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www.insecticidesindia.com  
CIN : L65991DL1996PLC083909



Ref: IIL/SE/2024/0502/2

Dated: February 05, 2024

**The Manager**

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

**Sub: Earning Release for Q3 & 9M FY2024 Results**

Please find enclosed the Q3 & 9M FY 2024 Earning Release for the period ended December 31, 2023 Financial Results of the Company

The same will also be available on the website of the Company at <https://www.insecticidesindia.com/investors-desk/>

This is for information and records.

Thanking You,  
**For Insecticides (India) Limited**

Sandeep Kumar  
**Company Secretary & CCO**  
*Encl: As above*



**insecticides**  
(INDIA) LIMITED

# EARNINGS RELEASE

Q3 & 9M FY24 | February 05, 2024



## Key Highlights:

- In Q3 FY24, our net revenue stood at ₹3,579.42 Mn was marginally up from ₹3,565.32 Mn in Q3 FY23. Notably, our premium product line 'Maharatna' demonstrated robust growth, marking a 14% increase.
- We witnessed a significant improvement in EBITDA (excluding other income) which increased by 11.84% during Q3 FY24, reaching ₹260.11 Mn compared to ₹232.57 Mn in Q3 FY23
- Our profitability also showed commendable growth, with a remarkable 31.41% increase in Profit after Tax during Q3 FY24, totaling ₹123.07 Mn in contrast to ₹93.66 Mn in Q3 FY23.
- In the first nine months of FY24, our net revenue experienced a healthy growth of 12.97%, reaching ₹16,938.83 Mn compared to ₹14,994.31 Mn in the same period of FY23.
- Despite market challenges, we achieved a modest 2.28% growth in EBITDA (excluding other income) , totaling ₹1,535.92 Mn during the first nine months of FY24, compared to ₹1,501.64 Mn in 9M FY23.
- Our profitability remained resilient, with a 2.26% growth in Profit after Tax during 9M FY24, amounting to ₹946.02 Mn, compared to ₹925.08 Mn in 9M FY23.
- Our premium product line, 'Maharatna,' demonstrated significant growth, marking a remarkable 30% increase and constituting 62% of the total net revenue in 9M FY24, up from 54% in 9M FY23.

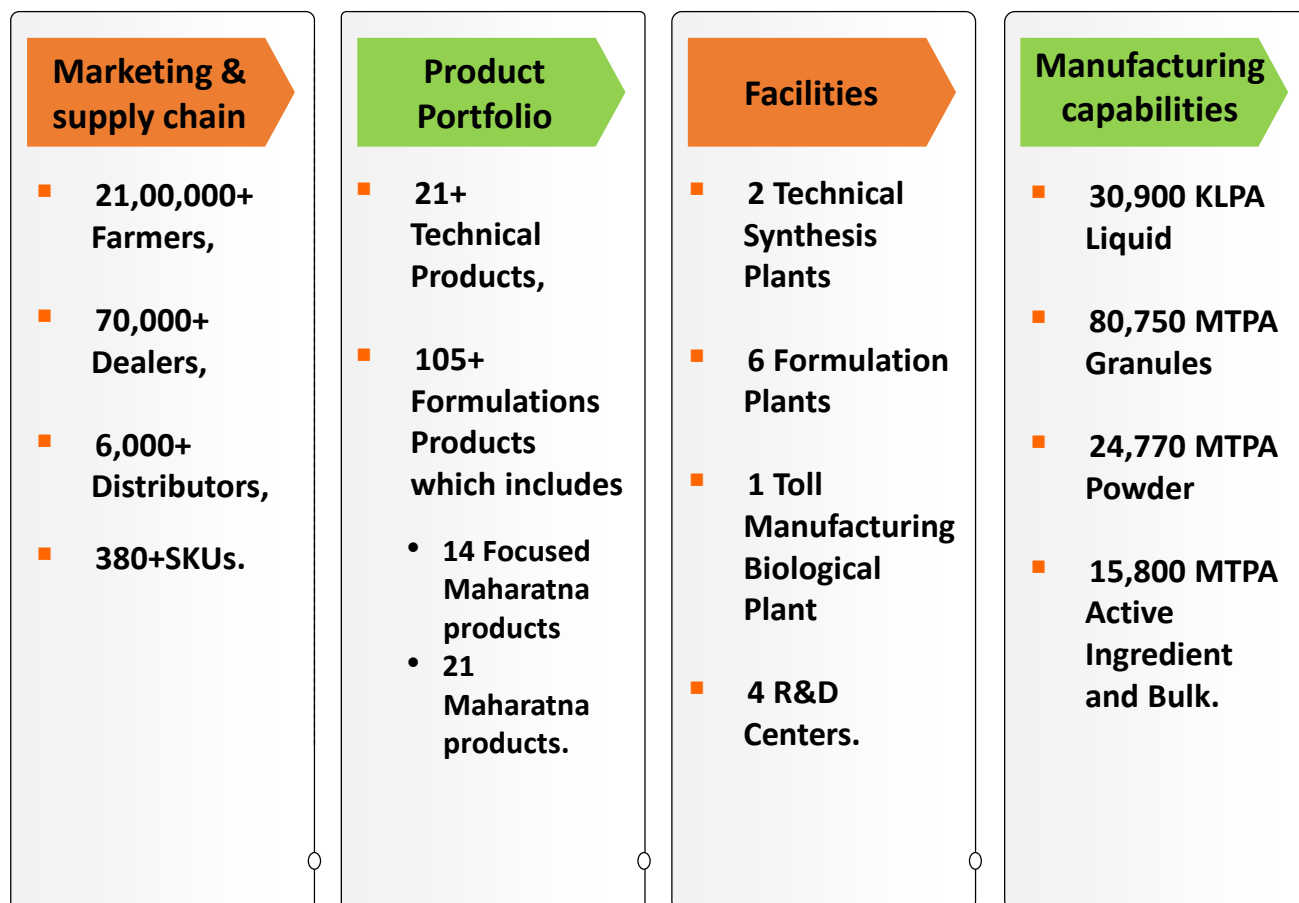
### Products Launched during Q3 FY24

- Nirog, a bio fungicide, is designed for application on various crops, like sugarcane.
- Million serves as the pre-emergence herbicide specifically formulated for wheat.

## About us:

- Insecticides (India) Limited (IIL) is one of India's leading manufacturers of Agrochemicals. IIL provides farmers with a range of products for their crop protection requirements and owns the prestigious "Tractor Brand" which has gained great popularity in the farming community.
- IIL's product portfolio comprises of 21+ technical products, 105+ formulation products that includes 35+ Maharatna Products.
- The Company boasts cutting-edge manufacturing facilities strategically situated in Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir), and Dahej (Gujarat). Additionally, IIL possesses technical synthesis plants in Chopanki and Dahej, offering the company a distinct competitive advantage of backward integration. Furthermore, the company operates a toll manufacturing plant in Shamli, Uttar Pradesh, with a specific focus on Biologicals.
- IIL prides of having great R&D capabilities and technical expertise to provide farmers with effective and innovative products.

## Our Capabilities:



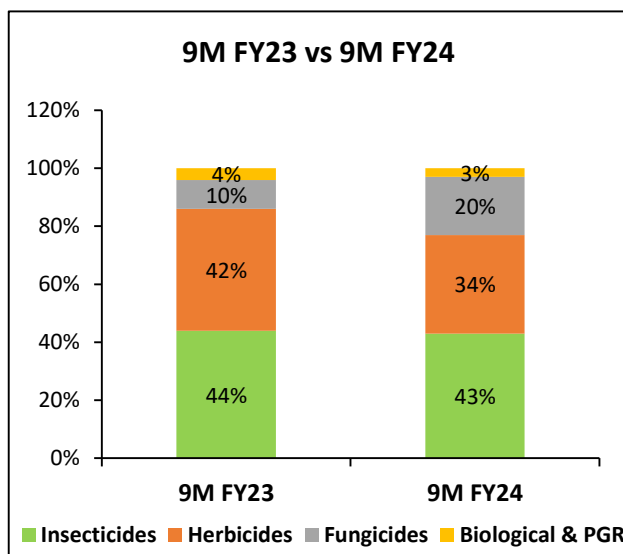
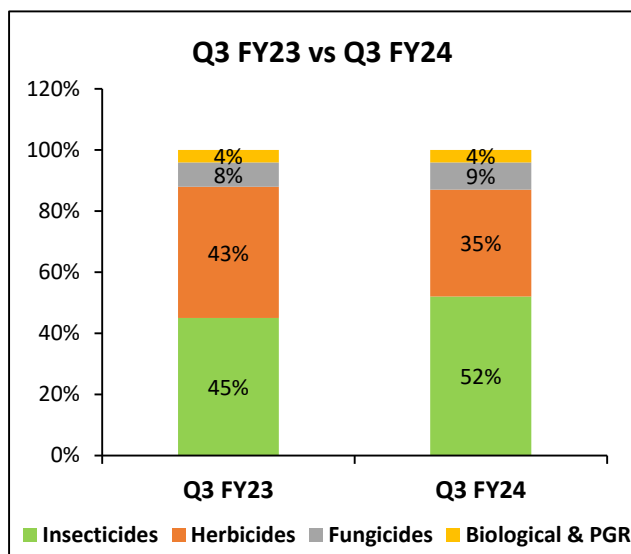
# Our Business Strengths:

- With 4 R&D centers, R&D team continue to emphasize on new innovation in technical and formulation to enhance the efficiency and quality of premium maharatna products.
- ILL is strategically positioned to meet the growing demand for sustainable and ecologically responsible crop protection and nutrition solutions through its expertise in biologicals & chemicals.
- The company has a notable intellectual property portfolio, with 24 patents granted and an additional 20 patents pending.

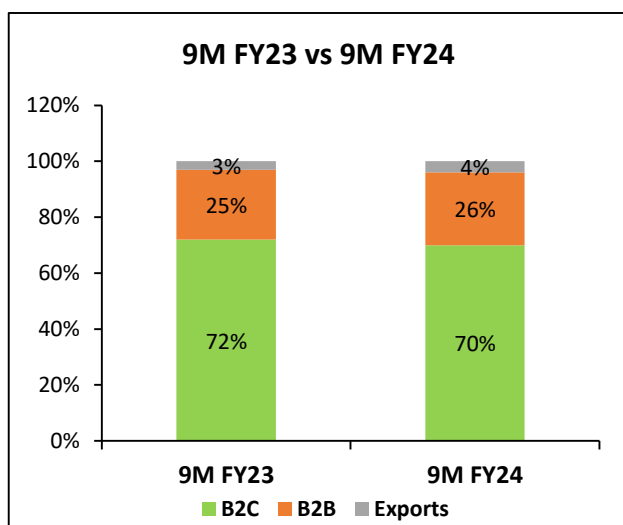
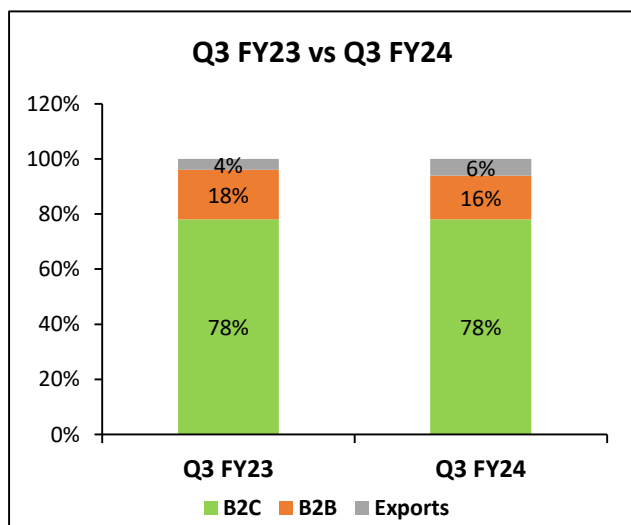
## Key Performance:

### Revenue Distribution:

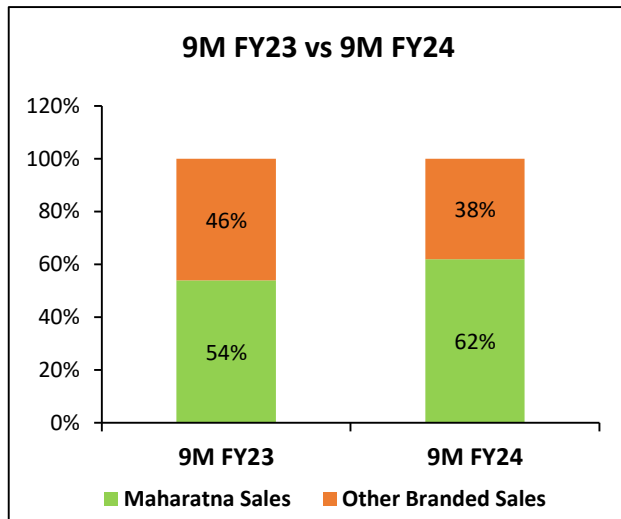
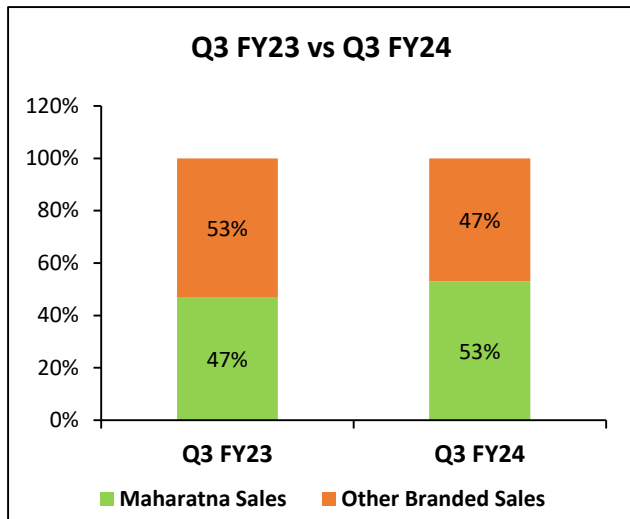
#### Category-Wise Sales Breakup



#### Sales by Segment

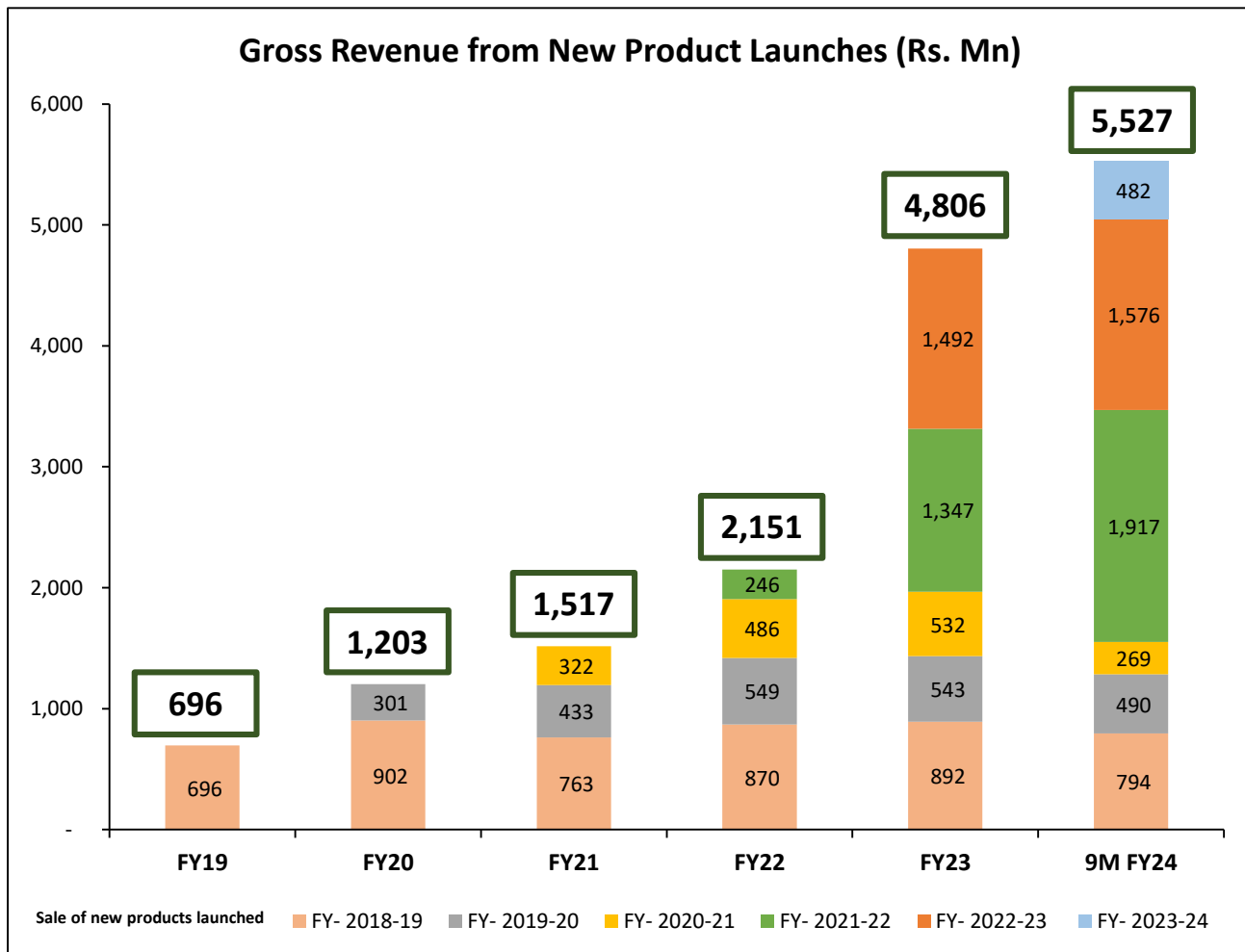


• **Maharatna Products V/S Others**



## Product Freshness Index:

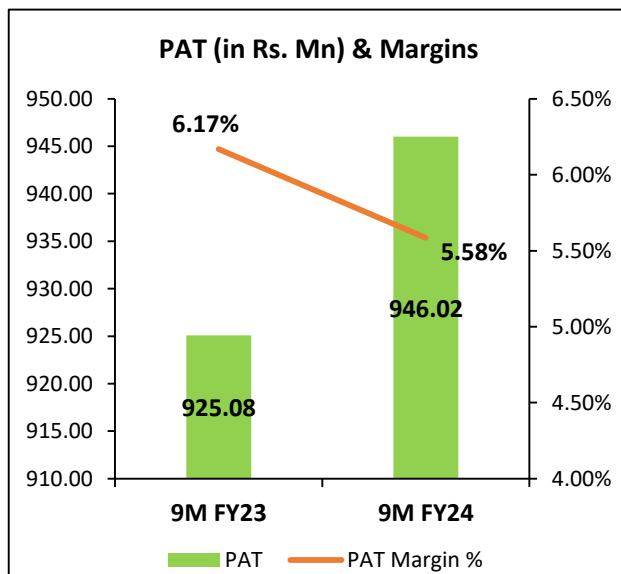
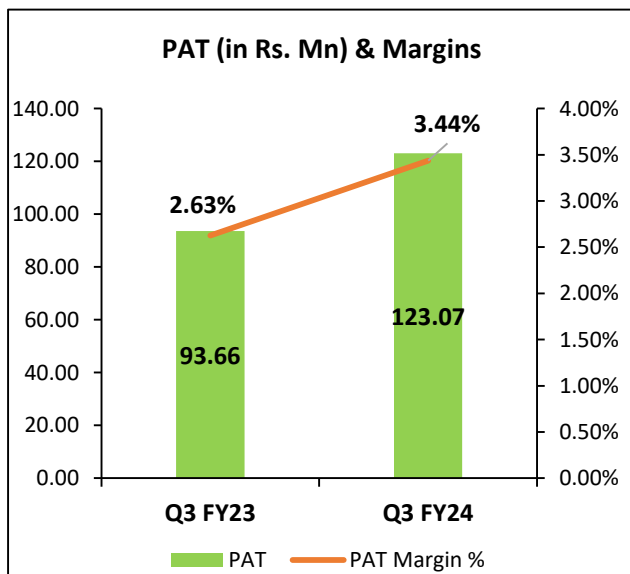
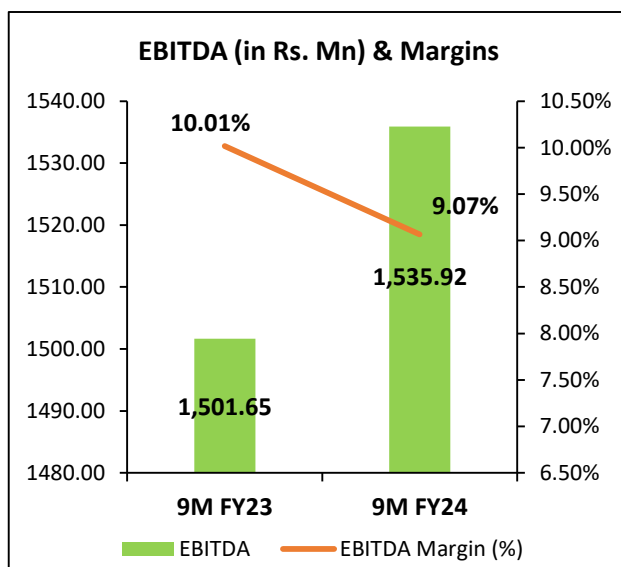
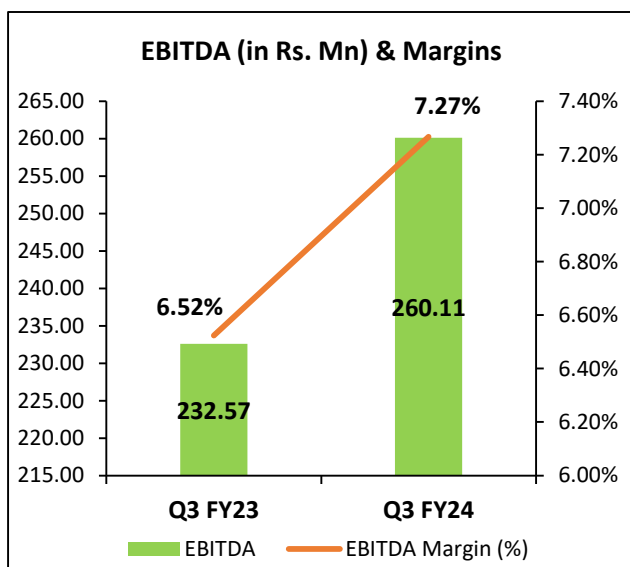
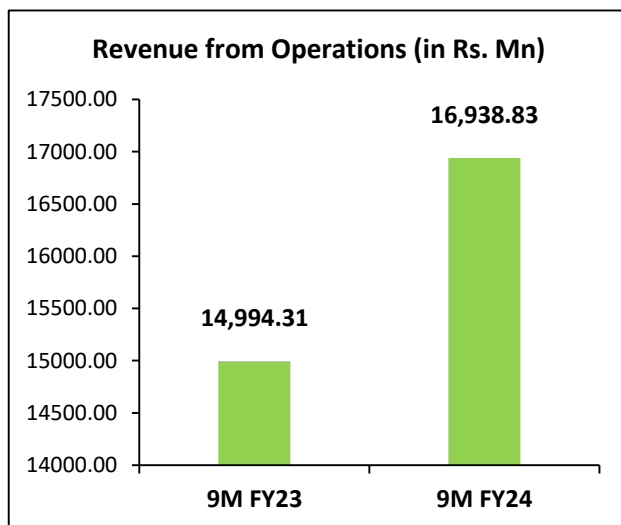
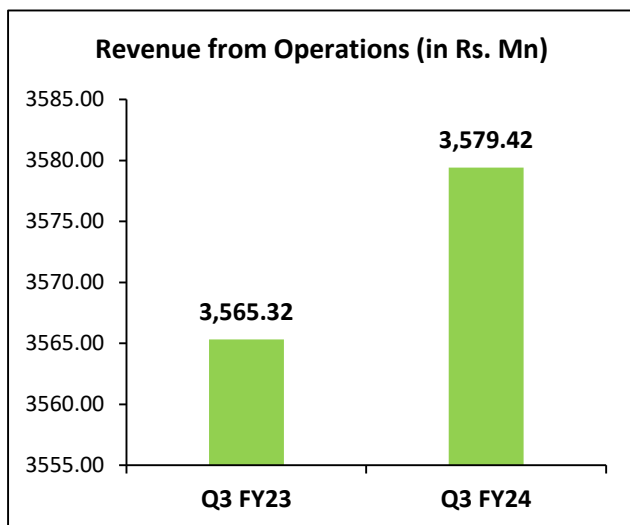
IL is committed to launching new products to keep in touch with the changing needs of agricultural market. The below graph depicts Revenues from new products launched since FY 19 till date.



\*Please note that while the Revenue from new products has been tracked since FY13, for brevity purposes we have depicted graphs starting from FY19. The total Revenue from New products launched from FY13 to FY18 is Rs. 1,62,316 lakhs.



# Financial Snapshot:



# Consolidated Income Statement:

| Particulars (Rs. Mn)   | Q3 FY24         | Q3 FY23         | YoY%   | Q2 FY24         | 9M FY24          | 9M FY23          | YoY%   |
|--|-----------------|-----------------|--------|-----------------|------------------|------------------|--------|
| Revenue from Operations  | 3,579.42        | 3,565.32        | 0.40%  | 6,959.88        | 16,938.83        | 14,994.31        | 12.97% |
| Other Income   | 12.19           | 3.74            |        | (1.74)          | 49.33            | 8.52             |        |
| <b>Total Revenue</b>   | <b>3,591.62</b> | <b>3,569.07</b> |        | <b>6,958.14</b> | <b>16,988.16</b> | <b>15,002.83</b> |        |
| Total Expenses excluding Depreciation, Amortization & Finance Cost         | 3,319.31        | 3,332.75        |        | 6,140.55        | 15,402.91        | 13,492.67        |        |
| <b>EBITDA*</b>   | <b>260.11</b>   | <b>232.57</b>   | 11.84% | <b>819.33</b>   | <b>1,535.92</b>  | <b>1,501.65</b>  | 2.28%  |
| <b>EBITDA Margin (%)</b>   | <b>7.27%</b>    | <b>6.52%</b>    |        | <b>11.77%</b>   | <b>9.07%</b>     | <b>10.01%</b>    |        |
| Depreciation & Amortization  | 74.18           | 64.32           |        | 73.51           | 216.50           | 194.55           |        |
| Finance Cost   | 27.87           | 48.38           |        | 28.61           | 88.14            | 89.85            |        |
| Share of net profit of joint venture accounted for using the equity method | 0.49            | 0.88            |        | 2.03            | 3.63             | 5.70             |        |
| <b>Profit Before Tax and Exceptional Items</b>                             | <b>170.75</b>   | <b>124.49</b>   |        | <b>717.50</b>   | <b>1,284.25</b>  | <b>1,231.46</b>  |        |
| Exceptional Items  | -               | -               |        | -               | -                | -                |        |
| <b>PBT</b>   | <b>170.75</b>   | <b>124.49</b>   |        | <b>717.50</b>   | <b>1,284.25</b>  | <b>1,231.46</b>  |        |
| Tax  | 47.68           | 30.84           |        | 185.97          | 338.23           | 306.39           |        |
| <b>PAT</b>   | <b>123.07</b>   | <b>93.66</b>    | 31.41% | <b>531.53</b>   | <b>946.02</b>    | <b>925.08</b>    | 2.26%  |
| <b>PAT Margin %</b>  | <b>3.44%</b>    | <b>2.63%</b>    |        | <b>7.64%</b>    | <b>5.58%</b>     | <b>6.17%</b>     |        |
| <b>Diluted EPS</b>   | <b>4.16</b>     | <b>3.16</b>     |        | <b>17.95</b>    | <b>31.96</b>     | <b>31.25</b>     |        |

\*EBITDA is calculated excluding Other Income

## Recent Notable developments for Q3 FY24:

### New Patent Received:

The Patent Office, Government of India has granted patent to Insecticides (India) Limited entitled A NOVEL ISOXAZOLE COMPOUND OR A SALT THEREOF" for the term of 20 years from 29th day of November 2018.

### Strengthening our Board:

- Mr. Supratim Bandyopadhyay:** He is a Member of the Institute of Chartered Accountant, has vast experience in the field of Insurance, Finance, Investments and Debt operations. He earlier served as Chairman of Pension Fund Regulatory and Development Authority (PFRDA) for a period of three years for two years. During his tenure with PFRDA, the AUM of PFRDA increased almost 4 folds to ₹9 trillion. . He also held the position of Managing Director & Chief Executive Officer at LIC Pension Fund.
- Mr. Shyam Lal Bansal:** He is a seasoned and accomplished banker with a distinguished career spanning more than four decades. He had an illustrious professional innings spanning over 39 years in Banking Industry with Union Bank of India and Oriental Bank of Commerce. He earlier held Directorships at Canara HSBC Oriental Bank of Commerce Life Insurance Co Ltd and Oriental Insurance Co Ltd.



# Management Commentary:

**Reflecting on the performance of Q3 FY24, Mr. Rajesh Aggarwal (MD) and the management team stated:**

We are pleased to announce that our performance for Q3 FY24 and the 9M FY24 has been modest, the company reported a revenue of **₹3,579.42 Mn** in Q3 FY24. Further, for 9M FY24, revenue stood at **₹16,938.83 Mn** registering a growth of **12.97%** as compared to 9M FY23. Generally, Q3 experiences a seasonal slowdown, despite that the revenue was primarily driven by the growth of Maharatna and focused Maharatna products, which increased by **14%** on a Y-o-Y basis and contributed **53%** to the total sales.

In Q3 FY24, the company achieved an EBITDA of **₹260.11 Mn**, representing a growth of **11.84%** with improvement in EBITDA margin of **74 bps**. For 9M FY24, the company achieved an EBITDA of **₹1,535.92 Mn** while EBITDA margin stood at **9.07%**. This financial outcome is an attribute of increased contribution of Maharatna products in total revenue and implementing laser sharp cost management practices at all levels like efficiency and better control over inventory and optimization over all other costs. These actions are aimed at preserving the financial health of the company and maintaining a resilient financial position. The net profit for the quarter stood at **₹123.07 Mn**, indicating an increase of **31.41%** with margins of **3.44%** which was aided by better financial management.

With the strength of our premium product portfolio, distribution network and 'Tractor Brand' strong brand equity, we have been able to look through the current macro challenges and registered healthy growth in premium products 'Maharatna' with significant traction in industry-leading innovative formulations launched in last few years.

The current financial year has been a seminal year owing to several strategic initiatives that will enhance the long-term stability of the Company. As a result, we are confident of driving healthy growth in 'Maharatna', focus on Nano and Biologicals crop-protection products, enhancing strategic global partnerships, astute cash flow management and vertical expansion in distribution and manufacturing competences

Our emphasis on R&D endeavour's has led to the introduction of 1 new product in the Q3 FY24, contributing to a total of 7 new products launched in the 9M FY24. These new product launches have contributed **₹481.77 Mn** to our revenue for 9M FY24, and their full-year impact will be realized in the upcoming fiscal year. The market has consistently shown a strong acceptance of our new product releases, attributed to our compelling value proposition. Moving forward, we will continue to harness our R&D expertise to create innovative molecules.

*We are actively diversifying our product portfolio by introducing new molecules and products, some of which will act as substitutes for off-patented products. Additionally, the company is diligently developing new products to substitute any existing ones that could potentially be subject to bans in the future. We expect to launch at least 1-2 new products in the Q4 FY24, in addition to those already introduced earlier in the fiscal year.*

*We have focused on streamlining operations and optimizing resources to mitigate the impact of industry challenges. Our revenue has sustained healthy growth despite a delayed and deficient monsoon and certain industry challenges.*

*Insecticides (India) Ltd remains committed to sustainability and providing essential solutions for agriculture. The company's strong product portfolio and increased market acceptability of its products among farmers reinforce this commitment.*

*At IIL, we continue to move forward on our mission to grow responsibly towards a sustainable future through continuous hard work and dedication of our high performing teams and I would like to conclude by thanking all our stakeholders for supporting us move in the right direction.”*

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## **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 circumstance*

## **Contact Details:**

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