plant, so a new R&D center will be established in Sotanala. So, it is already in the cards and it would be done.

- Someone has asked about the attrition rate. So, I would like to say that, yes, the attrition rate is a little high in R&D but it is not so much that it is at an objectionable level or very high because we get a lot of love from our team. And I am happy that IIL is able to maintain its team very well and people also support us well.

- Apart from that, there was a technical question, I would also request the CFO to answer. Question was with regards to Net Cash drop, I am not very sure about that and so CFO will clear that.

- We are running the inventory by controlling it at a level. The level is around ₹600 crore. We are trying maintain inventories around the same level, plus or minus. And I hope that we will bring the inventory to this level in this quarter itself.

- You showed a little doubt with regards to the biological products. I would like to say that we give solutions for all crops. Coconut is a great crop but it is not a very big crop from the perspective of agrochemicals. But we have a lot of products for coconut. Tobacco is not used in any biological product. In India, the biological products are purely produced by microbes. That is, there are microbes like fungicide, fungus and bacteria. The positive fungus and bacteria are dealt with or there are bio stimulants which can be from plant origin and can also be from animal origin. Those things come under biological and we use that only.

- The company does not have any long-term borrowings. We had taken a small loan when we did the Gujarat expansion. That amount is very small, CFO will elaborate on this later on. So, overall, if you see, the interest cost of the company is very minimal, which proves itself that we do not need a lot of outsourcing or borrowing of money from outside. Whatever money we earn, we do our expansions from that itself and try to manage our working capital through that.

- Apart from that, you talked about the orderbook. So, I would like to say that we have a network and the network distributors do not give orders in advance but there is a planning that, 'Yes, we will work on so and so products, on so and so crops'. We are trying to do mapping of all the crops, we are trying to do mapping of retailers, we are trying to do mapping of the farmers. There are no guaranteed orders but according to the previous years' experience and in the market how competitively you are launching new, good and important products, so according to that you can plan and place the products. In orderbook, small portion is of exports, small portion is of B2B. So, definitely we have an orderbook of these segments. I can tell you that for exports we already have the orderbook in hand for next 6 months and few additional orders keep adding. Likewise in B2B, generally orderbook is of 1-2 months. Brand business is as per the demand and currently many products are in demand and we have orders for next 1-2 months and we are getting them on regular basis and are being met. Huge orders don't stand for long because season is not such and if you don't supply for a month then it would be supplied next month but new products keep coming up based on the seasons. Seasonality plays a big role, is what I would like to tell you.

- Of India's leading states, in 26 states we have 30-32 depots that service entire state network. There's no direct selling arrangement through retail outlets or through e-shops.

- We are continuously doing job creation. Almost 200 people have been added in the last year. Once Sotanala plant is operational, we will generate additional 200 employment.

- Margin: last year company achieved an all-time high margin. But I would like to say that we will achieve that again. Continuously we are treading on growth path as to how we can introduce high margin products in the market, bring in new technology. Because as soon as you bring in new technology, as you move towards solutions, automatically that would lead to margin increase because there you have patent, you have exclusivity. So, definitely, you gain market share also and margins also.

- We are extensively working in ESG area. Since last 4 years we are working with EY. Our CRISIL rating has also improved. We don't separately map ESG score but, again, I would request CFO to highlight this.

- You asked about market share. India market is around ₹40,000 crores and we have a 5% market share. In some states the market share is 7%-8% and in some states it is 2%-3%. We are identifying these gaps and consistently working to see how we can increase our market share nationwide and improve our performance. We are continuously expanding our product range so that we can support farmers in all weather conditions. In our product portfolio, we have significantly increased the number of herbicides. Today, for all the leading crops, we have herbicides available. We also have the latest generation of insecticides. We have compounds from Group 30 and Group 28 in our range, which are very strong brands. For example, "Shinwa" from Nissan is a Group 30 compound, and "Mission" is a Group 28 compound that we manufacture ourselves. Some of the country's leading chemicals are part of our range. Similarly, we are continuously adding new fungicides to our portfolio. And we are continuously adding to the range.

- So, I would like to say that I have tried to answer your questions in entirety. In addition to chemicals, we also produce biologicals. So, for biological products, the company has set up an independent company, fully owned subsidiary called "IIL Biological", which will exclusively manufacture biologicals. The plant is currently small and under development, so it is not generating much profits at the moment. However, in the future, I believe this arm of the company will contribute significantly to our growth.

- So, I believe I have answered all the questions asked. Sandeep ji can do 1-2 additions. Thanks, once again, for your continued interest.

- **Mr. Sandeep Kumar Aggarwal – CFO, Insecticides (India) Limited:**

- Greetings to all the board members and to all the shareholders. 3 questions have been left unanswered by Rajesh ji, for me to answer.

- Regarding R&D expenses, the total amount we reported on last year's balance sheet was approximately ₹9 crore 70 lakh. As regards the free cashflow, since the company had available free cashflow that's the reason we carried out a buyback because we re-invest this free cashflow, which we always do. For CapEx we never took any bank loans, and we use our free cashflow for CapEx or for working capital. Any remaining surplus is rewarded to shareholders as a dividend or, as in last year's case, used for a buyback. That is why you may notice slightly lower free cash flow in the books this year.

- As for ESG, even though ESG rating is not yet mandatory for our company, still we have been extensively working in this area for the past 3 years and collaborating with EY to improve our ESG performance. Third year, this year, we also began working on leadership indicators, which will help ensure that when ESG ratings become mandatory we will achieve a strong score because we have been working on this since long time.

- Thank you.

- **Mr. Rajesh Kumar Aggarwal -- Managing Director, Insecticides (India) Limited:**

- I would also like to add, on the environmental front, the company is undertaking afforestation on a large scale, especially near our Chopanki plant in Rajasthan and around the Sotanala plant. Just last week, we completed the plantation of around 10,000 trees in Bhiwadi using the Miyawaki forest method. Earlier, we adopted 1.5 acres of land and planted about 1,500 trees there. Likewise, near the new Sotanala site, we have acquired around 15 acres across 2 sites for plantation and also plant around the factory. We believe strongly in such initiatives and are actively pursuing them.

- For ESG, we are also focusing heavily on alternate power sources. Our aim is to maximize the use of wind and solar energy across all our units. This forms part of our ESG preparedness and we are confident of achieving a high score, as the CFO mentioned.

- So, I would request the Company Secretary to continue further proceedings. Thank you.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you, Rajesh ji.

- Dear shareholders, I wish to remind you that the e-Voting facility will remain open for the next 30 minutes. Members who have not yet cast their vote are encouraged to do so during this period.

- The e-Voting results, along with the scrutinizer's report, will be published on the company website as well as on the website stock exchanges within 48 hours of this meeting's conclusion.

- On behalf of all shareholders, I would like to extend our sincere thanks to our Chairman, Managing Director, all esteemed members of the Board, and invitees for hosting this Annual General Meeting. Thank you very much for your participation and continued support.

- I request Chairman Sir who may conclude this meeting and give us a closing remark.

- **Mr. Hari Chand Aggarwal – Chairman, Insecticides (India) Limited:**

- Company Secretary, declaration of meeting has closed. I would like to thank the fellow Board members, auditors, employees and the shareholders for joining us today. And now I declare the meeting as concluded. Thank you very much to all the shareholders and the directors, again. Good evening.

- **Mr. Sandeep Kumar – Company Secretary & CCO, Insecticides (India) Limited:**

- Thank you, esteemed shareholders, Directors and management team for participation in the 28th Annual General Meeting of Insecticides India Limited. The e-Voting is open for the next 30 minutes, kindly cast your votes. Thank you.

  (e-Voting in progress)

END OF TRANSCRIPT