

INDIA PESTICIDES LIMITED

An ISO 9001:2015, 14001:2015, 45001:2018 and 10002:2018 Company

CIN No. L24112 UP1984PLC006894

GSTIN- 09AAACI3591D1Z0



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Website: www.indiapesticideslimited.com

E-mail: info@indiapesticideslimited.com

Date: 09.02.2025

To The Manager, Listing Department BSE Limited P. J. Towers, Dalal Street, Mumbai-400001 Scrip Code: 543311 ISIN: INE0D6701023	To The Manager, Listing & Compliance Department National Stock Exchange of India Ltd. Exchange Plaza, Plot no .C/1,G Block, Bandra- Kurla Complex, Mumbai-400051 Symbol: IPL
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Dear Sir/ Ma'am,

Sub: Investor Presentation in connection with the Unaudited Financial Results for quarter ended 31st December, 2024.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed a copy of the Investor Presentation in connection with the Unaudited Financial Results of the Company for the quarter ended 31st December, 2024.

The above information is also available on the website of the Company www.indiapesticideslimited.com

Kindly take the above on your record and acknowledge.

Thanking you,

Yours Faithfully

For India Pesticides Limited

(Narendra Dev Nath Ojha)
Company Secretary & Compliance Officer
Membership No.-F12283



Encl.: As Above

The background of the slide is a photograph of a laboratory setting. A person wearing a white lab coat and white gloves is holding a petri dish with a green and white substance inside. Another gloved hand is holding a pipette, dispensing a green liquid into the dish. The background is slightly blurred, focusing attention on the laboratory work.

INDIA PESTICIDES LIMITED

**Q3 and 9M FY2025
Investor Presentation
February 2025**



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Sustainability and Key Takeaways



COMPANY OVERVIEW



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 Focus on quality and sustainability and none of the key Technical are classified as 'red triangle' or highly toxic products
- 4 Present installed capacity of Technical is 24,200 MT and for formulation is 6,500 MT as of 31.12.2024
- 5 Manufacturing facilities in Lucknow & Hardoi districts in Uttar Pradesh
- 6 2 advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)
- 7 Our wholly owned subsidiary Shalvis Specialties Limited has started commercial production Q4 FY 2024



2
Active Manufacturing Facility



~67%
Local Raw Material Sourcing



~42%
Top 10 Customer Revenues



2
In-house Laboratories



25+
Exporting Countries

27

Technicals

207

Formulations

32

Technicals

41

Formulations

2

APIs

Our Journey



1984

Incorporation of the Company as 'India Pesticides Private Limited'

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

Incorporated a new subsidiary "Amona Specialities Private Limited"

Commissioned an intermediate plant towards Backward Integration of one of the Fungicide which was primarily being imported. It is based on our in-house Indigenous R&D Technology

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 25+
countries



**Quality Product
Offerings**

Products comply with
highest global standards



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

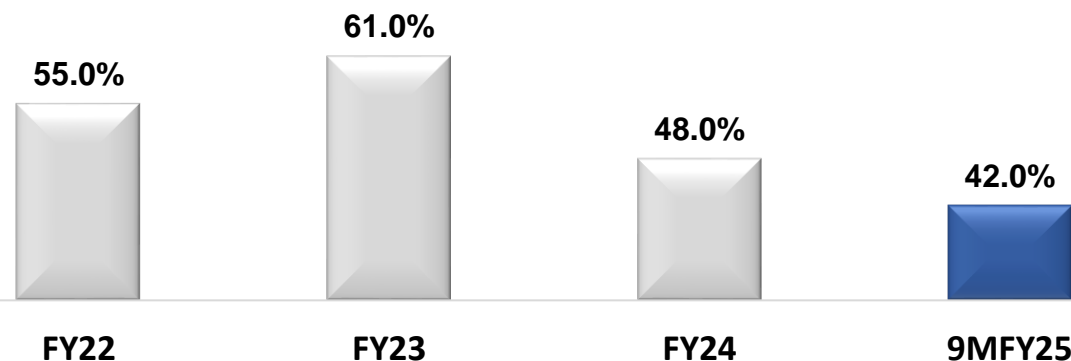
Capable of designing
and testing new and
innovative products

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

Key Customers



Revenue Contribution from Top 10 Customers

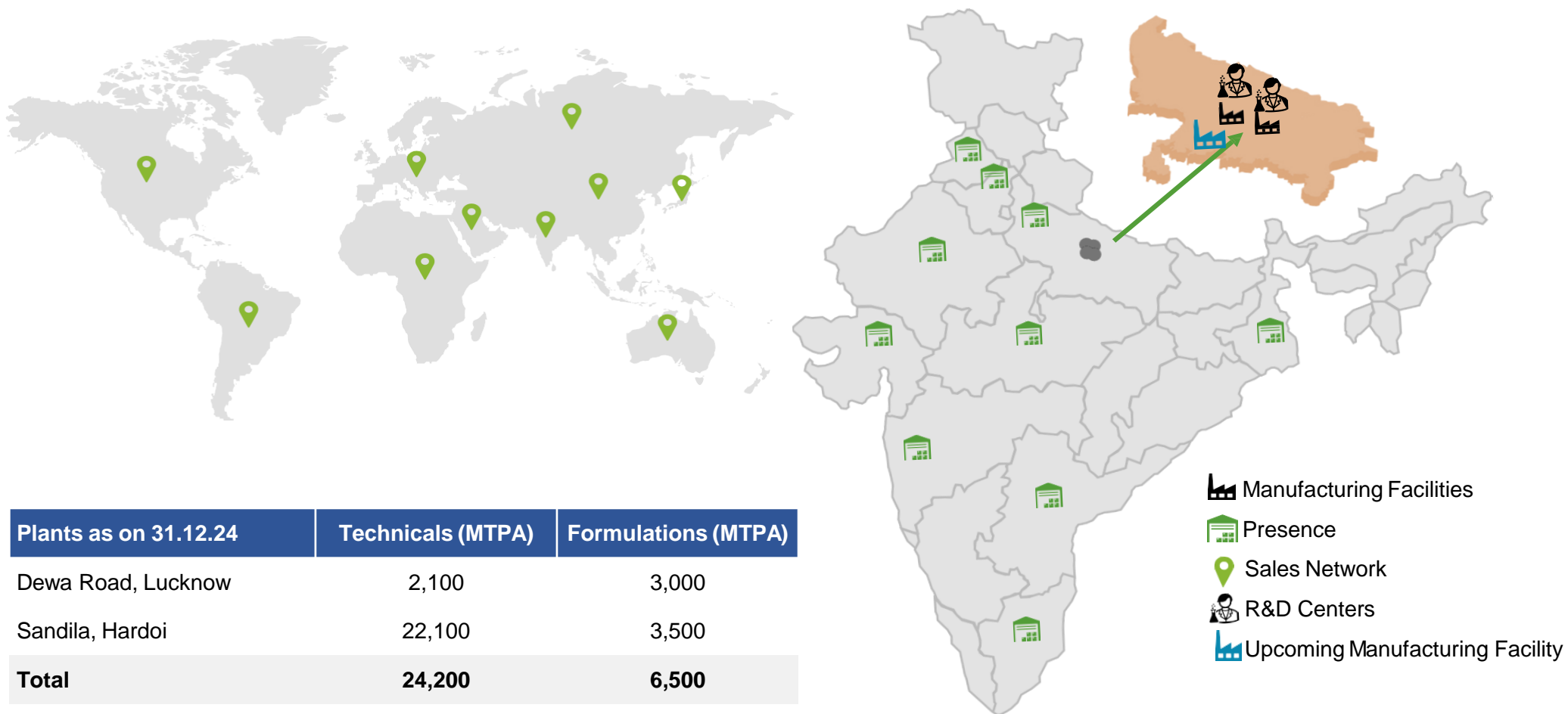


- Major customers include MNCs that look to collaborate with active ingredient manufacturers in India
- Customer relationships are led by the ability to manufacture complex off-patent Technicals in a cost effective, safe & environmentally conscious manner, in compliance with stringent quality specifications
- 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 Facility and Sales Network



Manufacturing Facilities



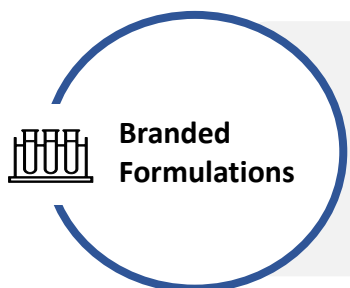
Cost effective labour availability, compensates for higher transportation cost

Readily available market in Uttar Pradesh for Formulations

Key raw materials are available at nearby manufacturing facilities

100% subsidiary Shalvis Specialties Ltd. started production during March 24

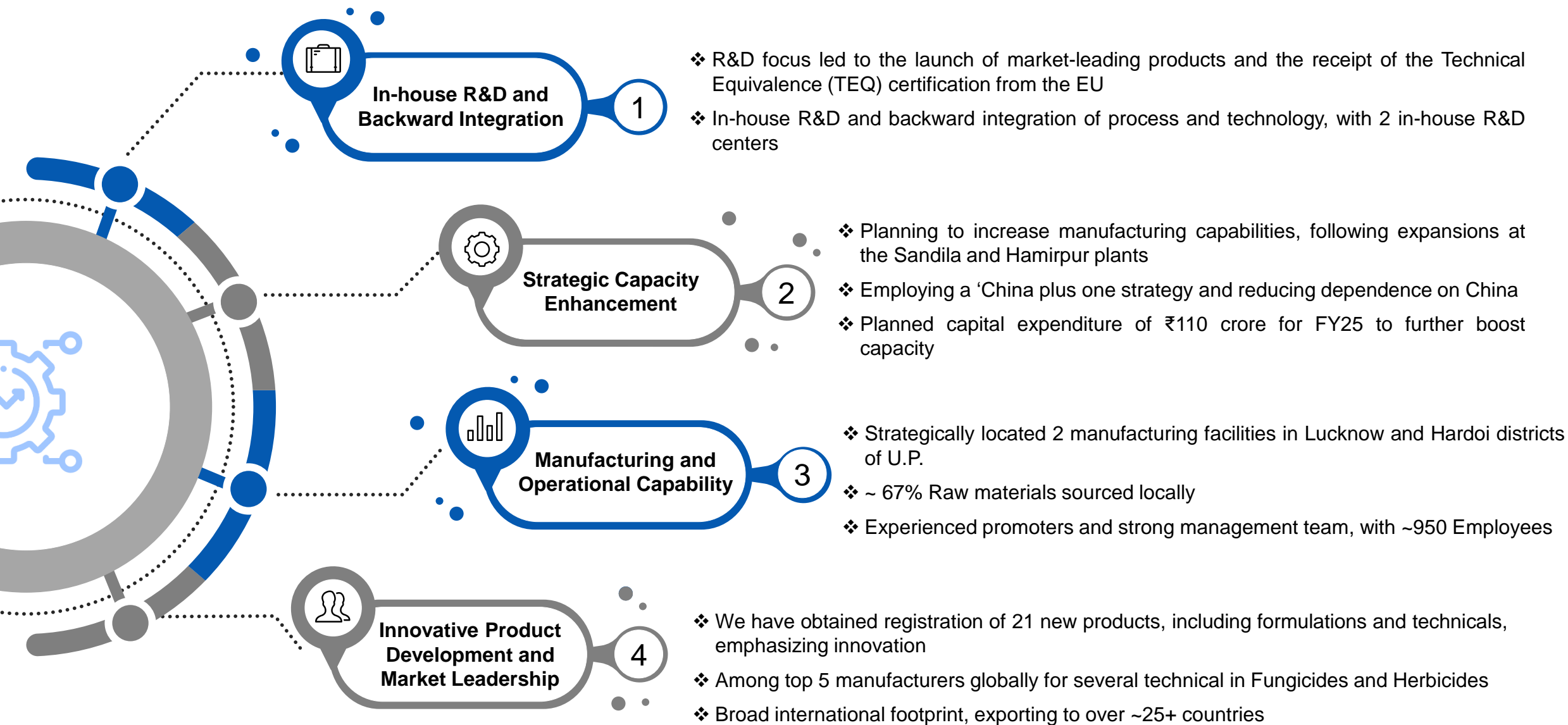
Key Technicals	Category	Application
PEDA	Intermediate	Used For Pretilachlor
Pyriproxyfen	Insecticides	Used in field crops
Diafenthiuron	Insecticides	Used on Cotton plants
Prosulfocarb	Herbicide	Used in field crops, such as, wheat and potatoes
Pretilachlor	Herbicide	Widely used for protecting rice crop
Flufenacet	Herbicide	Widely used for protecting maize, wheat, potatoes & soyabeans
Cymoxanil	Fungicide	Controls downy mildews of grapes, potatoes, vegetables and several other crops
Captan	Fungicide	Used for apples, vegetables and ornamental plants & almonds
Folpet	Fungicide	Controls fungal growth at vineyards, cereals, crops and biocide in paints
Ziram	Fungicide	Used to protect apples, almonds, peaches, pears etc
Etridiazole	Fungicide	Green House
Dodine	Fungicide	Apples & Pears
Thiophanate methyl	Fungicide	Apples, Pears, Stone Fruits & Vegetables



- **Herbicide** - Grip, Pendizet, Trisol, Clogold, Midash, Safer, Eliminator, Penda, Aatish
- **Fungicides** - Dollar, Vardhan, Vecto, Trim, Sodhit, Captax-50, Natraj, Sanjeevani, Talwar
- **Insecticides** - Carbo, Amida, Frem, Byptrten, Immidiator, Tridev, Difen, Frame, Soldier, Crotax
- **Others** - Star, Talvar, Contanol, Guru, Shakti, Sparkle, Chakra, Namaskar



GROWTH STRATEGIES



Product portfolio and capacity expansion will be driving factors for growth

Strength

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



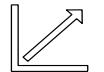
- Continuous portfolio evaluation
- Expansion of existing manufacturing capacity and amplifying distribution network
- Further reduction of Raw Material import dependency through indigenous sourcing

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
- Review and capture a new client base

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. ~110 Crore for FY25

Technology Upgradation

Company is enhancing its Digital Technology Applications

Sandila Plant

- Realignment of existing plant for better capacity utilization



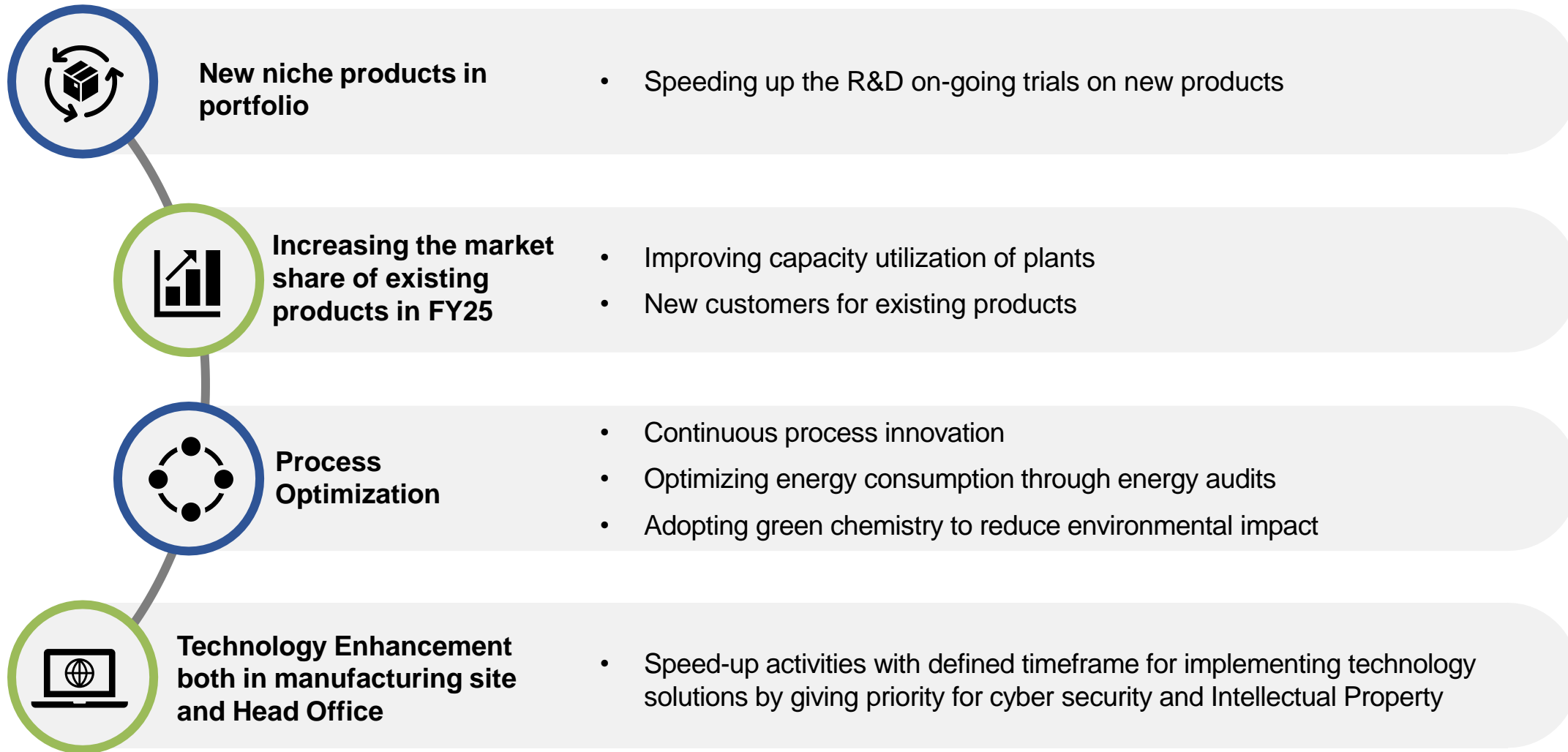
Hamirpur Plant

- 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



Anand Swarup Agarwal

Director, Founder and Promoter



Mohan V Tanksale

Independent Director



Adesh K Gupta

Independent Director



Rajendra S Sharma

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



Key Management Personnel



Dheeraj Kumar Jain
Chief Executive Officer - IPL



Aditya Kumar Nigam
Chief Executive Officer - SSL



Satya Prakash Gupta
Chief Financial Officer



Narendra Ojha
Company Secretary and Compliance Officer



FINANCIAL —•• PERFORMANCE

Q3 and 9M FY25 Performance Highlights



Q3 FY2025

Total Revenue

₹ 175 Cr

▲ 13.0% YoY

EBITDA Margin

₹ 29 Cr 16.7%

▼ 21.2% YoY

PAT Margin

₹ 16 Cr 9.2%

▼ 33.0% YoY

9M FY2025

Total Revenue

₹ 633 Cr

▲ 12.0% YoY

EBITDA Margin

₹ 101 Cr 15.9%

▲ 6.3% YoY

PAT Margin

₹ 62 Cr 9.8%

▲ 3.5% YoY

Management Commentary

"We are pleased to report revenue growth of 13% year-on-year for Q3 FY25, achieving a total income of ₹175 crore. This growth was underpinned by an increase in volumes, which highlights the demand for our products across key markets. While the increase in volumes demonstrates the strength of our operations and market presence, pricing adjustments in the international markets led to a modest impact on margins during the quarter.

Additionally, our freight costs rose due to logistical challenges in the Red Sea region, and investments in strengthening our R&D capabilities and workforce added to the cost base. These decisions were made with a long-term view to enhance our competitiveness and support the development of a strong product pipeline.

We continue to drive operational efficiencies and prioritize innovation to maintain our leadership in key product categories. Our investments in R&D and talent are aligned with our vision to deliver superior products that meet evolving customer needs and align with global trends.

Looking ahead, we remain optimistic about the growth trajectory of the agrochemical sector. With a strong operational framework, an expanding product portfolio, and a deep commitment to excellence, we are confident in our ability to deliver sustainable growth while creating value for all our stakeholders."

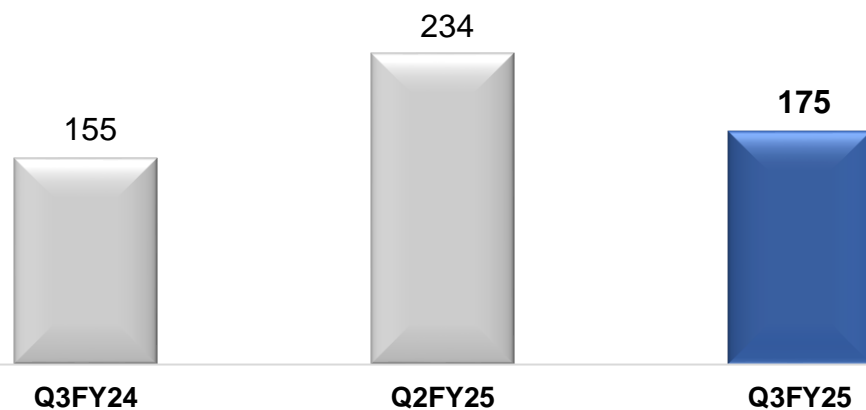
Anand Swarup Agarwal, Founder, Promoter and Director

Q3 FY2025 Performance Highlights

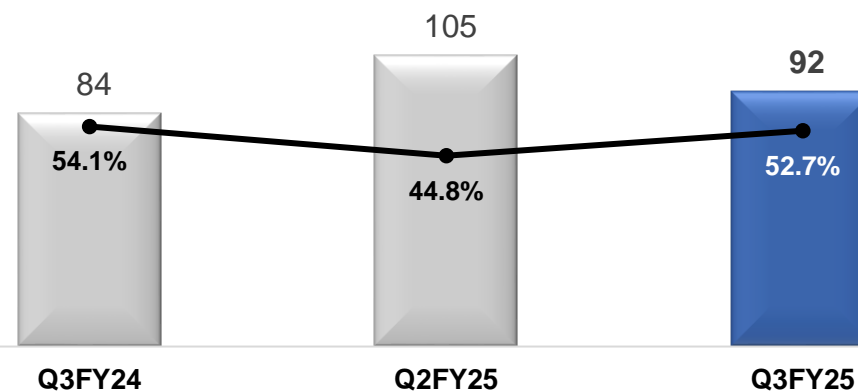


Rs in Cr.

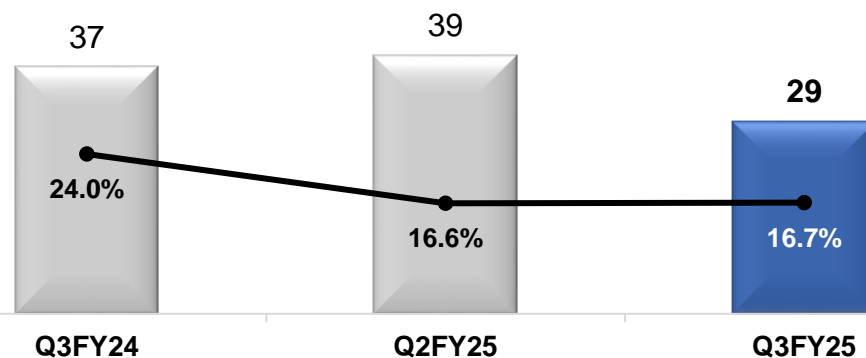
Total Income



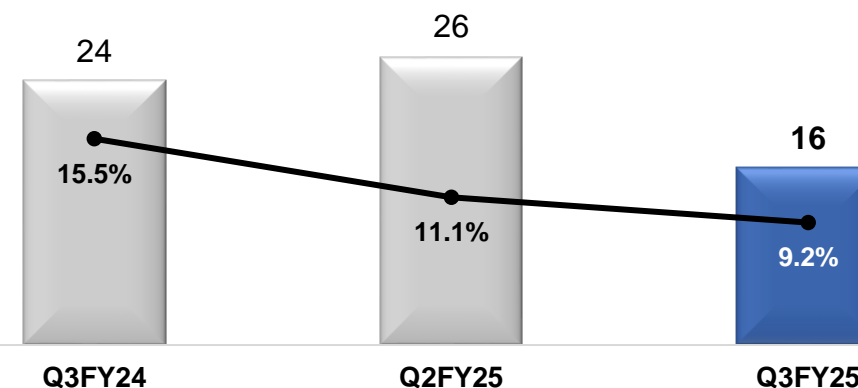
Gross Profit and Margins



EBITDA and Margins



PAT and Margins

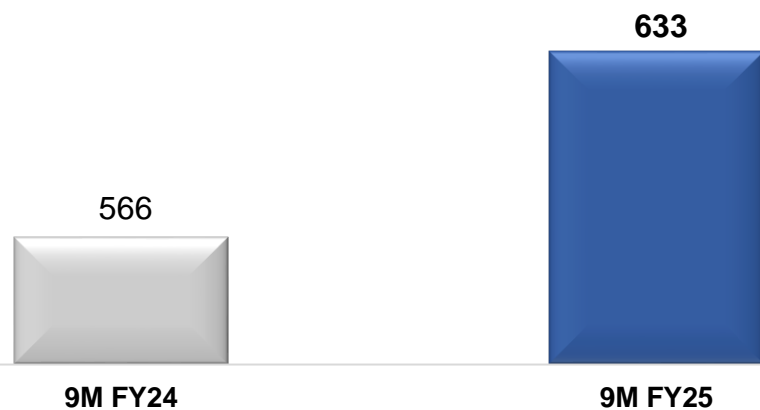


9M FY2025 Performance Highlights

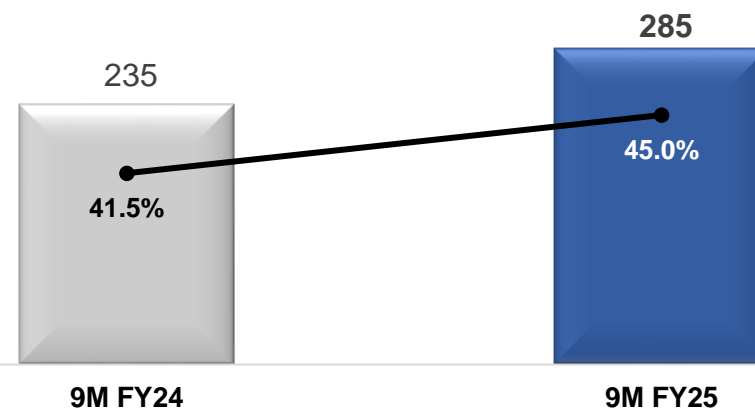


Rs in Cr.

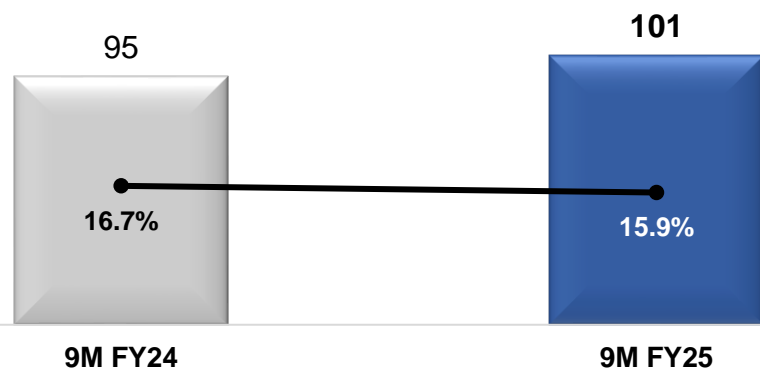
Total Income



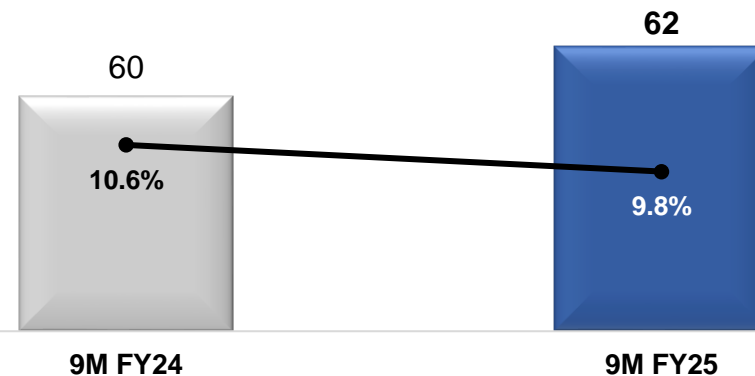
Gross Profit and Margins



EBITDA and Margins



PAT and Margins



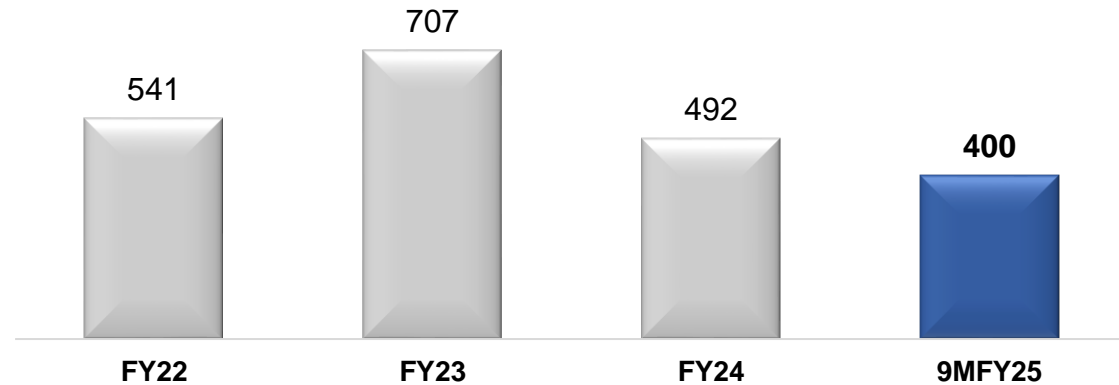
Q3 & 9M FY2025 Revenue Break-up



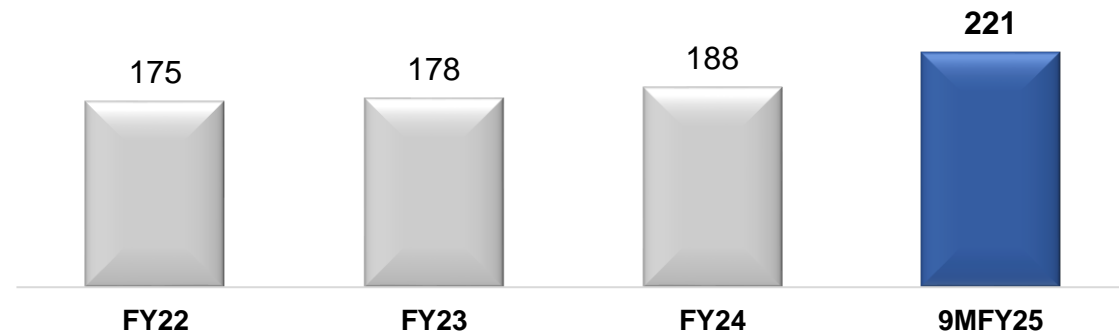
Technicals + APIs constitute 64% of revenue during 9M FY2025

Rs in Cr.

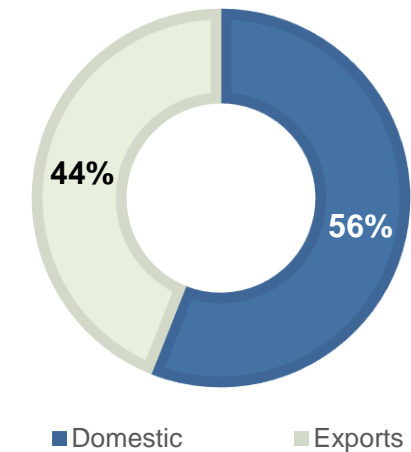
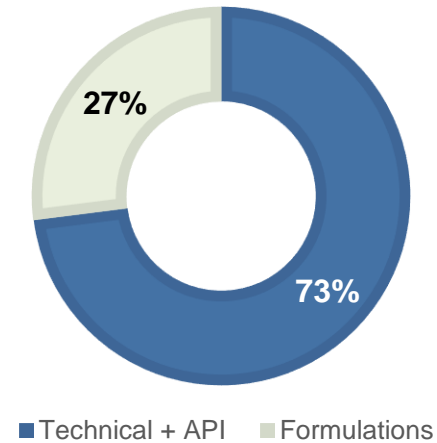
Technicals + API



Formulation



Q3 FY2025 Revenue Split



Q3 & 9M FY2025 Performance Summary



(Rs. In Cr.)	Q3 FY25	Q3 FY24	YoY %	Q2 FY25	QoQ %	9M FY25	9M FY24	YoY %
Total Income	175	155	13.0%	234	(25.3)%	633	566	12.0%
Gross Profit	92	84	10.0%	105	(12.1)%	285	235	21.5%
<i>Gross Margin (%)</i>	<i>52.7%</i>	<i>54.1%</i>		<i>44.8%</i>		<i>45.0%</i>	<i>41.5%</i>	
EBITDA	29	37	(21.2)%	39	(24.9)%	101	95	6.3%
<i>EBITDA Margin (%)</i>	<i>16.7%</i>	<i>24.0%</i>		<i>16.6%</i>		<i>15.9%</i>	<i>16.7%</i>	
EBIT	25	33	(26.2)%	34	(28.9)%	87	84	4.4%
<i>EBIT Margin (%)</i>	<i>14.0%</i>	<i>21.5%</i>		<i>14.7%</i>		<i>13.8%</i>	<i>14.8%</i>	
PAT	16	24	(33.0)%	26	(38.0)%	62	60	3.5%
<i>PAT Margin (%)</i>	<i>9.2%</i>	<i>15.5%</i>		<i>11.1%</i>		<i>9.8%</i>	<i>10.6%</i>	
EPS (Rs.)	1.40	2.09		2.25		5.39	5.23	



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



IPL won CSR Impact Award for the structured CSR Projects – ‘Chuppi Tod Halla Bol’ and ‘Samagra Sudhar’

Award was decided by a team of juries from different organisations and presented by Force Motors, conducted in New Delhi

Selection was done on basis of Questionnaire and Submission of evidences on CSR projects

Our CSR Involvement



Nirmal Jal Pariyojana

Through this project, we have implemented a rooftop rainwater harvesting system on unused rooftops in two government schools located in Sandila. Additionally, a pond in the area is being revived as part of our commitment to sustainable water management



Samagra Sudhar

We chose four villages for holistic development. We refurbished an unused building into "Swarup Kaushal Vikas Kendra," training 5,894 villagers in skills. We started with celebrations and now have professional skill programs. During the quarter:

- 346 cloth bags were distributed
- Awareness drives conducted at over 324 households
- 84 Kg of plastic waste was collected during the quarter
- Took various initiatives to empower communities



Chuppi Tod; Halla Bol

IPL and NGO "Samadhan Abhiyan" collaborated with UP Police to raise awareness on preventing and addressing child sexual abuse, creating six "Child Friendly Police Centers" and rehabilitating the impacted children. During the quarter IPL:

- Counselling 334 people including 121 children
- Launched the First Cartoon Book in India on POCSE, designed by IPL's project with Samadhan Abhiyan
- Total workshops conducted: 334
- Total People Reached through workshops: 52,126



Among 17 UN-SDG (United Nations' 17 Sustainable Development Goals), IPL's CSR & CER Initiatives contribute to the nation by focusing on 9 Goals. We are committed to uphold our social responsibility with reverberating motto 'Care the World with Care'.



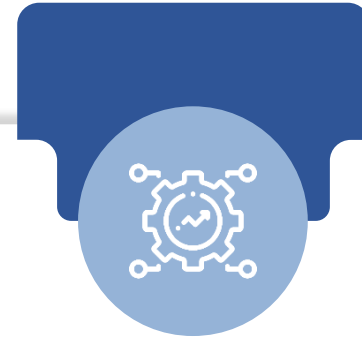
Environment Sustainability

- The '**Food Forestation**' project transformed idle lands at five specified locations into productive areas for cultivating fruits and vegetables
- **Achieved Zero Liquid Discharge** certification
- **Used Miyawaki technique** to enhance greenery around manufacturing sites
- Implemented the **5Rs principle** and advanced systems like **ETP and RO**



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**

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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INDIA PESTICIDES LIMITED



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