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Azadpur Commercial Complex, Delhi -110 033
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e mail : info@insecticidesindia.com
www.insecticidesindia.com
CIN : L65991DL1996PLC083909

ISO 9001, 14001 & OHSAS 18001
ISO 9001 ISO 14001 ISO 18001
CERTIFIED COMPANY

insecticides (INDIA) LIMITED

Ref: IIL/SE/2022/1102/1
Dated: February 11, 2022

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**

Dear Sir/Madam,

Sub: Earning Presentation and Press Release for Q3FY2022 Results

Please find enclosed the Q3FY2022 Earning Presentation and Press release on the Third Quarter and Nine months ended Financial Results of the Company

The same will also be available on the website of the Company at http://www.insecticidesindia.com/EarningsPresentation.html

This is for information and records.

Thanking You,
For Insecticides (India) Limited

Sandeep Kumar

Sandeep Kumar
Company Secretary &
Chief Compliance Officer

INSECTICIDES (INDIA) LTD. COMPANY SECRETARY DELHI

Encl: As above

CIN: L65991DLl996PLC083909

Registered Office: 401-402, Lusa Tower, Azadpur Commercial Complex, Delhi – 110033

Q3 & 9M FY22 – Earnings Update

Revenue from Operations reported at **Rs.3137.78 Mn in Q3** and **Rs.12,259.78 Mn for 9M FY22**

EBITDA stands at **Rs.185.81 Mn in Q3** and Rs.**1358.23 Mn for 9M FY22**

PAT at **Rs.82.55 Mn in Q3** and **Rs.850.93 Mn for 9M FY22**

Delhi, 10th February, 2022: **Insecticides (India) Ltd. (referred to as "IIL", "The Company"), one of the premier Agrochemical manufacturing companies in India,** has announced its 3rd Quarter and 9M results for FY22 on 10th February, 2021.

Financial Statement Highlights for Q3 FY22 v/s Q3 FY21

Particulars (INR MN) *	Q3 FY22	Q3 FY21
Revenue from Operations	3137.78	2991.74
Other Income	8.68	10.31
Total Revenue	**3146.46**	**3002.05**
Total Expenses	3037.10	2921.48
EBITDA	**185.81**	**150.73**
EBITDA Margin (%)	**5.92%**	**5.04%**
Depreciation	67.93	61.86
Finance Cost	17.20	18.61
Share of profits from Associates & JVs	1.01	1.51
PBT with Exceptional Item	**110.38**	**82.08**
Exceptional Items	0.00	0.00
PBT	**110.38**	**82.08**
Current Tax	33.58	18.67
Earlier Years	0.00	0.00
Deferred Tax	-5.75	1.93
Tax	27.83	20.60
PAT	**82.55**	**61.48**
Other comprehensive profit / loss	-3.09	-1.67
Net PAT	**79.46**	**59.82**
PAT Margin %	**2.63%**	**2.06%**
Diluted EPS	**4.18**	**2.97**

*Figures may vary from Standalone Unaudited Financial Results due to rounding off.

Financial Performance Comparison – Q3 FY22 v/s Q3 FY21

- Revenue from Operations has **marginally grown from Rs.2991.74 Mn in Q3 FY21 to Rs.3137.78 Mn in Q3 FY22** mainly due to better product mix.
- The EBITDA has **increased by 23.27% from Rs.150.73 Mn in Q3 FY21 to Rs.185.81 Mn in Q3 FY22** mainly due to efficient inventory management.
- **EBITDA margins has increased to 5.92% in Q3 FY22 from 5.04% in Q3 FY21.**
- Net profit has increased by **32.83%** from **Rs.59.82 Mn in Q3 FY21 to Rs.79.46 in Q3 FY22**
- PAT margins have **increased to 2.63% in Q3 FY22 from 2.06% in Q3 FY21.**
- The Exports have **increased to 15% in Q3 FY22 from 5% in Q3 FY21.**

Financial Statement Highlights for 9M FY22 v/s 9M FY21

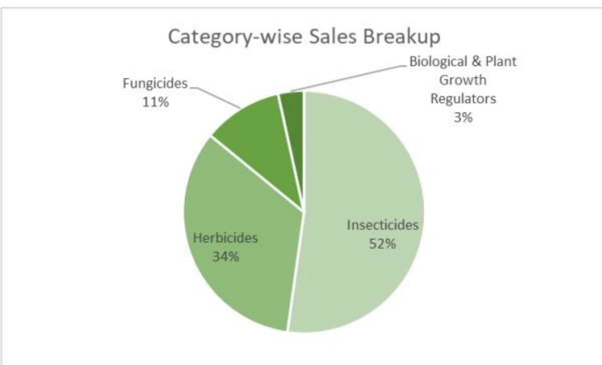
Particulars (INR MN) *	9M FY 22	9M FY 21
Revenue from Operations	12259.78	11646.21
Other Income	21.85	72.05
Total Revenue	**12281.62**	**11718.26**
Total Expenses	11152.92	10665.84
EBITDA	**1358.23**	**1220.29**
EBITDA Margin (%)	**11.08%**	**10.48%**
Depreciation	195.63	184.81
Finance Cost	55.74	55.11
Share of profits from Associates & JVs	4.65	6.39
PBT with Exceptional Item	**1133.35**	**1058.81**
Exceptional Items	0.00	100.00
PBT	**1133.35**	**958.81**
Current Tax	294.69	246.84
Earlier Years	0.00	0.00
Deferred Tax	-12.28	-9.22
Tax	282.41	237.62
PAT	**850.93**	**721.19**
Other comprehensive profit / loss	-2.13	-0.02
Net PAT	**848.80**	**721.17**
PAT Margin %	**6.94%**	**6.19%**
Diluted EPS	**42.84**	**34.89**

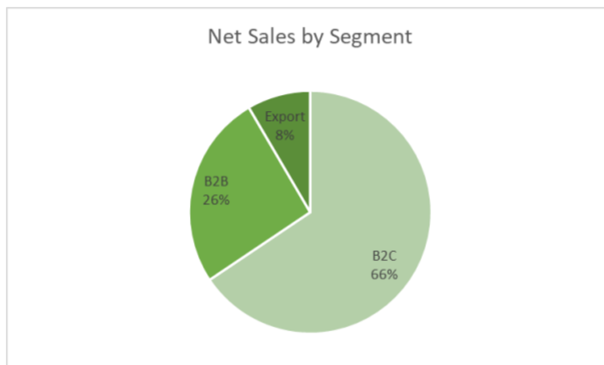
*Figures may vary from Standalone Unaudited Financial Results due to rounding off.

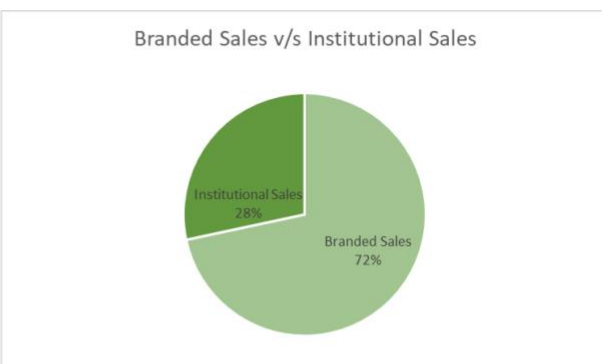
Financial Performance Comparison – 9M FY22 v/s 9M FY21

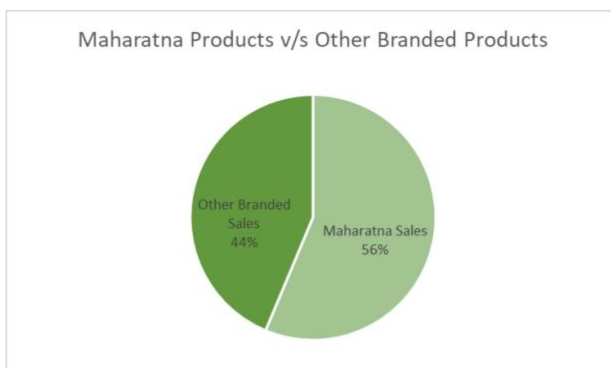
- Revenue from Operation has recorded a **growth of 5.27% from Rs.11,646.21 Mn in 9M FY21 to Rs.12,259.78 Mn in 9M FY22** mainly driven by better product mix, focusing on Maharatna Products.
- The EBITDA has **increased by 11.30% from Rs.1220.29 Mn in 9M FY21 to Rs.1358.23 Mn in 9M FY22** and a gain in the EBITDA margins **from 10.48% in 9M FY21 to 11.08% in 9M FY22**.
- Net profit stood at **Rs.848.80 Mn in 9M FY22**, **compared to Rs.721.17 Mn in 9M FY21** recorded a **growth of 17.70%**
- The Exports have **increased to 8% in 9M FY22 from 4% in 9M FY21.**

Key Performance Indicators



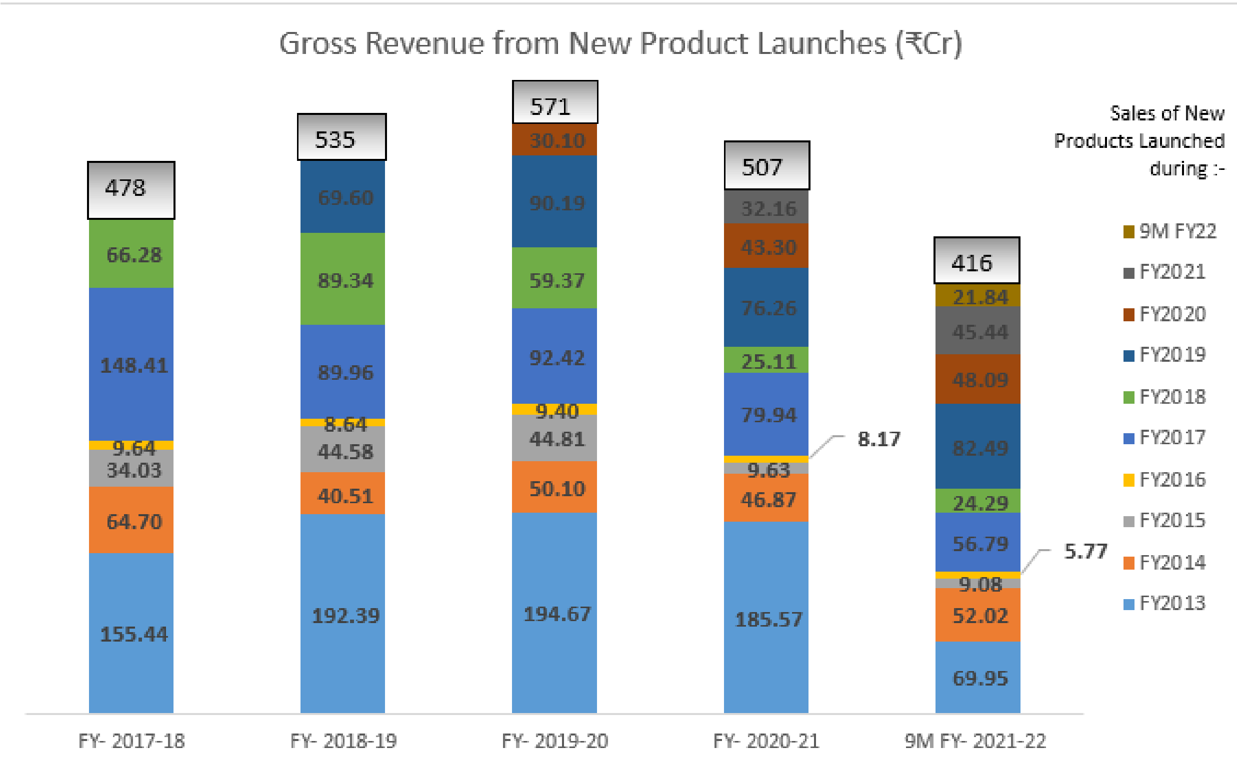






Product Freshness Index

IIL is committed to launching new products to keep in touch with the changing needs to the Indian Agricultural market. The below graph depicts Revenues from new products launched since FY 13 till date.



***Please note that while the Revenue from new products has been tracked since FY13, for brevity purposes we have depicted graphs starting from FY 18. The total Revenue from New products launched from FY13 to FY 17 is Rs. 1144 Cr.**

***There is decline in total revenue generated from new products from FY 19-20 onwards, due to Ban in sale of Product "NUVAN" by the government, whose sales revenue has been included in preceding years.**

Recent Notable Developments

Commercial Update:

a. **Update on Capex-**

- IIL would be deploying Rs.680 Mn of Capex towards its expansion plans in FY22. The expansions are aimed to increase capabilities at both technical and formulation units in Chopanki (Rajasthan) and Dahej (Gujarat). One of the major expansions was in Dahej (SEZ) technical synthesis plant; which was completed in Q1 FY22, costing **Rs.100 Mn** and production has commenced herein since June, 2021.
- Out of the balance Rs.336 Mn to be utilized in FY22, company has already utilized **~Rs.136 Mn** in Q3 FY22.

b. **New product Development/Launches**

- The Patent Office has granted the Patent for an invention A HERBICIDAL FORMULATION CONTAINING "PENDIMETHALIN AND OXYFLUORFEN" for the term of 20 years from 17th day of April 2017

Management Comments:

Commenting on the performance, Mr. Rajesh Aggarwal, Managing Director, said: "The third quarter has been relatively subdued quarter for the entire agro-chemical industry, due to the building threat of Covid-19, unseasonal rains in parts of our country and damp market conditions. The scaling up of new products already launched in previous quarters has been hampered by barriers in working with the farmers on the grass root level, due to the looming third wave threat of Omicron variant of Covid-19. However, IIL has delivered a consistent performance in terms of Revenue and Sales volume in Q3 FY22, focussing on exports as per its growth plan for the current fiscal year.

The Company has recorded revenue from operations of Rs.3137.78 Mn in Q3 FY22, and Rs.12259.78 Mn on a 9M basis, representing a growth of 5.27% on a 9M basis. Revenue growth was driven by better product mix focusing on Maharatna Products. The Maharatna category of branded products grew to 45.94% from Rs.747.23 Mn in Q3 FY21 to Rs.839.91 Mn in Q3 FY22. The exports grew by a whopping 224.17% and institutional sales grew by 6.10% on a quarterly basis. We are happy to state that we have achieved an export sale of Rs 1036.23 MN on a 9M basis in FY22 vs our total export turnover of Rs 610 MN on a full year basis of FY21. The Company delivered EBITDA of Rs.185.81 Mn in Q3 FY22, with margins of 5.92%. Net profit for the quarter was Rs.79.46 Mn, with margins of 2.63%.

We are also in course of adding new molecules and products to our products portfolio, some of which are to replace off-patented products. The company is also working on new products to replace any of its current products which have a possibility of a ban in future. We expect to

launch at least 2 new products in Q4 of FY22, in addition to new launches already done during the fiscal year.

The company also expects to derive benefits from its backward integration capabilities at Dahej, to reduce dependency on Chinese raw materials in the long run. Currently, IIL is trying to streamline production by maintaining higher levels of inventory and using judicious purchase strategies.

With the government's focus on Bio Chemicals and increasing Exports, in tune with its *Make-In-India* movement, IIL plans to capitalize on this opportunity on the back of its backward integration initiatives and its strong research & development program. The company foresees a huge potential for its products in the international market and therefore, we were able to surpass our export target, for FY22, of achieving more than Rs.1000 Mn in 9M ended 31st December, 2021 itself. On a long-term basis, the management foresees exports contributing to at-least 20% of the top line on an overall basis. This target is planned to be achieved by manufacturing newly identified molecules, especially for the international market and advent into new geographies like East & West Europe, Africa, & CIS & NAFTA markets particularly Canada

Thus, IIL has been constantly delivering an intrinsic growth by strengthening its capacities & generating new revenues to replace revenues of banned products. The Management remains committed to continue its efforts to scale up sustainable revenues and take all other strategic measures so as to increase the long-term value for all its stakeholders."

Management Guidance:

- The management expects the top line to grow by ~10% for FY22, mainly driven by expansion of facilities, addition of new generation products, and a high number of product registrations expected in the current fiscal. The new generation products will not only help in top line and bottom-line growth, but also help in margin accretion.
- The management expects the EBITDA margins to improve by 100 bps in FY 22 from 10.7% in FY21. PAT margins to improve by `60-70 bps in FY 22 from 6.5% in FY21, attributed by better product mix, cost optimization measures and backward integration for certain raw materials.
- The management has achieved the target of Rs.1000 Mn of revenue through exports. The management further expects the exports to cross Rs.1250 Mn in FY22. This will be achieved by penetrating newer geographies and getting a greater number of products registered in different countries.
- The management expects to launch 2 new generation products, by end of FY22.

About Insecticides (India) Limited

Insecticides India Ltd. (IIL) is one of India's leading manufacturers of Agrochemicals. It provides farmers with a range of products for their crop protection requirements. It also owns the prestigious "Tractor Brand" which has gained great popularity in the farming community. It has state-of-art manufacturing facilities located at Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir) and Dahej (Gujarat). It also has technical synthesis plants at Chopanki and Dahej which provides the company with competitive advantage by backward integration. The company also prides of having great R&D capabilities and technical expertise to provide farmers with effective and innovative products. IIL foundation, an initiative by IIL, is involved in imparting knowledge to farmers regarding modern agricultural practices to improve their crop output.

For further information on the Company, please visit www.insecticidesindia.com

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Insecticides (India) Limited (IIL) Q3 results: Company posts turnover at 314.64 Cr. and exports crosses 100 Cr. mark in 9M FY22

- Total income from operations stood at Rs 1228 Crore for nine months for FY22
- Net Profit stood at Rs. 84.63 Cr. for nine months for FY22

New Delhi, 10 February 2022: **Insecticides (India) Limited**, India's leading crop protection company posted turnover of Rs. 314.64 Cr. and a net profit of Rs 8.15 crores for the third quarter of FY 22. The company had posted a net profit of Rs 6 Cr. in the corresponding quarter of last fiscal showing an improvement of 35%.

Total income from operations stood at Rs 314.64 crore during the third quarter of 2021-22 fiscal, compared to Rs 299 crore in the year-ago period, with growth of about 5%.

Commenting on the performance, **Mr. Rajesh Agarwal, Managing Director**, **IIL** said, "In Q3 2021-22, IIL has delivered a stable growth in sales and profitability, on year on year basis despite of the covid wave and the increase in the input costs. The Company recorded Revenue from Operations of Rs. 314.64, with a resilient growth of 5% on Y-o-Y basis. For We are glad that contribution of our focus products have increased. We are also happy to share that our exports have crossed 100 Cr. mark in 9 months of this fiscal and we look forward to good prospects for the same in the last quarter."

About Insecticides (India):

Insecticides (India) Ltd. (IIL) is a BSE and NSE listed, India's leading and one of the fast growing Agrochemicals manufacturing company. IIL has emerged as a front-line performer in India's crop care market and is all set to grow impressively.
IIL owns the prestigious Tractor Brand which is highly popular among the farmers. This umbrella brand of its agro products signifies the company's deep connection with the farming community.

IIL has state-of-the-art formulation facilities in Chopanki (Rajasthan), Samba & Udhampur(Jammu & Kashmir) and Dahej (Gujarat). IIL also has technical synthesis plants at Chopanki and Dahej to manufacture technical grade chemicals also providing competitive edge by backward integration.

IIL foundation is an initiative by IIL which works closely with Indian farmers to impart them knowledge regarding modern agricultural practices and techniques