

INDIA PESTICIDES LIMITED

An ISO 9001:2015, 14001:2015, 45001:2018 and 10002:2018 Company
CIN No. L24112 UP1984PLC006894



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Date: August 07, 2022

To

The Manager, Listing Department BSE Limited P. J. Towers, Dalal Street, Mumbai-400001 Scrip Code: 543311 ISIN: INE0D6701023	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 Unaudited Financial Results for quarter ended 30th June, 2022.

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investor Presentation in connection with Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June, 2022.

The same will also be available on the Company's website:

<https://www.indiapesticideslimited.com/InvestorRelations.php>.

Kindly take the above on record.

Thanking you,

Yours faithfully,

For India Pesticides Limited

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(AJEET PANDEY)

Company Secretary and Compliance Officer

Membership No.: A42500





INDIA PESTICIDES LIMITED



Q1 FY23 EARNINGS PRESENTATION

www.indiapesticideslimited.com

Q1 FY23

INR 2,217 mn

Revenue

INR 1,120 mn

Gross Profit | Margin 50.5%

INR 590 mn

EBITDA | Margin 26.6%

INR 565 mn

EBIT | Margin 25.5%

INR 411 mn

PAT | Margin 18.5%

Sales Growth across product category; Pretilachlor Technical 2,000 TPA capacity launched

“During the quarter our revenue grew by 27.4% supported by increased demand of existing products and new product launches. The ongoing global uncertainties had an impact on raw material prices during the quarter and increased energy cost resulted in margin decline.

We launched first phase of our backward integration for Pretilachlor Technical of 2,000 TPA during Q1 FY23. This will be manufactured in our existing facility at Sandila Plant, which will further safeguard us from any supply chain challenge of the intermediate which is largely imported. We are planning to expand it further in the current fiscal year. The primary application for the chemical is as herbicide for rice plantation. We anticipate a good market potential for this product. The manufacturing process was developed indigenously by our R&D and project engineering teams. This brings our total Technical manufacturing capacity at Sandila to 21,400 TPA. We are also progressing positively towards Hamirpur Facility where EIA report is under completion and is expected to be submitted by August end.

Looking forward we will continue our journey towards building long-term relationships with all stakeholders by delivering as per everyone's expectations. We are consistently working towards our vision of supporting chemical business and farmers across world by producing superior value chemicals by integrating quality and efficiency,”

Anand Swarup Agarwal, Chairman

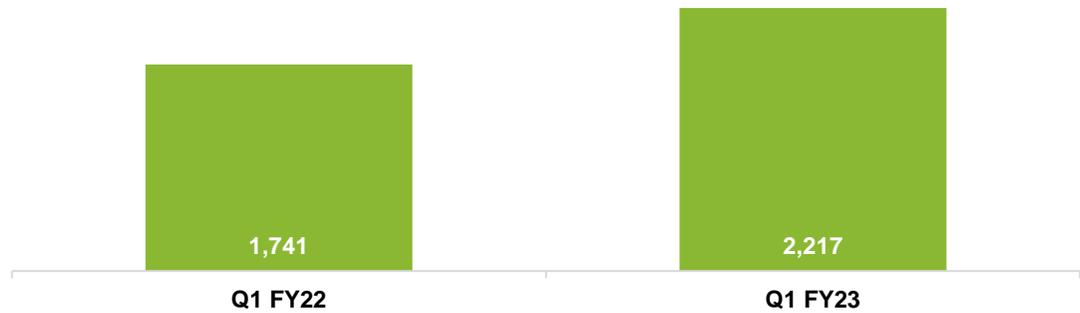
Q1 FY23 Performance Highlights



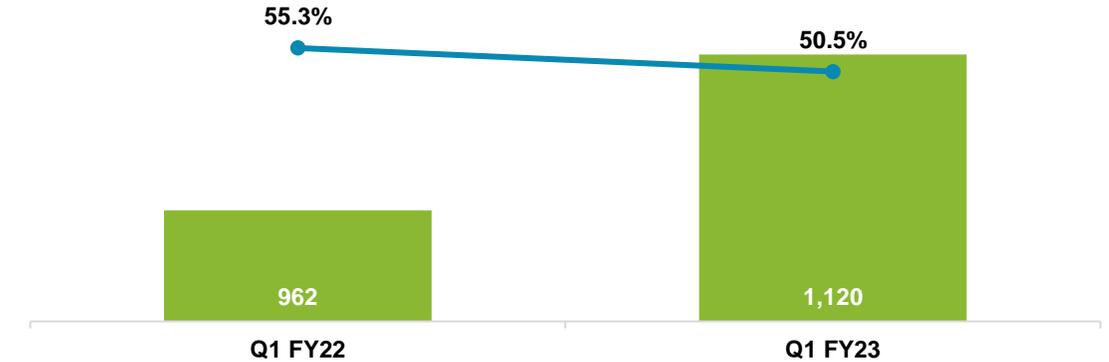
Robust Revenue growth of 28%; Decline in margins due to spike in raw material and energy cost

Rs in Million

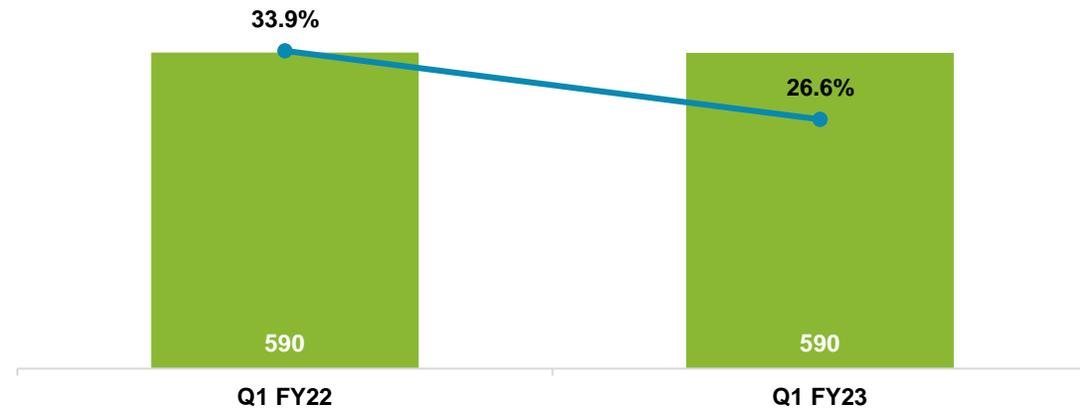
Total Income



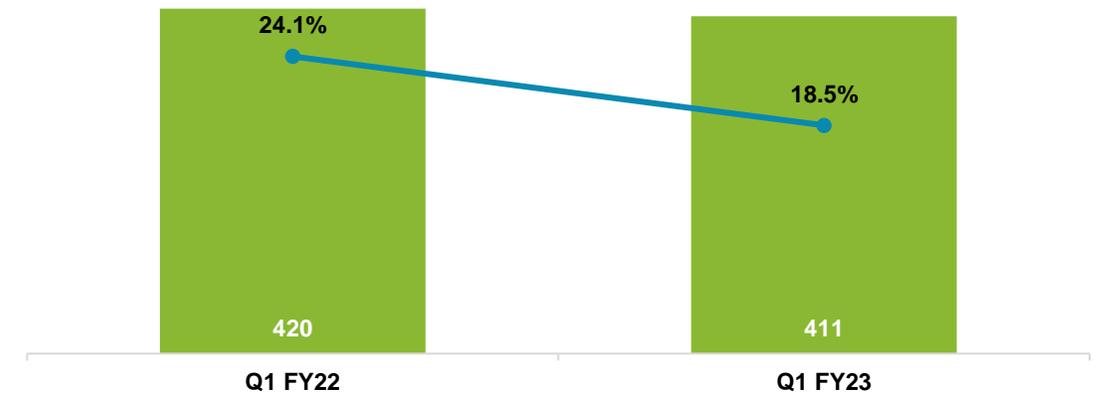
Gross Profit



EBITDA



PAT



Performance Summary



Robust growth supported by unique diversified product offerings

(Rs. Million)	Q1 FY23	Q1 FY22	Y-o-Y Change (%)	FY22	FY21	Y-o-Y Change (%)
Total Income	2,217	1,741	27.4%	7,293	6,554	11.3%
Gross Profit	1,120	962	16.4%	4,028	3,450	16.8%
<i>Gross Margin (%)</i>	<i>50.5%</i>	<i>55.3%</i>		<i>55.2%</i>	<i>52.6%</i>	
EBITDA	590	590	(0.1)%	2,270	1,895	19.8%
<i>EBITDA Margin (%)</i>	<i>26.6%</i>	<i>33.9%</i>		<i>31.1%</i>	<i>28.9%</i>	
EBIT	565	573	(1.4)%	2,185	1,834	19.1%
<i>EBIT Margin (%)</i>	<i>25.5%</i>	<i>32.9%</i>		<i>30.0%</i>	<i>28.0%</i>	
PAT	411	420	(2.2)%	1,580	1,345	17.5%
<i>PAT Margin (%)</i>	<i>18.5%</i>	<i>24.1%</i>		<i>21.67%</i>	<i>20.5%</i>	

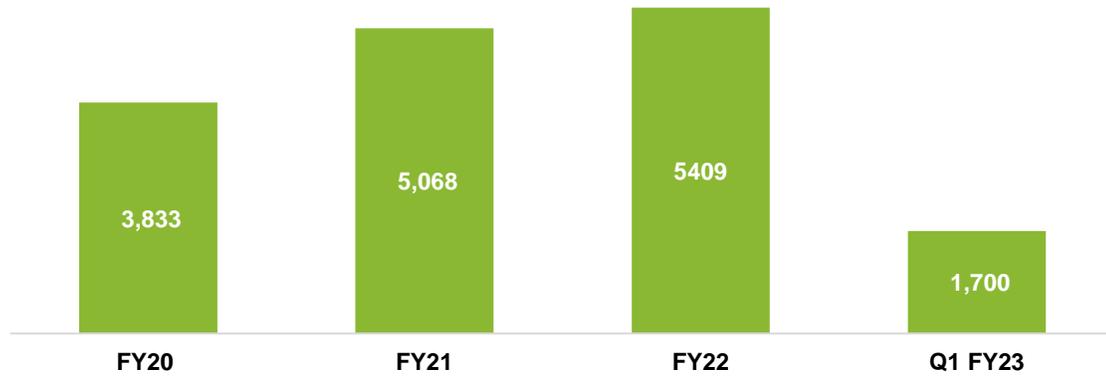
Revenue Break-up



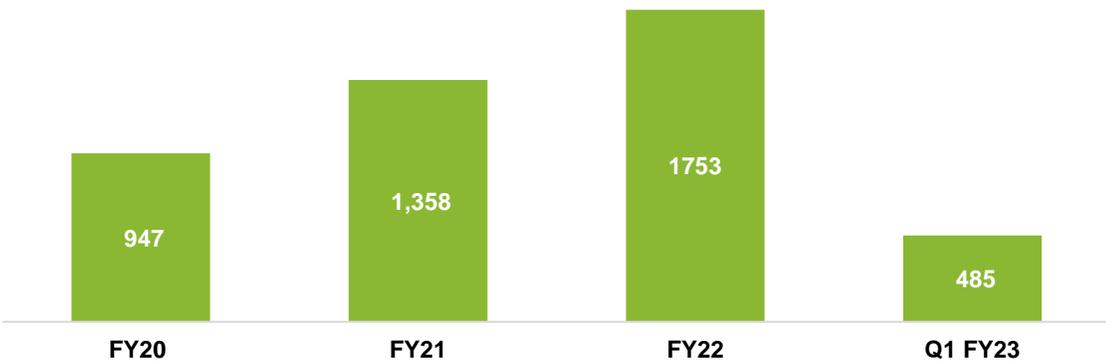
Technicals + APIs constitute 78% of total revenue during Q1 FY23

Rs in Million

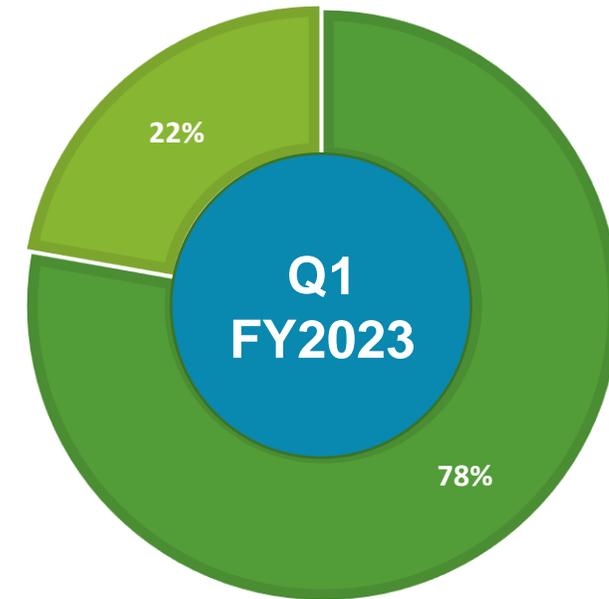
Technicals + API



Formulation



Revenue Share



■ Technical + API ■ Formulations

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



2

Active Manufacturing Facility



2

In-house Laboratories



25+

Exporting Countries



60%~

Local Raw Material Sourcing



55%~

Top 10 Customer Revenues

- An R&D driven chemical manufacturer of Agro-Technicals & APIs, along with growing Formulation's business
- Focus on quality and sustainability and none of the key Technicals are classified as 'red triangle' or highly toxic products
- Sole Indian manufacturer and leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity
- Present installed capacity of Technicals increased to 23,500 MT from 21,500 MT as on 31.03.2022 after launch of 2,000 MT capacity during Q1 FY23
- Manufacturing facilities in Lucknow & Hardoi districts in Uttar Pradesh
- 2 Advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)

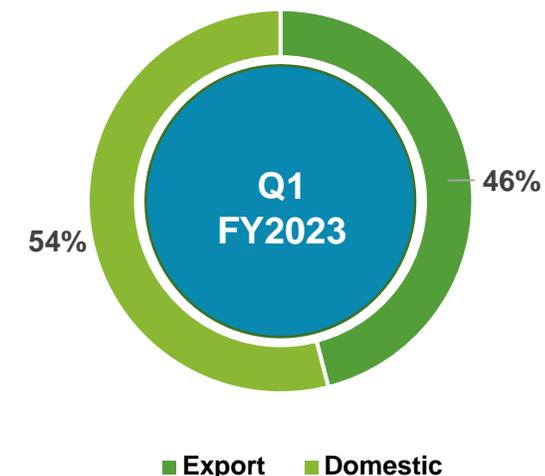
Business Overview



Sole Indian manufacturer of certain Technicals and among the leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity

Key Technicals	Category	Application
Prosulfocarb	Herbicide	Used in field crops, such as, wheat and potatoes
Pretilachlor	Herbicide	Widely used for protecting rice crop
Cymoxanil	Fungicide	Controls downy mildews of grapes, potatoes, vegetables and several other crops
Captan	Fungicide	Used for fruits, vegetables and ornamental plants
Folpet	Fungicide	Controls fungal growth at vineyards, cereals, crops and biocide in paints
Diafenthiuron	Insecticides	Used on Cotton plants
Thiamethoxam	Insecticides	A broad-spectrum systemic insecticide with several applications
Ziram	Fungicide	Used to protect apples, almonds, peaches, pears etc

Revenue Share



Branded Formulations

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

Manufacturing Facility and Sales Network



Regular inspection of manufacturing facilities by international clients, external governing authorities and internal team for QA & HSE systems for their products, facilitates continuous improvement in operations & processes

Manufacturing Facilities



Plants as on 30.06.22	Technicals (MTPA)	Formulations (MTPA)
Dewa Road, Lucknow	2,100	3,000
Sandila, Hardoi	21,400	3,500
Total	23,500	6,500



- Manufacturing Facilities
- Presence
- Sales Network
- R&D Centers
- Upcoming manufacturing facility

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

Hamirpur land acquired for new manufacturing facility

Capacity and Product Portfolio Expansion



Consistent efforts towards generating and serving future potential demand



+ 1000 MT Technical Capacity

- Sandila Technical Capacity : 18,400
- 2 technicals launched
- 25 acres land acquired at Hamirpur for new plant

Q3 FY22



+ 500 MT Technical Capacity

- Sandila Technical Capacity : 19,400
- 2 technicals launched
- Hamirpur Environment Clearance applied, and TOR received

Q1 FY23



Upcoming Expansion and Product Launch

- Capex outflow of Rs. 70 crore has been planned for FY23
- Targeting further increase of Sandila plant capacity by 4,000 MT
- 2 more manufacturing blocks at the existing Sandila facility are proposed to be used for herbicide Technicals & intermediates
- Hamirpur Plant to likely commence operations in FY23-24
- This is the 6th molecule launched by us in Q1 FY23 and is part of our earlier announced medium-term strategy of launching 8 new molecules



Q2 FY22

+ 500 MT Technical Capacity

- Sandila Technical Capacity : 18,900
- 2 chemical soft launched during quarter
- Hamirpur Land registration completed in October

Q4 FY22

+ 2000 MT Technical Capacity

- Sandila Technical Capacity : 21,400
- 1 intermediate/herbicide Launched
- EIA report for Hamirpur project is under completion and will be submitted by August end



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

Strategy

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

R&D and Product Portfolio Expansion



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

Enhancing deliberated approach on ESG & HSE



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

Capitalize on industry opportunities



- Periodic strategy reviews to align growth with opportunities in agro-chemicals market
- Employing a ‘China plus one’ strategy and reducing dependence on China
- Review and Create new client base

Cost optimization and Capacity Expansion



Our CSR Involvement



IPL's CSR Strategy revolves around our reverberating motto - "Care the World with Care".

While organization is expanding the list of products and production through new projects, we seriously recognize our Corporate Environmental Responsibility (CER) also combined with Corporate Social Responsibility (CSR).

Programs were planned in the first quarter with importance for "focused approach" and "sustainable results".

Food Tree Urban Forestation

- Outlined tree plantation plan with a methodology different from normal way
- Executed plan of actions through implementation agency – "Ehsaas", collaborated with School, Colleges, Universities and other organisation for their available land, involved Horticultural Experts for periodical care, and employed people inclined towards farming for daily care. Selected plants that give fruits and vegetables, which get deposited at the "Food Bank" that **benefits around 100 senior citizen widows** who have no next generation to feed them and are presently supported with monthly food through donations
- **1500+** plantations are done **at 3 locations** and more locations are lined-up for 2nd quarter

Promoting Renewable Energy

At the adopted two villages of IPL – Som & Morar Nagar where our project – Samagra Sudhar delivers progress, concerns of insecurity for children, girls and women after it becomes dark & irregular supply of electricity was addressed through installing 18 Solar Street lights with auto on-off mechanism at the two villages **benefitting more than 2000 people**



IPL-CFO during the program at the Times of India premises



IPL-CEO Inaugurates Solar Street Lights at adopted villages

Upcoming CSR Initiatives :

Enhancing bio-diversity in Gomti River by removing wastes through Robotic Trash Boat

Steps to combat Child Sexual Abuse and create friendly atmosphere for victims to revive

Re-activate Aanganwaadi functions in structured way at the villages

Enhancing required facilities for children at schools in villages

Creating sports ground at villages to nurture aspiring sportspersons



Board and Management is committed to continuous growth and sustainability

Consistent growth with sustainable margins

Net cash company with significant reduction in long term borrowings and increased cash flow from operations

Higher return ratios due to efficient capital and asset utilization

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

Sole Indian manufacturer of certain Technicals and among the leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity

R&D at core supports continuous product development and innovation

Manufacturing capacity expansion will create economies of scale and improve efficiency in manufacturing processes

Product portfolio and capacity expansion will be driving factors for growth

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; the extent and duration of the effects of the COVID-19 pandemic; 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

For further information, please contact

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