



INDIA PESTICIDES LIMITED

**Q3 and 9M FY2026
Investor Presentation
February 2026**



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Sustainability and Key Takeaways

Diversified product offerings, ability to develop client specific molecules quickly and efficiently

1 An R&D-driven chemical manufacturer of Agrochem technical & APIs, along with growing Formulation's business

2 Sole Indian manufacturer and global leading manufacturer of Thiocarbamate, Fungicide & Herbicide Technical, in terms of production capacity

3 Present installed capacity of Technical is 28,200 MT and for formulation is 10,000 MT as of 31.12.2025

4 Manufacturing facilities in Lucknow & HarDOI districts in Uttar Pradesh, apart from 100% subsidiary Shalvis Specialities Limited at Sumerpur Uttar Pradesh

5 2 advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)

6 GLP data packages for registrations in various countries are available for all the products



2
Active Manufacturing Facility



~41%
Export Turnover



~45%
Top 10 Customer Revenues



2
In-house Laboratories



35+
Exporting Countries

36

Technicals

321

Formulations

53

Technicals

52

Formulations

2

APIs

India Export

Q3 and 9M FY26 Performance Highlights



Q3 FY2026

Total Revenue

₹ 229 Cr

▲ 31% YoY

EBITDA Margin

₹ 41 Cr 18%

▲ 40% YoY

PAT Margin

₹ 23 Cr 10%

▲ 41% YoY

9M FY2026

Total Revenue

₹ 808 Cr

▲ 28% YoY

EBITDA Margin

₹ 149 Cr 18%

▲ 48% YoY

PAT Margin

₹ 89 Cr 11%

▲ 44% YoY

Management Commentary

"We are pleased to announce a 31% year-on-year revenue growth for Q3 FY26, achieving total income of Rs. 229 crore. EBITDA for the quarter reached Rs. 41 crore, reflecting a 40.0% year-on-year increase, driven by strong volume growth and consistent demand across key export markets. While realizations were slightly lower due to price softening in certain molecules, the company achieved notable volume growth and sustained demand across important geographies.

Export sales increased to Rs. 96 crore from Rs. 75 crore in Q3 FY25, led by strong performance in the European Union and Australia markets. Domestic sales saw a significant rise to Rs. 129 crore from Rs. 97 crore, driven by increased demand for herbicides and their intermediates. The company recorded an overall volume growth of approximately 32%, supported by improved capacity utilization and strong order execution.

Our capacity expansion initiatives are progressing as planned, marking an important milestone in our efforts to strengthen production capabilities. The initiatives will further enhance our supply chain independence and support future margin expansion, keeping us firmly on track with our long-term growth objectives.

Our commitment to responsible growth is reflected in our CSR and sustainability initiatives. Notably, the company began receiving 6 MW of solar power at the Sandila Unit from the Group Captive Solar Plant, effective 1st October 2025. This initiative marks a significant step in enhancing the company's renewable energy portfolio and reducing reliance on conventional power sources.

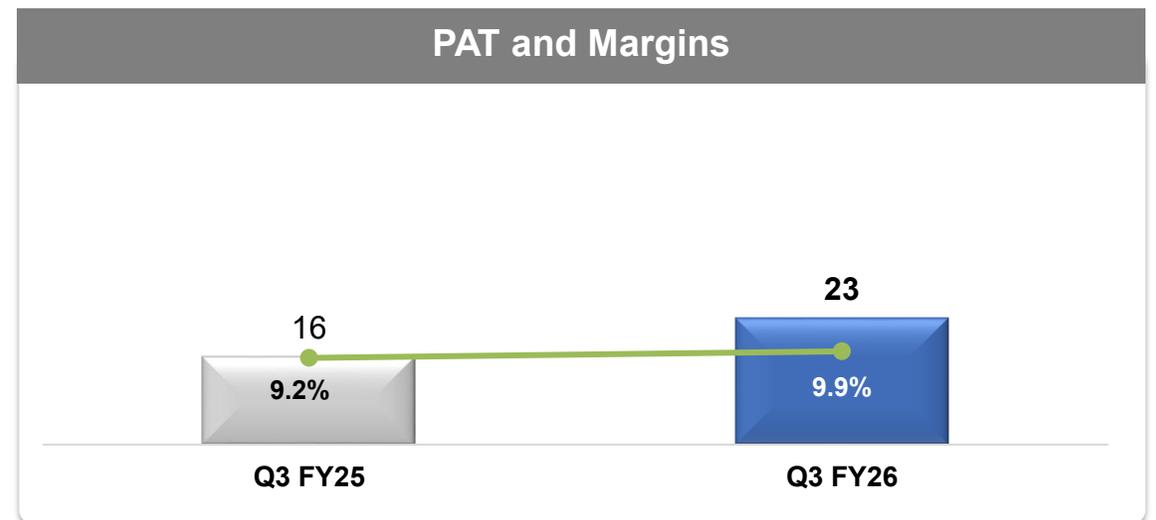
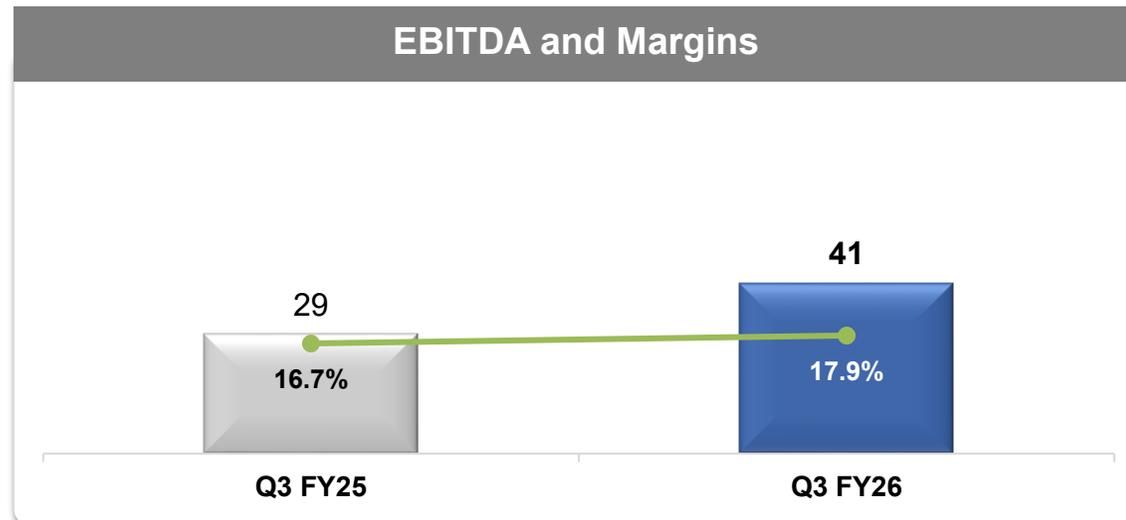
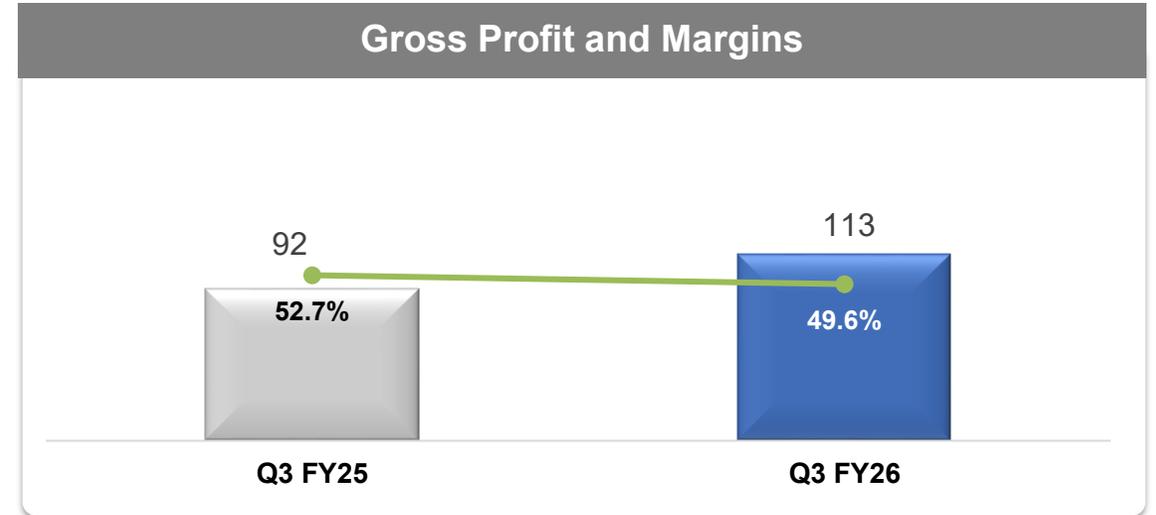
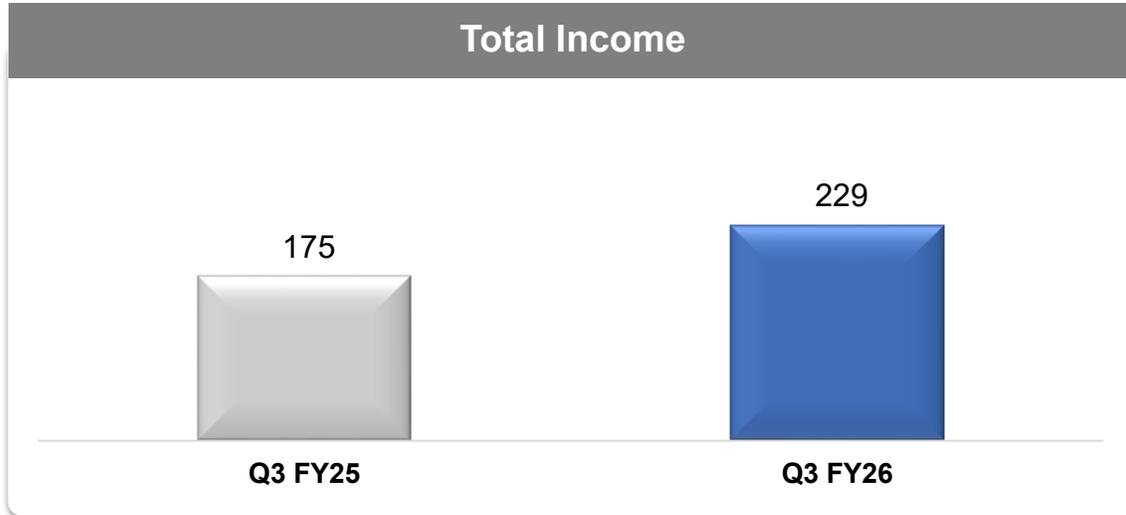
Looking ahead, we remain confident in our ability to sustain growth, driven by steady export demand, gradual recovery in domestic markets, and the ongoing benefits of our capacity expansions. With a diversified portfolio, an integrated value chain, and a continued focus on operational excellence, we are well-positioned to drive sustained growth and create long-term value for our stakeholders."

Anand Swarup Agarwal, Founder, Promoter and Director

Q3 FY2026 Performance Highlights



Rs in Cr.

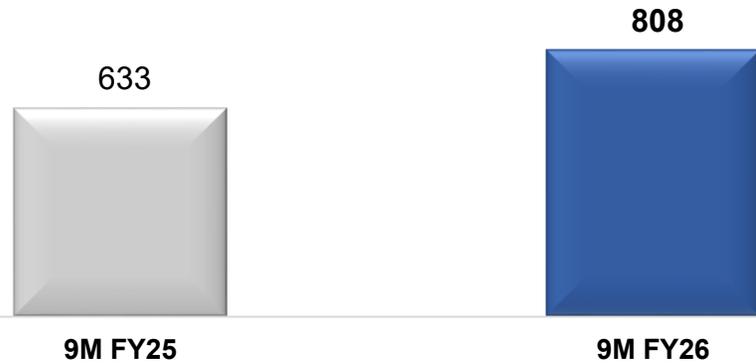


9M FY2026 Performance Highlights

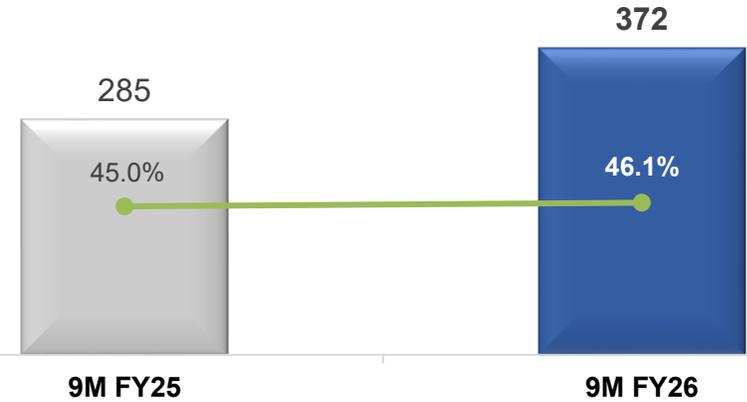


Rs in Cr.

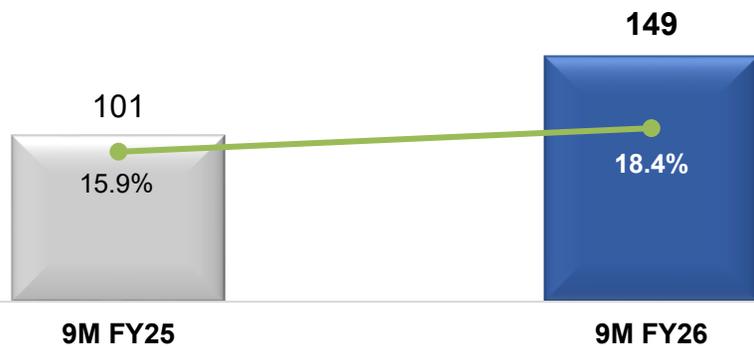
Total Income



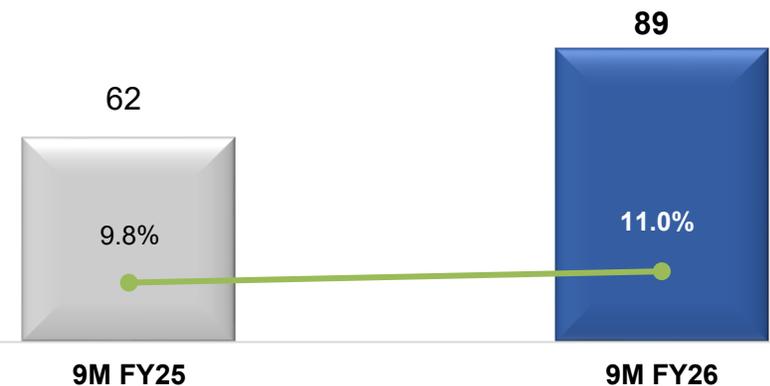
Gross Profit and Margins



EBITDA and Margins



PAT and Margins

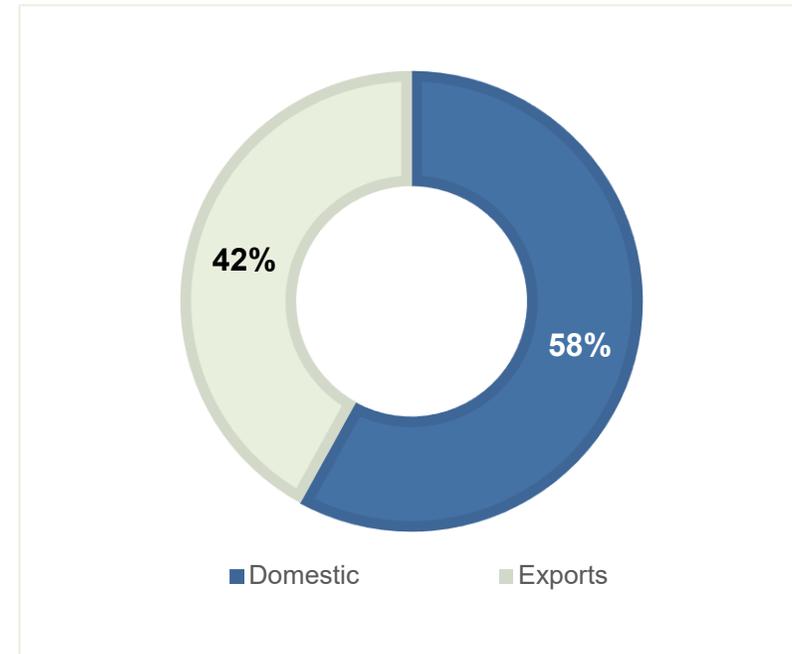
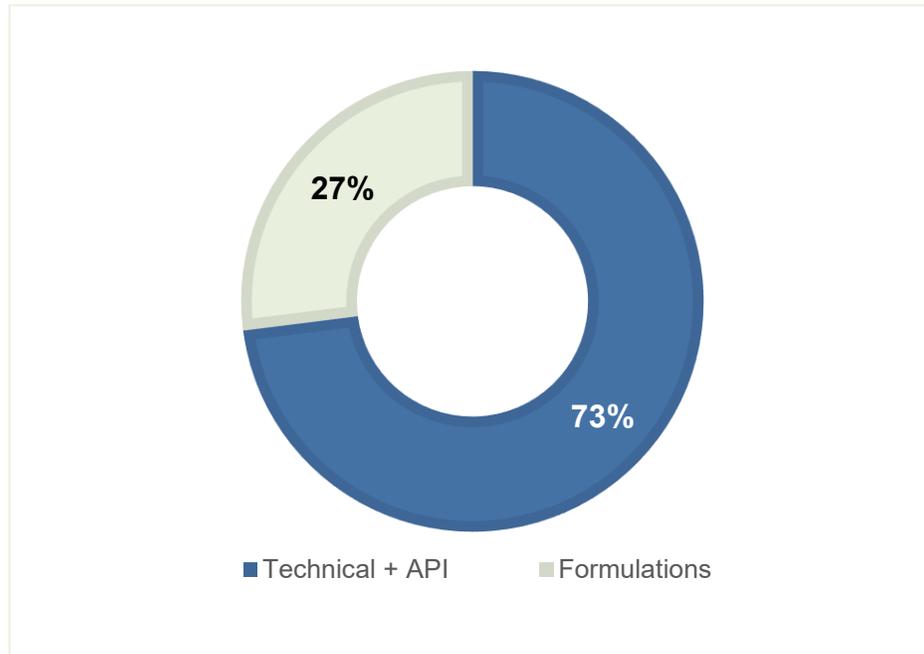


Q3 FY2026 Revenue Break-up



Technical + APIs constitute 68% of revenue during 9M FY2026

Q3 FY2026 Revenue Split



Q3 and 9M FY2026 Performance Summary



(Rs. In Cr.)	Q3 FY26	Q3 FY25	YoY %	9M FY26	9M FY25	YoY %	FY25
Total Income	229	175	30.7%	808	633	27.6%	843
Gross Profit	113	92	22.9%	372	285	30.6%	385
<i>Gross Margin (%)</i>	<i>49.6%</i>	<i>52.7%</i>		<i>46.1%</i>	<i>45.0%</i>		<i>45.6%</i>
EBITDA	41	29	39.7%	149	101	47.7%	134
<i>EBITDA Margin (%)</i>	<i>17.9%</i>	<i>16.7%</i>		<i>18.4%</i>	<i>15.9%</i>		<i>15.9%</i>
EBIT	35	25	44.1%	133	87	52.8%	116
<i>EBIT Margin (%)</i>	<i>15.5%</i>	<i>14.0%</i>		<i>16.4%</i>	<i>13.8%</i>		<i>13.8%</i>
PAT	23	16	41.2%	89	62	43.9%	82
<i>PAT Margin (%)</i>	<i>9.9%</i>	<i>9.2%</i>		<i>11.0%</i>	<i>9.8%</i>		<i>9.7%</i>
EPS (Rs.)	1.97	1.40	40.7%	7.75	5.38	44.1%	7.14



COMPANY OVERVIEW



Our Journey



1991

Commencement of commercial production at the manufacturing facility situated at Dewa Road, Chinhat, Uttar Pradesh

2003

Conversion of our Company into a public limited company

2009

Registration of the in-house research and development unit situated at Tiwariganj, Chinhat, Lucknow with the DSIR

2015

Commencement of commercial production at the manufacturing facility situated at Sandila, Hardoi, Uttar Pradesh

2018

Commencement of export of herbicide Technicals manufactured at the Sandila facility

2020

Acquired Shalvis Specialties 100% subsidiary and Land for new manufacturing plant at Hamirpur (U.P)

In-house R&D units at Tiwariganj, Lucknow, and Sandila, Hardoi registered with DSIR

2021

India Pesticides Limited listed on BSE and NSE

2023

Received environmental clearance of Hamirpur expansion project

2024

Commissioned an intermediate plant towards Backward Integration of one of the Herbicides which was primarily being imported. It is based on our in-house Indigenous R&D Technology. Started formulation production at Shalvis Specialties Limited, 100% subsidiary of IPL

2025

Strengthened focus on innovation, advanced technology, and backward integration to drive future-readiness.

We believe in **People, Process** and **Productivity**
and follow highly customer centric approach



**Diversified and Trusted
Customer Base**

Tie-ups with top
chemicals companies
in the world



Global Presence

Sales network in 35+
countries



**Quality Product
Offerings**

Products comply with
highest global standards



**In-House R&D in
India**

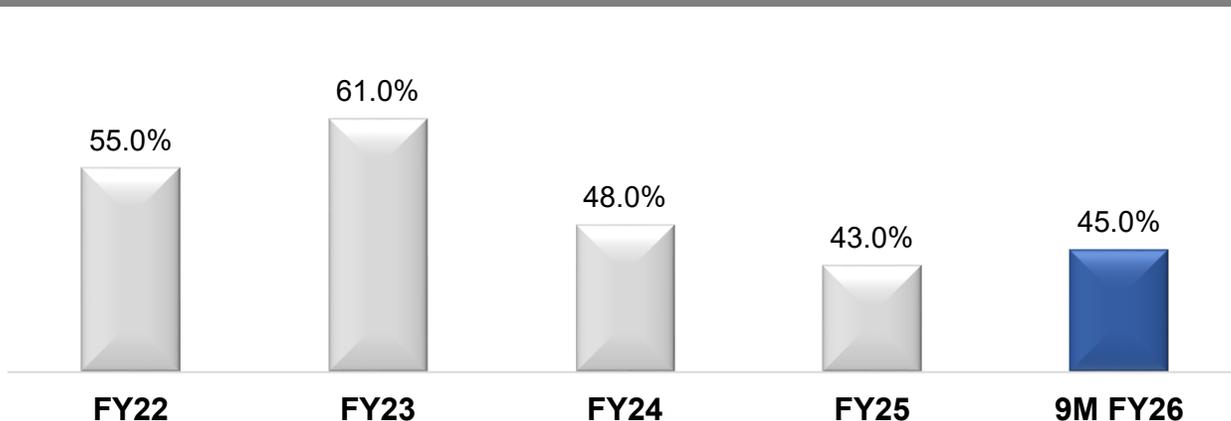
Capable of designing
and testing new and
innovative products

Long term customer relationships developed over the years driven by quality product offerings

Key Customers



Revenue Contribution from Top 10 Customers

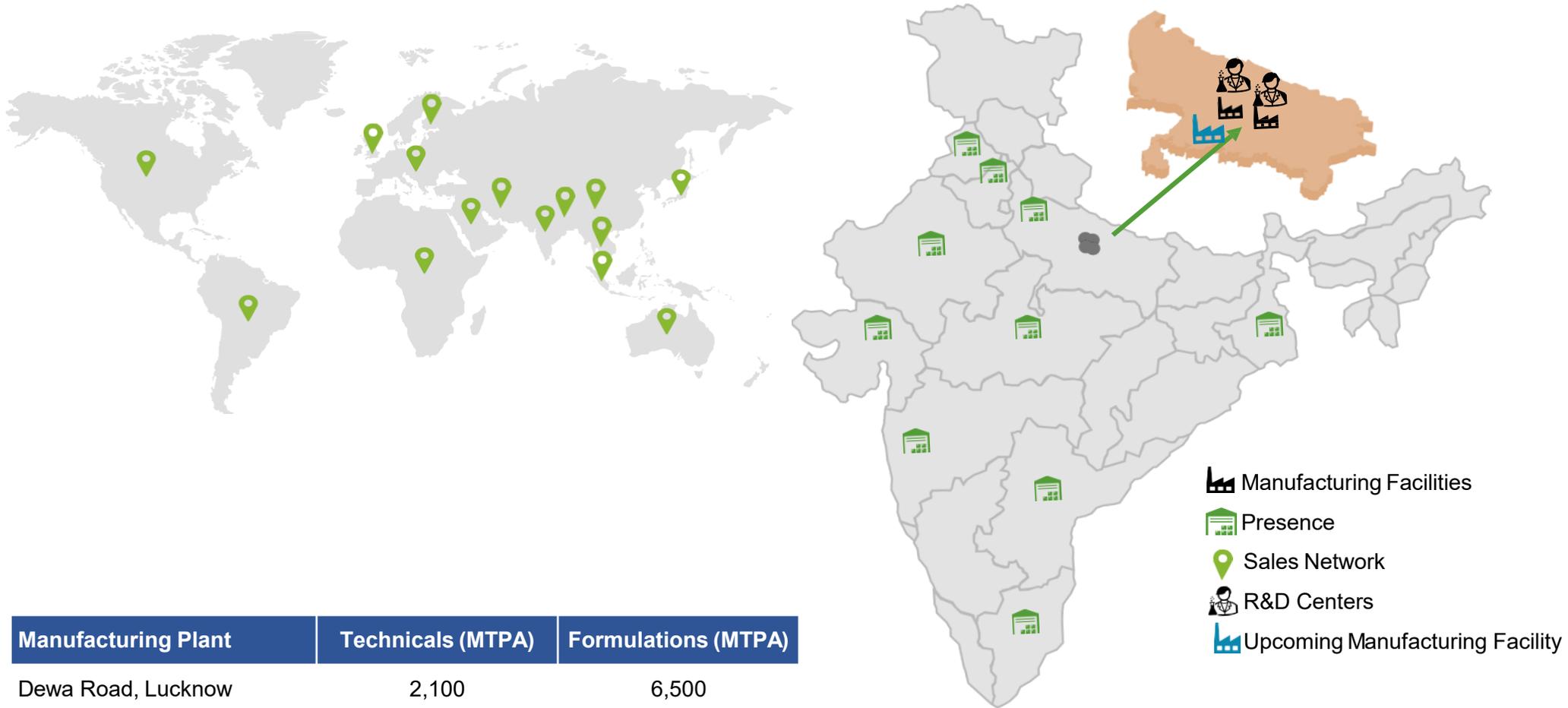


- Major customers include MNCs that look to collaborate with active ingredient manufacturers in India
- Customer relationships are led by the ability to manufacture complex off-patent Technicals in a cost effective, safe & environmentally conscious manner, in compliance with stringent quality specifications
- Longstanding relationships with 60+ international customers including Multinational customers
- Sales offtake agreement with existing customers to ensure peak utilization of expanded capacity
- Focus on enhancing customer base and reducing revenue concentration

Manufacturing Facilities and Sales Network



Manufacturing Facilities



Manufacturing Plant	Technicals (MTPA)	Formulations (MTPA)
Dewa Road, Lucknow	2,100	6,500
Sandila, Hardoi	26,100	3,500
Total	28,200	10,000

As on 31st December 2025

- Manufacturing Facilities
- Presence
- Sales Network
- R&D Centers
- Upcoming Manufacturing Facility



GROWTH STRATEGIES

● ●



In-house R&D and Backward Integration

1

- R&D focus led to the launch of market-leading products and the receipt of the Technical Equivalence (TEQ) certification from the EU
- In-house R&D and backward integration of process and technology, with 2 in-house R&D centers



Strategic Capacity Enhancement

2

- Planning to increase manufacturing capabilities, following expansions at the Sandila and Hamirpur plants
- Employing a 'China plus one strategy and reducing dependence on China
- Planned capital expenditure of Rs. 116 crore for FY26 to further boost capacity



Manufacturing and Operational Capability

3

- Strategically located 2 manufacturing facilities in Lucknow and Hardoi districts of U.P.
- ~ 41% of Turnover from exports
- Experienced promoters and strong management team, with ~1,040 Employees



Innovative Product Development and Market Leadership

4

- Obtained 5 CIB registration of new products during Q3 FY26, including formulations and technicals, emphasizing innovation
- Apart from this, company has received 6 overseas registration in Europe, Australia and New Zealand in this quarter. Now the total registrations are 54 across the world
- Broad international footprint, exporting to over ~35+ countries

Product portfolio and capacity expansion will be driving factors for growth

Strengths

Strong R&D and product development capabilities



Diversified portfolio of niche and quality specialized products



Long-term relationship with key customers



Experienced promoters and strong management team



Advanced manufacturing facilities with focus on Environment, Health and Safety



Resilient sourcing capabilities and extensive distribution network



Consistent track record of financial performance



Strategies

R&D and Product Portfolio Expansion



- Leveraging R&D capabilities on existing & upcoming products & processes
- Continue to expand the overall product range
- Increase the number of Technicals manufacturing

Capitalize on Industry Opportunities



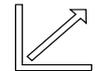
- Continuous portfolio evaluation
- Expansion of existing manufacturing capacity and amplifying distribution network
- Further reduction of Raw Material import dependency through indigenous sourcing

Enhancing Deliberated Approach on ESG & HSE



- Continuous improvement on sustainability initiatives
- Strengthening governance on CER & CSR factors
- Retain and further improve the journey towards the goal – “Zero Incident Culture”

Cost Optimization and Capacity Expansion



- Periodic strategy reviews to align growth with opportunities in the agrochemicals market
- Employing a ‘China plus one strategy and reducing dependence on China emphasizing the Make in India initiative
- Continuous efforts on process innovation to reduce cost

Consistent efforts towards generating and serving future potential demand

Capacity Expansion

Expanding the installed capacity of Intermediate Plant at Sandila

Sandila + Hamirpur

Budgeted Capex of Rs. ~116 Crore for FY26

Technology Upgradation

Company is enhancing its Digital Technology Applications

Sandila Plant

- Realignment of existing plant for better capacity utilization



Hamirpur Plant

- The future trajectory of our growth prospects is poised to be significantly augmented by the Hamirpur project

Strategic Developments

- Successfully commissioned our intermediate plant, a significant step towards the backward integration of one of our key fungicides, which was previously imported
- Expanding list of prospective customers by registering our products in regulated markets
- Efforts are on by our R&D team to optimize the existing processes for overall cost reduction





MANAGEMENT



Promotor Group and Board Members



Madhu Dikshit

Chairperson and Independent Director



Anand Swarup Agarwal

Director, Founder and Promoter



Mohan V Tanksale

Independent Director



Adesh K Gupta

Independent Director



Dr. Udaya Bhaskar Mantripragada

Whole-time Director



Dr. Kuruba Adeppa

Whole-time Director



Rahul A Bagaria

Non- Executive Director



Vishal Swarup Agarwal

Non- Executive Director



Vishwas Swarup Agarwal

Non- Executive Director



■ Audit Committee

■ Nomination & Remuneration Committee

■ Stakeholders Relationship Committee

■ CSR Committee

■ Risk Management Committee

✓ Indicates Chairman of the Committee

Key Management Personnel



Dheeraj Kumar Jain
Chief Executive Officer - IPL



Aditya Kumar Nigam
Chief Executive Officer - SSL



Satya Prakash Gupta
Chief Financial Officer - IPL



Narendra Ojha
Company Secretary and Compliance Officer - IPL



SUSTAINABILITY



Engagement with Farmers



Empowering Agriculture



India Pesticides Limited (IPL) has exemplified its commitment to the farming community by actively engaging with farmers through impactful campaigning and enthusiastic participation in Farmer's exhibitions.

Recognizing the crucial role farmers play in our society, IPL has undertaken several initiatives aimed at empowering and supporting the farming community. By fostering an environment of knowledge exchange, technology adoption, and sustainable practices, IPL is striving to contribute to the growth and prosperity of Indian agriculture

Our CSR Involvement



The reverberating motto of IPL's CSR is, "Care the World with Care"

Our CSR Activities revolves around this belief

- Our products – Pesticides functions as medicines for plants by protecting them from their destruction. While helping our farmers on protecting their crop from available reducing land, we educate them too on, 'Careful & Correct Usage of Pesticides' through direct interactions with them



Among 17 UN-SDG (United Nations' 17 Sustainable Development Goals), IPL's CSR & CER Initiatives contribute to the nation by focusing on 7 Goals. We are committed to uphold our social responsibility with reverberating motto 'Care the World with Care'.



Samagra Sudhar

- Refurbishment of Aanganwadi centres, Skill Development for Aanganwadi workers, Upgradation of Schools, community centres & ponds, Set up of Computer Class Rooms, Women's Health Awareness Workshop, Careful Usage of Plastics, Upgradation of the WASH facilities along with awareness on importance of hygiene, Skill Development Programs, Installation of Solar Street Lights & Panels etc are a few various activities the project delivers
- IPL has adopted Four Villages near by where we operate at Sandila – in Hardoi District
- Our Project - "Samagra Sudhar" aims on sowing the "seed of sustainability" in future generation for a better tomorrow. We work closely with the community through our implementation partner
- Program is designed not only on infrastructural development but also creating awareness on circular economy



Chuppi Tod; Halla Bol

- Our Project - "Chuppi Tod ; Halla Bol" aims on spreading the awareness on POCSO Act among children, and adults
- We have established 6 Child Friendly Centres in selected 6 Police Stations in Uttar Pradesh – Hardoi Dehat, Kachauna, Sursa, Gorakhpur, Sahibabad and Shahjahanpur where impacted children are counselled and motivated for life ahead
- The project developed POCSO Training Module for the Blind Children and POCSO Cartoon Book, which are first of its kind in India



For more details, click on our company website CSR page: <https://bit.ly/3C2hm7J>



Environment Sustainability

- **Reviving village ponds** by cleaning them, arresting dumping of waste in the pond, and beautifying to make them accessible to villagers for useful activities
- **Used Miyawaki technique** to enhance greenery around manufacturing sites
- Started receiving **6 MW Solar Power supply** at Sandila Unit from Group Captive Solar Plant, a significant step towards strengthening the Company's renewable energy portfolio and reducing dependence on conventional power sources



Socially Responsible

- Conducted **skill development programs** for Aanganwadi workers and village youths
- Upgraded **WASH facilities** and conducted **health workshops** focused
- **108** Solar streetlights installed across nine villages
- **Transformed idle lands into productive areas** for cultivating fruits and vegetables, improving local nutrition and food security



Diversified Board Structure

- A **diverse board** is essential for sustaining our competitive advantage
- A **balanced and varied board** benefits from diverse backgrounds
- Established a **Risk Management Committee**

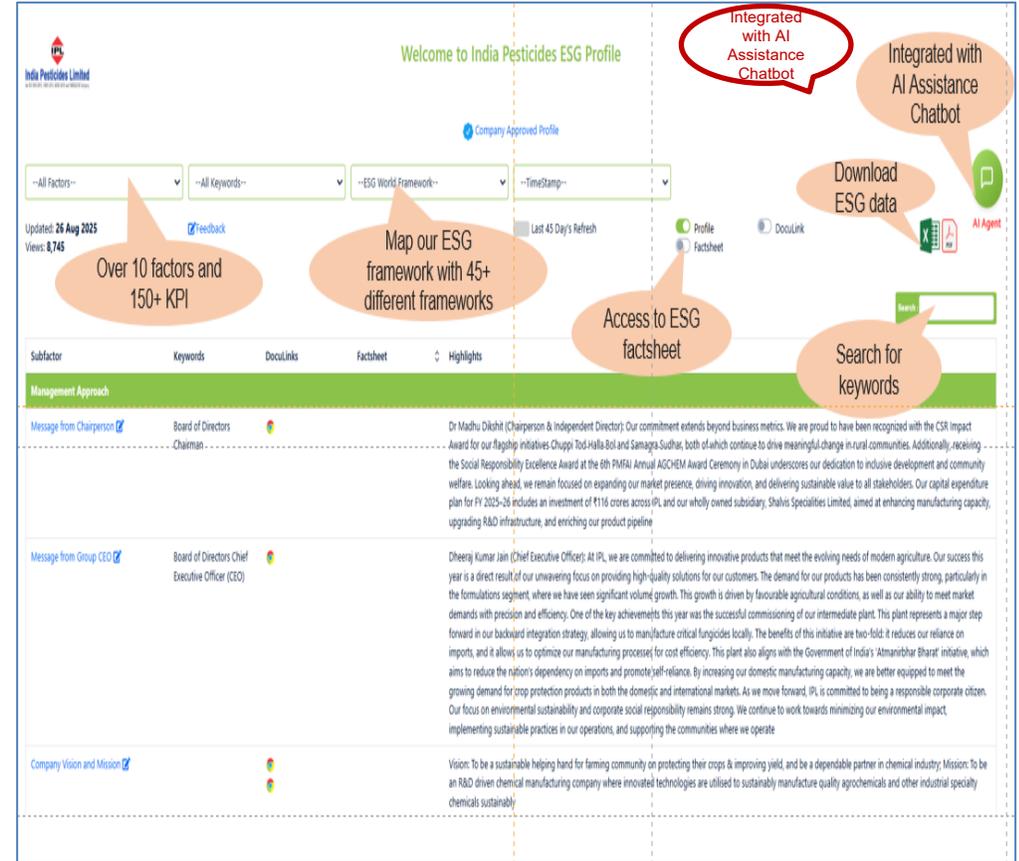
AI - ESG Profile: 18 Factors and 470 Subfactors



IPL Website



ESG Disclosure Platform



India Pesticides ESG Profile Link ([Click Here](#))

FY2025

Environment (4)	Social (8)		Governance (4)	Others (4)
6,70,059.7 GJ Renewable Energy Consumed	0.27% Female Workforce Gender Composition	Nil Total recordable work-related injuries	33.33% Independent Board of Directors	ISO 9001:2015 Quality Management System
842.03 MT Recycling Waste	68.46% Number of Trained Staff	0.60% Gross Salary Paid to Female Workforce	11.11% Female Board Composition	ISO 14001:2015 Environmental Management System
2,40,895.99 KL Amount of Water Withdrawn	0.20% Amount Spend on Employees Well-being	Nil Complaints reported under Sexual Harrasment	Nil Penalty Disclosures	ISO 45001:2018 Occupational Health and Safety
34,324 MTCO₂e Amount of GHG Emission	Rs. 3.41 Crore Community Investment Policy	52.40% Employee Performance Reviews	Nil Number of Data Breach Incidents	PMFAI Social Responsibility Excellence Award

“We are proud to have been recognized with the CSR Impact Award for our flagship initiatives Chuppi Tod Halla Bol and Samagra Sudhar, both of which continue to drive meaningful change in rural communities. Additionally, receiving the Social Responsibility Excellence Award at the 6th PMFAI Annual AGCHEM Award Ceremony in Dubai underscores our dedication to inclusive development and community welfare.”

Dr. Madhu Dikshit, Chairperson and Independent Director

Management is committed to continuous growth and sustainability



Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

India Pesticides Limited will not be 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

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