

Regd. & Corporate Office : 401-402, Lusa Tower
Azadpur Commercial Complex, Delhi -110 033
Telefax : + 91 11 27679700-05 (6 Lines)
e mail : info@insecticidesindia.com
www.insecticidesindia.com
CIN : L65991DL1996PLC083909



insecticides
(INDIA) LIMITED

ISO 9001, 14001 & OHSAS 18001



CERTIFIED COMPANY

September 10, 2018

The Manager

Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E),
Mumbai- 400 051

Scip Code: 532851

Symbol: INSECTICID

Dear Sir/Madam,

Sub: Investor Presentation August 2018

With reference to above captioned subject, we hereby submit the Investor Presentation for the Month of August 2018.

This is for information and record purpose.

Thanking you,

Yours Truly,
For Insecticides (India) Limited

Sandeep Kumar
(Sandeep Kumar)
Company Secretary



Encl: As above



**Insecticides
(India) Ltd.**

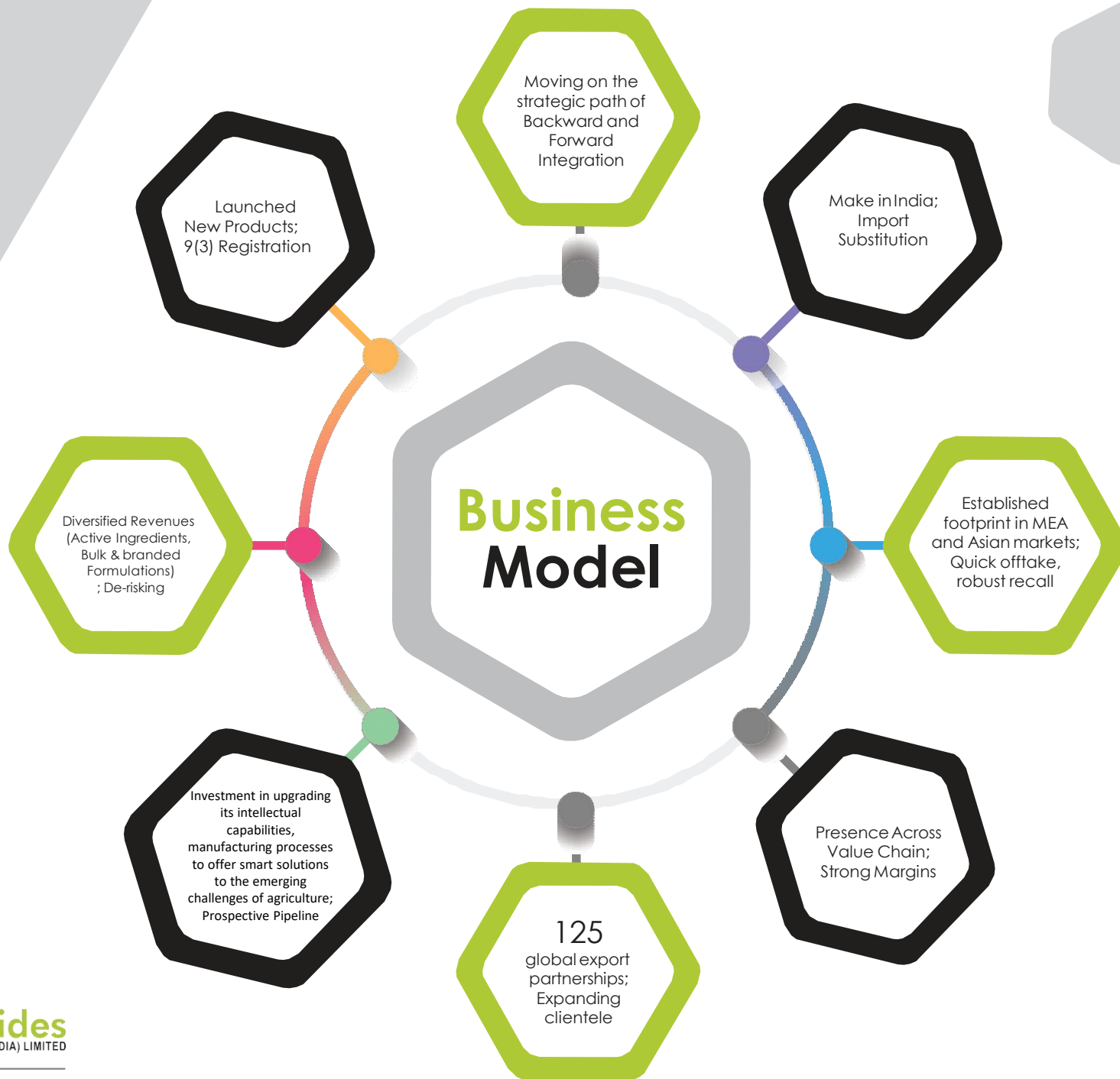
Investor
Presentation
AUGUST
2018



This is Insecticides (India) Ltd

In line with the Indian PM focus
of doubling farm incomes by
2022

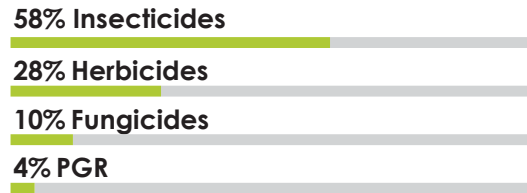
Focused on enhancing farmer
incomes and purchasing
capacity by delivering the
best-of-breed crop care
solutions to the farmers.



Revenue

Rs 1,106.39Crs

Sales by Product Category



Sales by Segement



Sales vs Internal Consumption (For Technical)



Breakdown of Top Seller Range



Net Profit

Rs 83.97 Crs

Export

Rs 35 Crs

Mkt Cap

as on 31/3/18
Rs 1,422.46 Crs

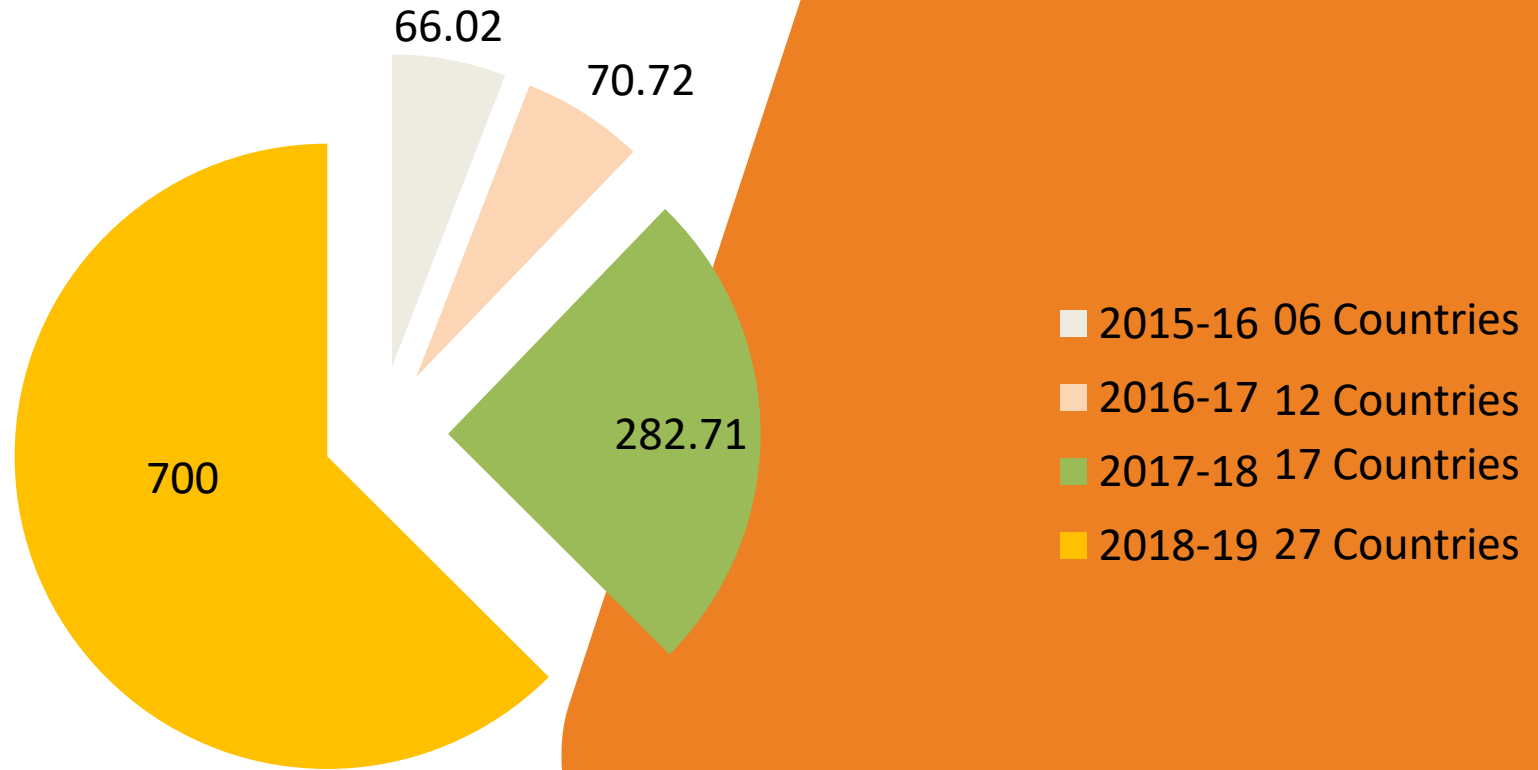
Number of Farmers Impacted

25 Lakhs+

No. of Brands with turnover of over

Rs 25 Crs

Exports-How we have grown



Year	Number of Countries	Export Value(Inr – Mns)	Growth(%)
2015-16	6	66.02	-
2016-17	12	116.00	75.70
2017-18	17	341.30	194.22
2018-19 (Targeted)	27	700.00	105.09



Insecticides (India) Ltd.

1 Background

Commenced operations in 2001-02 (headquarters New Delhi);

1099+ employees

2 Product mix

Insecticides, herbicides, fungicides and plant growth regulators

107+ Branded products
15+ Technical products
375+ SKUs

3 Distribution and marketing

Pan-India distribution:

60,000+ retail outlets
3,000 Distributors
31 depots/branches
500+ sales team, Prominent 'Tractor' brand

4 Where we make

Rajasthan, Gujarat, Jammu & Kashmir and Uttar Pradesh

5 formulation plants
2 technical synthesis plants
1 biological manufacturing unit
4 dedicated research facilities

Our Differentiated Business Structure

1 Marketing

- Sales & Market development
- Branding
- International Tie ups and Collaborations
- Evolving Media Mix

2 Manufacturing

- 5 Formulation Plants
- 2 Technical Synthesis Plants
- 1 Biological Manufacturing Plant

3 R&D

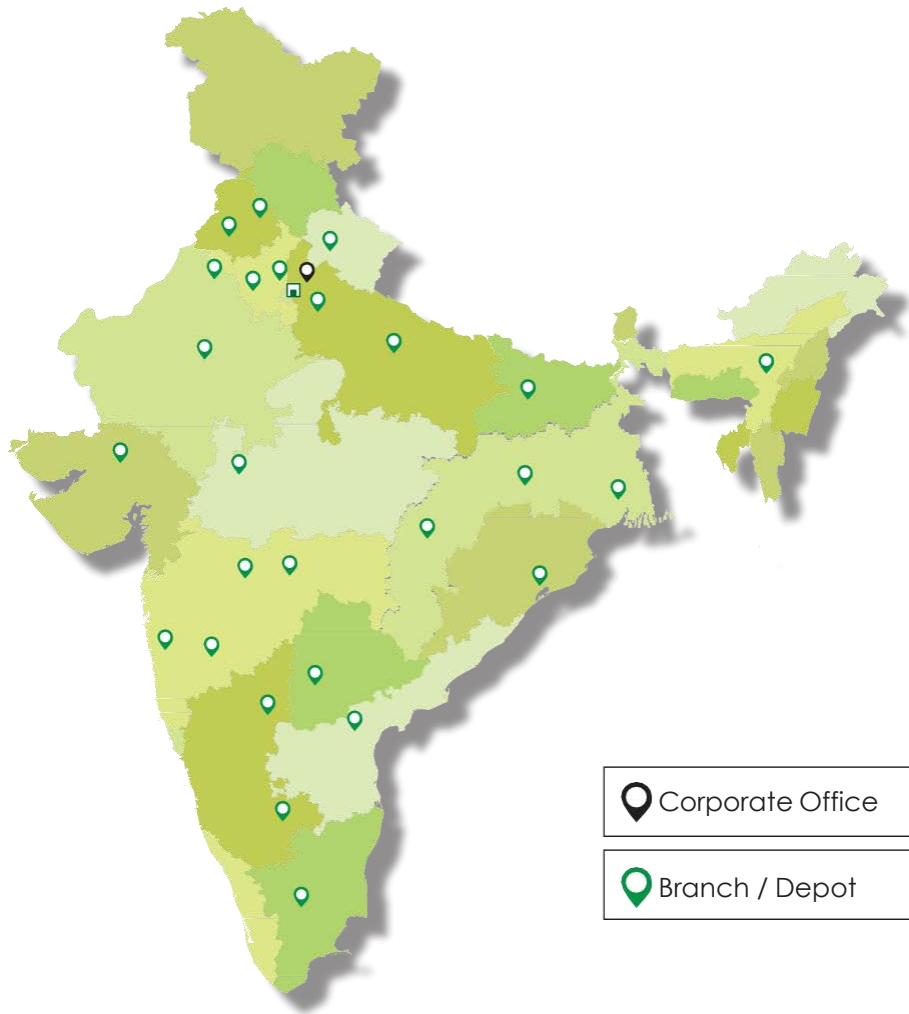
- NABL QC Labs
- IN-house R&D Centre
- JV with OAT Agrio Co. Japan for dedicated invention R&D centre

4 Development & Training

- Emphasis on field activities
- Farmer Awareness
- Sales force Training



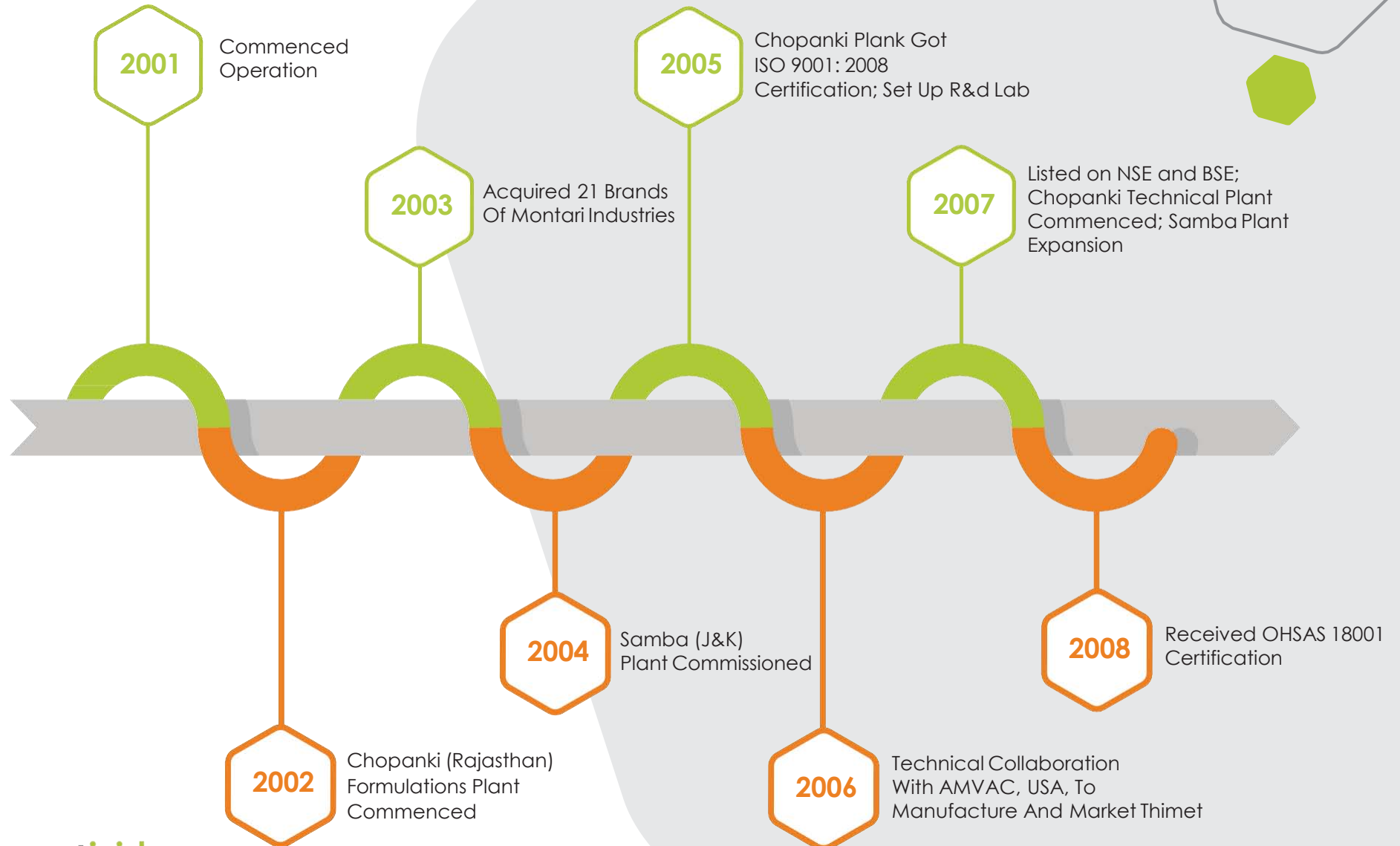
Our Presence



- 📍 Corporate Office
- 📍 Branch / Depot

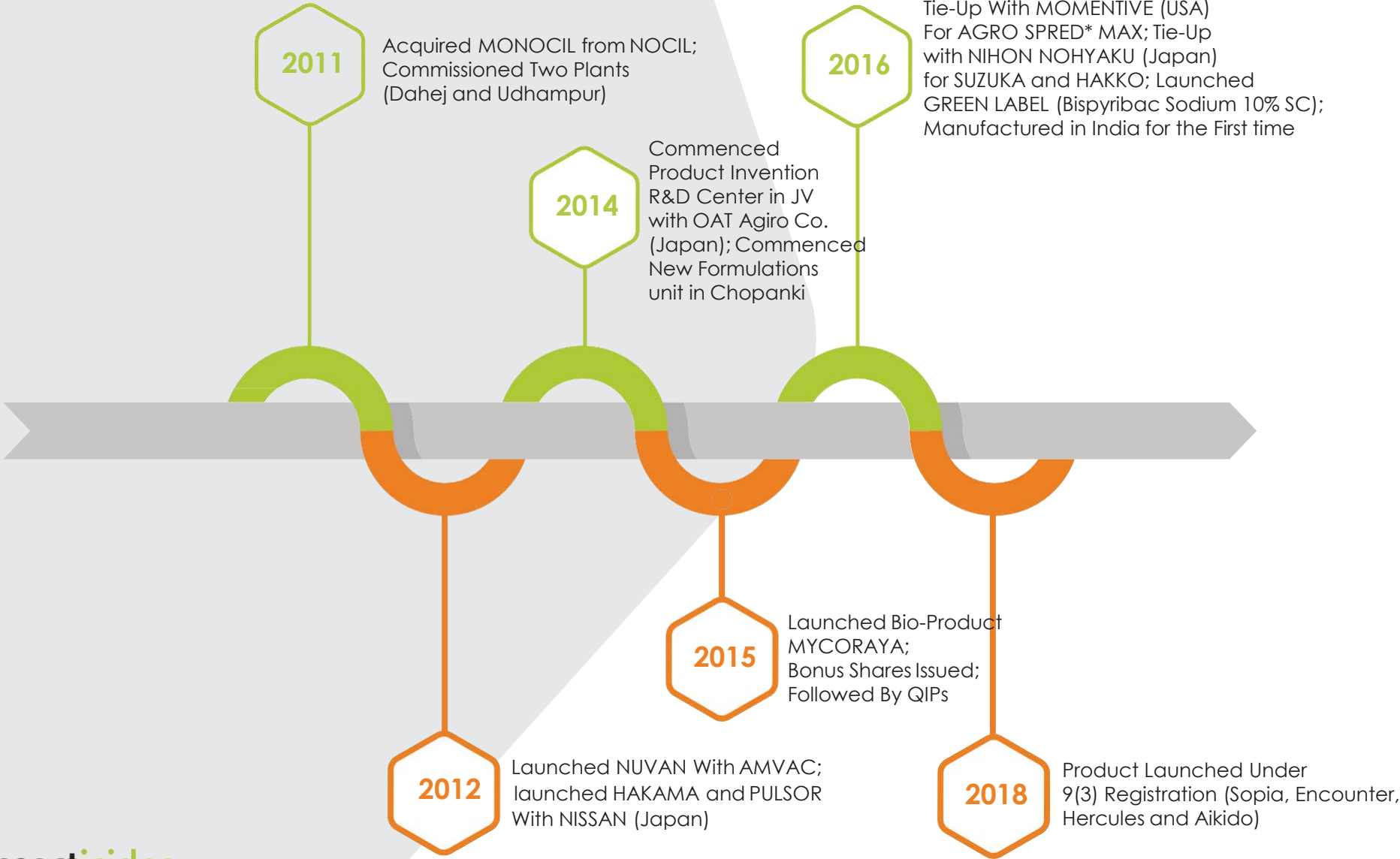


How we have grown





How we have grown



Aggregate Installed Capacity

17,450_{KLPA}

Liquid

75,600_{MTPA}

Granules

16,980_{MTPA}

Powder

13,800_{MTPA}

Active Ingredient
& Bulk

R & D Themes & Strategies



Strong In-House & Product Invention R&D Center



In-house R&D Center

Established in 2005

Approved by DSIR, Ministry of Science and Technology

Four process patents has been granted & over 18 process patents filed.

Signed an agreement with DSIR for commercialization of MNIO, an import substitute

Working on new formulations & new combination products as per trend

Synthesis of new molecules in process



Product Invention R&D Center

A unique initiative of product discovery in India by

- forming a JV with Japanese co., OAT Agrico Co. Ltd.
- Two different sections of Chemical & Biological Laboratories
- Spread in 25000 Sq feet of working area
- 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
- Ultra-modern green houses to compliment the
- effective testing
- One of its kind Breeding centers, Bio Assay
- Rooms and Spray-Cabinets

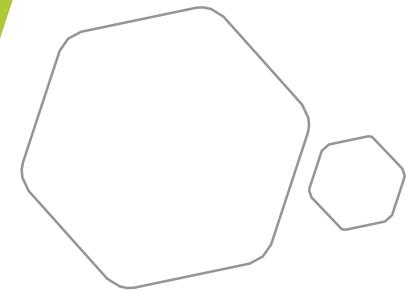
Biological Theme - A Game Changer

Biological R&D Center

- Equipped with bio assay and product development facilities such as Isolation, detection and multiplication of biological microorganisms
- Made a break through by developing and commercializing VAM (Vascular Arbuscular Mycorrhizae)
- Looking forward to development of 3-4 new biological products

Biological Solution

- First-mover advantage due to less number of players
- Co-existence of agro-chemicals and biological inputs to enhance synergic farmer benefits
- Developed and commercialized Kayakalp, Soil Energizer



Biological Facilities

- Sterile environment
- Latest ultra modern production facilities
- Automatic filling lines
- Products manufactured are organic certified
- Biological products are manufactured under the expert supervision of bio technologists and Micro biologists.
- The QC facility are equipped with latest instruments for detection and quantification of micro organisms

Products

- Kayakalp has been created to replenish the soil, increase its organic carbon and improve its physical properties
- Mycoraja equipped to promote healthy growth and greater nutrient absorption in a wide range of crops, oilseeds and cotton
- NPK Consortia (Nitrogen, Potash & Phosphorous) Zinc Solubilizing bio-fertilizer

New Development : Launch of New Products under 9(3) category

The products launched under 9(3) registration - Encounter, Sofia, Aikido and Hercules have been launched after they were made at the Formulations R&D Centre. All these products have been launched for the first time in India and have been applied for the patent. All these four products are based on the combinations of two products that will provide synergistic effect in terms of better control and efficacy. All these products are based on the latest technology & safe formulations.

Encounter helps fight lepidopteron and sucking pest together in important crops like tea, pulses, cotton, and vegetables.

Aikido is launched in technical collaboration with Nihon Nohyaku, Japan. This 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.

Sofia is very useful broad spectrum fungicide which gives complete protection from various diseases in different crops for farmers in the country. It gives Broad Spectrum Control against diseases in crops.

Hercules is an insecticide that protects the all important cash crop- Cotton from sucking pest like white fly, Jassids & Thrips. It has unique 'Vapor Action' which help the product to reach the insect in high density crops for better and effective control.



Global Partners



Technical Collaboration For Manufacture And Marketing Of Thimet (Since 2006) And Nuvan (Since 2012)

Marketing tie-up for specialty products PULSOR fungicide and HAKAMA Selective Herbicide

Tie-up for SUZUKA (Flubendiamide) and HAKKO (Buprofezin)

Tie-up with MOMENTIVE Performance Material Inc., USA for AGROSPRED

Tie-up with OAT Agrio to bring specialized seed treatment product (ROOTBEAD)

JV for dedicated R&D Centre to discover new agrochemical molecules

Forward-Looking Strategy

From a generic agrochemicals player, the company has developed a three-pronged growth strategy, which focuses on R&D, Manufacturing and Marketing.

This fiscal year the company will add another 75 Partners in Export segment.

Negotiating with partners for launching new products in the Indian market

Backward integration to capitalize on Make in India initiative

Management sees a huge opportunity in the Exports segment and aims to double the sales by FY19

Strong Product Pipeline

Focus on In house R&D to launch New Products



Leading Brands

- MONOCIL** : Systemic insecticide-cum-acaricide; controls broad pest spectrum across crops
- HAKAMA** : Post-emergence selective herbicide; controls narrow leaf weeds across leaf crops
- PULSOR** : Systemic fungicide with preventive and curative action; controls Rice Sheath Blight
- VICTOR** : Among 3 top brands in category; controls termites
- LETHAL** : Organo-phosphorus group of insecticides; controls insects through contact, stomach and vapour action
- XPLODE** : Naturally derived insecticide; controls all Lepidopteran stages
- HIJACK** : Non-selective systemic herbicide; controls annual and perennial weeds
- GREEN LABEL** : Specialist of weed control in Paddy; in line with 'Make in India'
- MYCORAJA** : Bio product equipped to promote healthy growth and greater nutrient absorption in a wide range of crops, oilseeds and cotton.



ILL's Strategy: On the ban by Central Govt.

Prohibition of 18 Pesticides

- As per the Gazette Notification dated 8th August 2018, the Central Government has passed an order prohibiting 18 pesticides .
- Of the 18 pesticides, the registration, manufacture, import, sale and use of 11 stand banned with immediate effect while six will be phased out by December 2020.

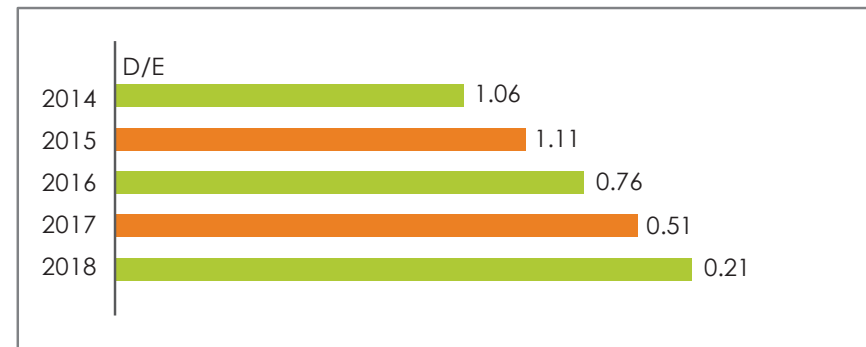
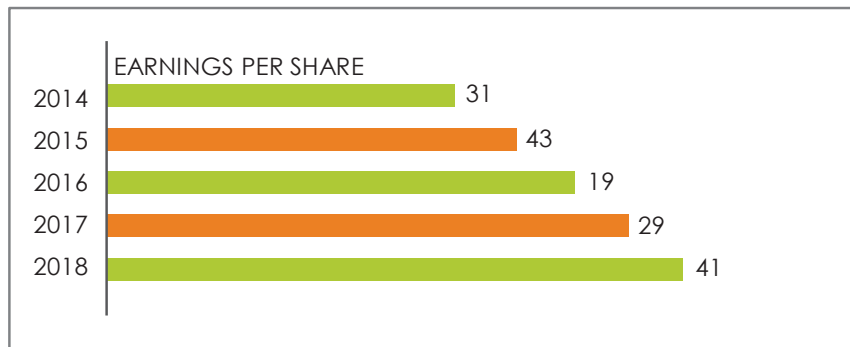
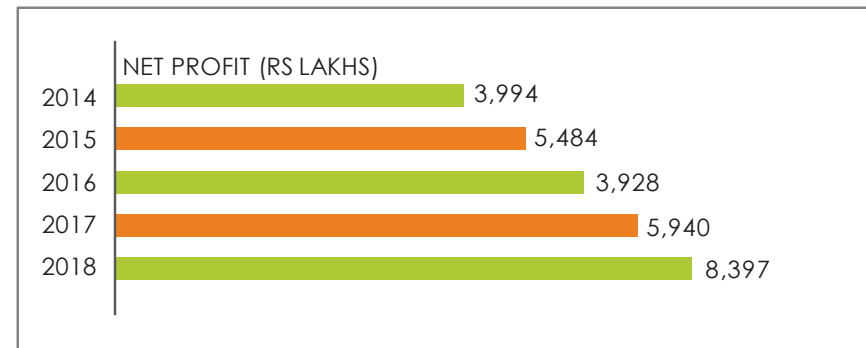
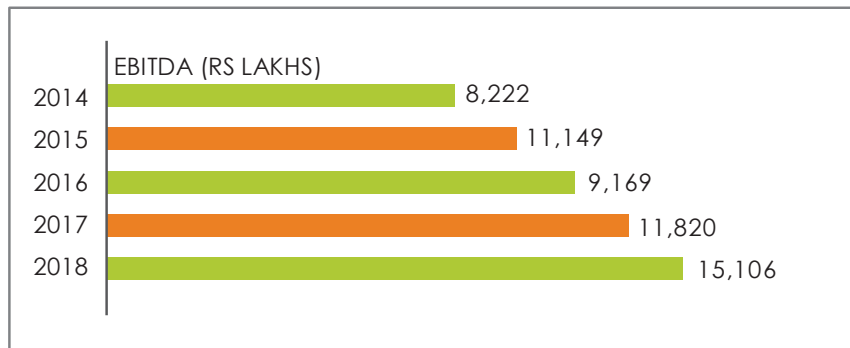
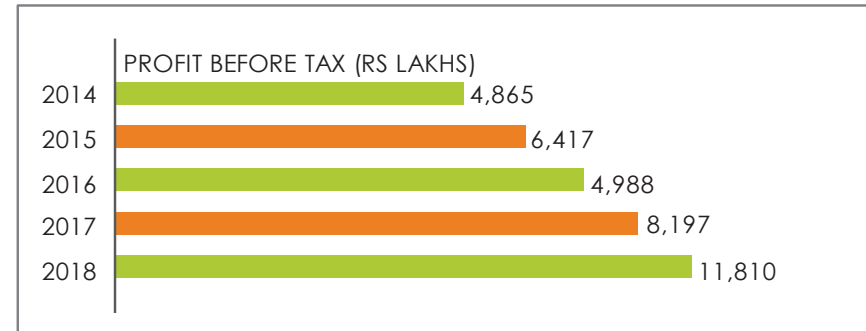
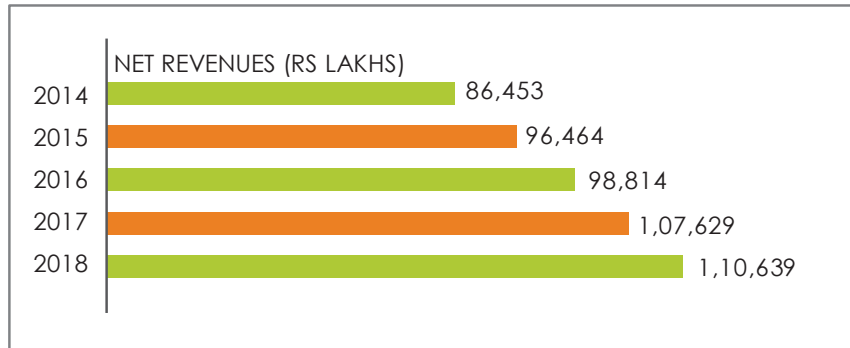
Impact on IIL Product Portfolio

- Four pesticide falls under the said prohibition of 18 pesticides:
 - Nuvan (Dichlorvos) • Thimet (Phorate)
 - Titan (Trizophos) • Shark (Trizophos)
- As per the order, the Company can manufacture the said pesticides upto 31st Dec 2018 & further it can be sold till 31st Dec 2020 minimizing an impact on total sales of the Company in a phased manner.

IIL's Focus/stand To Mitigate The Risk

- New products are already introduced in place of retiring products.
- Replacement of old technology products with greener technology.
- Distributors and retailers channels are geared up for the new products.
- Efforts are on to induct the new products in our Maharatna category.

Financial Snapshot



Financials FY17-18

Standalone Profit and Loss Statement

Particulars (INR MN)	FY15	FY16	FY17	FY18	Q1FY19
Revenue from Operations	9641.91	9881.45	10,762.69	11,063.94	3,189.26
Other Income	4.35	5.56	68.27	32.41	1.82
Total Revenue	9646.26	9887.01	10830.96	11096.35	3,191.08
Cost of Materials Consumed	6796.36	5976.72	6289.06	6514.03	1,775.62
Purchase of Stock in trade	496.22	678.73	1428.61	708.02	101.52
Change in Inventories	809.71	90.25	295.07	412.19	325.65
Excise Duty			820.59	331.43	
Employee Benefit Expenses	344.44	400.68	455.09	506.21	149.04
Other Expenses	1704.01	1823.74	950.66	1,113.84	281.63
Total Expenses	8531.32	8970.12	9,648.94	9,585.72	2,631.66
EBITDA	1114.94	916.89	1,182.02	1,510.63	557.60
EBITDA Margin (%)	11.56%	9.28%	11.89%	14.08%	17.48%
Depreciation	141.68	159.25	160.02	170.46	48.23
Finance Cost	331.56	258.78	202.32	159.17	28.89
PBT with Exceptional Item	641.70	498.86	819.66	1180.97	480.46
Exceptional Items	0.00	0.00	0.00	0.00	0.00
PBT	641.70	498.86	819.66	1180.97	480.46
Tax	93.24	105.98	225.67	341.24	140.55
PAT	548.46	392.88	593.99	839.74	339.91
PAT Margin %	5.69%	3.98%	5.97%	7.83%	10.65%
Diluted EPS	43.24	20.01	28.74	40.63	16.45

Financials FY17-18

Standalone Balance Sheet

Liabilities (INR MN)	FY14	FY15	FY16	FY17	FY18
Shareholders Fund					
Share Capital	126.83	126.83	206.67	206.67	206.67
Reserve and Surplus	2338.72	2787.28	3882.29	4438.89	5,269.22
Total Shareholders Fund	2465.55	2914.11	4088.96	4645.57	5,475.90
Non - Current Liabilities					
Long term Borrowing	302.07	536.62	280.49	154.17	82.84
Deferred Tax Liabilities	132.66	155.69	175.51	89.26	188.43
Other Long term Liabilities	42.89	39.35	54.96		
Long Term Provision	3.26	6.02	13.80	5.07	5.65
Total Non Current Liability	480.88	737.68	524.76	248.51	276.92
Current Liabilities					
Short Term Borrowing	2124.29	2409.45	1519.77	2059.55	967.62
Trade Payable	2036.04	2098.27	2109.11	1986.84	2,433.56
Other Current Liabilities	645.25	780.97	840.37	515.53	598.67
Other Financial Liabilities				319.54	244.97
Short Term Provision	161.70	267.12	281.96	8.54	2.92
Total Current Liabilities	4967.28	5555.81	4751.21	4,890.02	4,247.76
Total	7913.71	9207.60	9364.93	9,784.10	10,000.59

Financials FY17-18

Standalone Balance Sheet contd...

Assets (INR MN)	FY14	FY15	FY16	FY17	FY18
Fixed Assets	2242.74	2423.55	2451.71	1,858.27	2357.08
Capital Work in Progress				569.45	126.83
Non Current Investment	110.85	110.85	110.85	110.52	162.61
Long Term Loans and Advances	47.44	59.24	26.95	19.47	18.86
Other Non - Currents Assets	62.72	21.85	59.44	51.23	108.73
Non - Currents Tax Assets(Net)				23.47	31.55
Total Non Current Assets	2463.75	2615.49	2648.95	2,632.44	2,805.66
Current Assets					
Inventories	3116.59	3914.03	3506.03	4,257.76	4,072.89
Trade Receivable	1278.74	1668.08	2076.32	2,116.14	2,348.12
Cash & Cash Equivalent	90.33	65.57	94.82	92.20	201.09
Short term loans and Advances	662.65	575.93	45.55	-	0.59
Other Financial Assets				45.54	32.79
Other Current Assets	301.63	368.50	993.17	639.94	539.42
Total Current Assets	5449.94	6592.11	6715.89	7,151.66	7,194.92
Total Assets	7913.69	9207.60	9364.84	9,784.10	10,000.59

Financial Profile

Insecticides India reported a 8% growth yoy to Rs. 10,732 mn in FY18 since the company has been focusing on the branded segments and a higher concentration in the B2C category and gradually shelving off the generic products.

PAT margin grew by 186 bps to 7.83% led by a better product mix.

EBITDA increased by 28% yoy to Rs1,511 mn as EBITDA margin expanded by 219 bps yoy to 14.08% due to higher realization in the Maharatna category, change of product mix and additions of new Products.

III has shown a significant improvement in the Cash Flow from operation from Rs 40.10 million in FY 2017 to Rs 1,815.42 million in FY 2018.

III has exhibited an improvement in ROE from 12.79% in FY 2017 to 15.34% in FY2018 & ROCE from 14.90% in FY2017 to 20.53% in FY 2018.

The company has also been gradually reducing sales of Red Triangle / generic products by Rs 400-500mn p.a.

Financial Outlook

III's revenue to witness a CAGR of 15% plus in coming years with the target to increase topline by 10-15% every year by launching new products. On an average planning to double the topline in every 5 years

III is likely to launch ~10 new products in FY19, mostly in the 9(3) category, of which 4 products has already been launched, that will drive margin improvement by 150-200bps over FY19-20

Going ahead we expect III to benefit from high operating leverage and sustainable EBITDA margins of around 150 bps every year on the back of the rising share of Technical segment and a superior product mix which will lead to higher ROCE in coming years.

Going ahead, with the launch of 9(3) category product the RMC cost will reduce significantly

III will take advantage of the government's thrust on Make in India by enhancing its existing manufacturing by setting up new facility for Pesticide Syntheses along with an EOU in Gujarat & Rajasthan by planning to do a capex of RS 1-1.5 bn in next 2-3 years

Huge Export Potential
III 3 points strategy viz; Synergy with the partners, creating huge demand for new generation technicals & tie up with partners for launching new products. Currently, exports stand at ~Rs350-400mn

III is likely to enhance its Capacity Utilization through product mix with higher price realization.

III intend to be Debt free in this fiscal year with strong cash flow.

CSR Initiatives

Children education programs in Punjab, Rajasthan, Bihar and Odisha

Adoption of Village Schools

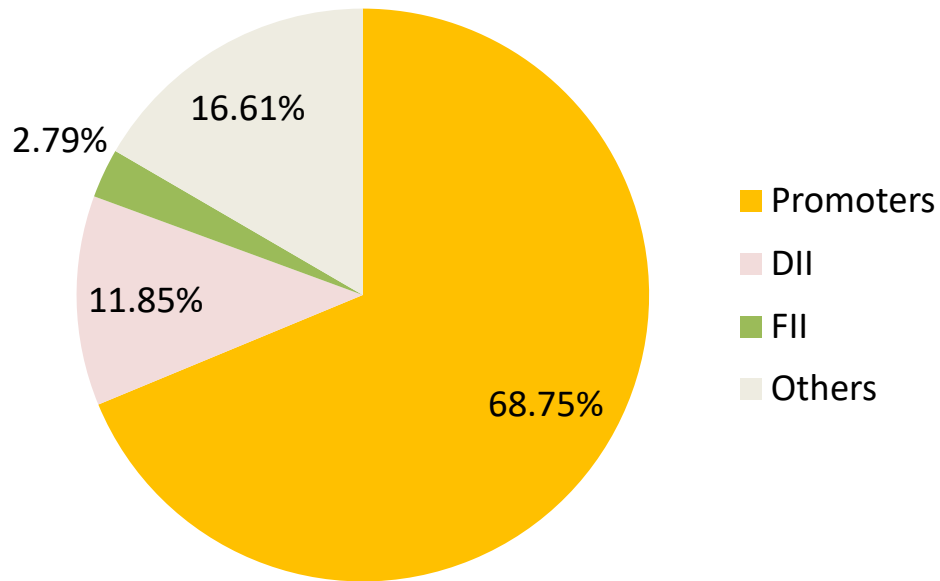
Signed a MOU with ICAR – IARI for training of farmers to maximize their Yield & Entrepreneurship

Kisan Jagrukta Abhiyan

- Educates farmers in crop protection and agrochemical use
- Promotes cultivation of third crops for soil fertility
- Organizing special camps
- Signed MOU with ICAR -IARI to train farmers in maximizing yields and entrepreneur ship

Capital Market

Shareholding Pattern as on 30th June 2018



Price Data (As of 30 th June, 2018)	INR
Face Value	10
Market Price	679.05
52 Week H/L	586.25/965.60
Market Cap(INR MN)	14,034
Equity Shares (Mn)	20.67

Management Team



Shifting towards Safe and Clean Food is not just an act; it is a shift of consciousness. We are continuously evolving ourselves towards it through new age green chemistry.

Mr. H.C. Aggarwal
Chairman



Passion to work for the farmers & make sure they get best of the technology within their reach.

Mr. Rajesh Aggarwal
Managing Director

Management Team consists of senior and experienced players of the industry, Functional Heads, R&D, Procurement, Production, Marketing & Sales, Product Development, IT, Finance, Admin & HR, International Business

DISCLAIMER

Certain Statements In This Document May Be Forward Looking Statements. Such Forward-looking Statements Are Subject To Certain Risks And Uncertainties Like Government Actions, Local Political Or Economic Developments, Technological Risks, And Many Other Factors That Could Cause Our Actual Results To Differ Materially From Those Contemplated By The Relevant Forward-looking Statements. Insecticides India Limited Will Not Be In Any Way 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

Thank You

For more information, please contact:
Company:

Mr. Sandeep Agarwal - CFO

Insecticides (India) Ltd.

Contact: +91 11 2767 9700

E-mail: sandeep@iilindia.co.in

Investor Relations Advisor:

Mr. Vinayak Shirodkar

Mr. Krunal Shah

KDA Strategic Advisors LLP

Email: vinayaks@kdg.co.in

krunals@kdg.co.in

Contact: +91 22 2615 0007/2611 0007