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e mail : info@insecticidesindia.com  
www.insecticidesindia.com  
CIN : L65991DL1996PLC083909



**Ref: IIL/SE/2021/0510/01**  
**October 05, 2021**

**The Manager**

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

Dear Sir/Madam,

**Sub: Investor Presentation**

Please find enclosed the Investor Presentation

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*

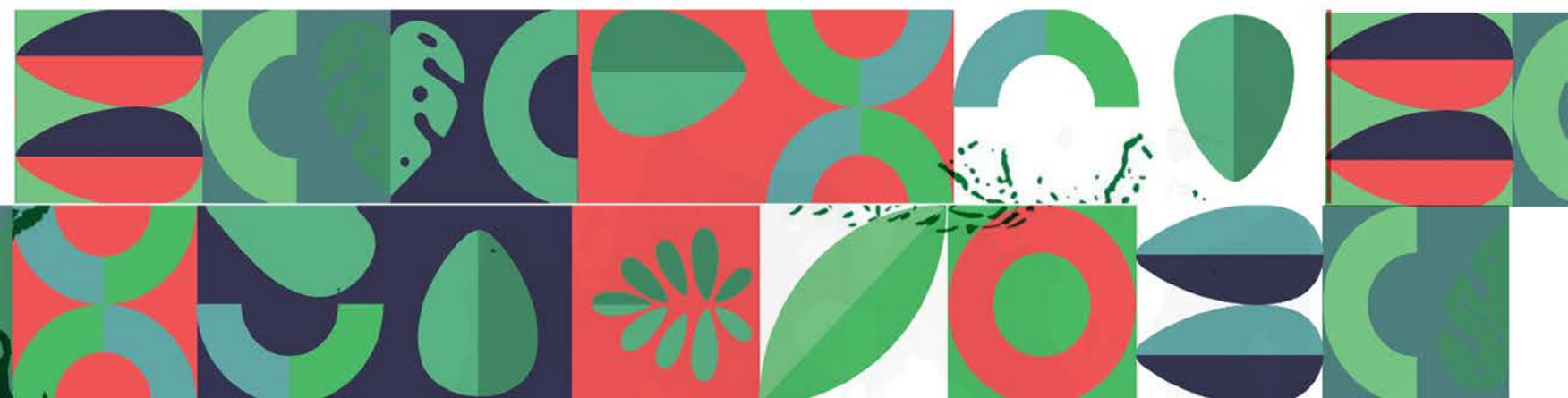
Sandeep Kumar  
**Company Secretary &**  
**Chief Compliance Officer**



# An Initiative in line with PM's Vision of *"Aatma Nirbhar Bharat"*

**Insecticides (India) Limited**

Investor Presentation, October 2021







# Safe Harbour

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Insecticides (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





# ILL's Dashboard



**BACKGROUND**  
One of India's Leading  
Agrochemicals Manufacturers

**1,250+**  
Employees

Owner of prestigious **Tractor Brand**

## DISTRIBUTION AND MARKETING

**5,000+**  
DISTRIBUTORS

**375+**  
SKUS

**10,00,000+**  
FARMERS IN TOUCH

**60,000+**  
DEALERS



## PRODUCTS

**22** TECHNICAL  
PRODUCTS

FORMULATION  
PRODUCTS **100+**

**20** MAHARATNA  
PRODUCTS



## FACILITIES

**2** TECHNICAL  
SYNTHESIS PLANTS

FORMULATION  
PLANTS **6**

**1** TOLL  
MANUFACTURING  
BIOLOGICAL  
PLANT

R&D  
CENTRES **4**







# Our journey so far

**2001**  
Commenced Operation

**2002**  
Chopanki (Rajasthan) Formulations Plant Commenced Production

**2003**  
Acquired 21 Brands of Montari Industries

**2005**  
Chopanki Plant Got ISO 9001:2008 Certification; Set Up R&D Lab

**2004**  
Sambha (J&K) Plant Commissioned

**2007**  
Listed on NSE and BSE; Chopanki Technical Plant Commenced; SambaPlant Expansion

**2006**  
Technical Collaboration with AMVAC, USA to manufacture and market Thimet

**2011**  
Acquired MONOCIL from NOCIL; Commissioned Two Plants (Dahej and Udhampur)

**2008**  
Received OHSAS18001 Certification

**2014**  
Commenced Product Invention R&D Centre in JV with OAT AgiroCo. (Japan); Commenced New Formulations unit in Chopanki

**2012**  
Launched NUVAN With AMVAC; launched HAKAMA and PULSOR With NISSAN(Japan)

**2016**  
Tie-Up with MOMENTIVE (USA) For AGRO SPRED\* MAX; Tie-Up with NIHON NOHYAKU(Japan) for SUZUKA and HAKKO; Launched GREEN LABEL (Bispyribac Sodium 10% SC); Manufactured in India for the First time

**2015**  
Launched Bio-Product MYCORAYA; Bonus Shares Issued; Followed By QIPs

**2019**  
Launched CHAPERONE and KUNOICHI

**2018**  
Product Launched Under 9(3) Registration (Sofia, Encounter, Hercules and Aikido)

**2020**  
Started with Export Oriented Unit (EOU) at SEZ, Dahej, Gujarat and launched 7 new products.

**2021**  
Launched new patented product Hachiman



# Update on Capex



Company had guided last year about its expansion plans at **5 locations**, (including **3 major and 2 minor expansions**) in a span of **2 years (FY21 and FY22)**.



The expansions were aimed to increase capabilities at both technical and formulation units in **Chopanki (Rajasthan) and Dahej (Gujarat)**. The major expansion was in **Dahej (SEZ)** technical synthesis plant which was completed in Q1FY22 and production has commenced since June, 2021.



Out of the balance **₹ 680 mn to be utilized in FY22**, the company has already utilized **₹ 100 mn in Q1 FY22**.

These expansions combined required a total of **₹ 1,100 mn**, out of which **₹ 420 mn** has already been deployed by the company in last year.







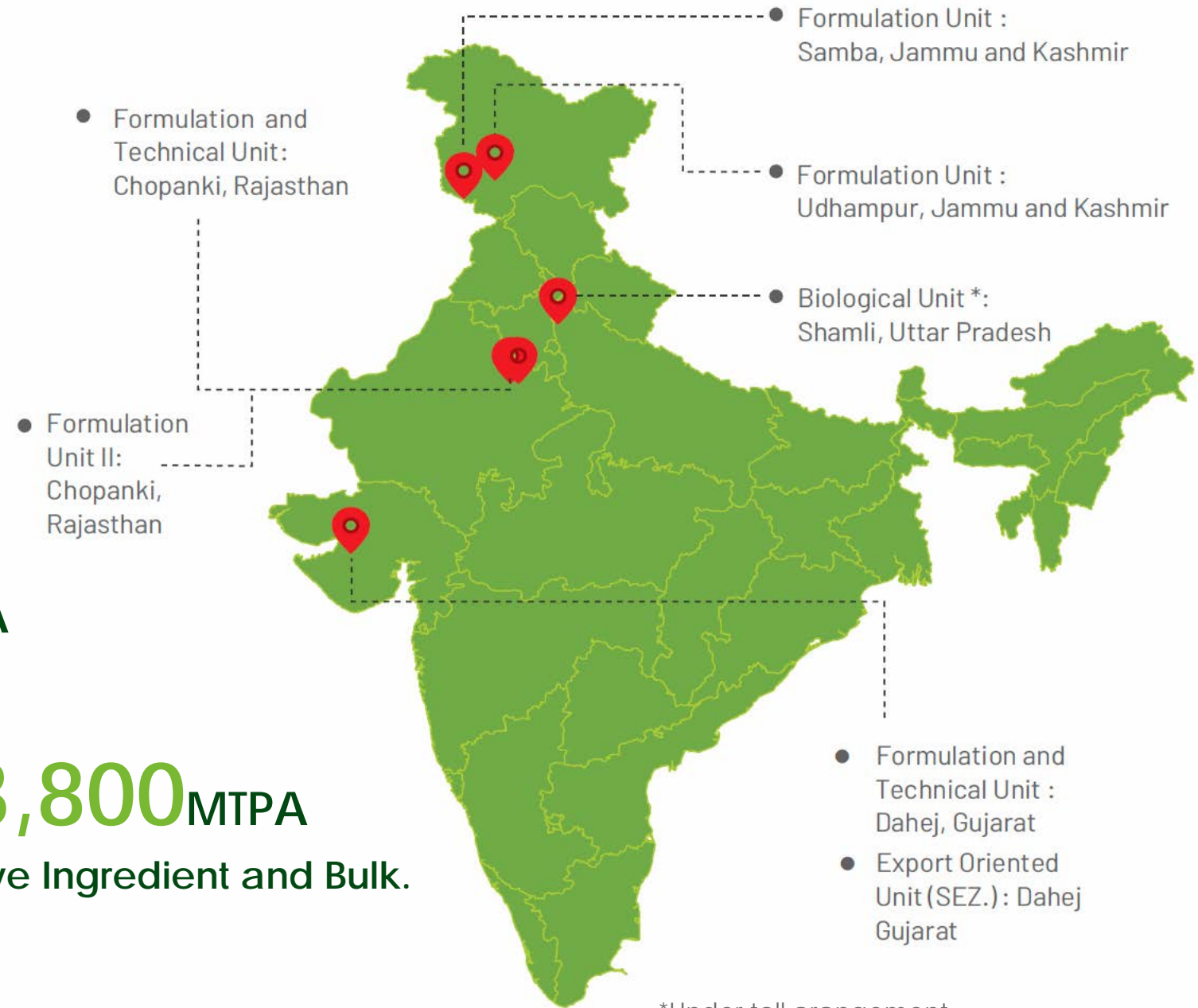
# Aggregate Installed Capacity

**30,900** KLPA  
Liquid

**80,750** MTPA  
Granules

**24,770** MTPA  
Powder

**13,800** MTPA  
Active Ingredient and Bulk.





# Products Launched in FY21

INSECTICIDE

**Dominant**  
**Tadaaki**  
**Mahir**

HERBICIDE

**Avval**  
**Master Stroke**  
**Hakama Super**

BIOLOGICAL

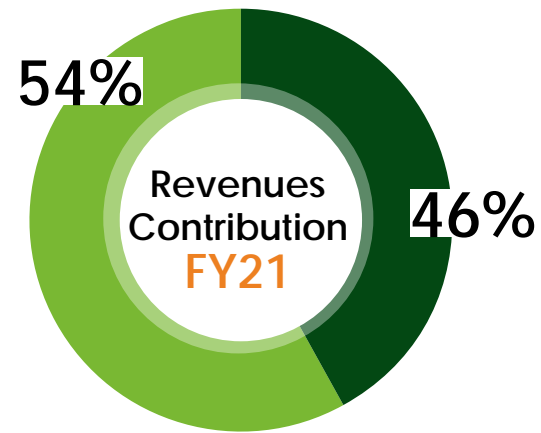
**Milstim Max**

Aggregate Revenue  
in FY21 from these  
New Launches:

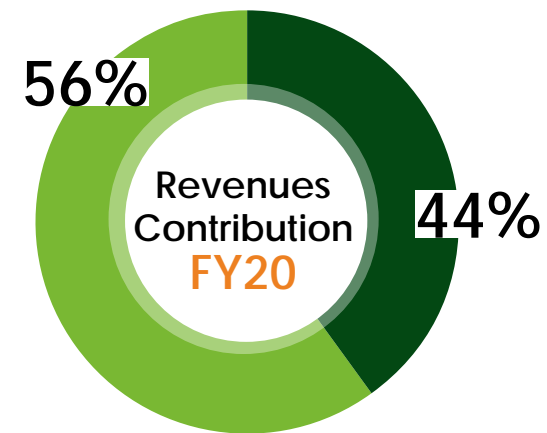
**₹ 321.58mn**







- Maharatna Products
- Other Products



- Maharatna Products
- Other Products

# III Heading Towards Premiumization

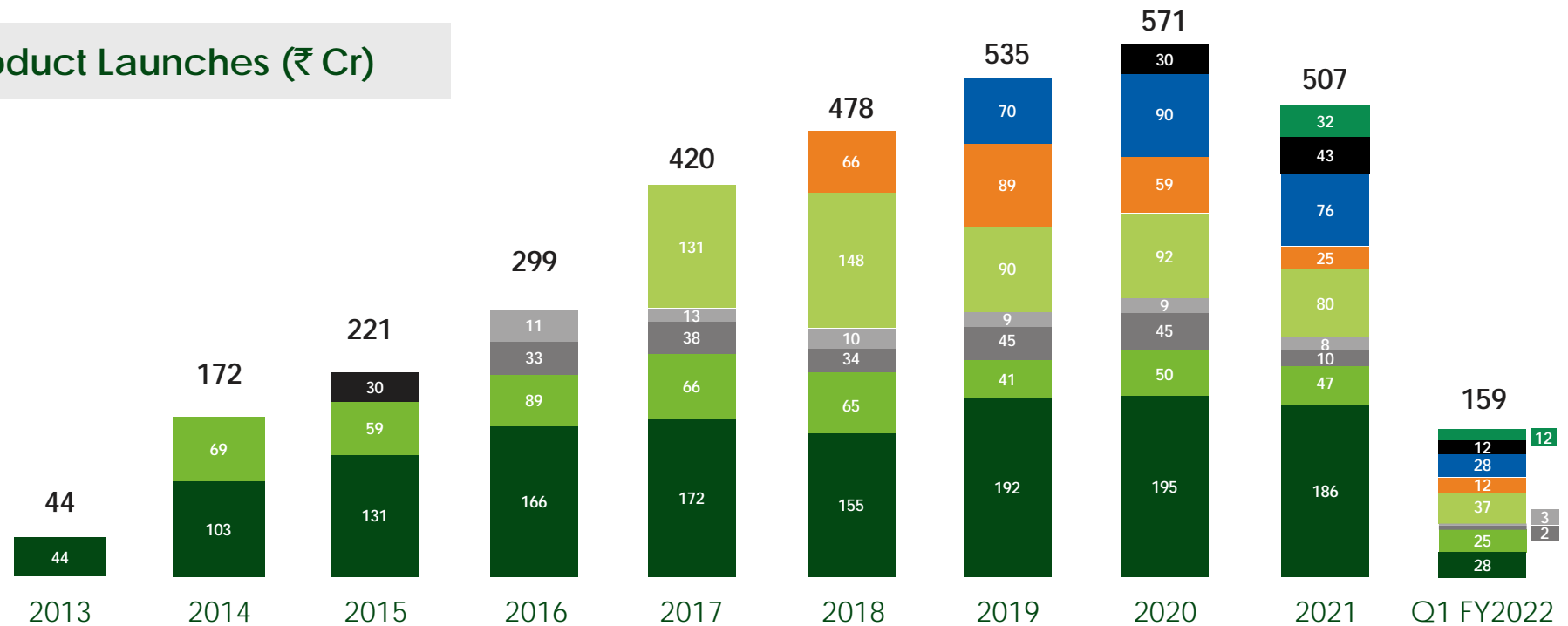




# Product Freshness Index

ILL's consistent success in adding new products every year led by its strong In-House R&D Capabilities and its endeavours to deliver effective and cost-efficient products every year.

Gross Revenue from New Product Launches (₹ Cr)



FY	2013	2014	2015	2016	2017	2018	2019	2020	2021	Q1 FY22
New Products Launched During the year	5	5	3	2	5	5	8	8	7	-
% of Revenue from Operations	7.1%	19.9%	22.9%	30.3%	37.9%	43.1%	44.8%	41.9%	35.7%	34%







# Unmatched R&D



📍 **Product Discovery in JV with OAT Agrio Co. Ltd.**  
(Chopanki, Rajasthan)

📍 **Reverse Engineering Products**  
(Chopanki, Rajasthan)

📍 **Biological Products**  
(Shamli, UP)

📍 **Combination & Formulations Products**  
(Dahej Gujarat)

📍 **Market Development**

**13** PATENTS RECEIVED

**17** PATENTS PENDING

**60+** SCIENTISTS IN R&D





# In-house R&D Centres

## State-of-the-art R&D centre

ILL's in-house R&D centre was established in 2005, augmented by product innovation R&D centre, formulation R&D centre and biological R&D centre

- Approved by DSIR, Ministry of Science and Technology
- Working on new formulations and new combination products
- Synthesis of new molecules in process

## Formulation R&D Centre

- Development of new generation formulations
- Focus on cost reduction, customer friendly and environment safe products

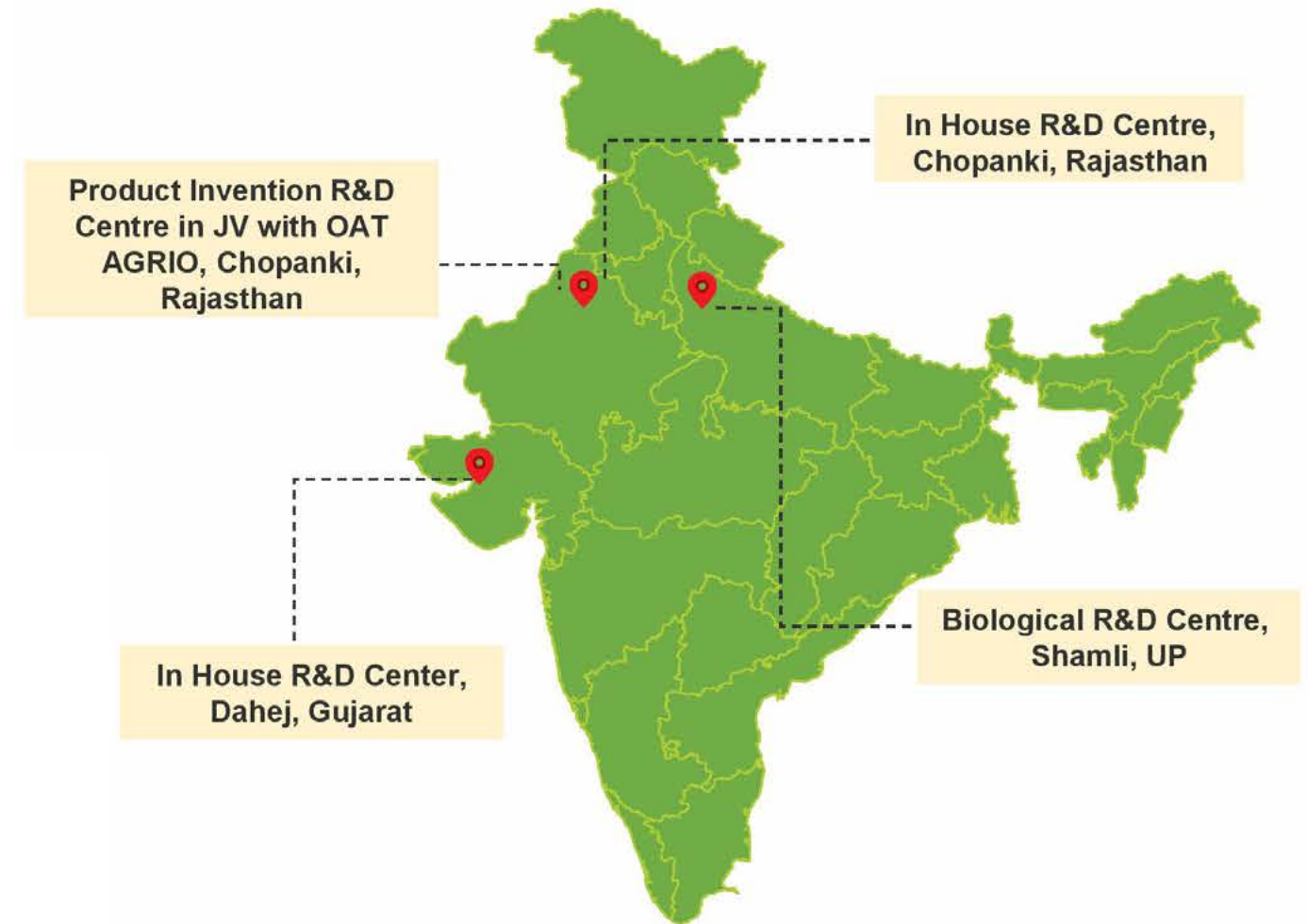
## Biological R&D Centre

- Equipped with bio assay and product development facilities
- Looking forward to development of 3-4 new biological products

## Product invention R&D centre:

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

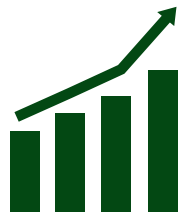
- Two different sections of Chemical & Biological Laboratories
- Equipped with the latest machines and equipment's like NMR, Lab set designed by Kewanee, USA
- Lead by the internationally renowned scientists with more than 25 years of experience
- Ultra-modern green houses to compliment effective testing
- One of its kind breeding centres, bio assay rooms and spray cabinets







# Our Differentiating Business Structure



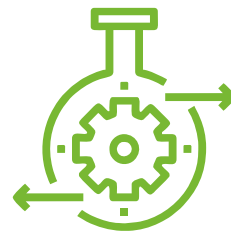
## SALES AND MARKETING

Sales & Market development  
Branding  
International Tie ups and Collaborations



## MANUFACTURING

6 Formulation Plants  
2 Technical Synthesis Plants  
1 Toll Manufacturing Biological Plant



## RESEARCH & DEVELOPMENT

NABL QC Labs  
4 R&D Centres  
Each R&D centre focussed on specific developments  
JV with OAT Agrio Co. Japan for dedicated invention R&D centre



## DEVELOPMENT & TRAINING

Emphasis on field activities  
Farmer Awareness  
Sales force Training  
Digital initiatives- Provided training to Sales Team for Customer engagements through Digital Media





# Biological Products - Game Changer

## BIOLOGICAL R&D CENTRE

Equipped with bio assay and product development facilities such as Isolation, detection and multiplication of biological microorganisms.

Made a break through by developing and commercializing VAM (Vascular Arbuscular Mycorrhizae).

Looking forward to development of 3-4 new biological products.

## BIOLOGICAL FACILITIES

Sterile environment; Latest ultra-modern production facilities; Automatic filling lines.

Products manufactured are organic certified.

Biological products are manufactured under the expert supervision of bio technologists and Micro biologists.

The QC facility are equipped with latest instruments for detection and quantification of microorganisms.

## BIOLOGICAL SOLUTION

Competitive Advantage due to lesser no. of players.

One-stop solution for farmers for availing both agrochem as well as biological inputs to enhance yield.

Developed & commercialized Vascular Arbuscular Mycorrhizae.

**KK Pro - Improved version of Kayakalp, widely accepted by farmer community.**

## FEW CREDIBLE BIOLOGICAL PRODUCTS

**KK Pro** has been created to replenish the soil, increase its organic carbon and improve its physical properties.

**Mycoraja** equipped to promote healthy growth and greater nutrient absorption in a wide range of crops, oilseeds and cotton.

**Surya Zinc+** is an effective biological carrier-based formulation of Zinc solubilising bacteria in the form of a dry powder that solubilizes soil zinc and makes it available to plants.

**AgroSpreed Max**, a silicone based super spreader, helps increase the bio efficacy of crop protection chemicals, growth promoters and micronutrients.







## Insecticides

Bheema, Dominant, Encounter,  
Hercules, Kunoichi, Lethal Gold,  
Lethal 10G, Lethal Super 505,  
Victor Gold, Xplode

## Herbicides

Flite 71, Green Label, Green Mix,  
Hakama, Hijack Super

## Fungicides

Pulsor, Sofia

## PGRs/Biologicals

Mycoraja, AgroSpreed Max,  
Prime Gold

# Maharatna Brands





# Substitutes for Nuvan and Thimet

**Nuvan**

Revenue in FY21  
₹ 1,010 mn

**Thimet**

Revenue in FY20  
₹ 770 mn

SUBSTITUTE

SUBSTITUTE

**Lethal Gold**

Revenue in FY21  
₹ 120.10 mn

**Lethal Granules  
& Tadaaki**

Aggregate Revenue in FY21  
₹ 564.97 mn







# Business Strength



STRONG INTEGRATION  
AMONG EMPLOYEES  
AND CHANNEL  
PARTNERS



STRONG MARKETING  
TEAM; WIDE AND  
DEEP DISTRIBUTION  
NETWORK



STATE-OF-THE-ART  
MANUFACTURING FACILITIES;  
ONE OF THE LARGEST  
FORMULATIONS FACILITY



BACKWARD  
INTEGRATION;  
PROCESS EFFICIENCY



STRONG  
COLLABORATIONS  
WITH INTERNATIONAL  
PLAYERS



IN-HOUSE R&D TEAM;  
DEVELOPMENT OF  
INNOVATIVE AND  
VALUE-ADDED PRODUCTS



COMPANY WITH  
INDIGENOUS  
TECHNICAL LICENSE  
TO MANUFACTURE  
TECHNICAL



WIDENING  
INTERNATIONAL  
FOOTPRINT



STRONG  
BRAND  
PRESENCE



STRONG  
CREDIT-  
RATING





# Knowledge Pool



“

*Ensuring farmers' holistic welfare is the foundation of our alliance with the them.”*

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

“

*Inherent resilience and the unparalleled dedication of our team will help us navigate through the exciting times ahead and continue to create unmatched value for all.”*

**Mr. Rajesh Aggarwal**  
Managing Director



*Management Team consists of senior and experienced players of the industry*







# Board of Directors and Management

## BOARD OF DIRECTORS

- Mr. H.C. Aggarwal, Chairman
- Mr. Rajesh Aggarwal, Managing Director
- Mrs. Nikunj Aggarwal, Whole Time Director
- Mr. Virjesh Kumar Gupta, Independent Director
- Mr. Navin Shah, Independent Director
- Mr. Jayaraman Swaminathan, Independent Director
- Mrs. Praveen Gupta, Independent Director

## KEY MANAGEMENT



**H.C. Aggarwal**  
Chairman



**Rajesh Aggarwal**  
Managing Director



**Sandeep Aggarwal**  
CFO



**Sandeep Kumar**  
CCO & Company Secretary



**P C Pabbi**  
Sr. Vice President



**V K Garg**  
Vice President



**M K Singhal**  
Vice President



**Sanjay Vats**  
Vice President



**Shrikant Satwe**  
Head – International Business



**Dr. Arun Kohli**  
Vice President – Institutional Sales



**Sanjeev Aggarwal**  
Vice President – Operations & IT



**Sunil Wason**  
Vice President - Procurement



**Dr. L C Rohela**  
Senior General Manager - QA



**Dr. Mukesh Kumar**  
General Manager – R&D

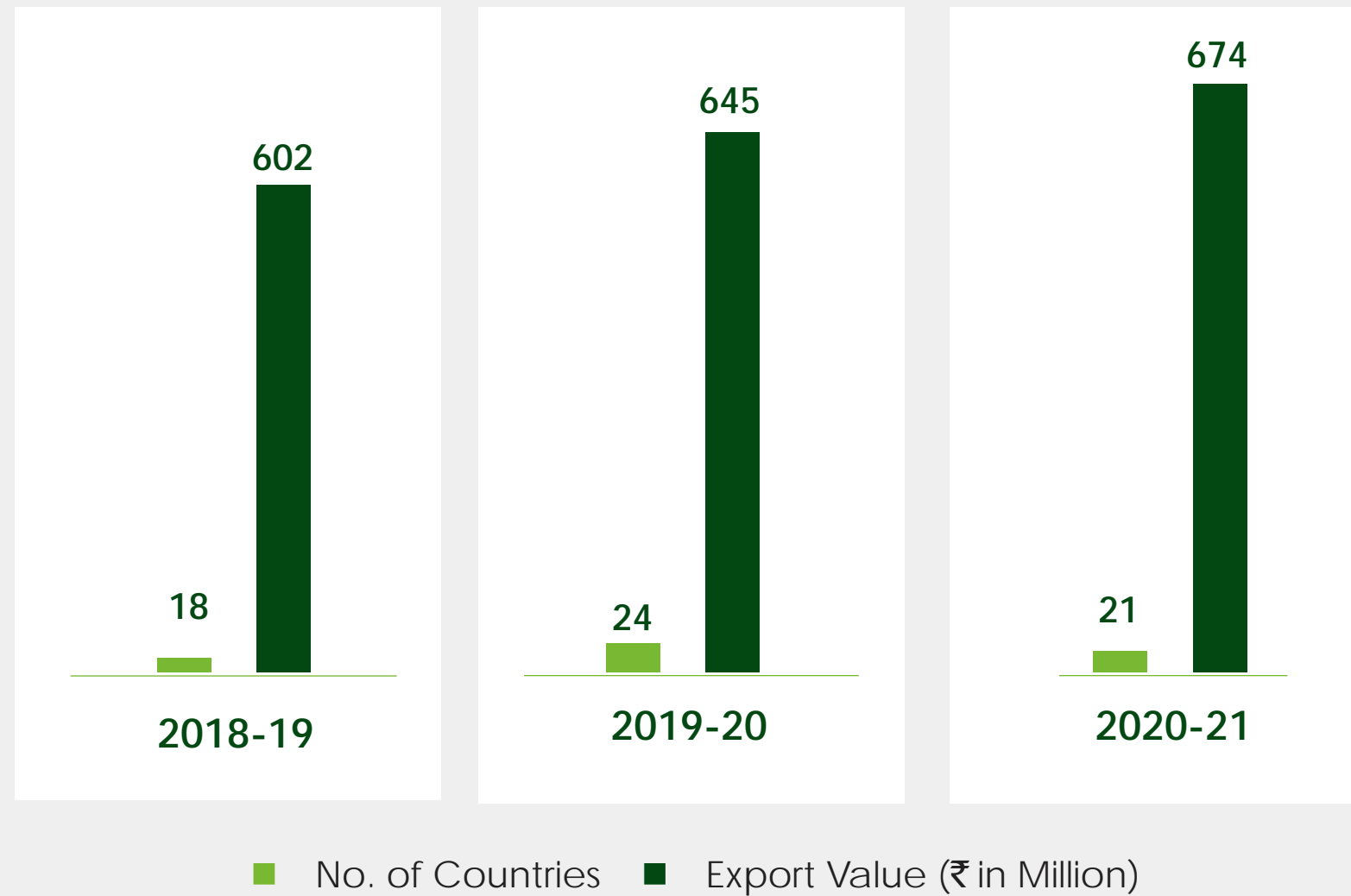


**Sanjay Singh**  
GM – Market Development





# Exports - How We Have Grown?







# Industry Overview

- Globally, India is the fourth-largest producer of agrochemicals after the United States, Japan and China
- Government Initiatives to incentivize the Chemical and Agro-Chemical space:

- Under the Union Budget 2021-22, the government allocated ₹ 233.14 crore (US\$ 32.2 million) to the Department of Chemicals and Petrochemicals.
  - The Government of India is considering launching a production linked incentive (PLI) scheme in the chemical sector to boost domestic manufacturing and Exports.
  - The government has proposed several incentives for setting up a sourcing or manufacturing platform within an Indian SEZ:
    - i. Effective April 1, 2020, 100% Income Tax exemption on Export income for SEZ units for the first five years, 50% for the next five years thereafter and 50% of the ploughed back Export profit for next five years.
    - ii. Single window clearance for central and state-level approvals.
    - iii. Duty free import/domestic procurement of goods for development, operation and maintenance of SEZ units

Source: IBEF's INDIAN CHEMICALS INDUSTRY REPORT (June, 2021)





### R&D'S ENDEAVOURS TO LAUNCH NEW PRODUCTS IN THE MAHARATNA CATEGORY:

Launched 7 new products in FY21  
Focus on in-house R&D and international partners to launch new products  
Will launch 5 new generation products in the current fiscal

### INCREASING EXPORT PENETRATION:

Working on registration in new countries with 100+ Export agreements

### STRENGTHENING BALANCE SHEET AND IMPROVING OPERATIONAL EFFICIENCY:

Focus on sustainable **generation of cash flows**.  
Consistent reduction in Debt  
Spending on Capex of ₹ 1.1 bn (for FY21 and FY22 combined) in a phased manner for increasing capacities, setting up technical synthesis plant at SEZ and backward integration plants at Gujarat and Rajasthan.  
Out of ₹ 1.1 bn, half of the amount has already been deployed.

### BACKWARD AND FORWARD INTEGRATION:

Moving on the strategic path of backward and forward integration  
Capitalize on the "Make in India" initiative  
These endeavours will help in elevating the margin profile.

### EXPANDING ITS GLOBAL FOOTPRINTS:

Working towards increasing Exports to 50+ countries, serving 100+ clients by end of FY23 from current Exports to 20+ countries.

### FOCUSSED APPROACH ON BIOLOGICALS:

Developed and commercialized VAM (Vesicular Arbuscular Mycorrhizae)  
Developed and commercialized soil energizer, KK PRO  
Developed 3 new biological products

### TAIL-CUTTING POLICY:

Strategy to phase out Generic Products (high volume-low margin products).  
Continuous efforts and expenditure on R&D to launch new products in Maharatna Category in order to move up the value chain.



# Growth Drivers







# IIL's Robust Strategy on: Exports, China and Covid

## EXPORTS



### KEY CHALLENGES

- Marginal growth in Exports in the last 2 years saturated at ~ 650-675 million.
- Unstable geopolitical situation and trade sanctions.
- Shipment and logistic issue due to non-availability of containers.
- Slowdown in registration and regulatory process in overseas countries due to pandemic issues.
- Supply chain disruption.



### IIL'S STRATEGY

- Geographical expansion and Market diversification.
- Transition from CIF to FOB based model logistics cost in order to keep cost under control.
- Focus on backward integration to avoid supply chain disruption.
- Regulatory data support for all our in-house manufactured products for sustainable business.

## RAW MATERIAL PROCUREMENT FROM CHINA



### KEY CHALLENGES

- Some raw materials required for manufacturing of its formulations were procured from international market specially from China.



### IIL'S STRATEGY

- Company, in its endeavours to reduce its dependency on China, has invested in Capex to manufacture the technicals required for the production of its formulations. This will also help the company to be backward integrated, enabling it to enhance its margin profile.

## IMPACT OF COVID-19 ON BUSINESS:



### KEY CHALLENGES

Due to outbreak of the pandemic, IIL had been witnessing the following issues:

- Increase in credit terms required by its dealer/distributor network.
- Difficulty in pushing its products to the customers due to lockdowns and restriction in movements of its Sales Force.



### IIL'S STRATEGY

- Categorization of dealers/distributors with allowing enhanced credit for prime dealers and reduced credit for sub-prime dealers.
- Company has also migrated to cash-and-carry model and both these endeavours has helped company largely in reducing its working capital cycle and receivable days.
- IIL has taken Digital Initiatives to resolve the issue of reaching out to its customers. It has been successful in maintaining the required level of engagements with its customers through whatsapp and social media and it has also helped the company in creating awareness for its new products amongst the farmer community.





# Our Goals

## SHORT TERM

LAUNCH NEW GENERICS AND PRODUCTS GOING OFF-PATENT

## MEDIUM TERM

TO LAUNCH LATEST TECHNOLOGY PRODUCTS THROUGH INTERNATIONAL PARTNERS;  
LAUNCH NEW COMBINATIONS AND FORMULATIONS

## LONG TERM

LAUNCH PROPRIETARY DISCOVERY PRODUCTS







# III's Forward-Looking Strategy and Guidance

## FORWARD-LOOKING STRATEGY

- From a generic agro chemicals player, the company has developed a three-pronged growth strategy, which focuses on R&D, Manufacturing and Marketing.
- Company will be increasing its global footprints and intends to Export to 50+ countries from current 20+ countries in 2 years. It is also working towards having more no. of products registered in foreign countries.
- Negotiating with partners for launching new products in the Indian market
- Management sees a huge opportunity in the Exports segment.
- Enhancing capacities to cater to the existing and upcoming demand



## GUIDANCE

- The management expects the top line to grow by ~10-15% for FY22, mainly driven by expansion of facilities, addition of new generation products, and a high number of product registrations expected in the current fiscal. The new generation products will not only help in top line and bottom-line growth, but also help in margin accretion.
- The management expects the EBITDA margins to improve by 100 BPS from 10.7% in FY21 to 11.7% in FY22 and PAT margins to improve by 100 BPS from 6.5% in FY21 to 7.5% in FY22, attributed to better product mix, cost optimization measures and backward integration for certain raw materials.
- The management has a target of achieving more than ₹ 1,000 mn of revenue through Exports. This will be achieved by penetrating newer geographies and getting a greater number of products registered in different countries.
- The management expects to launch 5 new generation products, by end of FY22.







# Global Partners

Collaborations with International Players for Manufacturing and Marketing of Innovative Products:

**MOMENTIVE™**  
USA

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



**NISSAN CHEMICAL CORPORATION**  
JAPAN

Marketing Tie-up for specialty products i.e. PULSOR, Fungicide, HAKAMA, Selective Herbicide & KUNOICHI, Miticide



**Nihon Nohyaku Co., Ltd.**  
JAPAN

Marketing tie-up for SUZUKA, HAKKO & AIKIDO



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

Tie-up with OAT Agrio Co., Ltd. Japan to bring a specialised product for Seed treatment, ROOTBEAD & TADAAKI, a broad spectrum insecticide



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

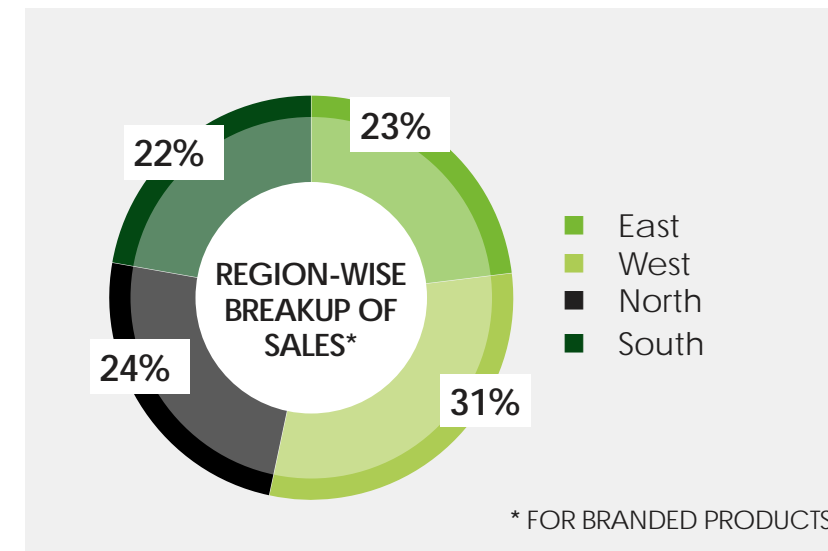
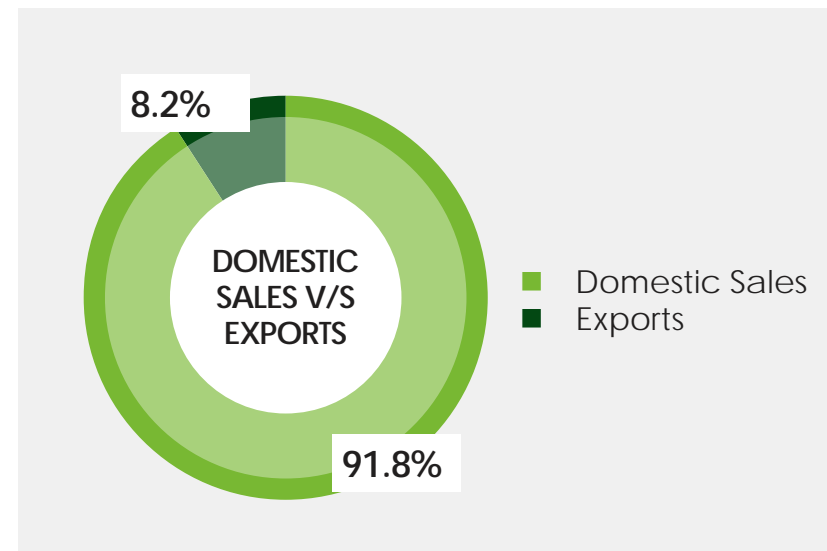
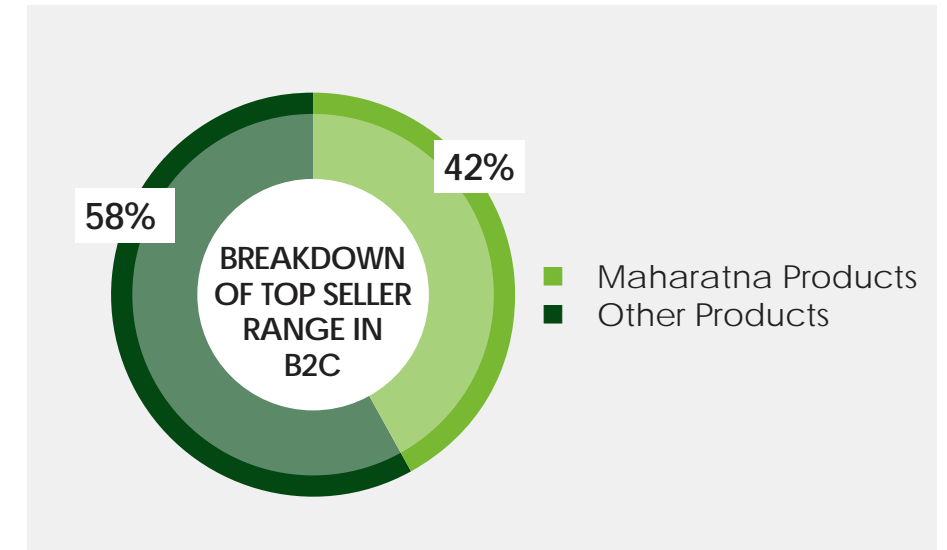
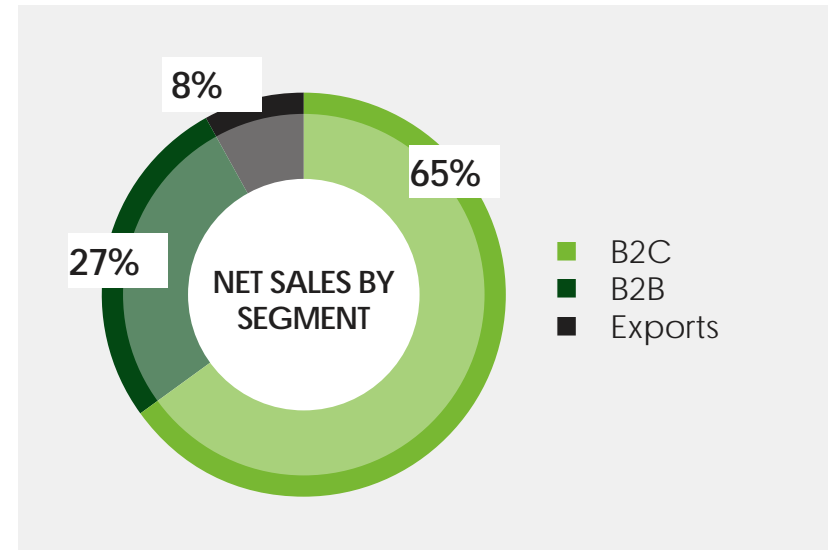
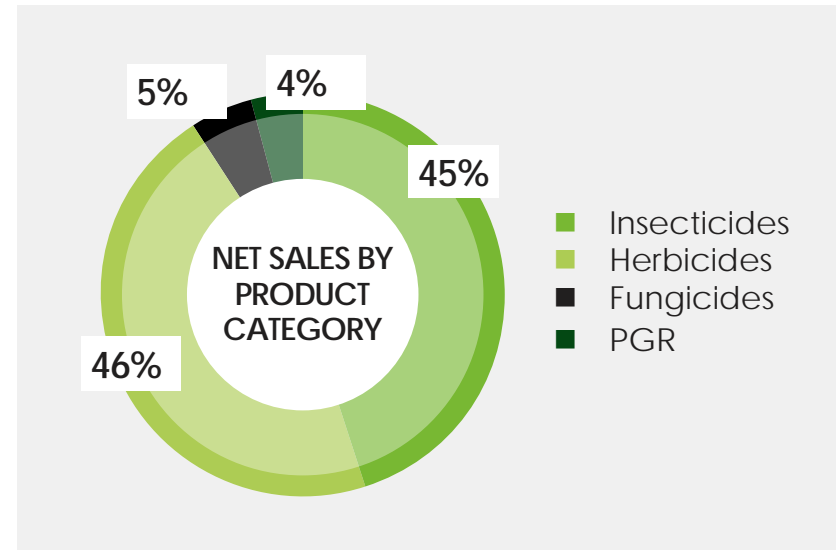
JV for a dedicated R&D Centre in India to invent new agrochemical molecules





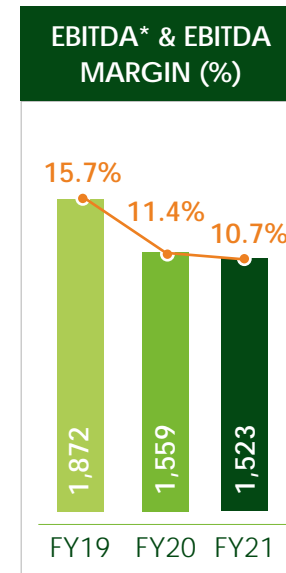
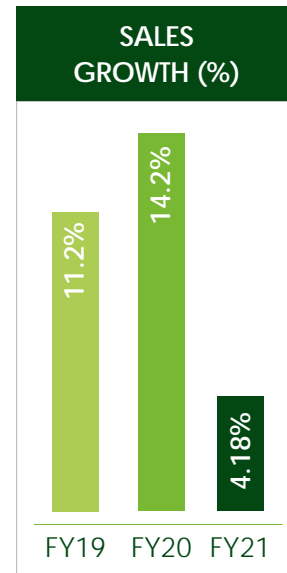
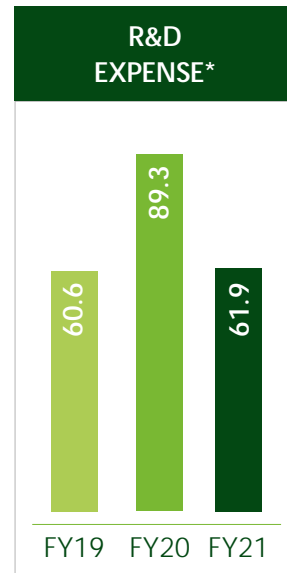
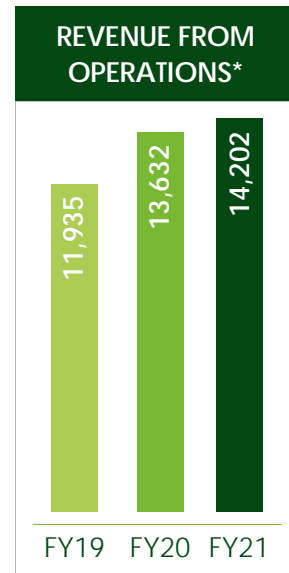


# Segmental Reporting - Q1FY22

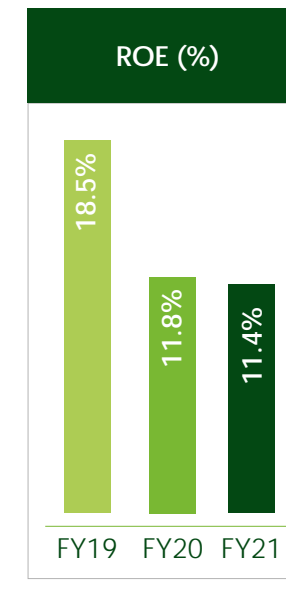
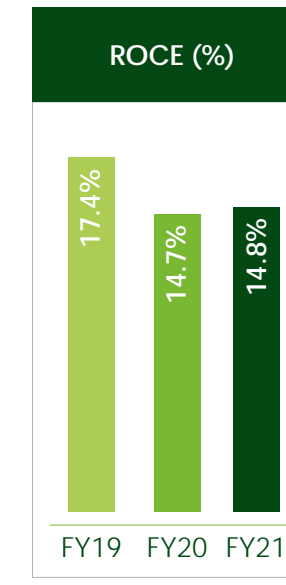
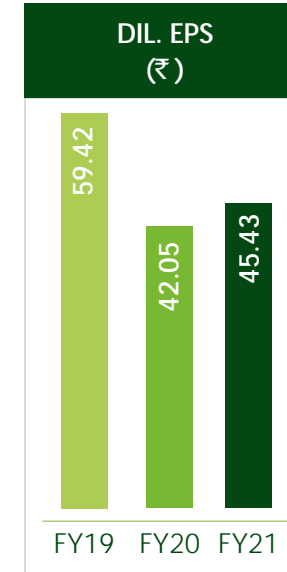
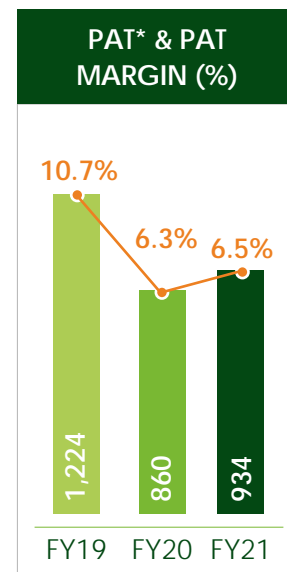




# Key Performance Highlights



\* Figures in ₹ in Million

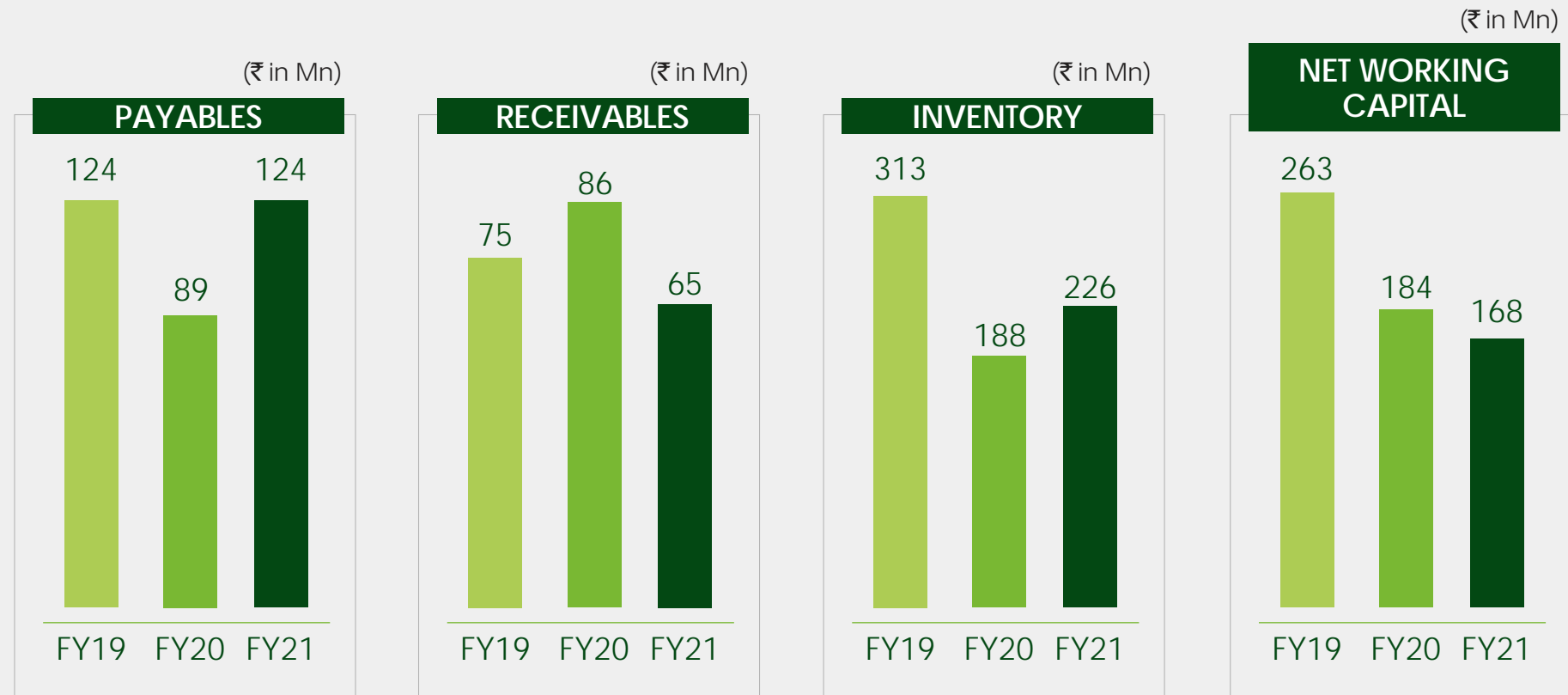






# WC Cycle

Declining trend of Working Capital Cycle



- Net Working Capital Cycle has been declining over the years and funding of working capital is through internal accruals.
- Decline in Receivable Days in FY21 is attributed to the transition to the Cash-and-Carry Model that the company has been implementing in these pandemic times.

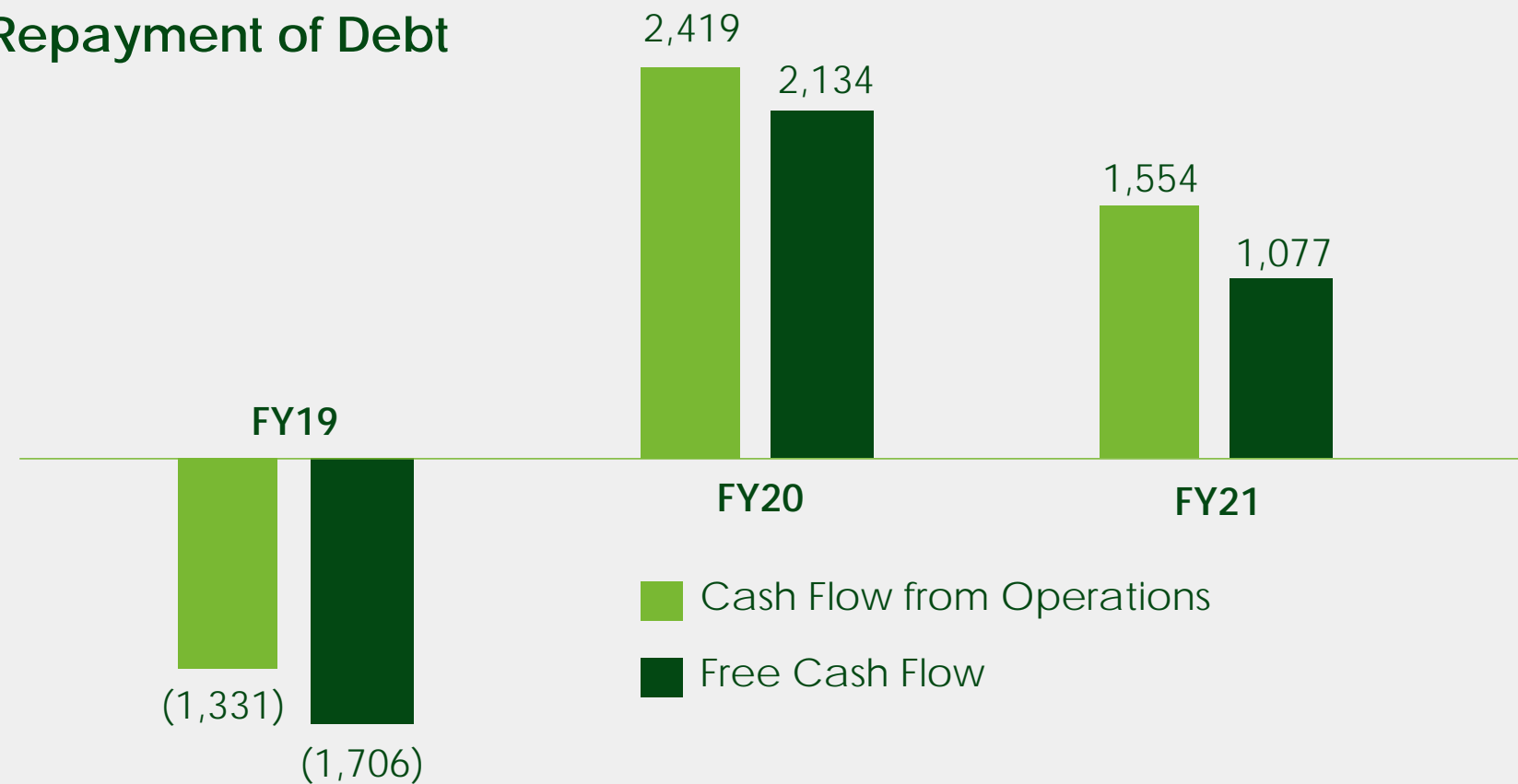




# Cash Flow from Operations v/s Free Cash Flow

(₹ in Mn)

Generation of positive Free Cash Flows  
for Capex and Repayment of Debt







# Leverage Profile

## Strengthening Company's B/S and Cash Position

Particulars (₹ in Mn)	FY19	FY20	FY21
LT Debt	68	19	23*
ST Debt	2,952	1,835	916
Total Debt	3,020	1,854	939
C&CE	92	742	833
Net Debt	2,928	1112	106
Total Equity	6,613	7,302	8,184
Net D/E	0.44	0.15	0.01

- Company continues to strengthen Balance Sheet by reducing debt and improving collection process
- Company is improving its Cash Position by implementing Cash-and-Carry Model

### Notes:

1. Long Term Debt also includes Current Maturities of Long-Term Debt \*Term Loan is zero from end of FY20
2. Total Debt includes Vehicles Loans
3. Capital Employed = Total Debt + Total Equity





# Financial Performance

## Quarterly Performance Q1FY22 v/s Q1FY21:

Particulars (INR MN)	Q1FY22	Q1FY21
Revenue from Operations	4682.61	4095.99
Other Income	16.30	11.24
<b>Total Revenue</b>	<b>4698.91</b>	<b>4107.23</b>
Total Expenses	4236.74	3687.38
<b>EBITDA</b>	<b>530.82</b>	<b>492.08</b>
<b>EBITDA Margin (%)</b>	<b>11.30%</b>	<b>11.98%</b>
Depreciation	63.40	61.01
Finance Cost	21.54	22.46
PBT with Exceptional Item	464.64	422.68
Exceptional Items		100.00
PBT	464.64	322.68
Current Tax	115.88	81.55
Earlier Years		
Deferred Tax	-0.84	-2.51
Tax	115.04	79.04
PAT	349.60	243.64
Other comprehensive profit / loss	-4.48	-0.18
<b>Net PAT</b>	<b>345.12</b>	<b>243.46</b>
<b>PAT Margin %</b>	<b>7.34%</b>	<b>5.93%</b>
Diluted EPS	17.37	11.79

### Quarterly Highlights:

- Strong growth in Sales in Q1 FY2022 on both sequential and on y-o-y basis.
  - Revenue from Operations increased by 14.3% on y-o-y basis driven by increase in Institutional Sales (+28.7% y-o-y) and Exports (+179.4% y-o-y)
  - Branded sales increased by 2.1% y-o-y, led by Maharatna products which grew by 6.4% y-o-y, contributing 41.5% to total Branded Sales. Lethal group of products are receiving positive response in the market as a substitute of Nuvan and Thimet
- Operating margins marginally impacted due to higher contribution of Institutional Sales, however Net Profit margins improved significantly towards pre-Covid level





# Financial Performance:

## Consolidated P&L

Particulars (INR MN)	FY19	FY20	FY21
Revenue from Operations	11935.09	13632.20	14202.26
Other Income	7.44	25.66	77.28
<b>Total Revenue</b>	<b>11942.53</b>	<b>13657.85</b>	<b>14279.54</b>
Total Expenses	10412.47	12553.24	12992.18
<b>EBITDA</b>	<b>1871.66</b>	<b>1558.57</b>	<b>1523.31</b>
<b>EBITDA Margin (%)</b>	<b>15.67%</b>	<b>11.41%</b>	<b>10.67%</b>
Depreciation	196.81	240.72	246.72
Finance Cost	152.22	238.90	66.51
PBT with Exceptional Item	1530.06	1104.61	1287.36
Exceptional Items			97.02
PBT	1534.14	1113.34	1195.04
Current Tax	284.31	253.89	305.11
Earlier Years	21.69		
Deferred Tax		-9.69	-49.10
Tax	306.00	244.21	256.01
PAT	1228.14	869.13	939.03
Other comprehensive profit / loss	-36.68	-22.39	-11.23
<b>Net PAT</b>	<b>1191.46</b>	<b>846.75</b>	<b>927.80</b>
<b>PAT Margin %</b>	<b>9.98%</b>	<b>6.20%</b>	<b>6.50%</b>
Diluted EPS	59.42	42.05	45.43







# Financial Performance

## Consolidated Balance Sheet:

Particulars (INR MN)	FY19	FY20	FY21
<b>Non-Current Assets</b>			
Property, plant and equipment	2371.50	2089.31	2085.35
Capital work-in-progress	127.14	328.84	518.72
Right of Use Assets		251.47	258.46
Intangible Assets	30.50	50.19	44.18
Intangible Assets under Development	62.87	60.75	67.75
Investment in JV and Associates	86.06	94.45	99.28
Financial Assets			
Investments	38.80	24.50	36.20
Other financial assets	15.68	16.08	28.05
Non-current tax assets (net)	45.49	139.69	107.21
Other non-current assets	153.13	105.61	153.43
<b>Total non-current assets</b>	<b>2931.18</b>	<b>3160.89</b>	<b>3398.63</b>
<b>Current assets</b>			
Inventories	7051.07	5192.65	6608.73
Financial Assets			
Trade receivables	2442.49	3197.87	2545.87
Cash and cash equivalents	89.42	677.31	64.74
Bank balances other above	2.98	64.30	768.29
Loans	121.66	27.28	0.51
Other financial assets	45.86	60.42	43.50
Other current assets	870.81	563.48	829.31
<b>Total current assets</b>	<b>10624.28</b>	<b>9783.32</b>	<b>10860.94</b>
<b>Total assets</b>	<b>13555.47</b>	<b>12944.21</b>	<b>14259.57</b>





# Financial Performance

## Consolidated Balance Sheet (Continues)

Particulars (INR MN)	FY19	FY20	FY21
<b>Equity</b>			
Equity Share capital	206.68	206.68	206.68
Other Equity	6413.36	7110.61	7997.07
<b>Total Equity</b>	<b>6620.04</b>	<b>7317.29</b>	<b>8203.75</b>
<b>Non-current Liabilities</b>			
Financial Liabilities			
Borrowings	13.16	19.05	23.95
Lease liabilities		17.63	25.34
Provisions	7.49	10.39	27.68
Deferred tax liabilities (net)	178.69	186.78	133.57
<b>Total non-current liabilities</b>	<b>199.34</b>	<b>233.85</b>	<b>210.54</b>
<b>Current liabilities</b>			
Financial Liabilities			
Borrowings	2951.72	1834.82	916.09
Lease liabilities		19.27	16.34
Trade Payables	2798.66	2465.58	3620.33
Other financial liabilities	301.42	291.12	262.76
Other current liabilities	670.86	756.48	1002.15
Provisions	13.42	25.81	27.49
<b>Total current liabilities</b>	<b>6736.09</b>	<b>5393.07</b>	<b>5845.16</b>
<b>Total equity and liabilities</b>	<b>13555.47</b>	<b>12944.21</b>	<b>14259.44</b>







# Capital Market Information

## MARKET INDICATORS:

CMP  
(as on 25th Aug, 2021):  
**₹ 705.55**

BSE Scrip Code:  
**532851**

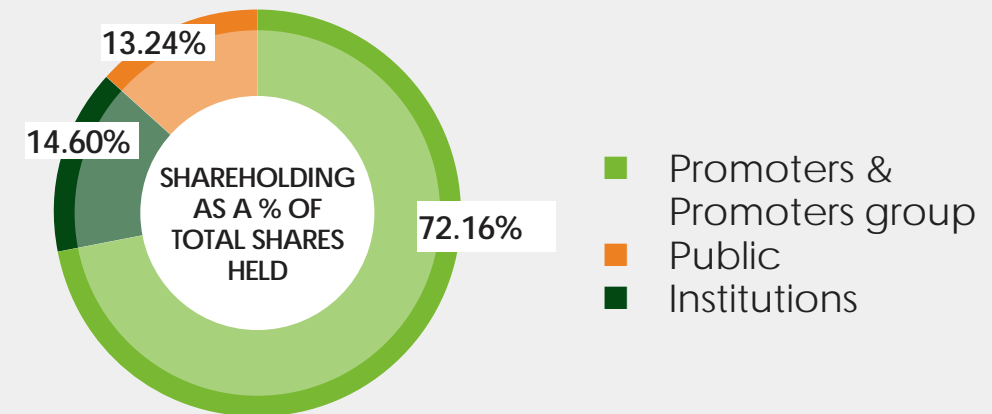
NSE Symbol:  
**INSECTICID**

52 Week H/L:  
**846/399**  
2W Avg Vol:  
**3298**  
Market Cap  
(as on 25th Aug, 2021)  
in Mn: ₹ **13,975.3**



## Shareholding Pattern

Particulars	No. of Shareholders	No. of Shares held	Percentage Shareholding
Promoters & Promoters group	9	1,42,38,270	72.16
Institutions	16	28,81,142	14.60
Public	15,858	26,12,479	13.24
Total	15,883	1,97,31,891	100.00





# CSR

Over the last couple of years, it has been working on the following projects:

- Spreading awareness about the judicious use of agrochemicals in rural as well as urban societies.
- Collaborating with rural schools to help children get better access to quality education.
- IIL Foundation and National Food Security Mission (NFSM) have been working with farmers in the backward areas of Andhra Pradesh and Telangana to educate them about the latest techniques of farming and crop protection products.
- On the occasion of World Environment Day, IIL Foundation planted Trees for a better tomorrow. The plantation drive was conducted, near our plant at Chopanki, Rajasthan. Around 100 trees were planted in and around schools in Jodiamev and Chopanki.
- Distribution of masks and Sanitizers to farmers and Schools, donating oxygen concentrators and supporting the local administrative bodies in local awareness programs were on of the few initiatives under the Covid Prevention activities.







# Thank You

For further information on the Company, please visit  
[www.insecticidesindia.com](http://www.insecticidesindia.com)

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