

INDIA PESTICIDES LIMITED

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

CIN No. L24112 UP1984PLC006894

GSTIN- 09AAACI3591D1ZO



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Date: 27.05.2025

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 Audited Financial Results for quarter & year ended 31st March, 2025.

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 audited Financial Results of the Company for the quarter and year ended 31st March, 2025.

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

Kindly take the above on your record.

Thanking you,

Yours Faithfully

For India Pesticides Limited

(Narendra 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 using a pipette to add more of the green substance to the dish. The background is slightly blurred, focusing attention on the laboratory work.

INDIA PESTICIDES LIMITED

**Q4 and FY2025
Investor Presentation
May 2025**



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Sustainability and Key Takeaways

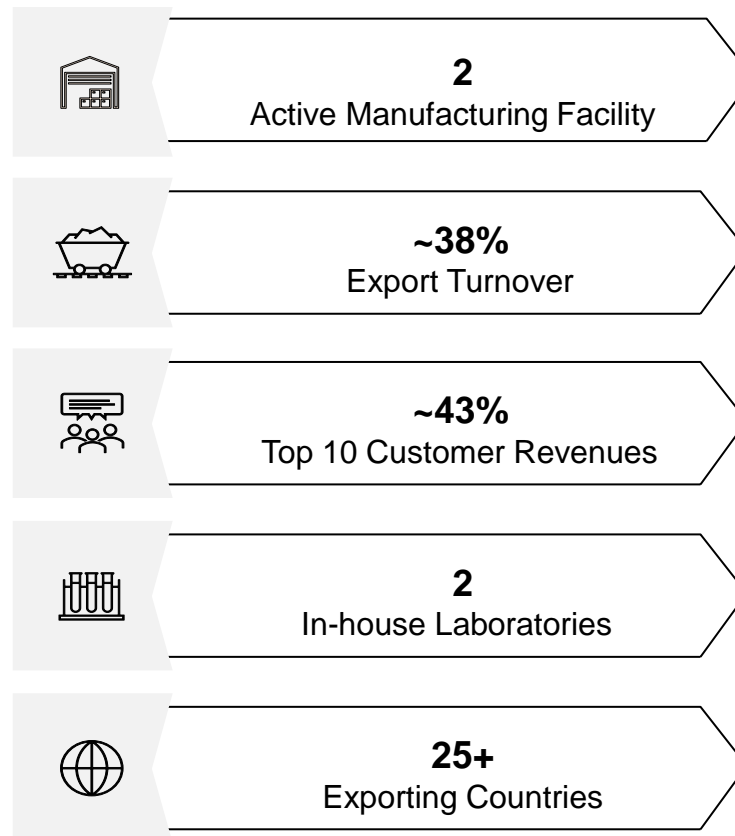


COMPANY OVERVIEW



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 31.03.2025
- 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)



27

Technicals

207

Formulations

32

Technicals

41

Formulations

2

APIs

Q4 and FY25 Performance Highlights



Q4 FY2025

Total Revenue

₹ 211 Cr

▲ 62.1% YoY

EBITDA Margin

₹ 35 Cr 16.6%

▲ 373.9% YoY

PAT Margin

₹ 22 Cr 10.3%

▲ 1953.8% YoY

FY2025

Total Revenue

₹ 843 Cr

▲ 21.3% YoY

EBITDA Margin

₹ 134 Cr 15.9%

▲ 32.1% YoY

PAT Margin

₹ 82 Cr 9.7%

▲ 36.6% YoY

Management Commentary

“As FY2024-25 concludes, the agrochemical industry continued to operate in a complex and evolving global landscape. Despite headwinds in international markets, India Pesticides Limited demonstrated resilience and delivered a strong performance across operational, strategic, and financial parameters. This performance underscores our focus on long-term value creation through manufacturing scale-up, targeted R&D initiatives, and an emphasis on a differentiated product portfolio.

During the year, the Company achieved its Revenue of ₹843 crore, reflecting a growth of 21.3% YoY. This growth was primarily volume-led, supported by sustained demand in the domestic market and a strategic product mix catering to both domestic and international customers.

One of the key milestones was the successful commissioning of the expanded intermediate PEDDA facility. This enhancement strengthens our manufacturing capabilities and reinforces our ability to meet rising demand for Pretilachlor Technical. Looking ahead, the Company is on track to expand capacity to 8,500 MT per annum by Q2 FY26, which aligns with our long-term growth plans and supports the Government of India's Aatma Nirbhar Bharat initiative.

Our R&D efforts have gathered momentum, resulting in the development of several new molecules. India Pesticides Limited is increasingly recognized as a trusted partner by both domestic and global players, with all major Indian companies sourcing one or more key molecules from us.

Our expansion plans remain firmly on track. During FY2025-26, we intend to undertake capital expenditure of ₹52 crore at our existing manufacturing facilities and ₹64 crore at our wholly owned subsidiary, Shalvis Specialities Limited.

As we look ahead in FY2025-26, the Company remains committed to executing its strategic priorities and accelerating its growth trajectory. With a balanced product portfolio, strong domestic positioning, expanding manufacturing capacity, and advancing R&D capabilities, we are well placed to capitalise on emerging opportunities and navigate the evolving dynamics of the global agrochemical landscape. We are optimistic about the long-term prospects of our Company and remain committed to delivering sustainable value to all our stakeholders.”

Anand Swarup Agarwal, Founder, Promoter and Director

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, Chinhath, 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, Chinhath, 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 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

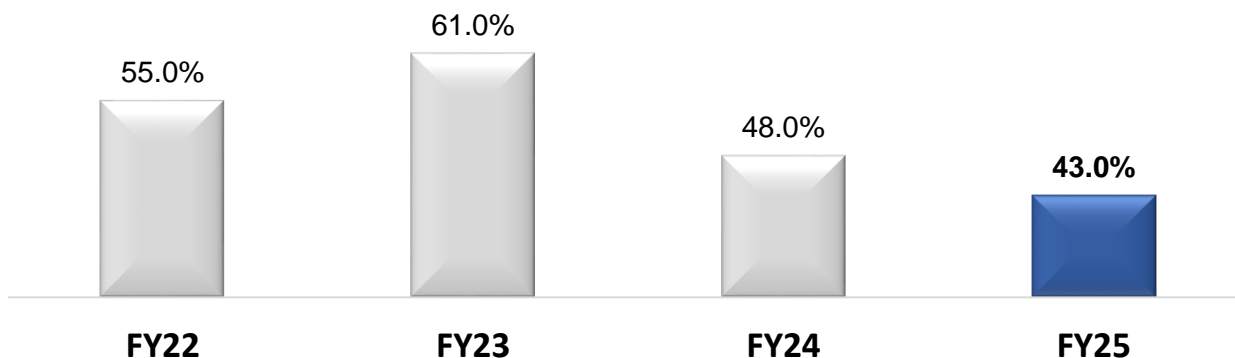
Capable of designing and testing new and innovative products

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

Key Customers



Revenue Contribution from Top 10 Customers

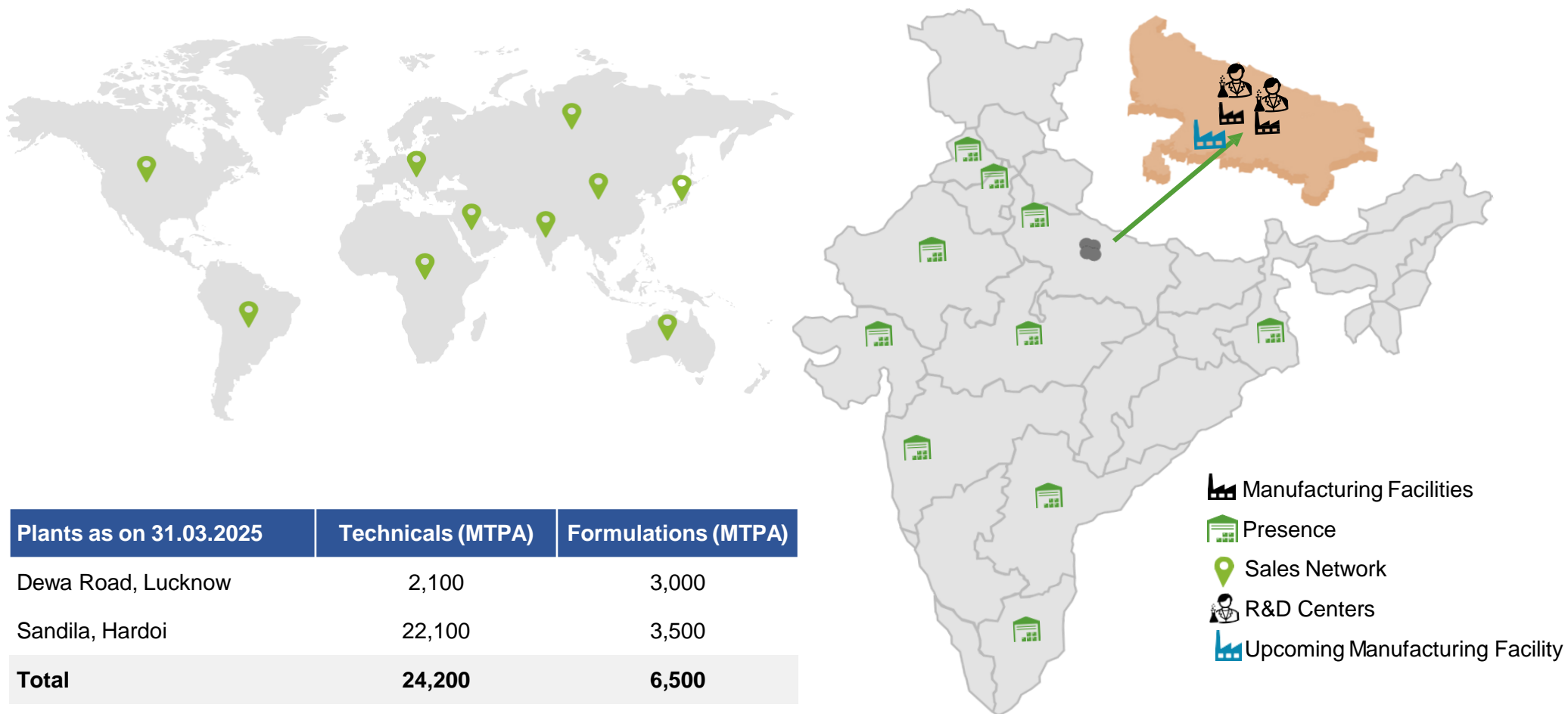


- Major customers include MNCs that look to collaborate with active ingredient manufacturers in India
- Customer relationships are led by the ability to manufacture complex off-patent Technicals in a cost effective, safe & environmentally conscious manner, in compliance with stringent quality specifications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

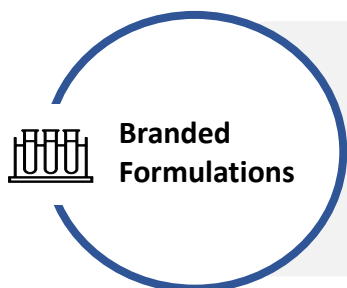


Cost effective labour availability, compensates for higher transportation cost

Readily available market in Uttar Pradesh for Formulations

Key raw materials are available at nearby manufacturing facilities

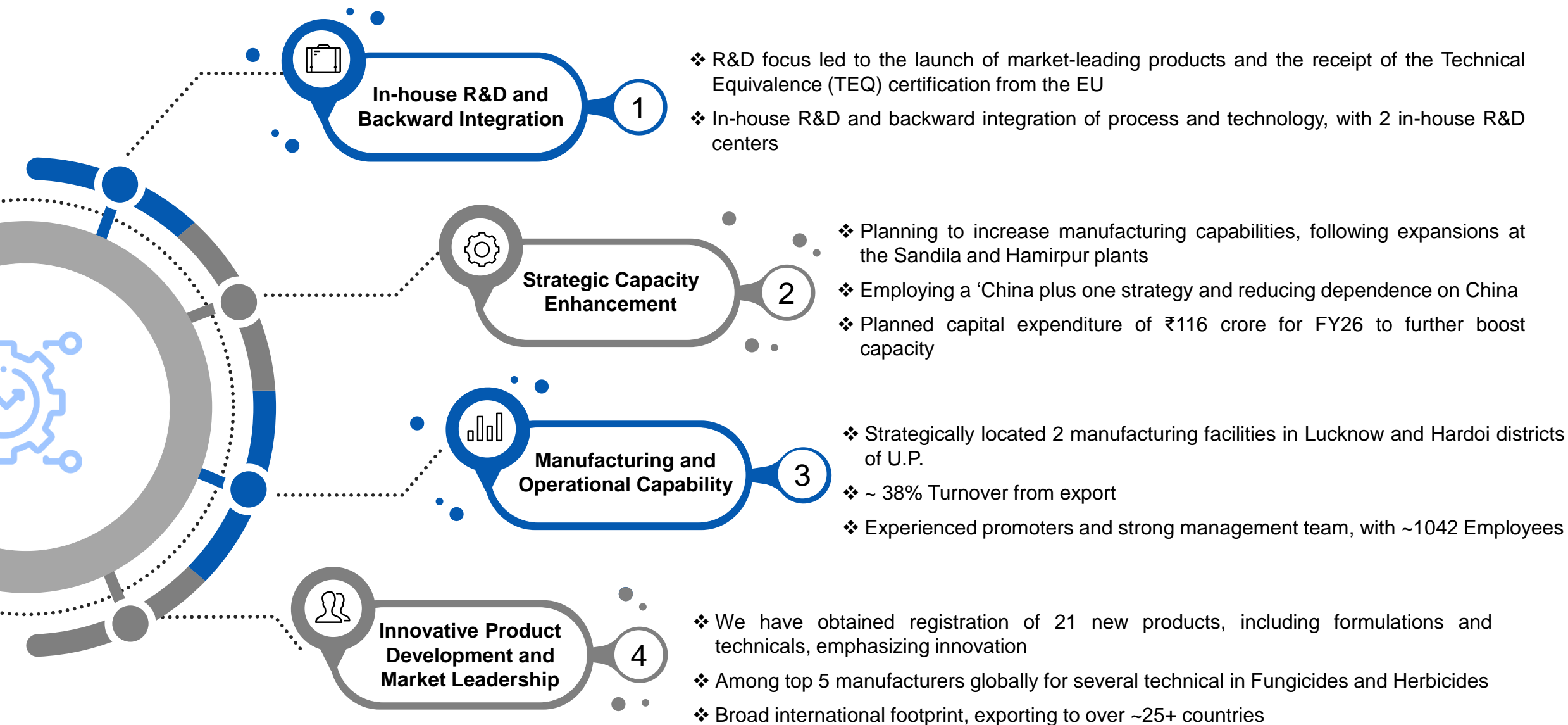
Key Technicals	Category	Application
Prosulfocarb	Herbicide	Used in field crops, such as, wheat and potatoes
Pretilachlor	Herbicide	Widely used for protecting rice crop
Flufenacet	Herbicide	Widely used for protecting maize, wheat, potatoes & soyabeans
Cymoxanil	Fungicide	Controls downy mildews of grapes, 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
Pyriproxyfen	Insecticides	Used in field crops
Diafenthiuron	Insecticides	Used on Cotton plants
PEDA	Intermediate	Used For Pretilachlor



- **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, Byparten, 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

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”

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

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



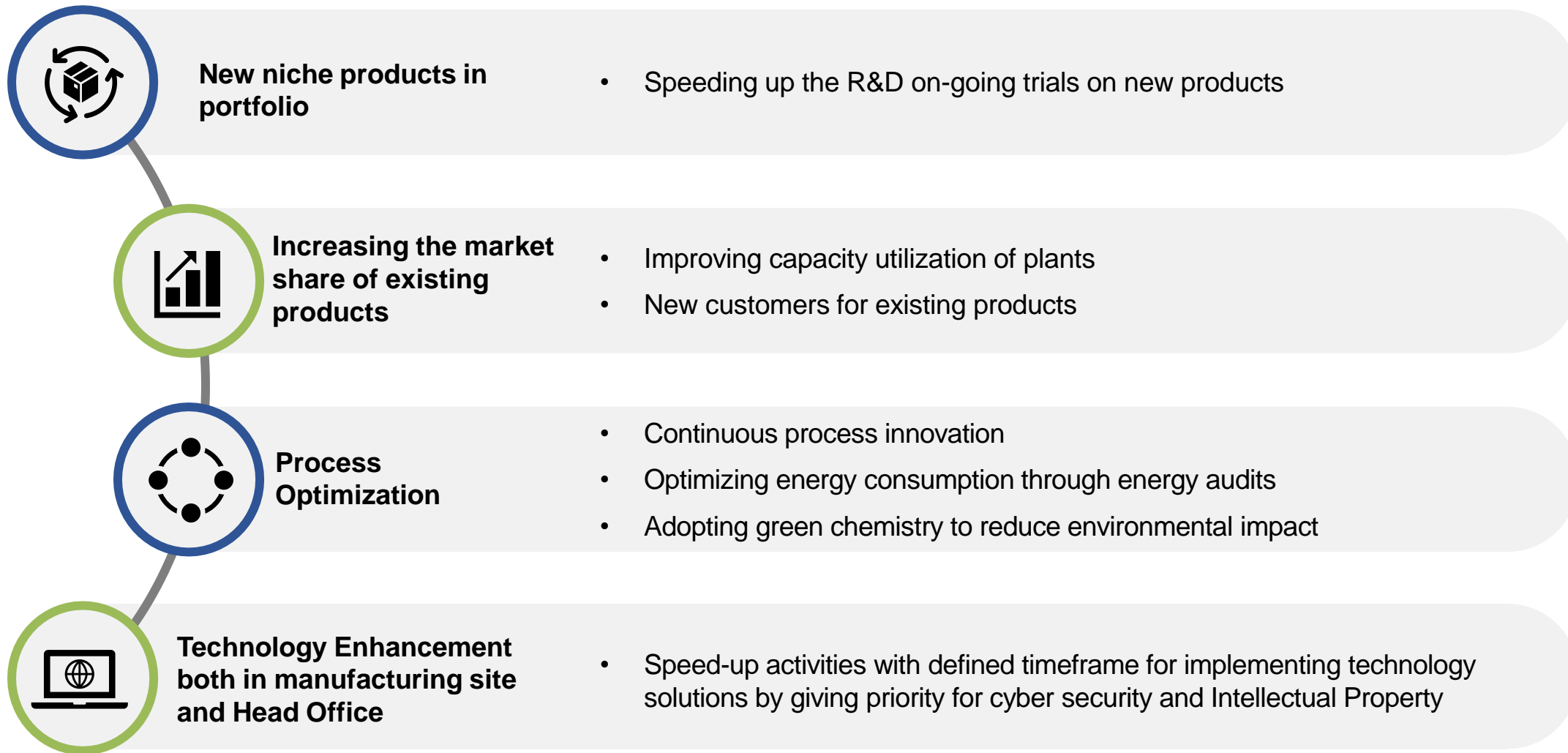
Hamirpur Plant

- 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



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 - IPL



Narendra Ojha
Company Secretary and Compliance Officer - IPL



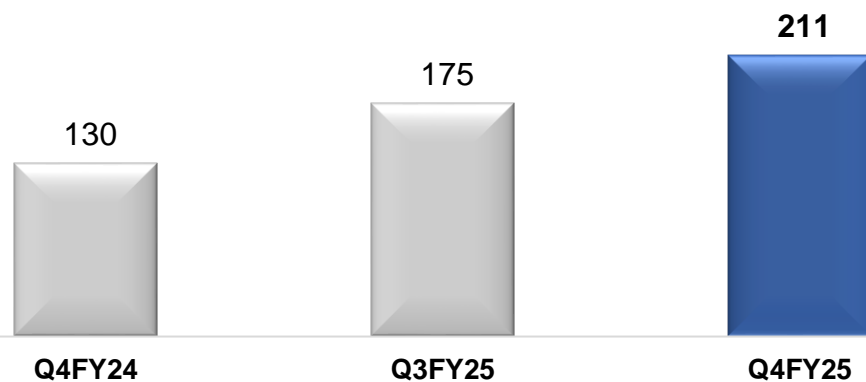
FINANCIAL —•• PERFORMANCE

Q4 FY2025 Performance Highlights

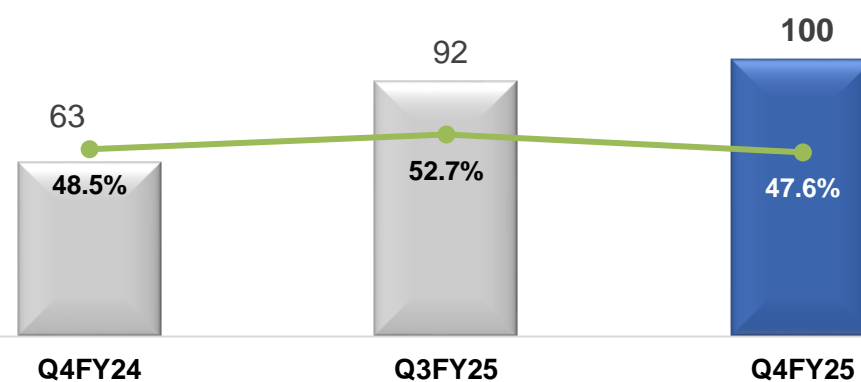


Rs in Cr.

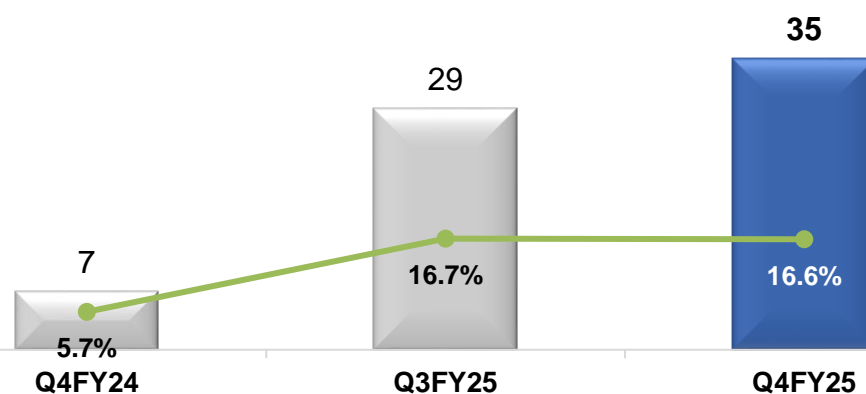
Total Income



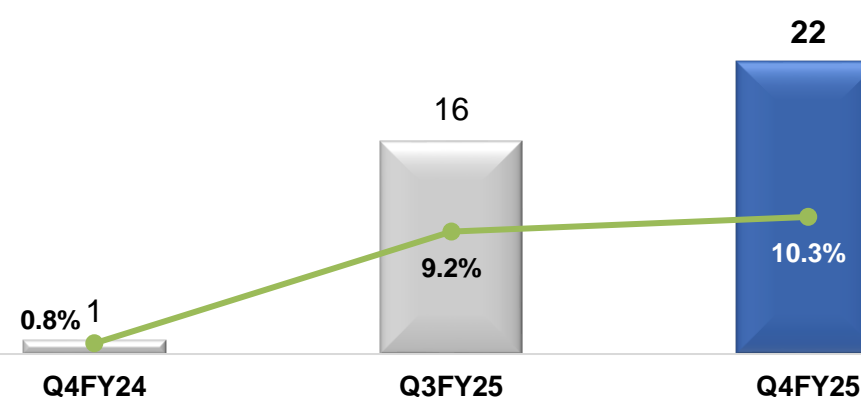
Gross Profit and Margins



EBITDA and Margins



PAT and Margins

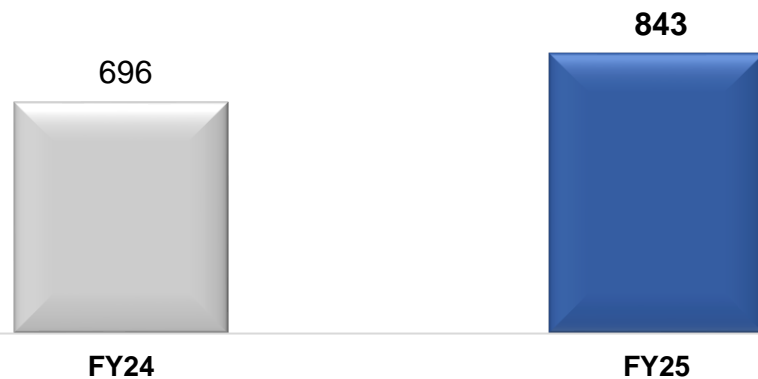


FY2025 Performance Highlights

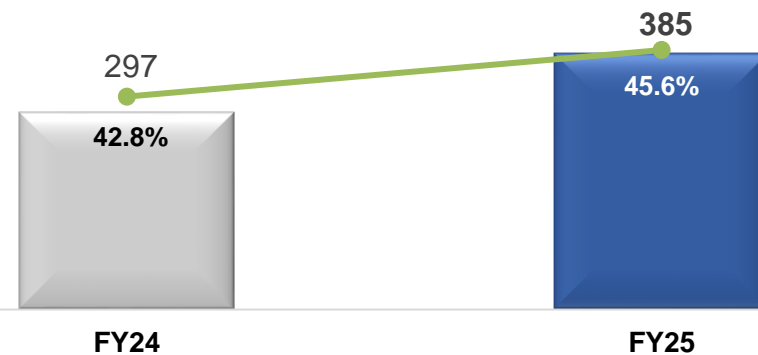


Rs in Cr.

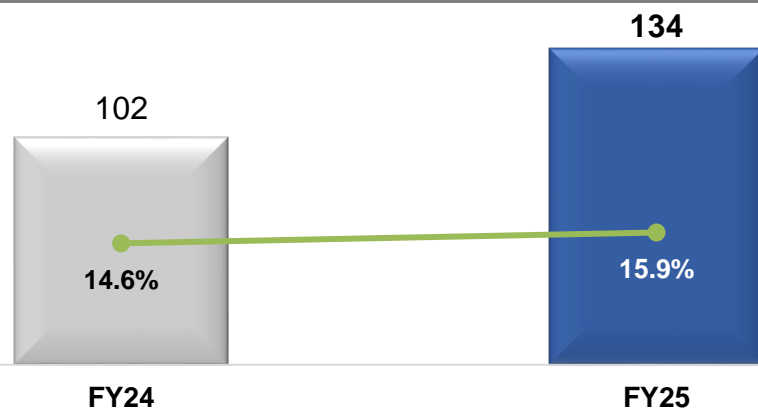
Total Income



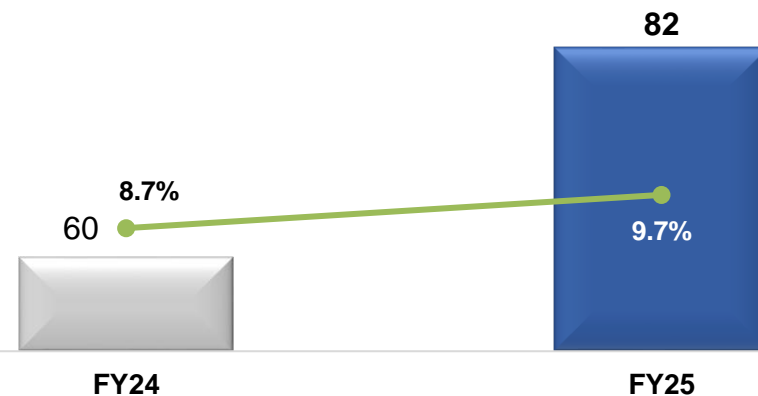
Gross Profit and Margins



EBITDA and Margins



PAT and Margins



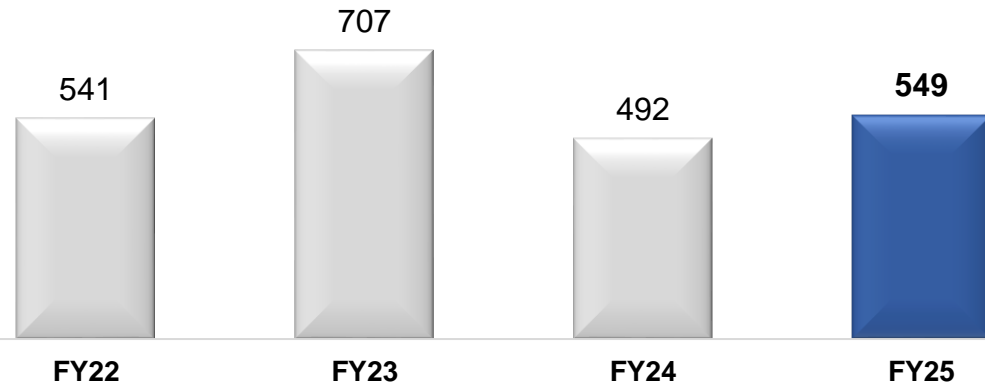
Q4 & FY2025 Revenue Break-up



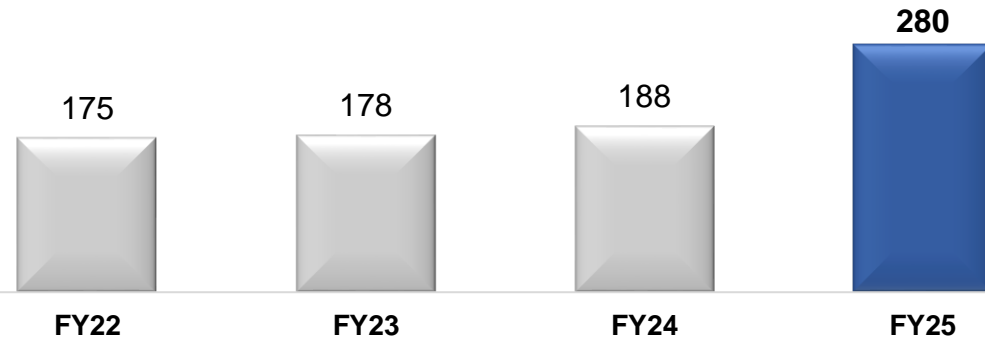
Technicals + APIs constitute 66% of revenue during FY2025

Rs in Cr.

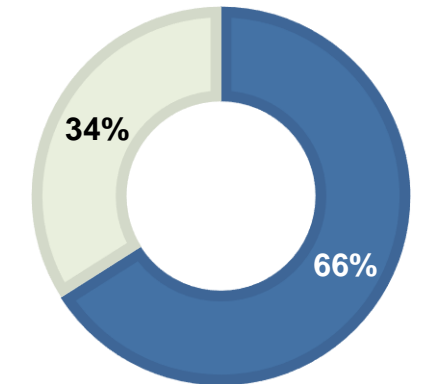
Technicals + API



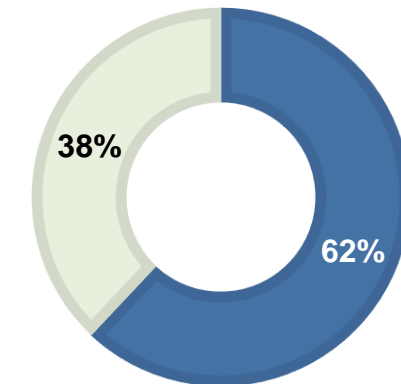
Formulation



FY2025 Revenue Split



■ Technical + API ■ Formulations



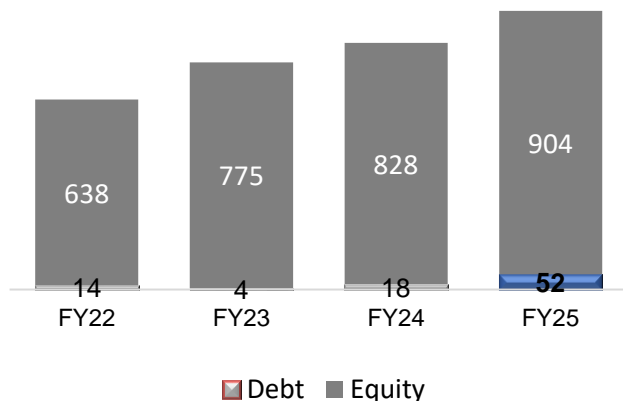
■ Domestic ■ Exports

Q4 & FY2025 Performance Summary

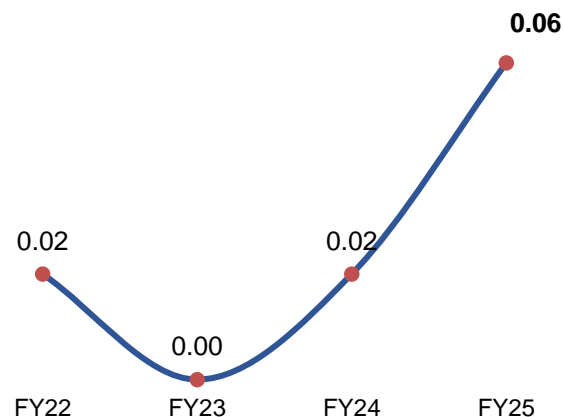


(Rs. In Cr.)	Q4 FY25	Q4 FY24	YoY %	Q3 FY25	QoQ %	FY25	FY24	YoY %
Total Income	211	130	62.1%	175	20.4%	843	696	21.3%
Gross Profit	100	63	59.0%	92	8.7%	385	297	29.3%
<i>Gross Margin (%)</i>	<i>47.6%</i>	<i>48.5%</i>		<i>52.7%</i>		<i>45.6%</i>	<i>42.8%</i>	
EBITDA	35	7	373.9%	29	19.8%	134	102	32.1%
<i>EBITDA Margin (%)</i>	16.6%	5.7%		16.7%		15.9%	14.6%	
EBIT	30	3	782.8%	25	23.5%	116	87	34.1%
<i>EBIT Margin (%)</i>	<i>14.4%</i>	<i>2.6%</i>		<i>14.0%</i>		<i>13.8%</i>	<i>12.5%</i>	
PAT	22	1	1,953.8%	16	35.5%	82	60	36.6%
<i>PAT Margin (%)</i>	10.3%	0.8%		9.2%		9.7%	8.7%	
EPS (Rs.)	1.89	0.09	<i>nm</i>	1.40	35.0%	7.14	5.24	36.3%

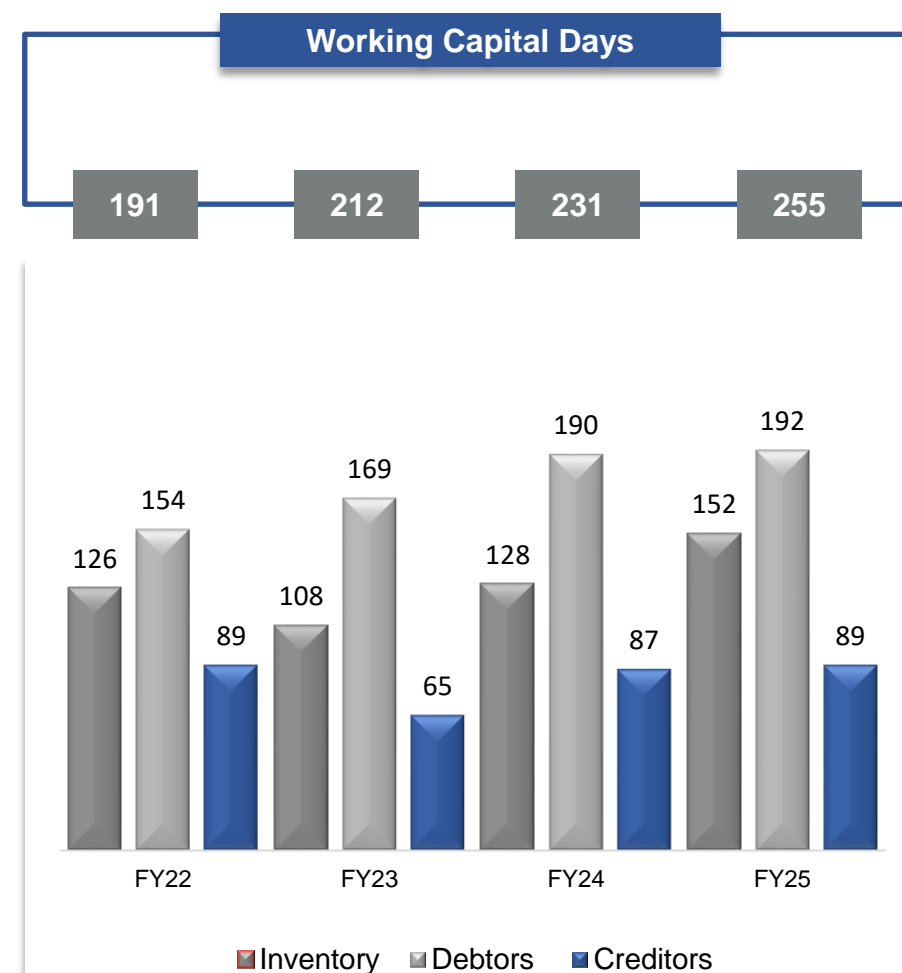
Debt and Equity (Rs. Cr)



Debt/Equity (x)



Working Capital Days



- The Company's total debt increased from ₹18 crore in FY24 to ₹52 crore in FY25, primarily due to increase in short term borrowing which will be normalized soon
- Despite the increase in debt, the overall leverage remains low, with a debt-to-equity ratio of 0.06x in FY25, indicating continued financial prudence
- Equity has progressively increased to ₹904 crore in FY25, supported by retained earnings and operational performance, reinforcing the Company's strong capital base



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

Awards and Accolades



IPL won Social Responsibility Excellence Award during 6th Edition of PMFAI* Annual AGCHEM Award Ceremony held in Dubai

This is an Award Function exclusively for Agro-Chemical Industry and related chemicals

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

- Development of Interest & Skill on Farming among Village Youths. Collective work by involving village farmers has been initiated
- Refurbishment of dilapidated Village Community Hall, creating Village Welfare Committee and make the infrastructure maintained & usable by villagers themselves
- Training for youth on Solar Panel Installation. Presently, Swarup Kaushal Vikas Kendra operates on Solar Energy
- Enhancing unsustain village pond through cleaning, beautification and establishing Pond Maintenance Committee



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:

- SP of Sidharth Nagar (aspirational district) invited us to train Police force on POCSO
- Expanded the scope of POCSO Awareness Workshop for Special Educators of Deaf & Blind
- Maintaining connect with governing and judicial bodies through regular greetings to propel future activities



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
- **Used Miyawaki technique** to enhance greenery around manufacturing sites
- Implemented the **5Rs principle** and advanced systems like **ETP and RO**



Socially Responsible

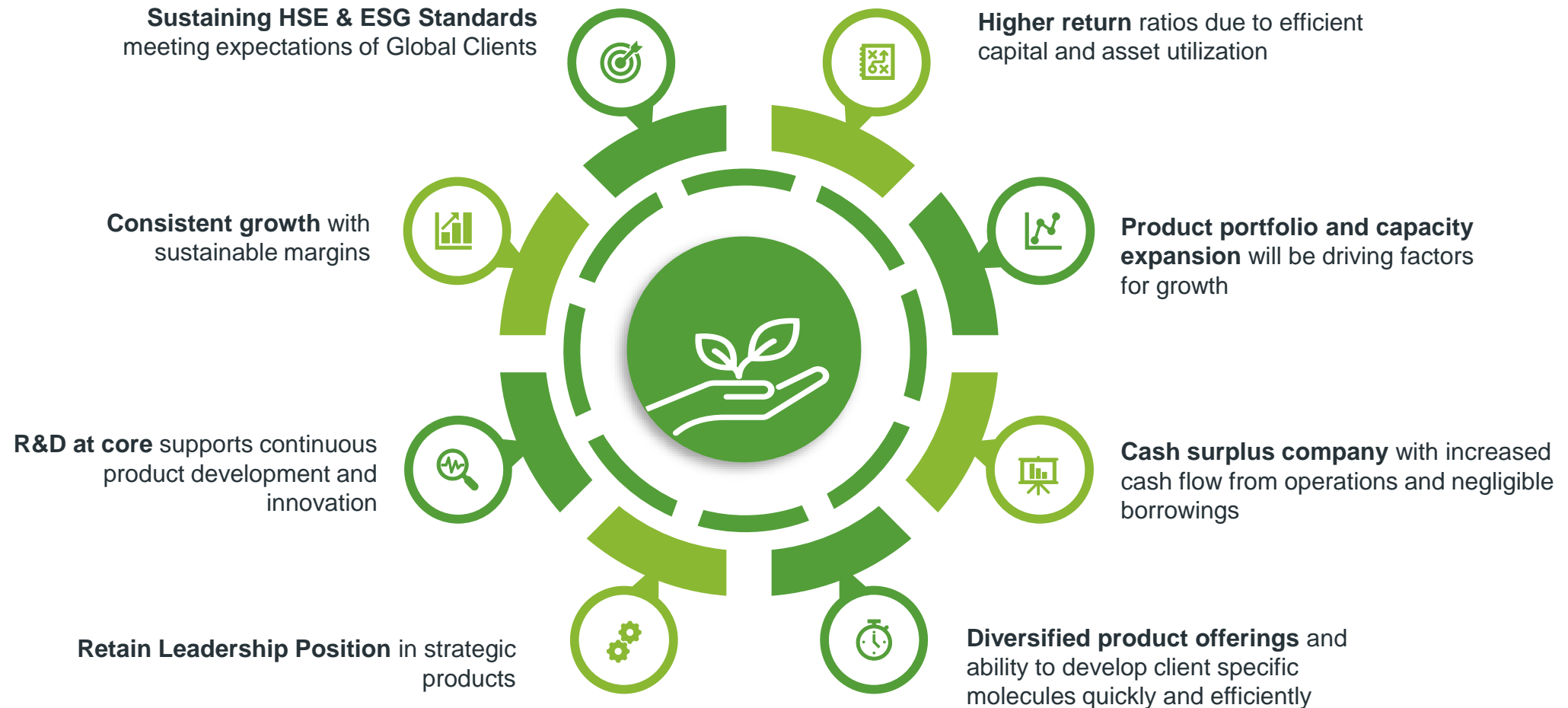
- Conducted **skill development programs** for Aanganwadi workers and village youths
- Upgraded **WASH facilities** and conducted **health workshops** focused
- **108** Solar streetlights installed across nine villages
- **Transformed idle lands into productive areas** for cultivating fruits and vegetables,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