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



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2019/0208/2
August 02, 2019

The Manager

Listing Compliance Department BSE Limited (Through BSE Listing Centre) Scrip Code: 532851	Listing Compliance Department National Stock Exchange of India Limited (Through NEAPS) Symbol: INSECTICID
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Dear Sir/Madam,

Sub: Outcome of the Board Meeting – Unaudited Financial Results for the Quarter ended June 30, 2019

This has reference to our letter no. IIL/SE/2019/1707/1 dated July 17, 2019, we wish to inform you that the Board of Directors of the Company at their meeting held today, i.e August 02, 2019 have *inter alia* approved the Standalone and Consolidated Unaudited Financial Results for the Quarter ended on June 30, 2019.

In term of the above we are enclosing herewith the following:

1. Standalone and Consolidated Unaudited Financial Statements of the Company for the quarter ended June 30, 2019.
2. Limited Review Report of the Statutory Auditors on the Standalone and Consolidated Unaudited Financial Results for the quarter ended June 30, 2019
3. Q1 FY 2020 Earning Presentation

This information is also available on the website of the Company at www.insecticidesindia.com.

The Board meeting commenced at 02:00 PM and concluded at 3:15 PM

This is for information and record.

Thanking you,

Yours Truly,
For Insecticides (India) Limited


(Sandeep Kumar)
Company Secretary & CCO



Insecticides (India) Limited

CIN: L65991DL1996PLC083909; Regd. Office: 401-402, Lusa Tower, Azadpur Commercial Complex, Delhi - 110 033;

Telefax.: 011-27679700 - 05; Website: www.insecticidesindia.com; E-mail: investor@insecticidesindia.com

CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019

(Rs. In Lacs, Except EPS)

Sl No.	Particulars	Quarter Ended			Year Ended
		30-06-2019	31-03-2019	30-06-2018	31-03-2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
I	Revenue from operations	35,836.15	19,893.66	31,892.60	1,19,194.54
II	Other Income	117.10	97.25	18.20	230.77
III	Total Income (I+II)	35,953.25	19,990.91	31,910.80	1,19,425.31
IV	Expenses				
	(a) Cost of materials consumed	21,321.98	18,539.87	17,756.27	1,02,916.79
	(b) Purchase of Stock-in-Trade	1,568.66	1,409.84	1,015.25	6,041.45
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2,185.08	(5,537.51)	3,256.55	(26,695.44)
	(d) Employee benefits expense	1,719.84	1,995.72	1,490.40	6,518.53
	(e) Finance Costs	688.10	630.09	288.93	1,522.20
	(f) Depreciation and amortization expense	588.09	491.51	482.38	1,968.10
	(g) Other expenses	2,729.16	599.08	2,816.35	11,853.04
	Total expenses	30,800.91	18,128.60	27,106.13	1,04,124.67
V	Profit before tax and share of net profits of investments accounted for using equity method (III-IV)	5,152.34	1,862.31	4,804.67	15,300.64
VI	Share of net profit of joint venture accounted for using the equity method	16.57	6.92	16.17	40.71
	Profit before tax (V+VI)	5,168.91	1,869.23	4,820.84	15,341.35
VII	Tax Expenses				
	(1) Current Tax	1,561.71	(299.23)	1,392.56	3,798.67
	(2) Deferred Tax	(3.52)	(693.61)	12.96	(738.70)
	Total Tax Expenses	1,558.19	(992.84)	1,405.52	3,059.97
VIII	Profit for the period (VI-VII)	3,610.72	2,862.07	3,415.32	12,281.38
IX	Other comprehensive income				
A	Items that will not be reclassified to profit or loss				
	(i) Changes in fair value of FVTOCI equity instruments	(74.01)	(49.17)	(66.62)	(443.08)
	(ii) Remeasurement of net defined benefit plans	(10.30)	(45.76)	1.55	(41.11)
	(iii) Share of other comprehensive income of joint venture accounted for using equity method	(0.81)	(0.77)	0.18	(0.23)
	(iv) Income tax relating to these items	21.07	27.66	14.93	117.65
	Other comprehensive income for the period (net of tax)	(64.05)	(68.04)	(49.96)	(366.77)
X	Total comprehensive income for the period (VIII+IX)	3,546.67	2,794.03	3,365.36	11,914.61
XI	Paid up equity share capital (Face value Rs 10/- each)	2,066.78	2,066.78	2,066.78	2,066.78
XII	Earnings per share (of Rs. 10 each) (not annualised):				
	(a) Basic	17.47	13.85	16.52	59.42
	(b) Diluted	17.47	13.85	16.52	59.42

Notes:

- a) The Unaudited Consolidated Financial results for the Quarter ended June 30, 2019 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at their meeting held on August 02, 2019. The Statutory Auditors have carried out a limited review of financial results for the quarter ended June 30, 2019 pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended. The Limited Review report and Quarterly Financial Results are available on the Stock Exchange website at www.bseindia.com, www.nseindia.com and on the Company's website www.insecticidesindia.com
- b) The interim consolidated financial results have been prepared in accordance with the Indian Accounting Standard (Ind AS), the provisions of the Companies Act, 2013 ("the Act"), as applicable and guidelines issued by the Securities and Exchange Board of India ("SEBI"). The Ind AS are prescribed under Section 133 of the Act read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and amendments thereto.
- c) The Group is in the business of manufacturing and distribution of Agro-Chemicals and accordingly has one business segment viz "Agro-Chemicals" comprising of Technical & Formulation.
- d) The figures for the quarter ended March 31, 2019 and the quarter June 30, 2018, included in the Consolidated Unaudited Financial Results for the quarter ended June 30, 2019 have been approved by the Company's Board of Directors, but have not been subjected to review as the mandatory requirement for limited review has been made applicable for periods beginning April 1, 2019, pursuant to Regulation 33(8) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
- e) **Adoption of Ind AS 116 Leases:** Effective April 1, 2019 (transition date), the Group has adopted Ind AS 116 "Leases" and applied to all lease contracts existing on April 1, 2019 using the modified retrospective method. At the transition date, the Right-of-Use asset (ROU) is measured at an amount equal to the lease liability adjusted by the amount of prepaid or accrued lease payments. Accordingly the comparative information is not restated. The effect of this adoption is insignificant on the profit and earnings per share for the quarter.
- f) Previous period figures have been re-grouped and/ or re-arranged wherever necessary to make their classification comparable with the current quarter.

For and on behalf of the Board



Rajesh Aggarwal
Managing Director
DIN : 00576872

Place: Delhi

Date: August 02, 2019

Insecticides (India) Limited

CIN: L65991DL1996PLC083909; Regd. Office: 401-402, Lusa Tower, Azadpur Commercial Complex, Delhi - 110 033;

Telefax.: 011-27679700 - 05; Website: www.insecticidesindia.com; E-mail: investor@insecticidesindia.com

STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019

(Rs. In Lacs, Except EPS)

Sl No.	Particulars	Quarter Ended			Year Ended
		30-06-2019	31-03-2019	30-06-2018	31-03-2019
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
I	Revenue from operations	35,836.15	19,893.66	31,892.60	1,19,194.54
II	Other Income	117.10	97.25	18.20	230.77
III	Total Income (I+II)	35,953.25	19,990.91	31,910.80	1,19,425.31
IV	Expenses				
	(a) Cost of materials consumed	21,321.98	18,539.87	17,756.27	1,02,916.79
	(b) Purchase of Stock-in-Trade	1,568.66	1,409.84	1,015.25	6,041.45
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2,185.08	(5,537.51)	3,256.55	(26,695.44)
	(d) Employee benefits expense	1,719.84	1,995.72	1,490.40	6,518.53
	(e) Finance Costs	688.10	630.09	288.93	1,522.20
	(f) Depreciation and amortization expense	588.09	491.51	482.38	1,968.10
	(g) Other expenses	2,729.16	599.08	2,816.35	11,853.04
	Total expenses	30,800.91	18,128.60	27,106.13	1,04,124.67
V	Profit before tax (III-IV)	5,152.34	1,862.31	4,804.67	15,300.64
VI	Tax Expenses				
	(1) Current Tax	1,561.71	(299.23)	1,392.56	3,798.67
	(2) Deferred Tax	(3.52)	(693.61)	12.96	(738.70)
	Total Tax Expenses	1,558.19	(992.84)	1,405.52	3,059.97
VII	Profit for the period (V-VI)	3,594.15	2,855.15	3,399.15	12,240.67
VIII	Other comprehensive income				
A	Items that will not be reclassified to profit or loss				
	(i) Changes in fair value of FVTOCI equity instruments	(74.01)	(49.17)	(66.62)	(443.08)
	(ii) Remeasurement of net defined benefit plans	(10.30)	(45.76)	1.55	(41.11)
	(iii) Income tax relating to these items	20.84	27.45	14.98	117.59
	Other comprehensive income for the period (net of tax)	(63.47)	(67.48)	(50.09)	(366.60)
IX	Total comprehensive income for the period (VII+VIII)	3,530.68	2,787.67	3,349.06	11,874.07
X	Paid up equity share capital (Face value Rs 10/- each)	2,066.78	2,066.78	2,066.78	2,066.78
XI	Earnings per share (of Rs. 10 each) (not annualised):				
	(a) Basic	17.39	13.81	16.45	59.23
	(b) Diluted	17.39	13.81	16.45	59.23

Notes:

- a) The Unaudited Standalone Financial results for First Quarter ended June 30, 2019 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at their meeting held on August 02, 2019. The Statutory Auditors have carried out a limited review of financial results for the quarter ended June 30, 2019 pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended. The Limited Review report and Quarterly Financial Results are available on the Stock Exchange website at www.bseindia.com, www.nseindia.com and on the Company's website www.insecticidesindia.com
- b) The above financial results have been prepared in accordance with the Indian Accounting Standard (Ind AS), the provisions of the Companies Act, 2013 ("the Act"), as applicable and guidelines issued by the Securities and Exchange Board of India ("SEBI"). The Ind AS are prescribed under Section 133 of the Act read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and amendments thereto.
- c) The Company is in the business of manufacturing and distribution of Agro-Chemicals and accordingly has one business segment viz "Agro-Chemicals" comprising of Technical & Formulation.
- d) The figures of the preceding quarter ended March 31, 2019 were the balancing figures between the audited figures for the full financial year ended March 31, 2019 and the year to date figures upto third quarter of that financial year.
- e) **Adoption of Ind AS 116 Leases:** Effective April 1, 2019 (transition date), the Company has adopted Ind AS 116 "Leases" and applied to all lease contracts existing on April 1, 2019 using the modified retrospective method. At the transition date, the Right-of-Use asset (ROU) is measured at an amount equal to the lease liability adjusted by the amount of prepaid or accrued lease payments. Accordingly the comparative information is not restated. The effect of this adoption is insignificant on the profit and earnings per share for the quarter.
- f) Previous period figures have been re-grouped and/ or re-arranged wherever necessary to make their classification comparable with the current quarter.

For and on behalf of the Board



Rajesh Aggarwal
Managing Director
DIN : 00576872

Place: Delhi

Date: August 02, 2019

Insecticides (India) Limited

CIN: L65991DL1996PLC083909

Regd. Office: 401-402, Lusa Tower, Azadpur Commercial Complex, Delhi - 110 033

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Website: www.insecticidesindia.com; E-mail: investor@insecticidesindia.com

EXTRACT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019

(Rs. In Lacs, Except EPS)

Sl.No.	Particulars	Standalone			Consolidated			Stanalone	Consolidated
		Quarter Ended			Quarter Ended			Year Ended	Year Ended
		30-06-2019 (Unaudited)	31-03-2019 (Audited)	30-06-2018 (Unaudited)	30-06-2019 (Unaudited)	31-03-2019 (Unaudited)	30-06-2018 (Unaudited)	31-03-2019 (Audited)	31-03-2019 (Audited)
1	Total Income from Operations	35,953.25	19,990.91	31,910.80	35,953.25	19,990.91	31,910.80	1,19,425.31	1,19,425.31
2	Net Profit for the period (before Tax)	5,152.34	1,862.31	4,804.67	5,168.91	1,869.23	4,820.84	15,300.64	15,341.35
3	Net Profit for the period (after Tax)	3,594.15	2,855.15	3,399.15	3,610.72	2,862.07	3,415.32	12,240.67	12,281.38
4	Total Comprehensive Income for the period [Comprising Profit for the period (after tax) and Other Comprehensive Income (after tax)]	3,530.68	2,787.67	3,349.06	3,546.67	2,794.03	3,365.36	11,874.07	11,914.61
5	Equity Share Capital	2,066.78	2,066.78	2,066.78	2,066.78	2,066.78	2,066.78	2,066.78	2,066.78
6	Reserves (excluding Revaluation Reserves) as shown in the Audited Balance Sheet of the Previous Financial Year	-	-	-	-	-	-	64,067.97	64,133.60
7	Earnings Per Equity Share (Face Value of Rs. 10/- each) (not annualised)								
	Basic	17.39	13.81	16.45	17.47	13.85	16.52	59.23	59.42
	Diluted	17.39	13.81	16.45	17.47	13.85	16.52	59.23	59.42

Notes:

- a) The above is an extract of the detailed format of Quarterly Financial Results filed with the Stock Exchange under Regulation 33 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended. The full Format of the Quarterly Financial Results and Explanatory Notes are available on the Stock Exchange website at www.bseindia.com, www.nseindia.com and on the Company's website www.insecticidesindia.com

**For and on behalf of the Board of Directors
Insecticides (India) Limited**



Rajesh
Sd/-
Rajesh Aggarwal
Managing Director
DIN : 00576872

Place: Delhi

Date: August 02, 2019

S S Kothari Mehta & Company

Chartered Accountants
68, Okhla Industrial Area, Phase-III
New Delhi -110020

Devesh Parekh & Co.

Chartered Accountants
675, Aggarwal Cyber Plaza-2,
Netaji Subhash Place, Pitampura, Delhi-110034

Independent Auditor's Limited Review Report on unaudited standalone financial results of Insecticides (India)Limited for the quarter ended June 30, 2019

To
The Board of Directors
Insecticides (India) Limited
New Delhi

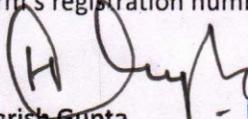
We have reviewed the accompanying statement of unaudited standalone financial results **Insecticides (India) Limited**("the Company") for the quarter ended June 30, 2019 ("the Statement"), being submitted by the Company pursuant to requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, as amended.

This statement is the responsibility of the Company's management and has been approved by the Board of Directors. The preparation of the statement is in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards 34, "Interim Financial Reporting", prescribed under section 133 of the Companies Act, 2013 read with the relevant rules thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

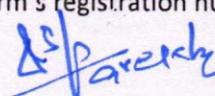
Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results prepared in accordance with the applicable Indian Accounting Standards (Ind-AS) prescribed under section 133 of the Companies Act, 2013, read with relevant rules issued thereunder, and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S S Kothari Mehta & Company
Chartered Accountants
Firm's registration number: 000756N


Harish Gupta
Partner
Membership number: 098336
UDIN No. 19098336AAAABX3478



For Devesh Parekh & Co.
Chartered Accountants
Firm's registration number: 013338N


Devesh Parekh
Partner
Membership number: 092160
UDIN No. 19092160AAAADH5501



Place: New Delhi
Date: August 02, 2019

S S Kothari Mehta & Company

Chartered Accountants
68, Okhla Industrial Area, Phase-III
New Delhi -110020

Devesh Parekh & Co.

Chartered Accountants
675, Aggarwal Cyber Plaza-2,
Netaji Subhash Place, Pitampura, Delhi-110034

Independent Auditor's Limited Review Report on consolidated unaudited financial results of Insecticides (India)Limited for the quarter ended June 30, 2019.

To
The Board of Directors
Insecticides (India)Limited
New Delhi

1. We have reviewed the accompanying statement of consolidated unaudited financial results ('the Statement') of Insecticides (India) Limited ('the Company') and its jointly controlled entity (the Company and its jointly controlled entity together referred to as 'the Group') for the quarter ended June 30, 2019, being submitted by the group pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. Attention is drawn to the fact that the consolidated figures for the corresponding quarter ended June 30, 2018 and preceding March 31, 2019, as reported in these financial results have been approved by the Company's Board of Directors, but have not been subjected to review.
2. This statement, which is the responsibility of the Company's management and has been approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards 34, "Interim Financial Reporting" ("Ind AS 34"), prescribed under section 133 of the Companies Act, 2013 read with the relevant rules thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the financial results of the following entity:

Joint Venture
OAT & IIL India Laboratories Private Limited



S S Kothari Mehta & Company

Chartered Accountants
68, Okhla Industrial Area, Phase-III
New Delhi -110020

Devesh Parekh & Co.

Chartered Accountants
675, Aggarwal Cyber Plaza-2,
Netaji Subhash Place, Pitampura, Delhi-110034

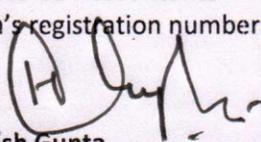
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. The consolidated unaudited financial results includes the Group's share of net profit after tax of Rs. 16.57 lacs and total comprehensive income of Rs. 15.98 lacs for the quarter ended 30 June 2019, as considered in the consolidated unaudited financial results, in respect of joint venture, based on their interim financial results which have not been reviewed by their auditors. According to informations and explanations given to us by the Management, these interim results are not material to the Group.

Our conclusion on the statement is not modified in respect of the above matters.

For S S Kothari Mehta & Company

Chartered Accountants

Firm's registration number: 000756N



Harish Gupta

Partner

Membership number: 098336

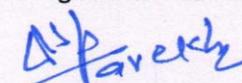
UDIN No. 19098336AAAABY1461



For Devesh Parekh & Co.

Chartered Accountants

Firm's registration number: 013338N



Devesh Parekh

Partner

Membership number: 092160

UDIN No. 19092160AAAADI8129



Place: New Delhi

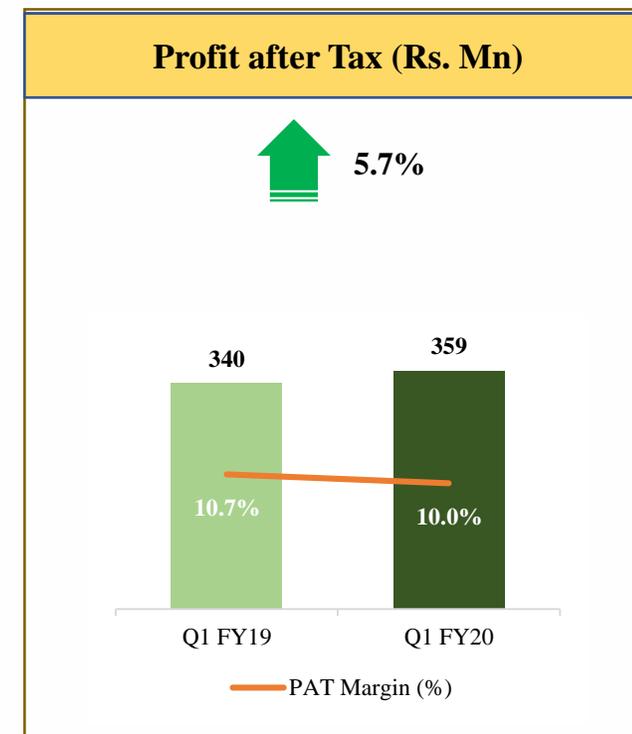
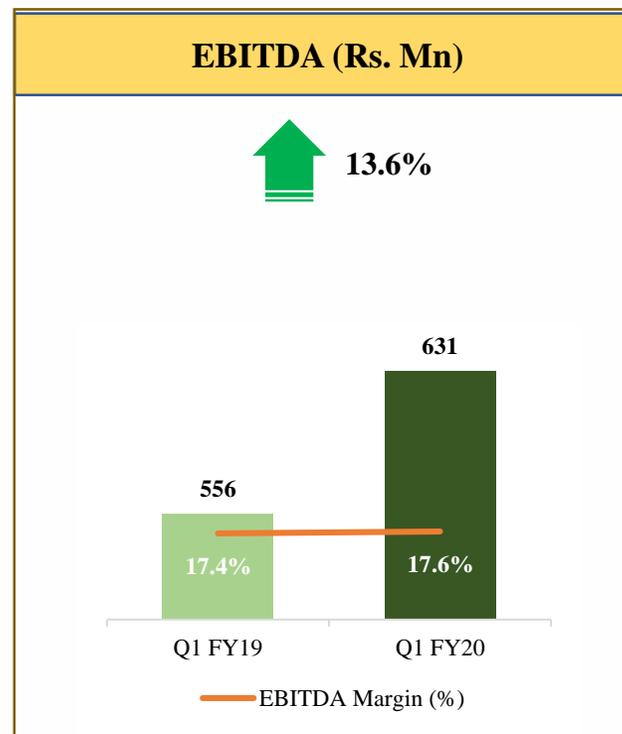
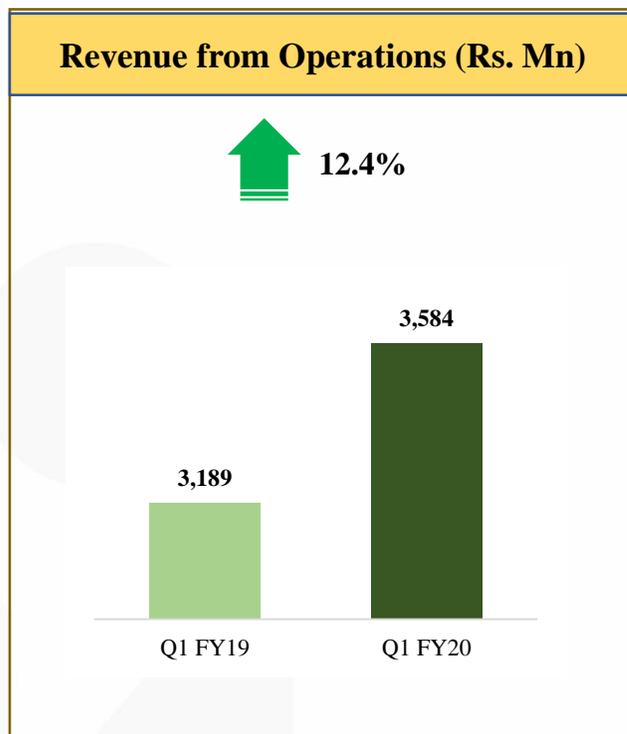
Date: August 02, 2019



(BSE: 532851 NSE: INSECTICID)

Q1 FY2020 Earnings Presentation

Q1 FY2020 Highlights



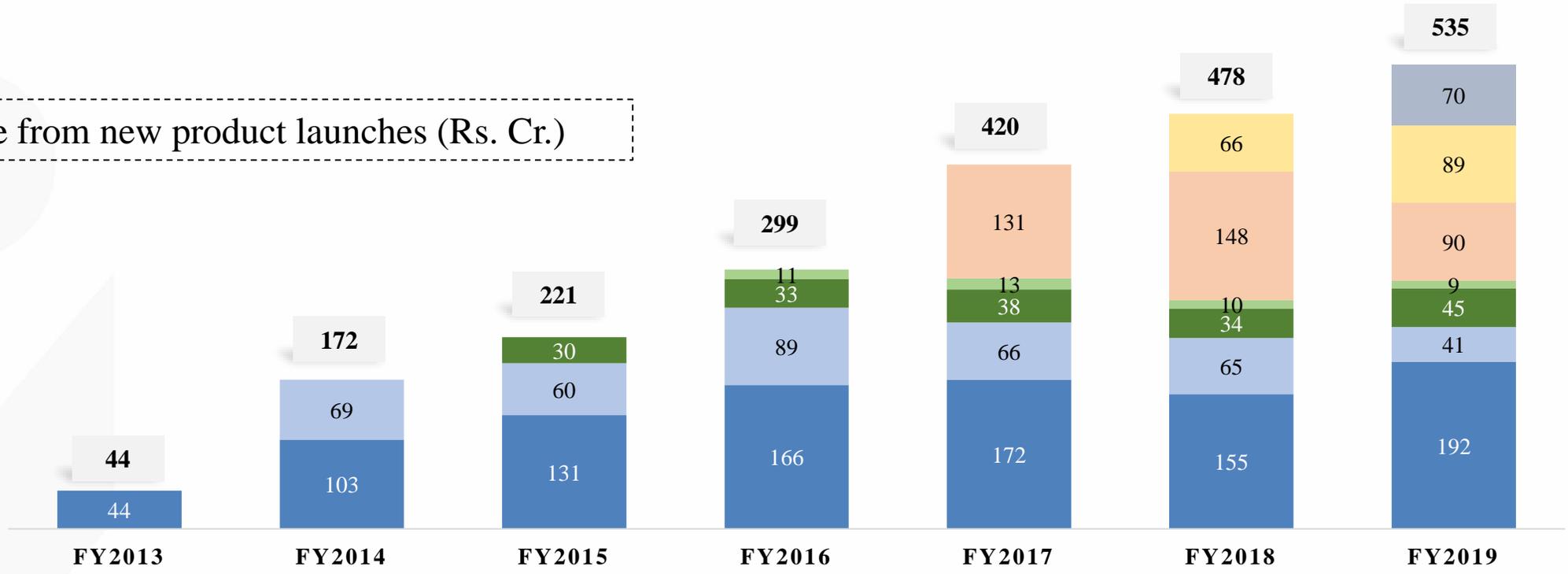
Quarterly Highlights:

- Revenue growth of 12.4% was primarily driven by sales of other branded products and B2B technical sales. However, Maharatna products sales were flat during the quarter and is expected to pick up in the coming quarter with the onset of the monsoon
- Delivered strong EBITDA and Net Profit growth of 13.6% and 5.7% respectively

Products Freshness Index

Proven track record of successful new product launches exhibits IIL's strong R&D capabilities and continues to provide competitive edge

Revenue from new product launches (Rs. Cr.)



New Products launched during the year	5	5	3	2	5	5	8
% of Revenue from Operations	7.1%	19.9%	22.9%	30.3%	37.9%	43.1%	44.9%

Management Commentary

Commenting on the results, Mr. Rajesh Aggarwal, Managing Director, said:

“FY2020 started on a negative note with delay in sowing season due to 15-20 days postponement in monsoon. Rainfall for the season was also deficit by 16%, which further aggravated the decline in demand for agrochemicals. Despite subdued domestic environment, Insecticides India was able to deliver a resilient performance with growth in revenues and maintain profitability margins due to our strong product portfolio and greater market acceptability of products among farmers.

I am pleased to report that the Company recorded revenue from operations of Rs. 358 crores in Q1 FY2020, representing a growth of 12.4% on Y-o-Y basis. The Company delivered EBITDA of Rs. 63 crores in Q1 FY2020 an increase of 13.6% year on year basis. EBITDA margins improved marginally to 17.6% as compared to 17.4% in Q1 FY2019. Net profit for the quarter was Rs. 36 crores, an increase of 5.7% with margins of 10%.

Our R&D team continues its endeavor to develop innovative products and we have launched 3 new products during Q1 FY2020. Furthermore, I am delighted to report that we have received patent of our Maharatna product AIKIDO and expect it to contribute to our profitability going forward. Our total products approved under 9(3) category stands at 15. In the fiscal year FY2020, we plan to launch 10 new products augmenting our product portfolio.

With the onset of monsoon at the end of Q1FY20, uptick in demand for agrochemicals is expected in the coming quarters and we are confident on meeting our full year targets. We continue to implement IIL strategic plan and generate value for all our stakeholder through new innovative product launches, improved product portfolio, expanding distribution networks and investing in R&D.”



Growth Strategy

Phase out Generic Products

- Gradual reduction in the sale of Generic products (high volume-low margin) for fiscal year is on expected lines
- Introduction of new products in the Maharatna category

Backward and Forward Integration

- Moving on the strategic path of backward and forward integration
- Capitalize on the Make in India initiative
- Will result in better margins across technicals and formulations

Optimum Capital Structure and Operational Efficiency

- Strong cash flow generation
- Capex of Rs. 1 bn in next 2-3 years for synthesis facilities in Gujarat and Rajasthan

R& D will results in New product launches

- Focus on in-house R&D and international partners to launch new products
- Launched 3 new products during Q1 FY2020
- Expected 10 new products in full year FY2020

Focussed Approach on Biologicals

- Developed and commercialized VAM (Vascular Arbuscular Mycorrhizae)
- Developed and commercialized soil energizer, Kayakalp
- Development of 3-4 new biological products is in pipeline

Exports

- Working on registration in new countries with 100+ export agreements
- Expanding in new geographies: Exporting to 20+ countries
Expand to 25+ countries by the end of FY2020

Business Overview



Insecticides India - A Leading Agro Chemicals Manufacturing Company

Engaged in the manufacturing and marketing of crop-protection products

Four product categories: Insecticides, Herbicides, Fungicides, Biologicals and Plant Growth Regulators (PGRs)

Distribution network of 375+ SKUs, 5,000+ distributors and 60,000+ retail networks

Total 15 registration approved under 9(3)

4 R&D centers – Developing a comprehensive range of agro chemical products

State-of-the-art manufacturing facilities in Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir) and Dahej (Gujarat)

Owner of the prestigious Tractor brand, highly popular among the farmers

Rs. 358 Cr
Q1 FY20 Sales

60,000+
Retail Outlets

100+
Formulation Products

21+
Technical Products

20+
Maharatna Products

3
Q1 FY2020 New product launches*

10
Full Year Target of New Product launches*

1,200+
Employees

Note: For fiscal year FY2019

*New products also include new Maharatna Products

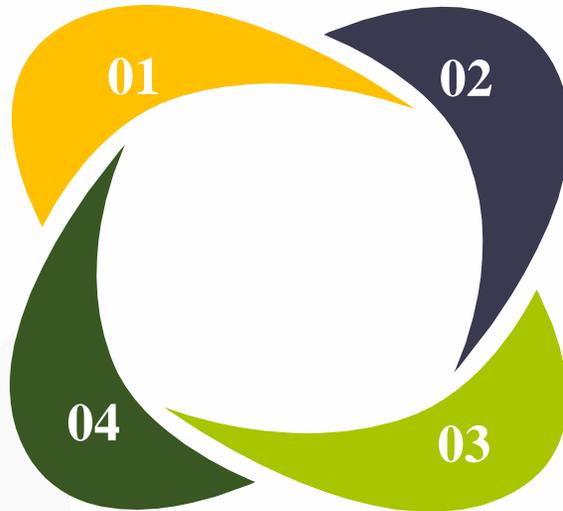
Capabilities and Geographical Presence

R & D

- NABL QC Labs
- In-house R&D Centre
- JV with OAT Agrio Co. Japan for dedicated R&D Centre

Development & Training

- Emphasis on field activities
- Farmer awareness
- Sales force training

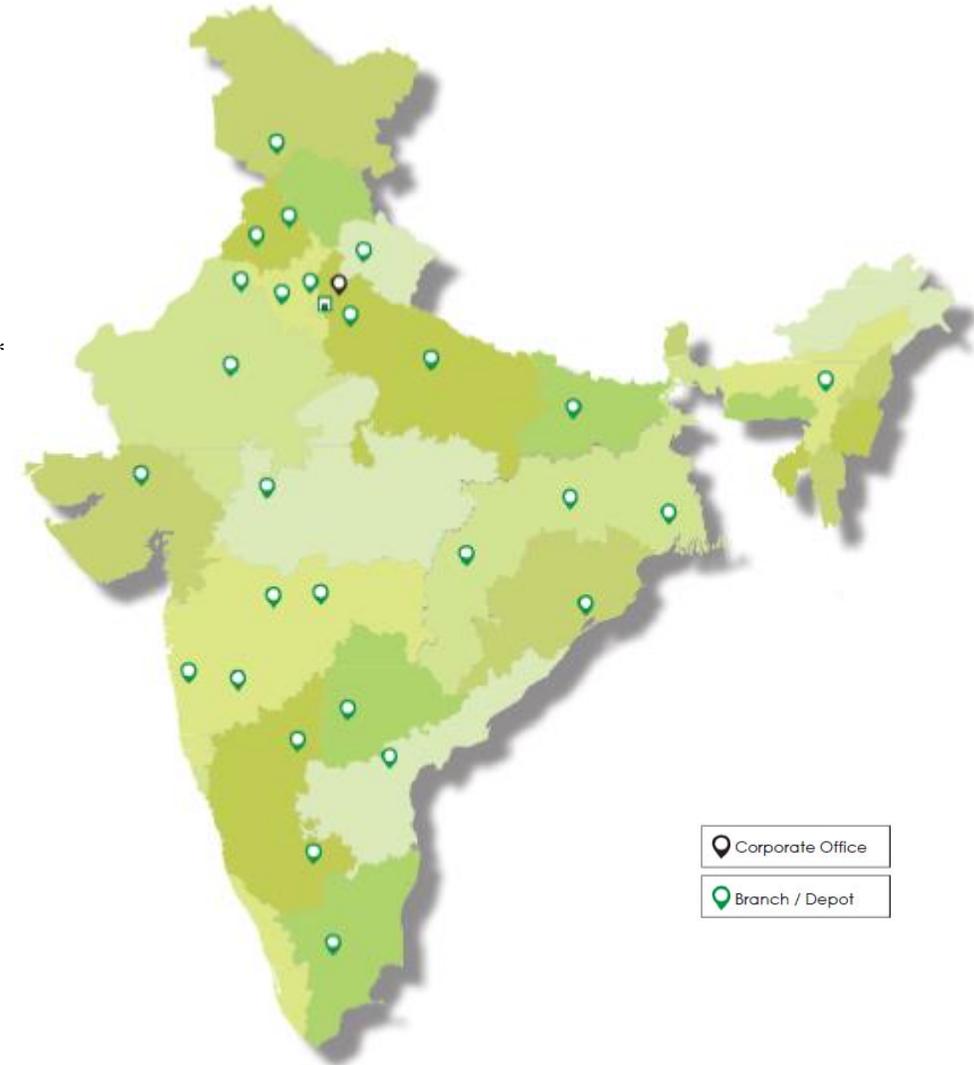


Manufacturing

- 5 Formulations plant
- 2 Technical synthesis plants
- 1 Biological manufacturing plant*

Marketing

- Sale & market development
- Branding
- International tie ups and collaborations
- Evolving media mix



*Under toll arrangement

Leading Maharatna Brands



- PULSOR** : Systemic fungicide with preventive and curative action; controls Rice Sheath Blight
- LETHAL** : Organo-phosphorus group of insecticides; controls insects through contact, stomach and vapour action
- GREEN LABEL** : Specialist of weed control in paddy; in line with 'Make in India'
- HAKAMA** : Post-emergence selective herbicide; controls narrow leaf weeds across leaf crops
- XPLODE** : Naturally derived insecticide; controls all Lepidopteran stages
- AIKIDO** : Launched in technical collaboration with Nihon Nohyaku, Japan, providing complete protection from brown plant hoppers, white plant hoppers and leaf folder to paddy crop
- SOFIA** : Broad spectrum fungicide which gives complete protection from various diseases in different crops
- MYCORAJA** : Bio product equipped to promote healthy growth and greater nutrient absorption in a wide range of crops, oilseeds and cotton
- HIJACK** : Non-selective systemic herbicide, control annual and perennial weeds
- FLITE** : Broad spectrum non-systemic herbicides; effective against annual, perennial and broad leaf / grassy weeds

Aggregate Installed Capacity

19,400 KLPA
Liquid

75,750 MTPA
Granules

18,770 MTPA
Powder

13,800 MTPA
Active Ingredient & Bulk



Research & Development



State-of-the-art in house R&D centre established in 2005, augmented by product innovation R&D center, 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

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

- 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
- One of its kind breeding centers, bio assay rooms and spray cabinets

Technical collaboration with international partners for manufacturing and marketing innovative products:

- AMVAC (USA), Momentive (USA), Nissan Chemical Corporation (Japan), Nihon Nohyaku (Japan)

6 Patents Received

22+ Patents Pending

59+ New Processes Developed

60+ Scientists in R&D Centres

Short Term: Launch new generic products going off-patent (Reverse Engineering)



Medium Term: To launch latest technology products through international partners; launch new combination products



Long Term: Launch proprietary discovery products (chemicals and biologicals)

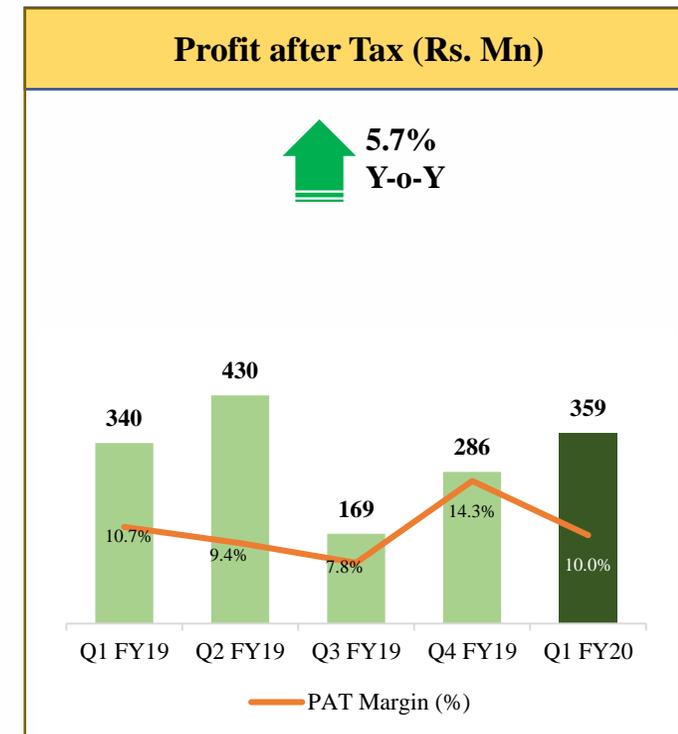
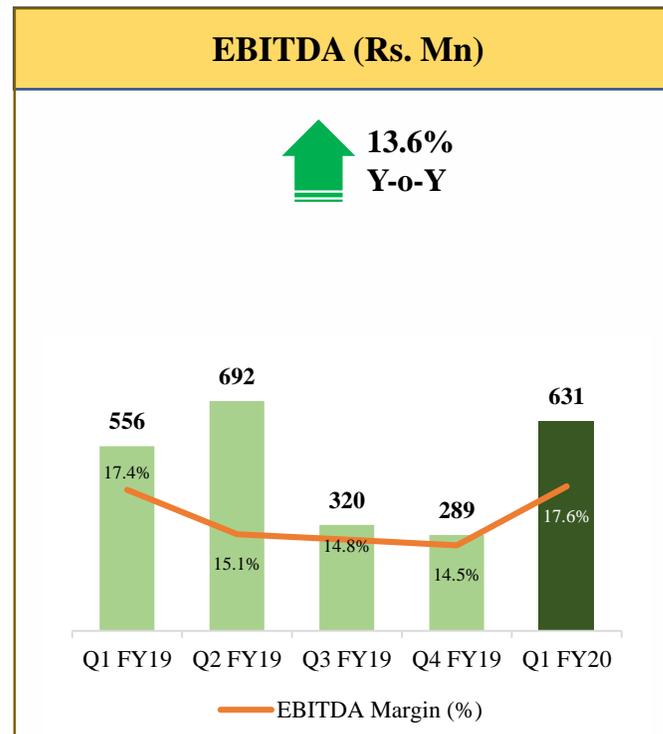
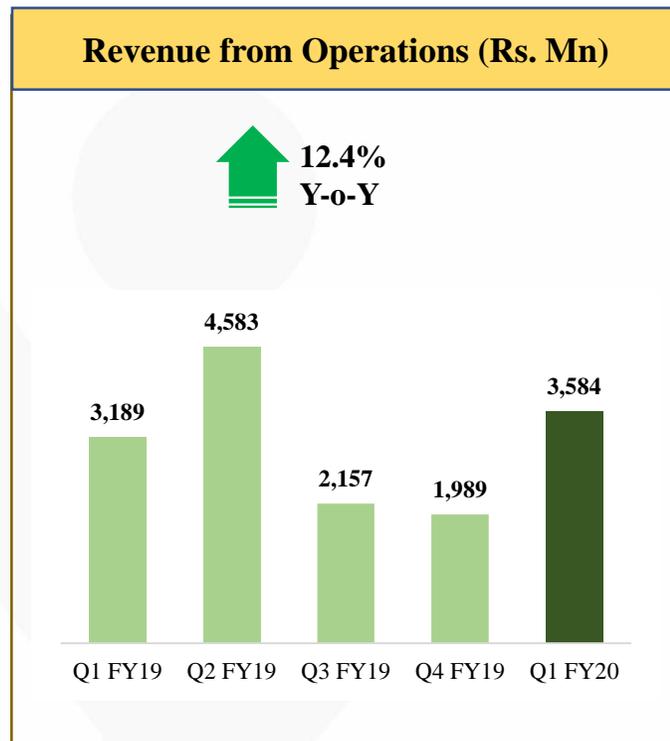
Financial Performance



(Rs. Million)	Q1		Y-o-Y	Q4	Q-o-Q	Full Year		Y-o-Y
	FY2020	FY2019	Growth(%)	FY2019	Growth(%)	FY2019	FY2018	Growth(%)
Operating Revenue (net of excise)	3,584	3,189	12.4%	1,989	80.1%	11,919	10,733	11.1%
Other Income	12	2	543.4%	10	20.4%	23	32	(28.8)%
Total Revenue	3,595	3,191	12.7%	1,999	79.8%	11,943	10,765	10.9%
EBITDA	631	556	13.6%	289	118.6%	1,856	1,478	25.6%
EBITDA Margin (%)	17.6%	17.4%		14.5%		15.6%	13.8%	
EBIT	584	509	14.7%	249	134.3%	1,682	1,340	25.5%
EBIT Margin (%)	16.2%	16.0%		12.5%		14.1%	12.4%	
Profit After Tax (PAT)	359	340	5.7%	286	25.9%	1,224	840	45.8%
PAT Margin (%)	10.0%	10.7%		14.3%		10.2%	7.8%	
Basic EPS	17.39	16.45	5.7%	13.81	25.9%	59.23	40.63	45.8%

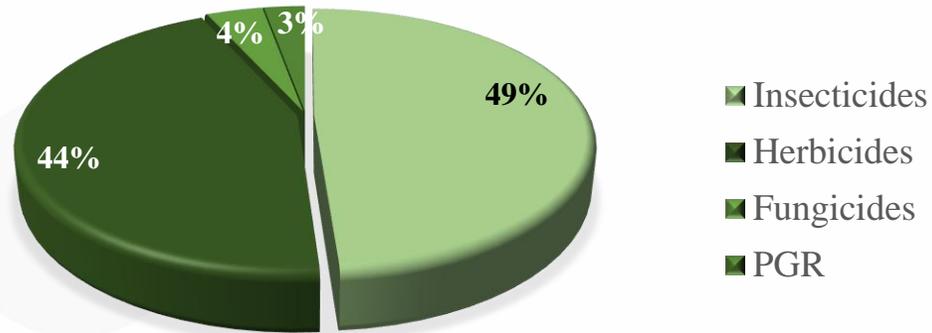
Note: EBITDA Margins are calculated on Operating Revenue

Financial Trends - Quarterly

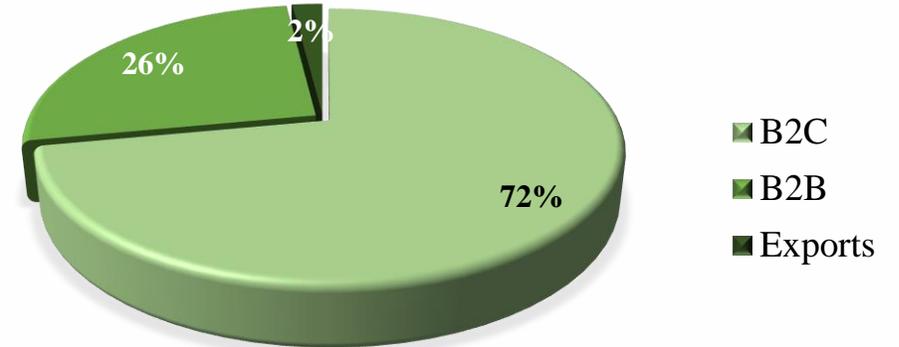


Segment Reporting – Q1 FY2020

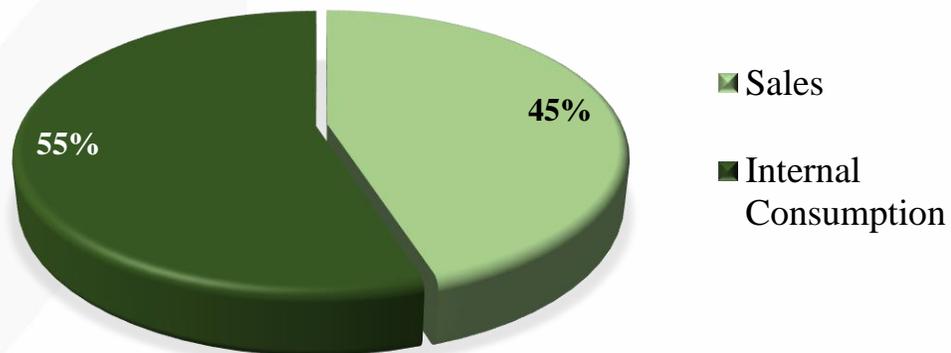
Gross Sales by Product Category



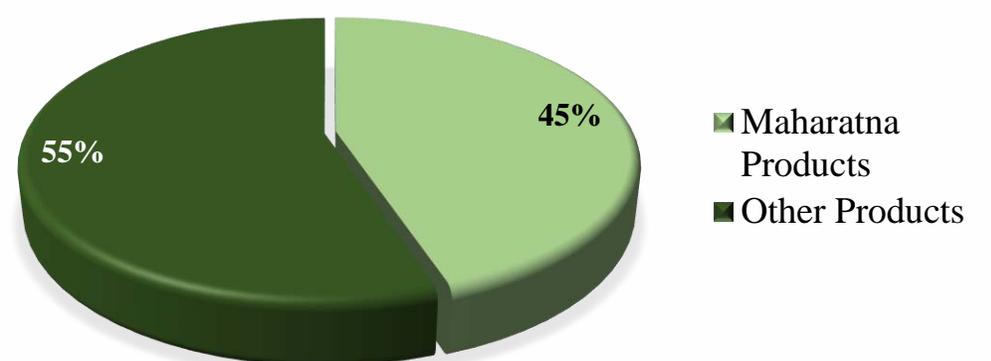
Gross Sales by Segment



Gross Sales vs Internal Consumption

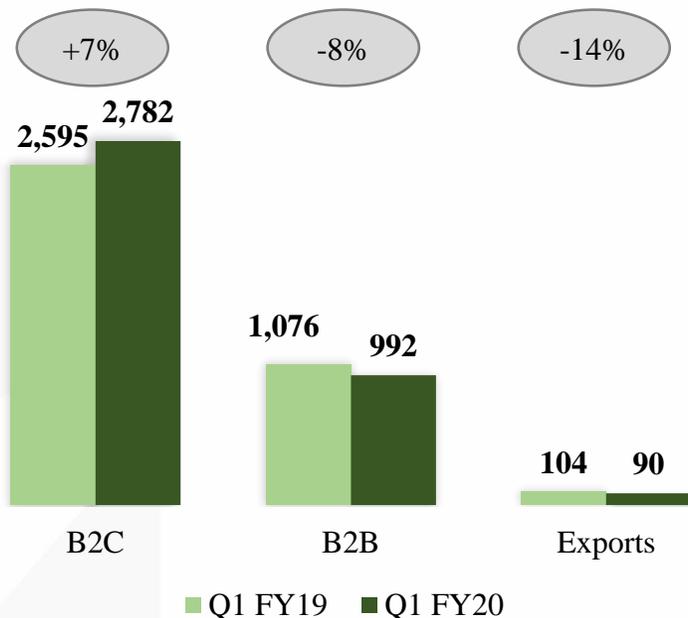


Breakdown of Top Seller Range in B2C



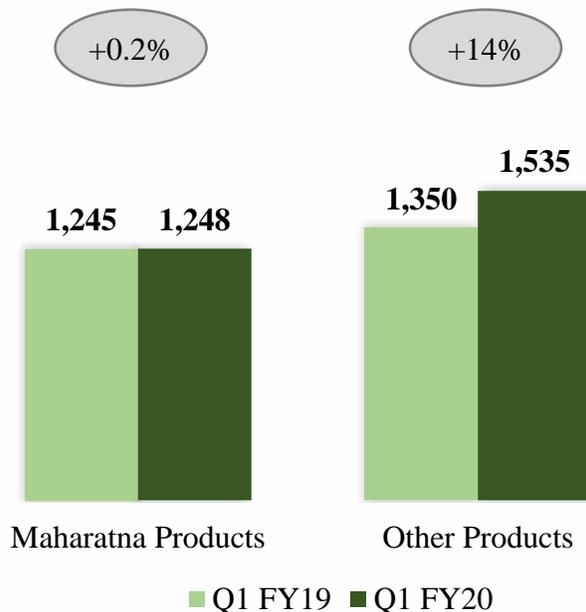
Segment Reporting – Q1 FY2020

Gross Sales by Segment (Rs. Mn)



- Growth in sales of B2C segment continued its momentum with technical, formulated products and exports experiencing subdued economic environment headwinds
- B2C increased from Rs.2,595 Mn in Q1 FY19 to Rs. 2,782 Mn in Q1 FY20, a growth of 7% on Y-o-Y basis

Gross Sales by Emphasized Product Category (Rs. Mn)



- Sales of Maharatna products remained resilient; contributing 45% towards revenue (compared to 48% in Q1 FY19)

Recent Announcements

Patent received for Insecticidal Combination and Process of "Suspension Concentra TE (Sc) Formulation Comprising Buprofezin And Fipronil"

Term of 20 years, from 2nd December 2014

- Sold under the Brand Name "AIKIDO"
- Launched in technical collaboration with Nihon Nohyaku, Japan
- Product gives complete protection from brown plant hoppers (BPH), white plant hoppers (WBPH) and leaf folder, which destroy about 25-30 percent of paddy crop in the country every year
- Use of Aikido also exhibits ovicidal action by reducing the egg laying ability of BPH and the nymphs are not able to hatch properly from the treated eggs
- Other than paddy, Aikido is also found effective on vegetables for higher yields.



FY2020 Outlook



Opportunities

India is currently the world's fourth largest producer of agrochemicals. Favourable manufacturing opportunities for agrochemical companies in India



Quarterly Outlook

The quarter is expected to be positive with forecasted near normal rainfall and delayed-yet-better sowing season



Monsoon

South-west monsoon expected to be near-normal, with 96% rainfall over a long-period average
El Nino conditions are projected to weaken, with minimal impact on sowing season of Kharif crops



Exports Surge

The Company will evaluate and expand in new growth opportunities in the exports market



Public Policy

A stable government, post General Elections, will ensure strong economic growth and provide necessary momentum to transform India into a globally competitive manufacturing hub for agrochemicals and fulfill the objective of doubling the farm incomes by 2020

Disclaimer



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Insecticides India Limited (“Insecticides India” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Insecticides India undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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