



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2026/2805/03

Dated: May 28, 2026

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 Q4 & FY 2026 Results.

Please find enclosed the Q4 & FY 2026 Earning presentation for the fourth quarter and financial year ended March 31, 2026.

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



insecticides
(INDIA) LIMITED

25 के हम
साथ बढ़ते
कदम




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

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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01 Products 

130+ Formulation	20+ Technical	27 Patents	15 Focus Maharatna	43 Maharatna
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02 Infrastructure 

6 Formulation Plants	2 Technical Plants	4 State of the Art R&D Centres
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03 Brand 



Owner of Prestigious "TRACTOR BRAND"	House of leading brands
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04 Distribution and Connect 

One of the Largest distribution network in the industry	8,500+ Distributors	70,000+ Retailers	75,00,000+ Farmers reach
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Transformational Journey to become an Integrated Solution Provider

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 Setting up of formulation
- Manufacturing at Chopanki, Rajasthan & Samba, J&K
- Setting up of R&D Facility at Chopanki, Rajasthan

2007-2011 Investing for the Future

- Added technical synthesis & formulation plants in Gujarat and Rajasthan
- Setting up of formulation plant at Udhampur, J&K & Dahej, Gujarat
- Expanded PAN-India distribution and product footprint
- Focused on expanding product basket, building brand equity and farmer connect
- Listed on the Indian Stock Exchange

2012-2019 Innovation Ecosystem

- Introduced Value added and branded products (patented 9(3) products & biologicals)
- 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)

2020-2026 End to End Solutions

- Comprehensive product portfolio including patented new chemistries & Innovative Solutions
- Expansion at Chopanki & Dahej plant for technical and formulation
- Presence across 22 countries, Setting up of EOU
- Buyback of ₹50 crore in FY25
- Kaeros Research Limited acquisition for upstream efficiency
- Digitalization - Implemented CRM
 - o "IIL 360" for Team
 - o "IIL Pariwar" for Distributors
 - o "IIL Humsafar" for Retailers
- Collaboration with Corteva Agriscience

Enhanced Agricultural Efficiency

In line with global trends, the adoption of herbicides and other advanced technological products is increasing in India



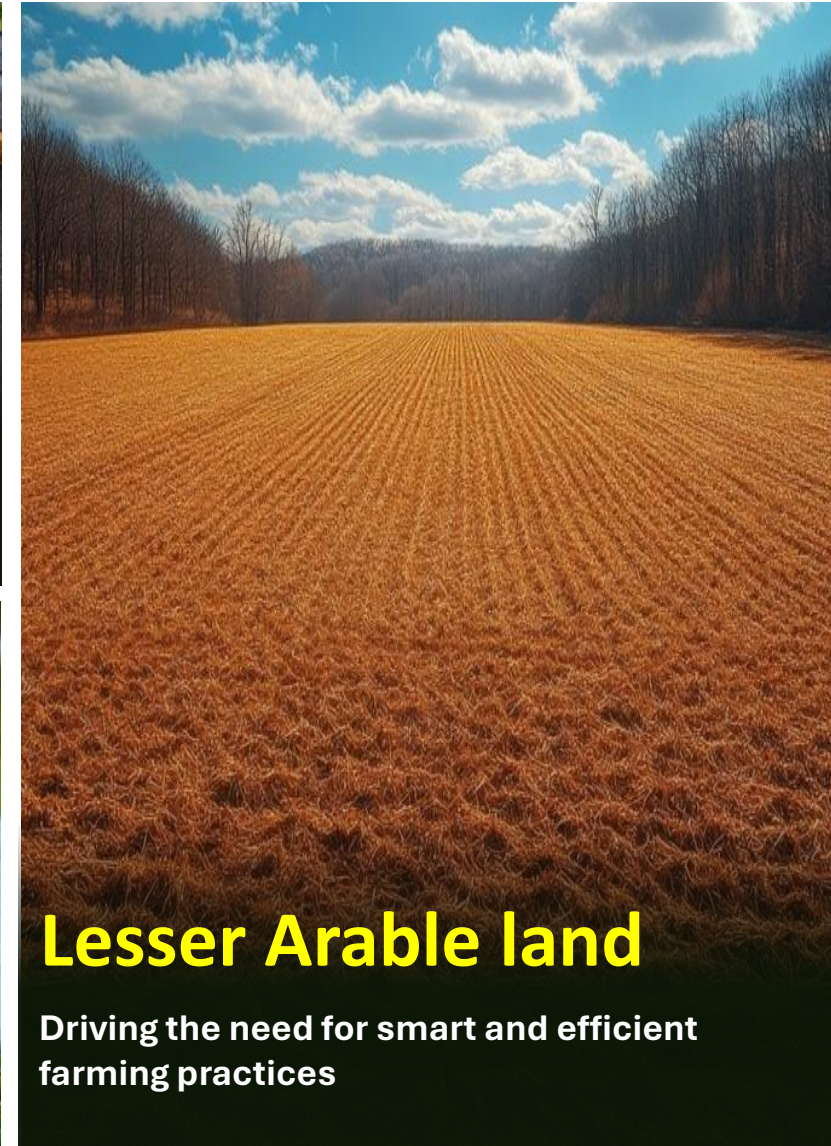
Shift in Crop patterns

Driven by rising demand in nutritious food



Supportive Policy Environment

Favorable government initiatives and proactive reforms for agri-sector



Lesser Arable land

Driving the need for smart and efficient farming practices

IIL Proactively Adapting to Internal Shifts

Premiumization Drive

Strong focus on expanding the Portfolio of Premium products

Aggressive Product Launches

Continued emphasis on introducing new age technology to Indian farmers through in-house R&D and International collaborations

Complete Crop Solution

Strengthening the Crop-based portfolio

Integrated Manufacturing

In-house capabilities ensure cost competitiveness and uninterrupted raw material supply

Enhanced Market Presence

Broadened distribution network and strengthened brand equity across key markets

Premiumization

7%

Increase in **B2C share of Premium Products** from **51% (FY23) to 58% (FY26)**

Profitability

840 bps

Gross Profit Margin improvement from **23.1% to 31.5%**

380 bps

EBITDA Margin improvement from **6.8% to 10.6%**

Capital Efficiency

570 bps

ROCE improvement from **10.4% to 16.1%**

450 bps

ROE improvement from **6.9% to 11.4%**



Why KAEROS?

To develop an incremental dealer ecosystem , strengthening distribution depth to expand market access



About Dr Dada:

Dr Dada our key brand is a story of a young Indian scientist & farmer's son who blends grassroot wisdom with scientific progress.



KAEROS Range:

Introduced 25+ Products

Collaboration with Corteva Agriscience for Innovative Crop Solutions

We share a common purpose with Corteva Agriscience in supporting farmers through technology-led agricultural solutions that enhance productivity and promote long-term sustainability.

This collaboration expands our crop solutions portfolio **with differentiated and innovation-led offerings** to strengthen our position as a reliable partner in modern agriculture.



Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity and Farmer Connect



A FMCG Like Distribution



Manufacturing Prowess

Total Turnover (FY 26)
INR 2,140 Cr

Insecticides



49%

Effectively control the insects in crops

Herbicides



37%

Prevent and control weeds in crops

Fungicides



10%

Prevent and control fungal diseases in crops

Biologicals/PGR



4%

For good health and productivity of the crops

FY26 – B2C
Rev. Breakup

Focus Maharatna



Maharatna



Launches from FY24-FY25



Launches in FY27



Launches in FY26



PADDY



CORN



HORTICULTURE



SOYBEAN





1 Brand

in Fungicide Category

- A product of Nissan, Japan
- Launched in 2012
- Exclusive marketing rights in India



2nd Largest

in Paddy Herbicide

- Make in India Product
- Launched in 2016



Top 10

in Insecticide Category

- Developed by IIL
- Launched in 2018



Top 10

in Herbicide Category

- A Patented Herbicide developed by IIL in Technical Coll. With Nissan, Japan
- Launched in 2021



Top 3 Performer

- Make in India Product
- Launched in 2022



3rd Biggest

- in Corn Herbicide
- Make in India Product
- Launched in 2022



Among Top 4

in Insecticide Category

- A Patented novel Insecticide by Nissan, Japan
- Co- exclusive marketing rights for India
- Launched in 2022
- Label claim of 6 crops



100+

Scientists & Researchers

4

R&D Centers

#27

Patents

**GLP Certification for
Chopanki R&D center**

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.



Synthesis R&D

- Backward integration
- Process Development of new molecules
- Process optimization Formulation R&D



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



Biological R&D

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



Empowering Indian Farmers Through International Collaborations

Nissan Chemical CORPORATION



OAT & IIL INDIA LABORATORIES PRIVATE LIMITED



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

CORTEVA agriscience



OAT Agrio Co., Ltd.



MOMENTIVE™



Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity and Farmer Connect



A FMCG Like Distribution



Manufacturing Prowess

TRACTOR BRAND has a legacy spanning over 40 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

धान के खरपतवार अब रहें अलर्ट
ग्रीन एक्सपर्ट™
धान का अग्रणी खरपतवारनाशक

बेहतर और लम्बी अवधि का नियंत्रण **बहुआयामी खरपतवारनाशक** **सुरक्षित धान, ज्यादा पैदावार** **इस्तेमाल में आसान**

GREEN EXPERT™
HERBICIDE
BISPYRIFLAC SODIUM 9.5% + PENCOSULAF 7.2% W.P. SP

इस्तेमाल की अवधि: खरपतवार के 2-4 पत्ती की अवस्था
मात्रा: 100 मिली प्रति एकड़

insecticides (INDIA) LIMITED | हर क़दम, हम क़दम

फर्क साफ़ दिखता है

TORRY SUPER
SELECTIVE HERBICIDE
SPF TECHNOLOGY

इस्तेमाल की अवधि: खरपतवार की 2-5 पत्ती की अवस्था
मात्रा: 600 ग्राम प्रति एकड़

प्रभावी और तीव्र नियंत्रण **लम्बी अवधि का नियंत्रण** **सुरक्षित और बेहतर फसल** **इस्तेमाल में आसान**

insecticides (INDIA) LIMITED | हर क़दम, हम क़दम

आपकी धान की फसल का सितारा
खरपतवार मुक्त खेत, सशक्त पैदावार, उज्ज्वल भविष्य

सिफारिश
160 ग्राम प्रति एकड़

प्रयोग का समय
रोपाई के 0-3 दिन

ALTAIR
HERBICIDE
METALACHLOR 33% WG

बहुआयामी खरपतवार नाशक
प्रतिरोगी खरपतवार पर बेहतर नियंत्रण
लंबी अवधि तक नियंत्रण
मिलावट की जापानी तकनीक

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इज़ुकी है तो रिस्क क्यों लेना?

IZUKI
FUNGICIDE

एकसार बालियों का निकलना
बालियों में पुष्प दानों की संख्या में बढ़ोतरी
शीघ्र ब्लाइट और ब्लास्ट का सफल नियंत्रण

insecticides (INDIA) LIMITED | हर क़दम, हम क़दम

शिनवा सुरक्षा की गारंटी

SHINWA
FLUXAMETHAMIDE 10% EC
INSECTICIDE

बहुआयामी कीटकनाशक **अनोखी ट्रांसलामिनर क्रिया** **नुकसान तुरंत बंद** **अद्वितीय एवं नवीन कार्यप्रणाली** **पौधे में शीघ्र प्रवेश**

160 मि.ली. प्रति एकड़

insecticides (INDIA) LIMITED | हर क़दम, हम क़दम

Digital Empowerment Initiatives

IIL GROWSMART – A self-placed digital learning platform enabling employees to upskill anytime, anywhere through mobile and desktop access



IIL Pariwar - A distributor platform providing real-time product and financial data, enhancing efficiency and sales through data-driven insights on Android and IOS



IIL 360 App – A field force tool for real-time stock checks, order placement, payment tracking, farmer/retailer mapping and visit tracking to build stronger, data-driven relationships across the value chain



We have been creating a meaningful impact and brand presence on digital media through thoughtfully crafted brand campaigns and targeted marketing initiatives, helping us broaden our reach and generate product enquiries

Innovative Platforms targeted for Digital Farmer Campaigns

26,000+ Farmers Meetings

6,500+ Field Days

10,000+ Demonstration in Different Crops

145,000+ Farmers visits on Field Days



Farmer Meetings & Field Days





32+

ICS Plots across geographies for different crops

ICS PLOT

IIL CROPS SOLUTION - RICE

FARMER NAME : SHRI MAYA RAM
 VILLAGE : PALAKA
 DISTT. : YAMUNA NAGAR
 MOB. NO. : 9416689783
 VARIETY : PB 1509
 TRANSPLANTING DATE : 14.06.2025

DATE	DAY	PRODUCT USE & DOSE/ACRE	OBJECTIVE
16.06.2025	2 Days	Altair 160 Gm	Weeds
24.06.2025	10 Days	Sofia 500 MI	Bakanae, Root Rot
29.06.2025	15 Days	Mycoraja Pro 2 Kg	Soil Fertility, Root Growth, Nutrients
02.06.2025	18 Days	Centran 4 Kg	Stem Borer
4.07.2025	20 Days	Sofia 500 MI	Bakanae, Root Rot
14.07.2025	30 Days	Pulsor 150ml+ Mission Sc 60 MI	Sheath Blight, Leaf Folder
13.08.2025	60 Days	IZUKI 150 ML+DOMINANT 100 GM+ MISSION SC 60ML+CHAPERONE 250 ML	Sheath Blight, Leaf Blast, BPH, Leaf Folder, PGR

हर कदम, हम कदम





Innovative Product Portfolio



Brand Equity and Farmer Connect

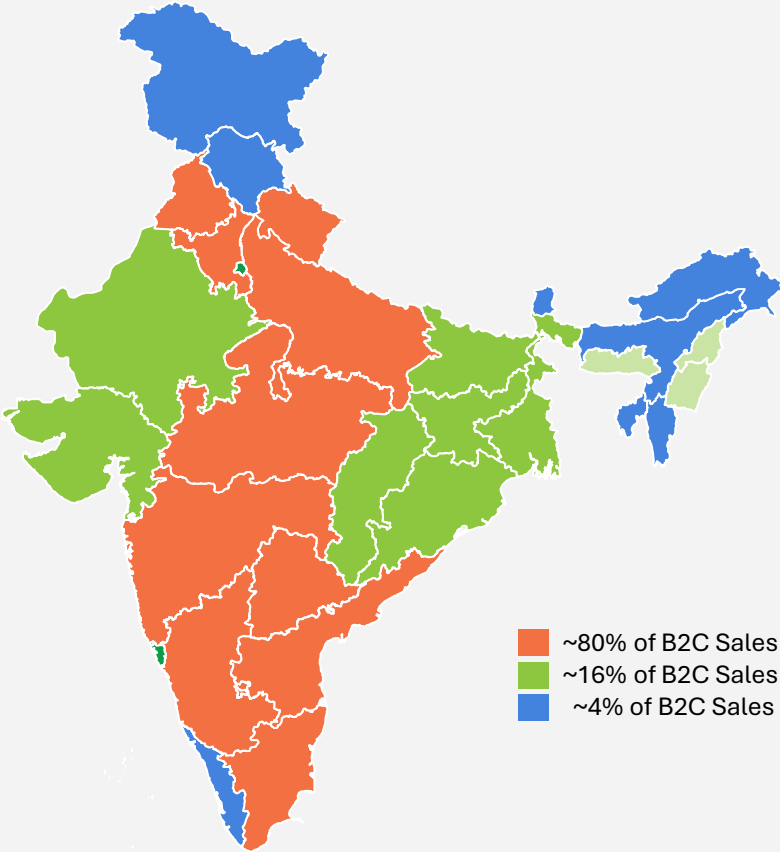


A FMCG Like Distribution



Manufacturing Prowess

PAN India Footprints



Decades of Strong Dealer Relationship provide unmatched Competitive Strength

- **Designed to be dealer-friendly**, ensuring long-term relationships and continuity
- **Built on a strong FMCG-style** network with deep-rooted retailer connections
- **Supported by one of India's largest** distribution systems, enabling seamless product reach
- **Strengthened through crop advisor engagement**, driving local demand and market responsiveness

75,00,000+

Farmers Reach

70,000+

Retailers

8,500+

Distributors

1,200+

Crop Advisor Team

750+

Sales & Marketing team

Fundamental Pillars to drive Sustainable Value



Innovative Product
Portfolio



Brand Equity and Farmer
Connect

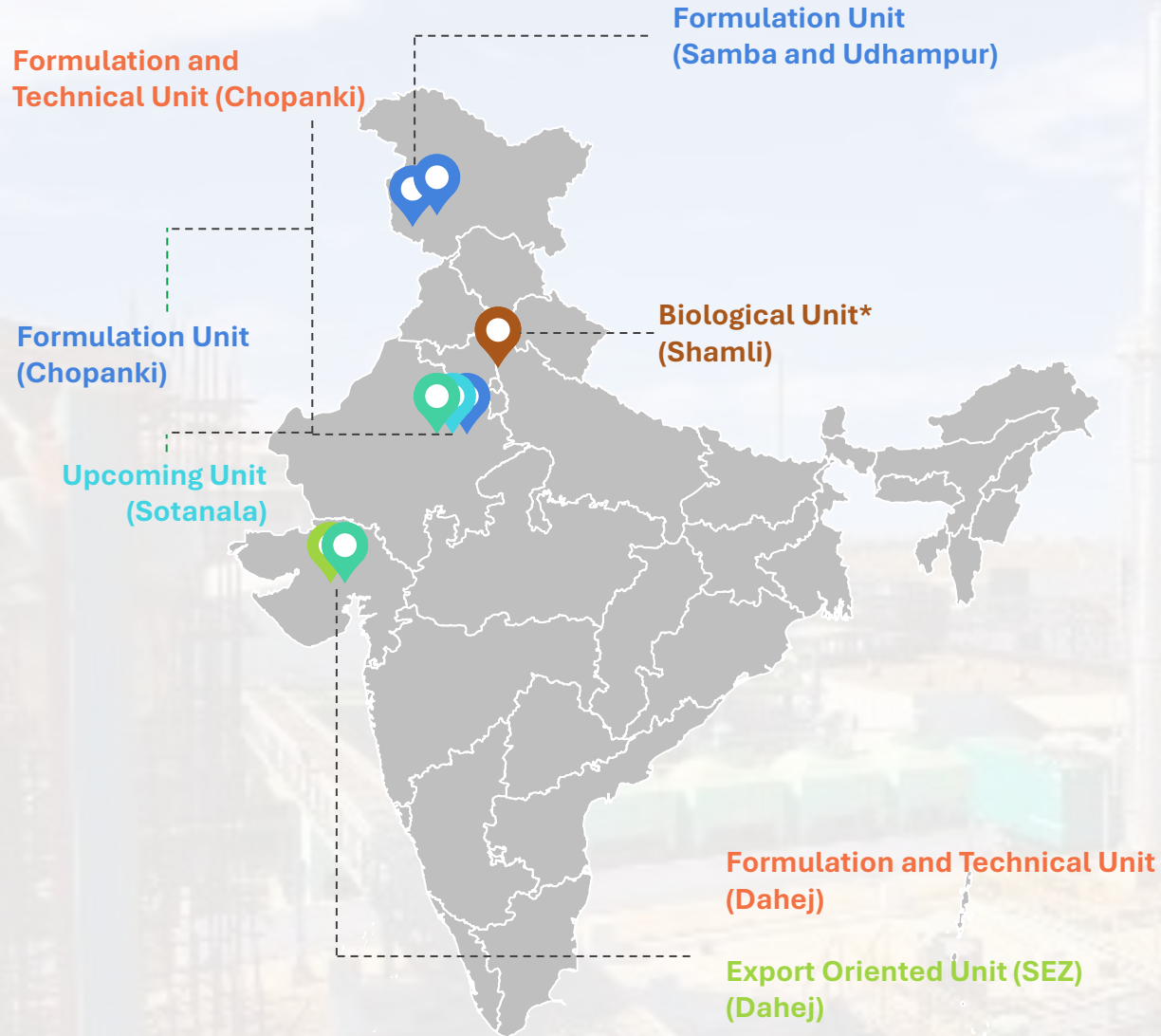


A FMCG Like Distribution



Manufacturing Prowess

Strategically Located Manufacturing Facilities



Installed Capacity

15,800

MTPA Active Ingredient and Intermediates

30,000

MTPA Granules

30,000

KLPA Liquid

10,000

MTPA Powder

Manufacturing Sites in Approved Industrial Estates

Expansion space availability at Dahej and upcoming plant at Sotanala



Multi purpose technical Plant with 20 different streams

70,000 MT/KL formulation capacity annually



~95% in-house manufactured revenue

100% Export oriented Formulation Plant in SEZ area



22

**Countries
Establishing a
solid footprint**



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



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

~182

**International
Registrations
received**

Premiumization

Elevating portfolio mix to drive sale of premium products

Margin Stability

Building sustainable profitability through operational efficiency and product mix

Acceleration of New Product Launches

Fast-tracking innovation to capture emerging agri-opportunities

International Collaborations

Leveraging collaboration to enhance technology access and global reach

Manufacturing, R&D & Brand Equity

Strengthening R & D and brand equity to power long-term competitiveness

Organisation Strength

Empowering people, Strengthening processes and systems for sustainable growth

Board of Directors

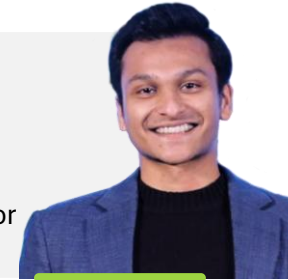
**Mr. H.C.
Aggarwal**
Chairman



**Mr. Rajesh
Kumar Aggarwal**
Managing Director



**Mr. Sanskar
Aggarwal**
Whole Time Director



**Mr. Anil Kumar
Goyal**
Whole Time Director



**Mrs. Praveen
Gupta**
Independent Director



**Mr. Anil
Kumar Bhatia**
Independent Director



**Mr. Shyam Lal
Bansal**
Independent Director



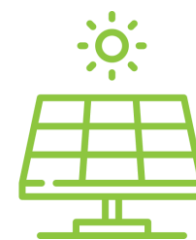
**Mr. Supratim
Bandyopadhyay**
Independent Director





48%

Energy demands met by renewable sources in overall energy consumption



30%

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



Zero

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



1363.90
MT

Successful disposal of hazardous waste



Ensure effective usage of natural resources

Reduce carbon footprint by adopting energy efficient manufacturing process

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

Awards and Recognition



Shri H. C. Aggarwal honoured as a Stalwart of the Crop Protection Industry – by Crop Life



Mr. Rajesh Kumar Aggarwal, MD & CEO, honoured as a Visionary of Viksit Bharat.



Receives the Excellence in Family Business Award at the Hurun India Awards 2025.



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



9th CSR Health Impact Awards, Project Green by IIL Foundation – Won two recognitions



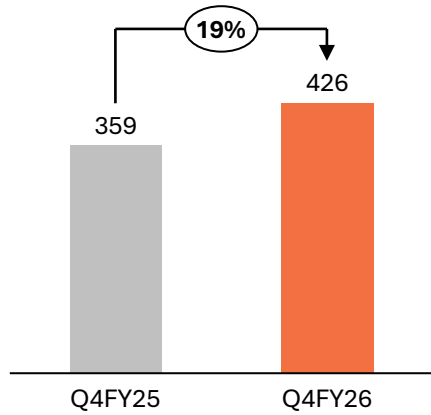
Best CSR Project of the Year at the 15th Corporate Social Responsibility Summit & Awards 2025

Project Green – A CSR Initiative by IIL Foundation

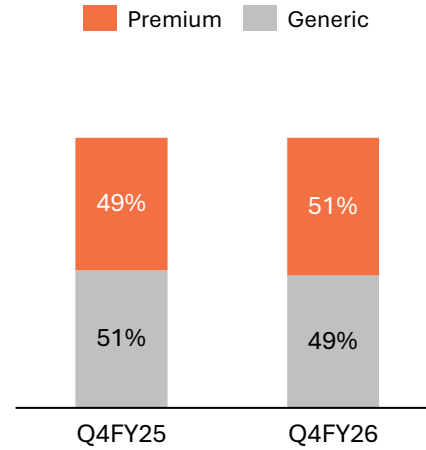


(Rs in crs)

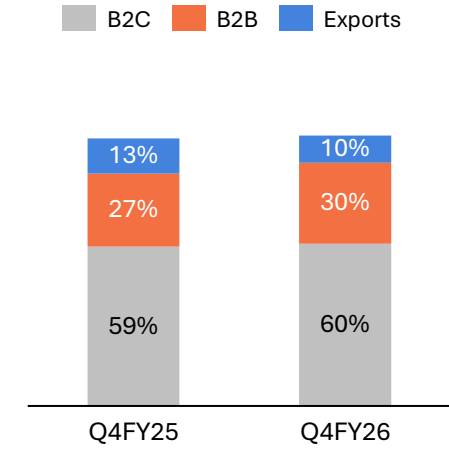
Revenue from Operations



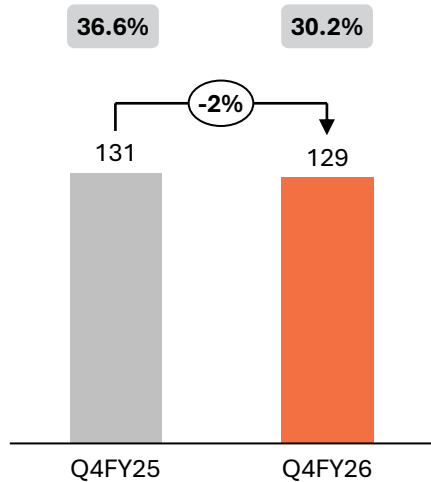
B2C – Premium Vs Generic



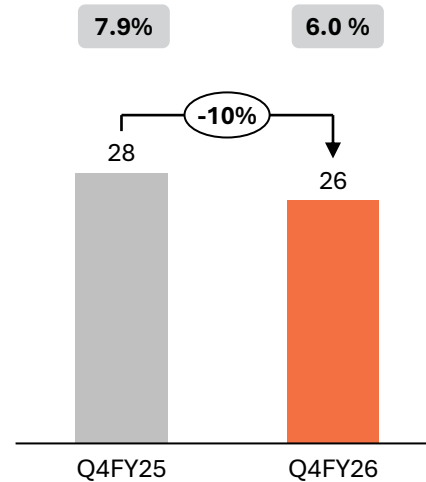
Sales by Segment



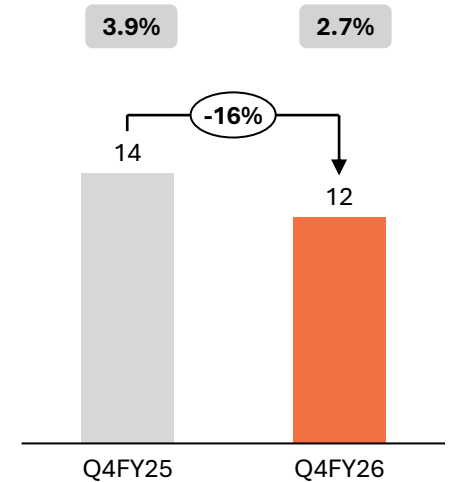
Gross Profit



EBITDA



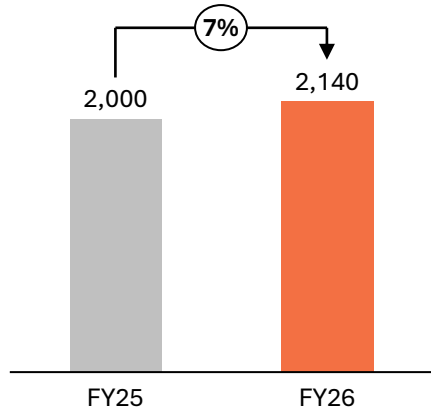
PAT



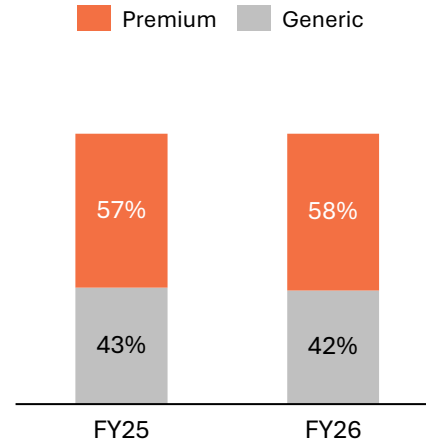
FY26 – Stable growth across key metrics

(Rs in crs)

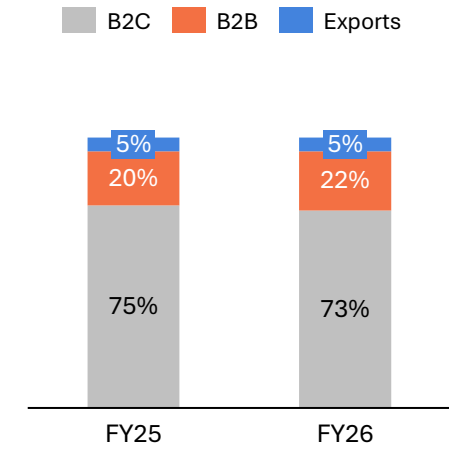
Revenue from Operations



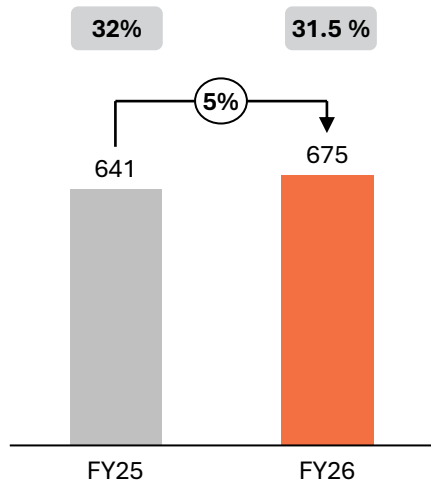
B2C – Premium Vs Generic



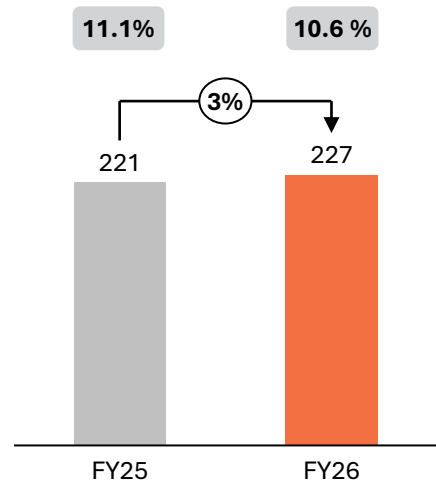
Sales by Segment



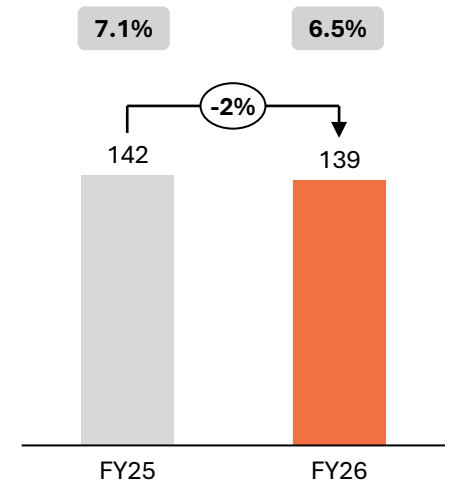
Gross Profit



EBITDA

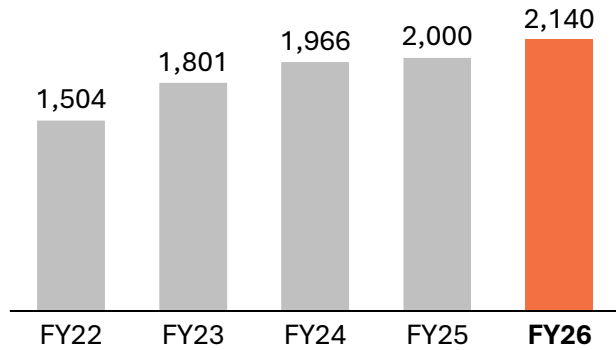


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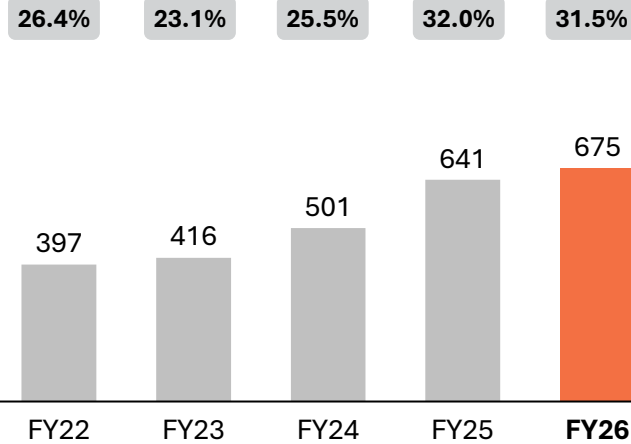


(Rs in crs)

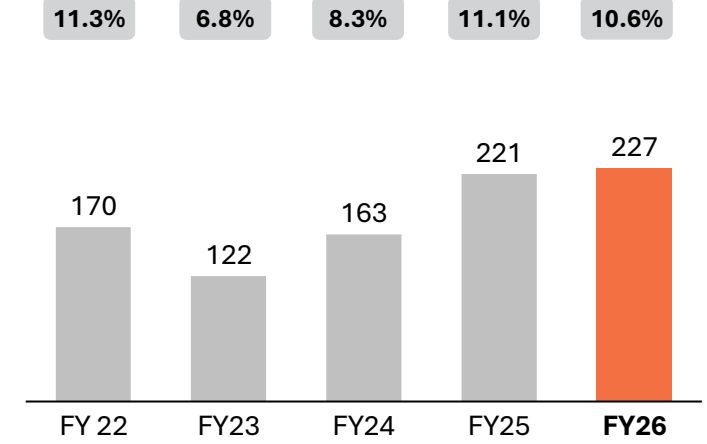
Revenue



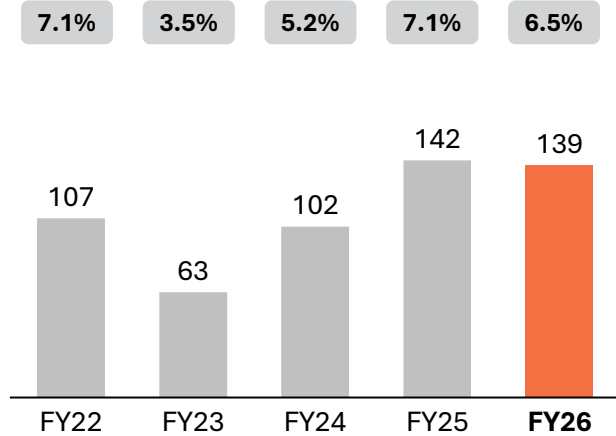
Gross Profit



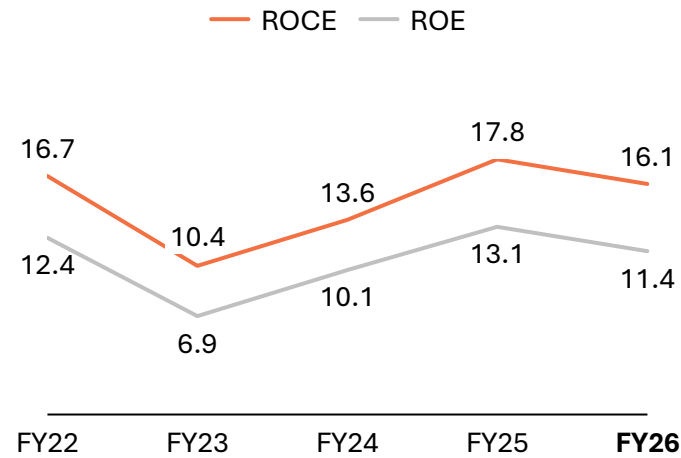
EBITDA



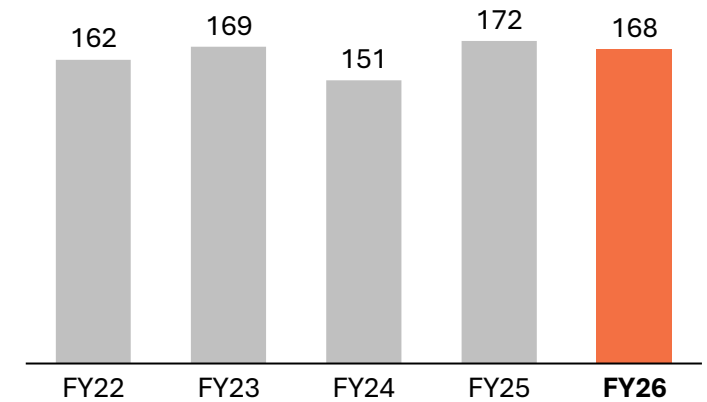
PAT



Return Ratios %



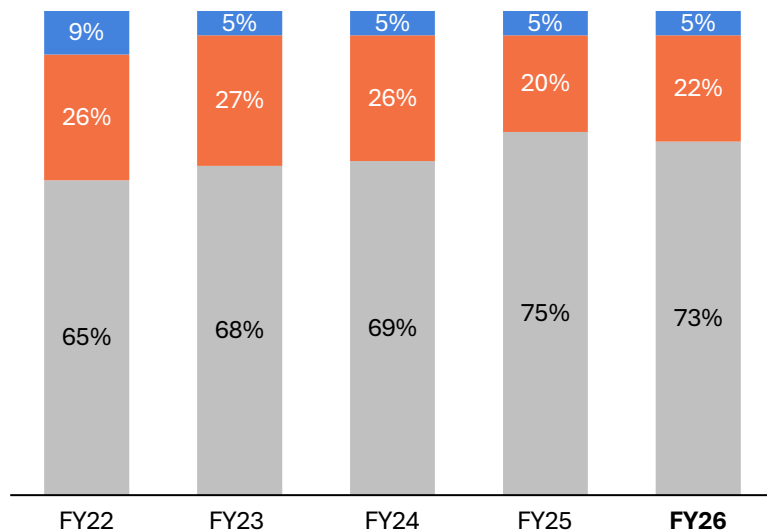
Net Working Capital (Days)



Operational Highlights

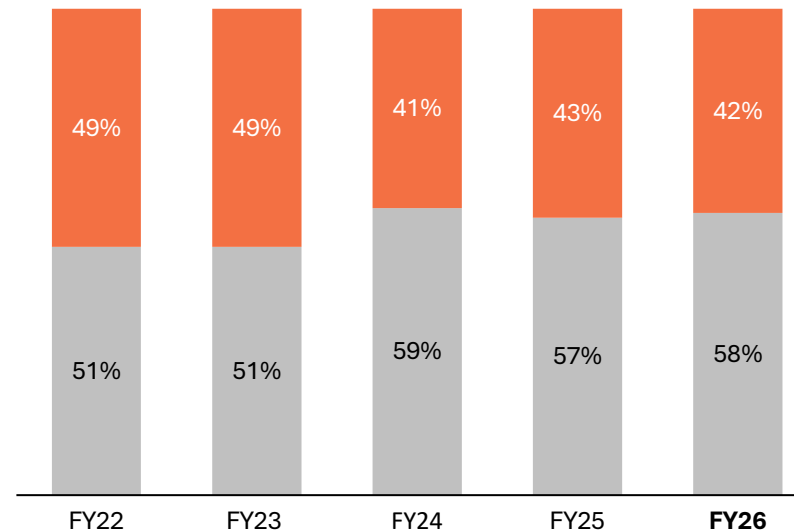
Segment-Wise Sales Breakup

■ B2C ■ Exports
■ B2B



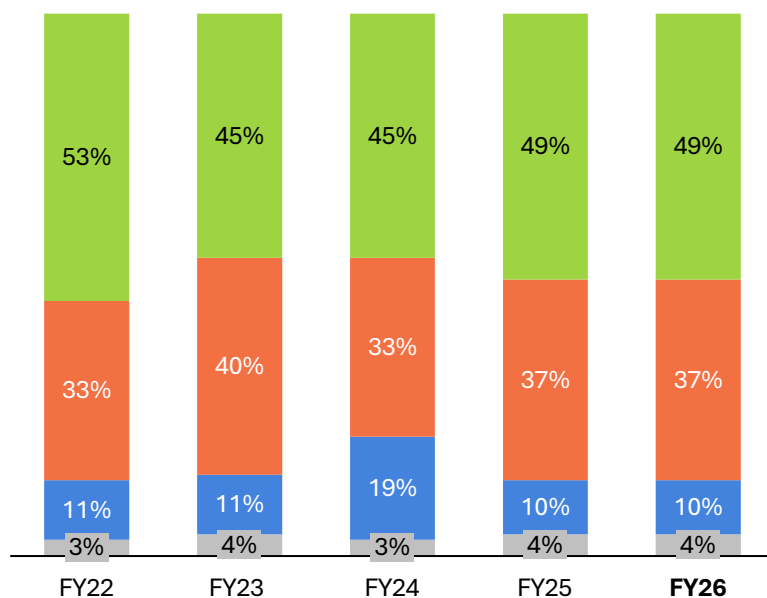
B2C : Premium vs Generic

■ Premium ■ Generic



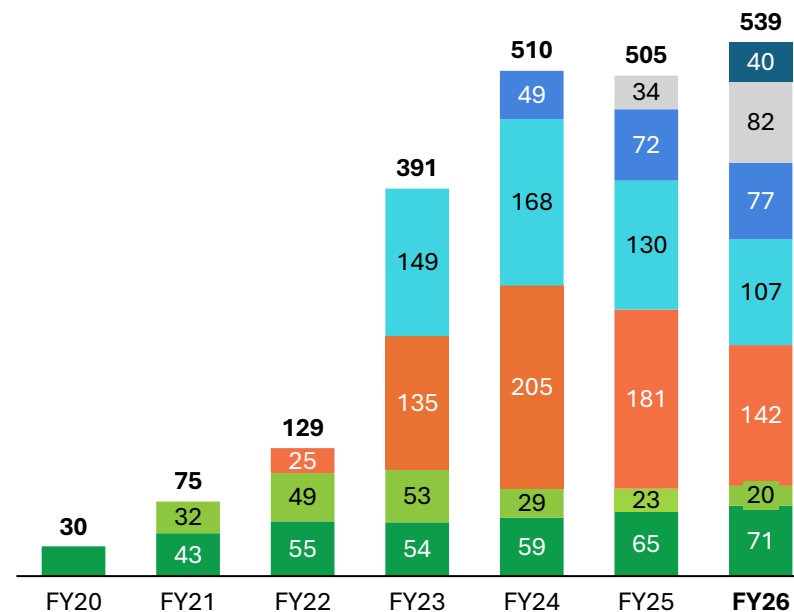
Category-Wise Sales Breakup

■ Insecticides
■ Herbicides
■ Fungicides
■ Biological & PGR



Freshness Index (Rs. In crs)

FY20 ■ FY21 ■
 FY22 ■ FY23 ■
 FY24 ■ FY25 ■
 FY26 ■



Working Capital Ratios

Particulars- Consolidated (Rs. Crs)	31 st March 26	31 st March 25
Inventory (A)	780.21	886.25
Inventory days (Inventory/COGS* No of Days)	194	238
Trade Receivables (B)	486.97	385.32
Trade Receivables Days (TR/Revenue*No of Days)	83	70
Trade Payables (C)	439.26	507.74
Trade Payables Days (TP/COGS* No of Days)	109	136
Net Working Capital (A+B-C)	827.92	763.82
Net Working Capital Days	168	172

Consistent efforts to improve working capital ratios

Q4 & FY26 – Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY26	Q4 FY25	Y-o-Y	FY26	FY25	Y-o-Y
Revenue from Operations	426.26	358.92	19%	2,140.01	1,999.95	7%
Cost of Material Consumed	246.66	326.38		1,200.20	1,348.38	
Purchase of stock in trade	51.57	12.20		169.58	75.11	
Change in Inventories of Finished goods & Work in Progress	-0.84	-111.01		95.15	-64.37	
Total Raw Material	297.39	227.56		1,464.93	1,359.12	
Gross Profit	128.87	131.36	-2%	675.08	640.83	5%
Gross Profit Margin (%)	30.2%	36.6%		31.5%	32.0%	
Employee Expenses	37.99	28.63		163.74	138.71	
Other Expenses	65.28	74.25		284.29	280.90	
EBITDA	25.60	28.47	-10%	227.05	221.22	3%
EBITDA Margin (%)	6.0%	7.9%		10.6%	11.1%	
Other Income	4.73	2.86		11.71	7.00	
Depreciation	9.44	7.17		35.50	29.15	
EBIT	20.89	24.16	-14%	203.26	199.06	2%
EBIT Margin (%)	4.9%	6.7%		9.5%	10.0%	
Finance Cost	4.32	2.14		16.88	6.86	
Share from associates	-0.50	0.00		0.30	0.57	
Profit before Tax	16.07	22.02	-27%	186.68	192.77	-3%
Profit before Tax (%)	3.8%	6.1%		8.7%	9.6%	
Tax	4.36	8.13		47.27	50.75	
Profit After Tax	11.71	13.89	-16%	139.41	142.02	-2%
PAT Margin (%)	2.7%	3.9%		6.5%	7.1%	
EPS (As per Profit after Tax)	4.02	4.77		47.91	48.38	

FY26 – Consolidated Balance Sheet

Particulars (Rs. Crs)	FY26	FY25
ASSETS		
Non - Current Assets		
Property, plant and equipment	312.09	231.20
Capital work-in-progress	118.57	156.11
Right of use assets	46.37	39.04
Investment Property	3.07	2.99
Intangible assets under development	11.15	4.99
Other Intangible assets	8.03	8.63
Investment in jointly controlled entity	11.84	11.52
Financial Assets		
(i) Investments	12.30	8.22
(ii) Other Financial Assets	4.30	2.68
Income tax assets (net)	5.01	1.53
Other non-current assets	19.66	6.17
Total Non - Current Assets	552.40	473.08
Current Assets		
Inventories	780.21	886.25
Financial Assets		
(i) Investments	4.45	9.57
(ii) Trade receivables	486.97	385.32
(iii) Cash and cash equivalents	87.23	55.93
(iv) Bank balances other than (iii) above	0.17	1.18
(v) Loans	0.27	0.25
(vi) Other financial assets	13.18	8.02
Other current assets	75.31	78.55
Total Current Assets	1,447.78	1,425.07
TOTAL ASSETS	2,000.18	1,898.15

Particulars (Rs.Crs)	FY26	FY25
Equity		
(a) Equity share capital	29.10	29.10
(b) Other equity	1,191.31	1,055.49
Equity attributable to equity holders of the parent	1,220.41	1,084.59
Total Equity	1,220.41	1,084.59
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	18.78	23.47
(ii) Lease liabilities	9.00	2.65
Deferred Tax Liabilities	8.53	4.43
Provisions	3.06	5.50
Total Non - Current Liabilities	39.37	36.05
Current Liabilities		
Financial liabilities		
(i) Borrowings	125.50	76.15
(ii) Lease liabilities	3.76	2.40
(iii) Trade payables	439.26	507.74
(iv) Other financial liabilities	44.71	46.93
Other current liabilities	122.97	130.64
Provisions	4.19	4.84
Current tax liabilities (net)	0.00	8.80
Total Current Liabilities	740.40	777.50
Total Equity and Liabilities	2,000.18	1,898.15

FY26 – Consolidated Cashflows

Cash Flow Statement (Rs. Crs)	FY26	FY25
Cash Flow from Operating Activities		
Profit before Tax	186.68	192.77
Adjustment for Non-Operating Items	49.80	40.44
Operating Profit before Working Capital Changes	236.48	233.21
Changes in Working Capital	-80.14	-97.95
Cash Generated from Operations	156.34	135.26
Less: Direct Taxes paid	-56.09	-41.80
Net Cash from Operating Activities	100.25	93.46
Cash Flow from Investing Activities	-86.47	-37.72
Cash Flow from Financing Activities	17.53	-61.09
Net increase/ (decrease) in Cash & Cash equivalent	31.30	-5.36
Add: Cash and cash equivalents as at beginning of the period	55.93	61.28
Cash and cash equivalents as at end of the period	87.23	55.93



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Thank You