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www.insecticidesindia.com
CIN : L65991DL1996PLC083909



insecticides
(INDIA) LIMITED

Ref: IIL/SE/2026/3001/03

Dated: January 30, 2026

The Manager

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

Dear Sir/Madam,

Sub: Earning Presentation for Q3 & 9M of FY 2025-26 Results.

Please find enclosed the Q3 & 9M of FY2025-26 Earning presentation for the third quarter and nine months ended December 31, 2025.

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



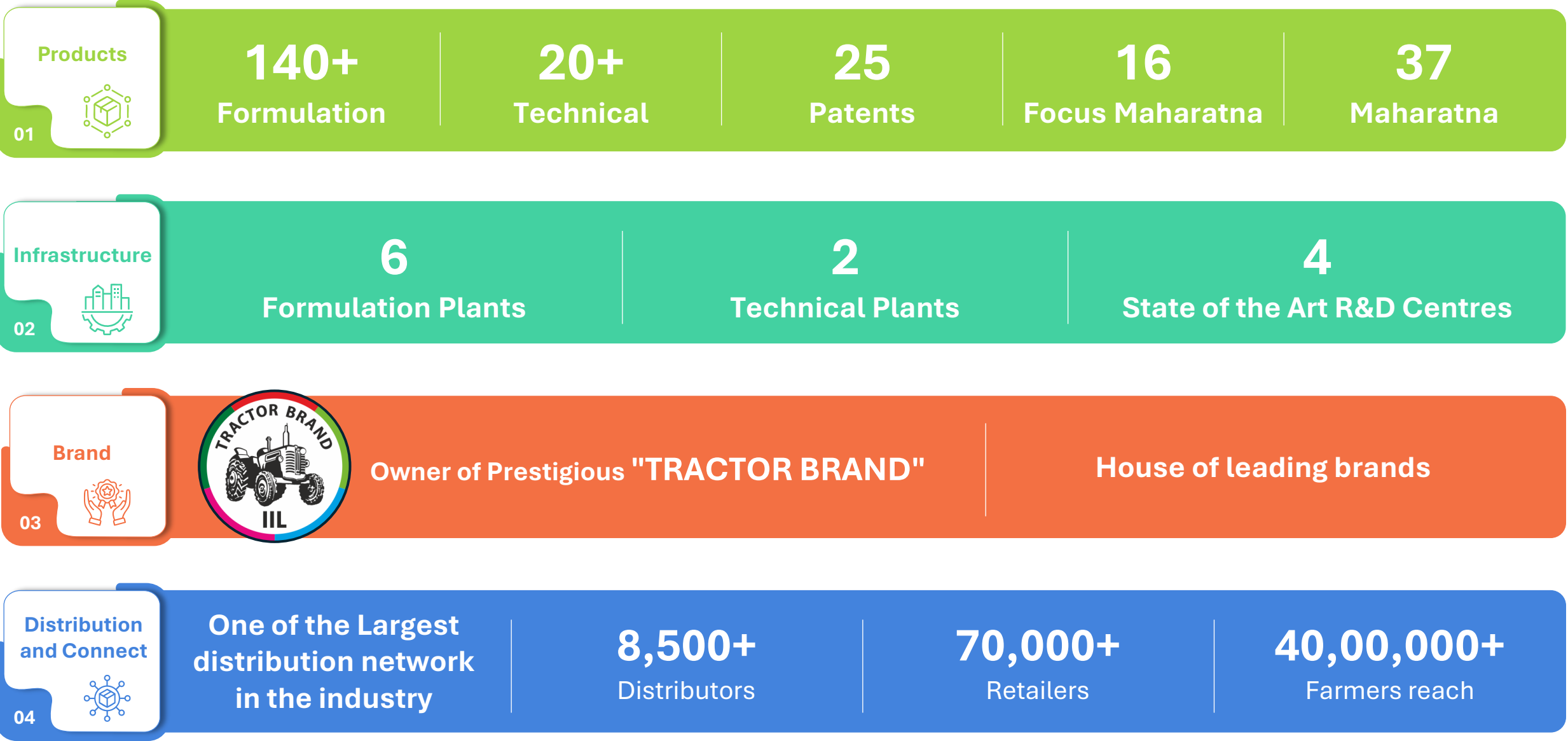
insecticides
(INDIA) LIMITED



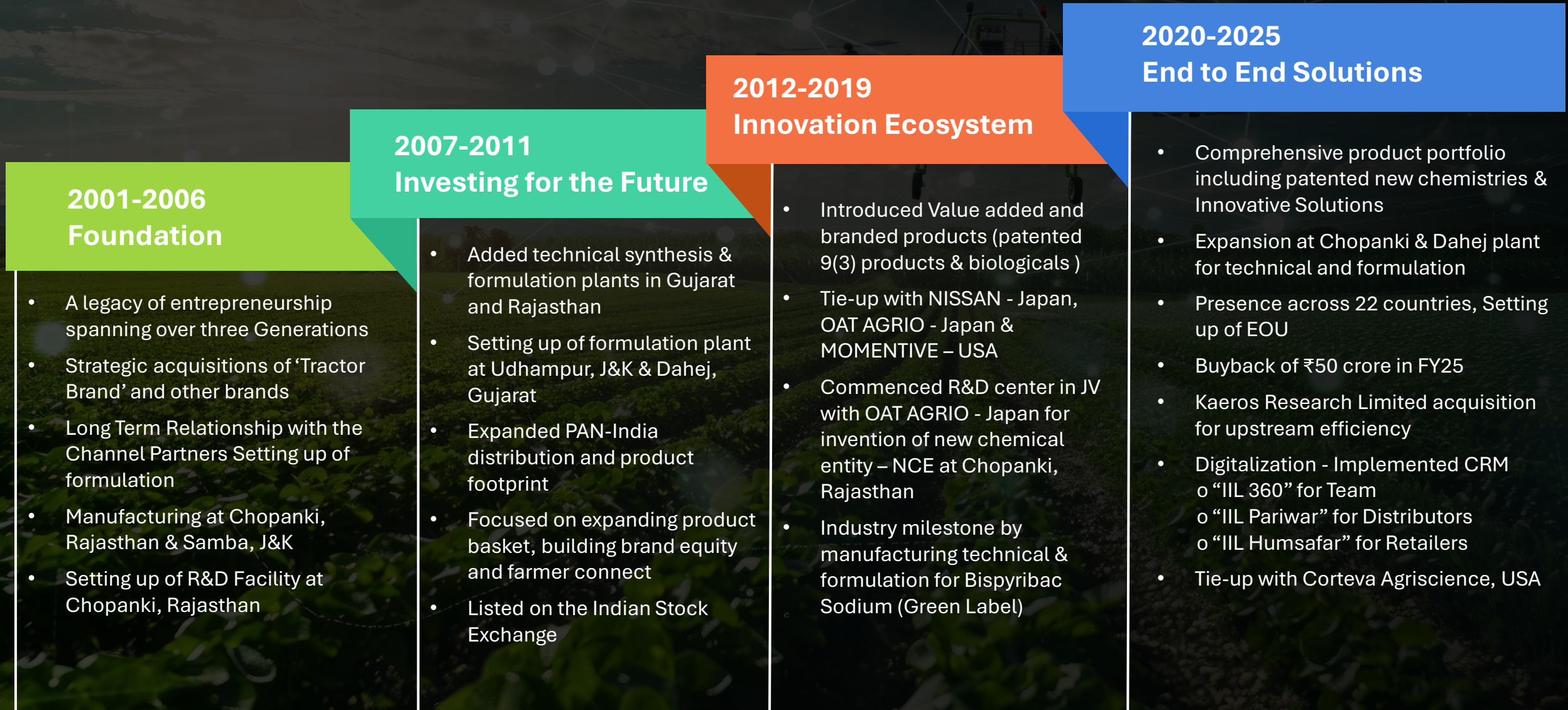
This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Insecticides (India) Limited** (the “Company”), securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Transformational Journey to become an Integrated Solution Provider



Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect



A FMCG Like Distribution



Manufacturing Prowess

Enhanced Agricultural Efficiency

In line with global trends, the adoption of herbicides and other advanced technological products is increasing in India



Shift in Crop patterns

Driven by rising demand in nutritious food



Encouraging Global Trade Outlook

Stability in input material prices and early signs of demand revival



Lesser Arable land

Driving the need for smart and efficient farming practices



Supportive Policy Environment

Favorable government initiatives and proactive reforms for agri-sector

IIL Proactively Adapting to Internal Shifts

Premiumization Drive

Strong focus on expanding the Portfolio of Premium products

Aggressive Product Launches

Continued emphasis on introducing new age technology to Indian farmers through in-house R&D and International alliances

Complete Crop Solution

Strengthening the Crop-based portfolio

Integrated Manufacturing

In-house capabilities ensure cost competitiveness and uninterrupted raw material supply

Enhanced Market Presence

Broadened distribution network and strengthened brand equity across key markets

Significant Performance Improvement in Two Years

Premiumization

10%

Increase in **B2C share of Premium Products** from **51% (FY23) to 61% (FY25)**

Profitability

890 bps

Gross Profit Margin improvement from **23.1% to 32%**

430 bps

EBITDA Margin improvement from **6.8% to 11.1%**

Capital Efficiency

740 bps

ROCE improvement from **10.4% to 17.8%**

620 bps

ROE improvement from **6.9% to 13.1%**

Strategic Roadmap and Recent Milestones

New Alliance with Corteva Agriscience(USA)

Expanding Global partnership for innovative product

Robust Product Pipeline

A dynamic product pipeline driving growth and market leadership

Completion of Gujarat Expansion

Expected to enhance operational efficiency and profitability

Upcoming Sotanala Plant in Rajasthan

Strengthening manufacturing capabilities and regional presence

Strengthening Organization

Augmenting C-Suite leadership to drive strategic growth

Buyback of ₹50 Crore in FY25

Reinforcing commitment to shareholder value creation

Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect



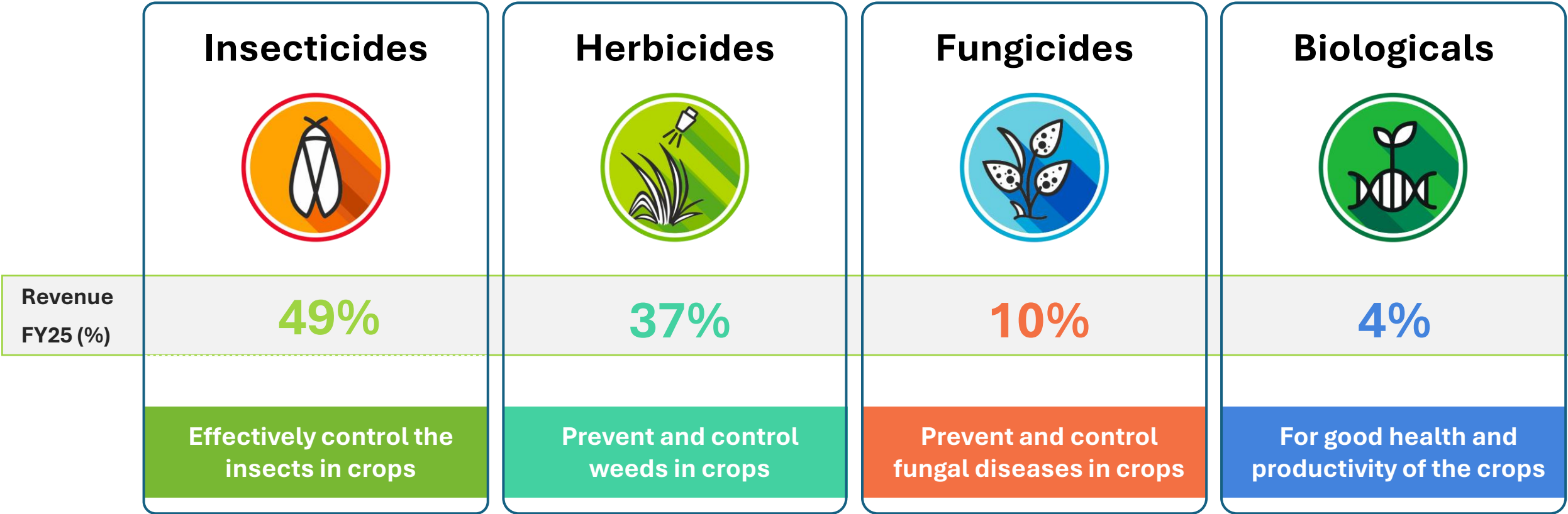
A FMCG Like Distribution



Manufacturing Prowess

Total Turnover (FY 2024-25)

INR 2,000 Cr



Robust Portfolio of Premium Products

Focus Maharatna



Maharatna



Consistent New Launches- Powered by Innovation

FY26 – 9M

FY25



FY24



Paddy



Corn



Horticulture



Soybean



Market-Leading Brands Across Diverse Categories



1 Brand

in Fungicide Category

- A product of Nissan, Japan
- Launched in 2012
- Exclusive marketing rights in India
- 130 Lac+ acres treated so far



2nd Largest

in Paddy Herbicide

- Make in India Product
- Launched in 2016
- 170 Lac+ acres treated so far



Top 10

in Insecticide Category

- Developed by IIL
- Launched in 2018
- 75 Lac+ acres treated so far



Top 5

in Herbicide Category

- A Patented Herbicide developed by IIL in Technical Coll. With Nissan, Japan
- Launched in 2021
- 35 Lac+ acres treated so far

* as per best marketing estimates



Top 3 Performer

- Make in India Product
- Launched in 2022
- 30 Lac+ acres treated so far



3rd Biggest

in Corn Herbicide

- Make in India Product
- Launched in 2022
- 170 Lac+ acres treated so far



Among Top 5

in Insecticide Category

- A Patented novel Insecticide by Nissan, Japan
- Co- exclusive marketing rights for India
- Launched in 2022
- Label claim of 6 crops
- 22 Lac+ acres treated so far

* as per best marketing estimates



100+

Scientists & Researchers

4

R&D Centers

#25

Patents

**GLP Certification for
Chopanki R&D center**

R&D on New Product Invention

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



Synthesis R&D

- Backward integration
- Process Development of new molecules
- Process optimization Formulation R&D



Formulation R&D

- Development of New Generation Formulations
- Development of New Synergistic combinations
- Focus on Cost optimization, Customer and Environment friendly products Biological R&D



Biological R&D

- Equipped with bio assay and product development facilities
- Development of new bio pesticides and fertilizers
- Development of nano technology products



Empowering Indian Farmers Through Global Alliances



JAPAN



Marketing Tie-up & technical collaboration for specialty products i.e. PULSOR, HAKAMA, KUNOICHI, HACHIMAN, SHINWA, IZUKI & ALTAIR.



JAPAN



Tie-up with OAT Agrio Co., Ltd. Japan to bring specialised products - CHAPERONE & TADAAKI



JAPAN



JV for dedicated R&D Centre in India to invent new agrochemical molecules



USA



Marketing Tie-up with Corteva Agriscience, for SPARCLE - Insecticide for Paddy



USA



Tie-up with MOMENTIVE Performance Material Inc., USA for AGROSPRED MAX for silicone based super spreader

Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect



A FMCG Like Distribution



Manufacturing Prowess

TRACTOR BRAND has a legacy spanning over 40 years, which stands at beacon of trust for millions of farmers nationwide

Desh ki Shaan... Kissan ki Pahchan...



1986

Tractor Brand, initially



2003

Acquisition of Tractor Brand
on March 10th, 2003



2013

Improvement in visual appeal
by bringing it in color



2016

Enhancement in visual appeal

Farmers appealing Brand Ambassador Collaboration

Ajay Devgn – Our Brand Ambassador

Embodies the strength of a confident Indian Brand. His grounded persona and authenticity turn our brand message into credible, relatable, and trusted advice for millions of farmers across India



Scan this QR Code to watch the latest
TV AD Campaign with Ajay Devgn

Farmers appealing Brand Ambassador Collaboration



इजूकी है तो
रिस्क क्यों लेना?

- एकसार वालीयों का निकलना
- वालीयों में पुष्ट दानों की संख्या में बढ़ोतरी
- शीघ्र ब्लाइड और ब्लैस्ट का सफल नियंत्रण

insecticides (INDIA) LIMITED | हर कदम, हम कदम



धान के खरपतवार अब रहें अलर्ट
ग्रीन एXपर्ट™ धान का अग्रणी खरपतवारनाशक

GREEN EXPERT™
HERBICIDE

इसकेमाल की अवधि: खरपतवार के 2-4 पत्ती की अवस्था मात्रा: 100 मिली प्रति एकड़

insecticides (INDIA) LIMITED | हर कदम, हम कदम



मिशन
है तो जीत पक्की

स्वस्थ फसल का हमसफ़र

insecticides (INDIA) LIMITED | हर कदम, हम कदम



शिनवा
सुरक्षा की गारंटी

160 लि.ली. प्रति एकड़

SHINWA FLUXAMETHAMIDE 10% EG

insecticides (INDIA) LIMITED | हर कदम, हम कदम



एम्यूस के साथ किसान मनाएंगे
समृद्धि का त्यौहार

AMUSE
FUNGICIDE

insecticides (INDIA) LIMITED | हर कदम, हम कदम



आपकी धान की फसल का सितारा

खरपतवार मुक्त खेत, सशक्त पैदावार, उच्चल भविष्य

सिफारिश
160 ग्राम प्रति एकड़

प्रयोग का समय
रोपाई के 0-3 दिन

ALTAR
HERBICIDE

insecticides (INDIA) LIMITED | हर कदम, हम कदम

Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect



A FMCG Like Distribution



Manufacturing Prowess

Digital Empowerment Initiatives

IIL GROWSMART – A self-placed digital learning platform enabling employees to upskill anytime, anywhere through mobile and desktop access



IIL Pariwar - A distributor platform providing real-time product and financial data, enhancing efficiency and sales through data-driven insights on Android and IOS



IIL 360 App – A field force tool for real-time stock checks, order placement, payment tracking, farmer/retailer mapping and visit tracking to build stronger, data-driven relationships across the value chain



We have been creating a meaningful impact and brand presence on digital media through thoughtfully crafted brand campaigns and targeted marketing initiatives, helping us broaden our reach and generate product enquiries

Media Engagement

Innovative Platforms targeted for Digital Farmer Campaigns



25,000+ Farmers Meetings

5,000+ Field Days

8,500+ Demonstration in Different Crops

120,000+ Farmers visits on Field Days




Organised Field Days



25+

ICS Plots across
geographies for different
crops



ICS PLOT

IIL CROPS SOLUTION - RICE

FARMER NAME : SHRI MAYA RAM


VILLAGE : PALAKA

DISTT. : YAMUNA NAGAR


MOB. NO. : 9416689783

VARIETY : PB 1509

TRANSPLANTING DATE : 14.06.2025



DATE	DAY	PRODUCT USE & DOSE/ACRE	OBJECTIVE
16.06.2025	2 Days	Altair 160 Gm	Weeds
24.06.2025	10 Days	Sofia 500 MI	Bakanae, Root Rot
29.06.2025	15 Days	Mycorajapro 2 Kg	Soil Fertility, Root Growth, Nutrients
02.06.2025	18 Days	Centran 4 Kg	Stem Borer
4.07.2025	20 Days	Sofia 500 MI	Bakanae, Root Rot
14.07.2025	30 Days	Pulsor 150ml+ Mission Sc 60 MI	Sheath Blight, Leaf Folder
13.08.2025	60 Days	IZUKI 150 ML+DOMINANT 100 GM+ MISSION SC 60ML+CHAPERONE 250 ML	Sheath Blight, Leaf Blast, BPH, Leaf Folder, PGR



हर कदम, हम कदम



Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect

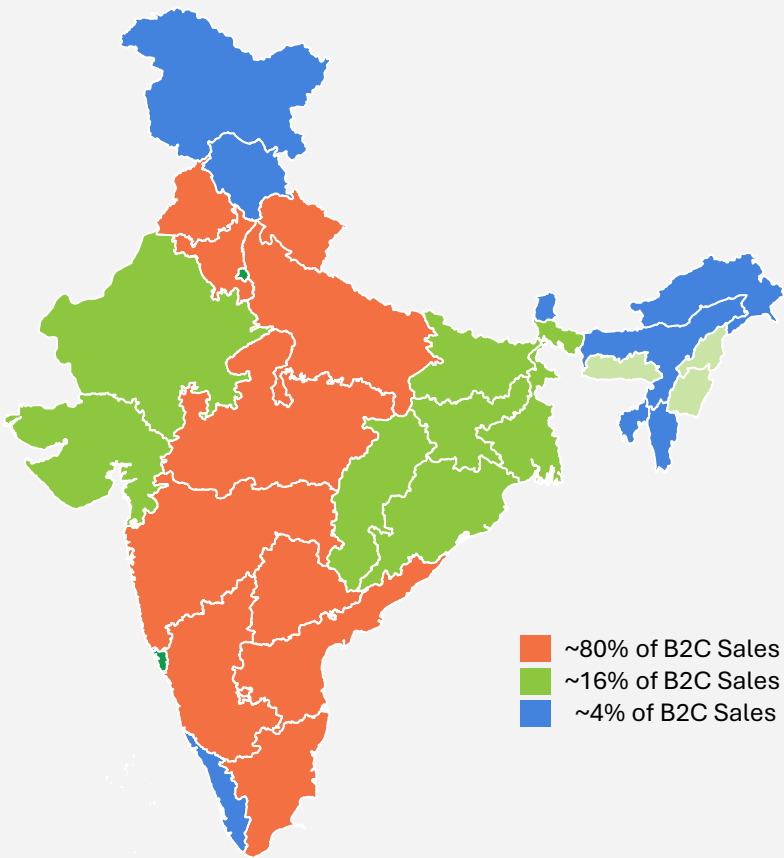


A FMCG Like Distribution



Manufacturing Prowess

PAN India Footprints



5

Decades of Strong Dealer Relationship provide unmatched Competitive Strength

- **Designed to be dealer-friendly**, ensuring long-term relationships and continuity
- **Built on a strong FMCG-style** network with deep-rooted retailer connections
- **Supported by one of India’s largest** distribution systems, enabling seamless product reach
- **Strengthened through crop advisor engagement**, driving local demand and market responsiveness

40,00,000+

Farmers Reach

70,000+

Retailers

8,500+

Distributors

1,200+

Crop Advisor Team

750+

Sales & Marketing team

Fundamental Pillars to drive Sustainable Value



Innovative Product Portfolio



Brand Equity



Deeper Farmer's Connect

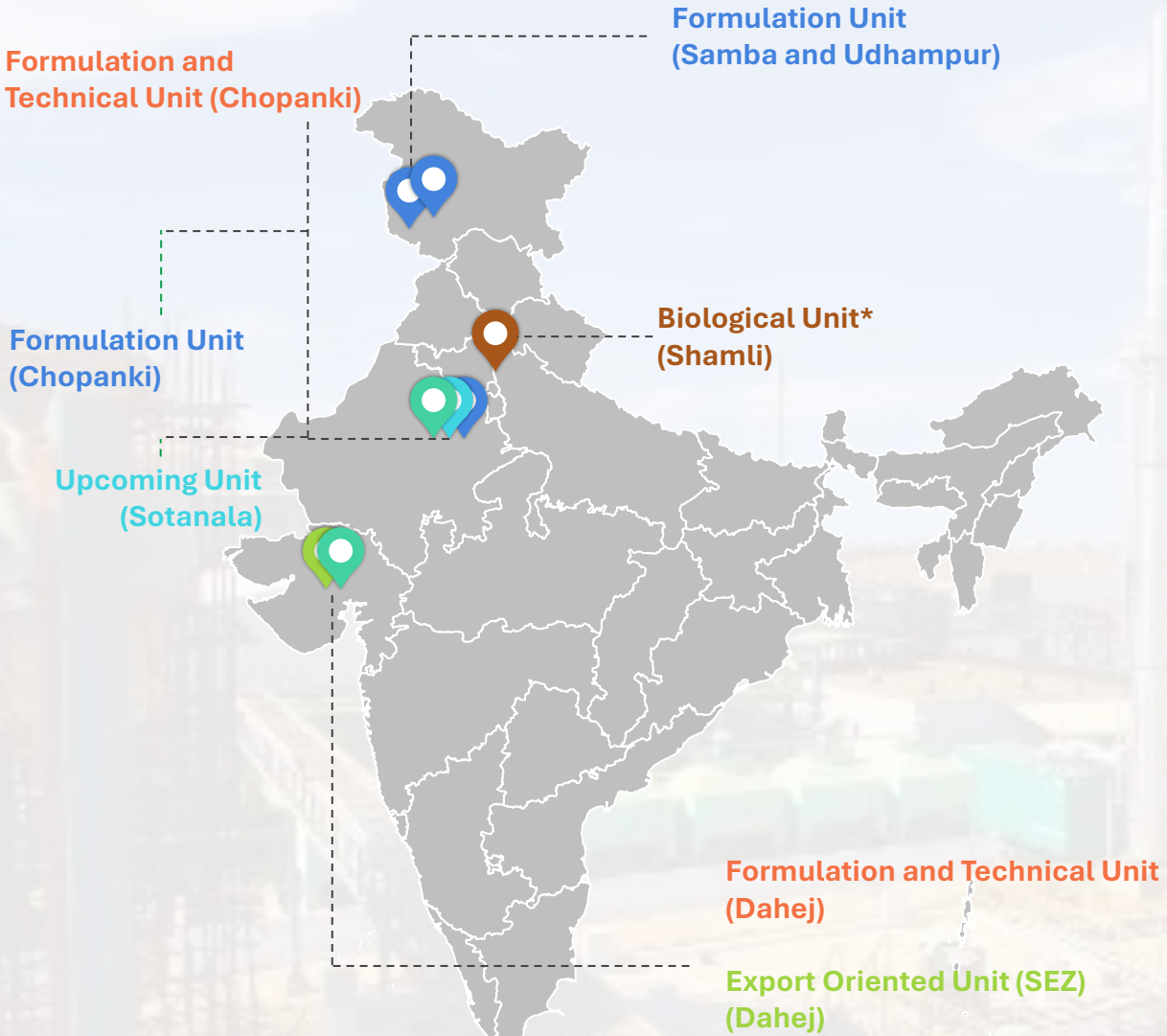


A FMCG Like Distribution



Manufacturing Prowess

Strategically Located Manufacturing Facilities



Installed Capacity	
15,800	MTPA Active Ingredient and Intermediates
30,000	MTPA Granules
30,000	KLPA Liquid
10,000	MTPA Powder

Manufacturing Sites in Approved Industrial Estates

Expansion space availability at Dahej and upcoming plant at Sotanala



Multi purpose technical Plant with 20 different streams

70,000 MT/KL formulation capacity annually



~95% in-house manufactured revenue

100% Export oriented Formulation Plant in SEZ area



22

Countries
Establishing a
solid footprint



Honored by FICCI and
Ministry of Chemicals and
Fertilizers with Exports
Excellence Award in 2023



To boost global presence,
commenced Export
Oriented Unit (SEZ) in
Dahej, Gujarat in the year
2020

~182

International
Registrations
received

Premiumization

Elevating portfolio mix to drive high-margin, aspirational growth

Margin Stability

Building sustainable profitability through operational efficiency and cost discipline

Acceleration of New Product Launches

Fast-tracking innovation to capture emerging agri-opportunities

Global Partnerships & Strategic Collaborations

Leveraging alliances to enhance technology access and global reach

Manufacturing, R&D & Brand Equity

Strengthening R & D and brand equity to power long-term competitiveness

Organisation Strength

Empowering people, processes and systems for sustainable growth

Board of Directors

**Mr. H.C.
Aggarwal**
Chairman



**Mr. Rajesh
Kumar Aggarwal**
Managing Director



**Mrs. Nikunj
Aggarwal**
Whole Time Director



**Mr. Anil Kumar
Goyal**
Whole Time Director



**Mrs. Praveen
Gupta**
Independent Director



**Mr. Anil
Kumar Bhatia**
Independent Director



**Mr. Shyam Lal
Bansal**
Independent Director



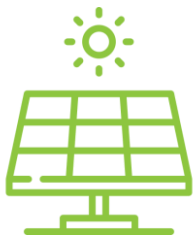
**Mr. Supratim
Bandyopadhyay**
Independent Director





48%

Energy demands met by renewable sources in overall energy consumption



30%

Attained more than 30% Green Belt conforming to air quality standards



Zero

Implemented zero liquid discharge policy in 3 plants locations, (Chopanki, Samba & Udhampur)



1363.90 MT

Successful disposal of hazardous waste



Ensure effective usage of natural resources

Reduce carbon footprint by adopting energy efficient manufacturing process

Working on adopting zero liquid discharge (ZLD) policy across all our manufacturing units

Awards and Recognition



Shri H. C. Aggarwal honoured as a **Stalwart of the Crop Protection Industry – by Crop Life**



Mr. Rajesh Kumar Aggarwal, MD & CEO, honoured as a **Visionary of Viksit Bharat.**



Receives the Excellence in Family Business Award at the Hurun India Awards 2025.



Honored at the Entrepreneur AI Summit 2025, held at Eros, Delhi



9th CSR Health Impact Awards, Project Green by IIL Foundation – Won two recognitions



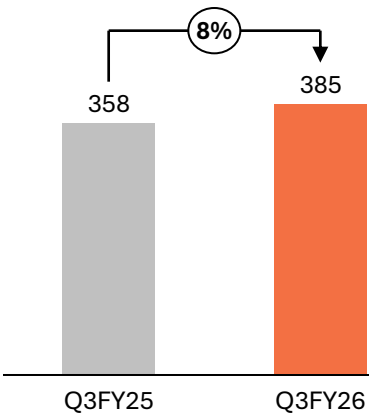
Best CSR Project of the Year at the 15th Corporate Social Responsibility Summit & Awards 2025

Project IIL Green – A CSR Initiative by IIL Foundation

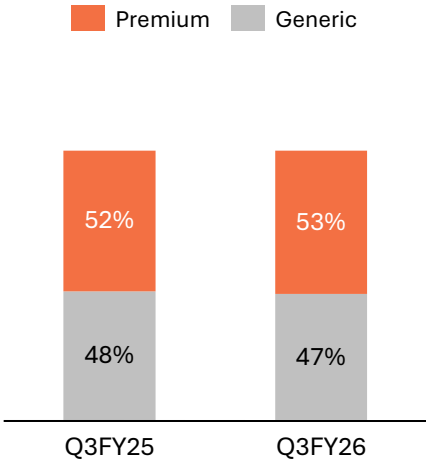


(Rs in crs)

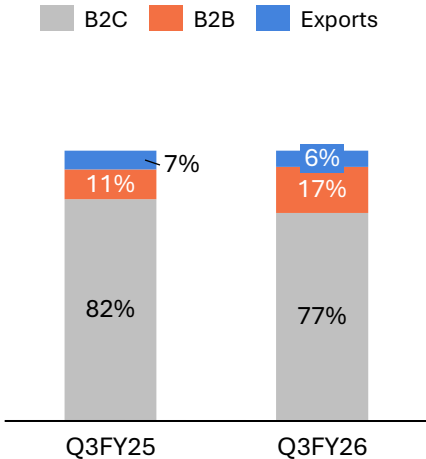
Revenue from Operations



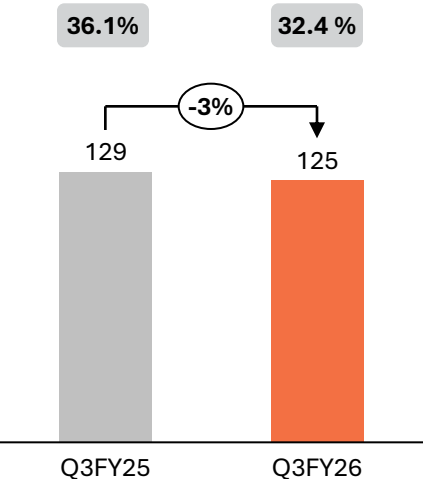
B2C – Premium Vs Generic



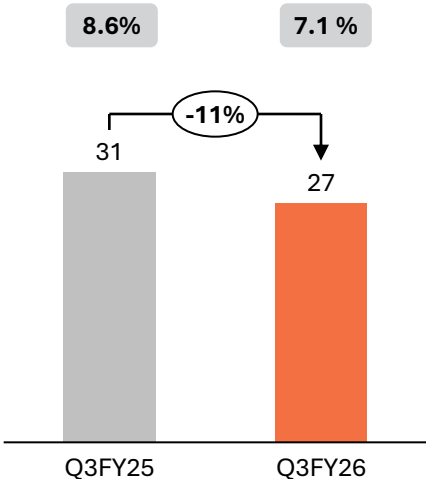
Sales by Segment



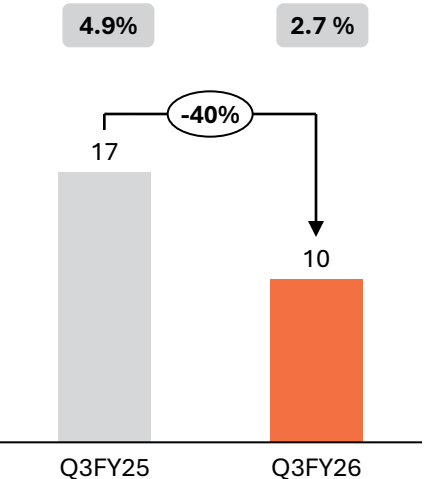
Gross Profit



EBITDA



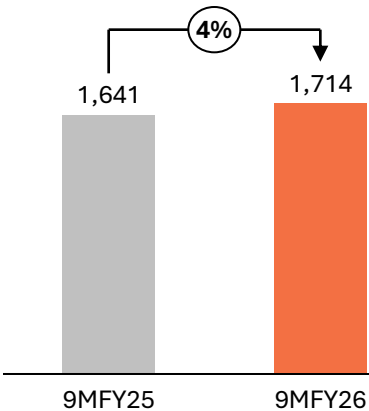
PAT



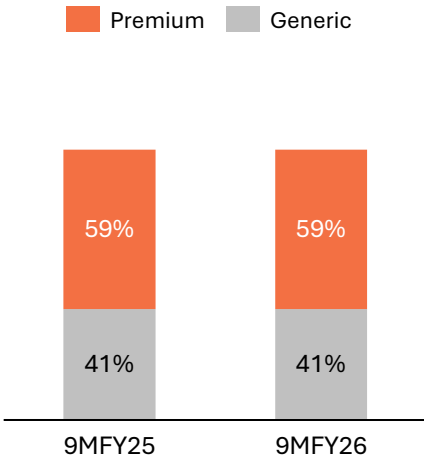
9MFY26 – Stable growth across key metrics

(Rs in crs)

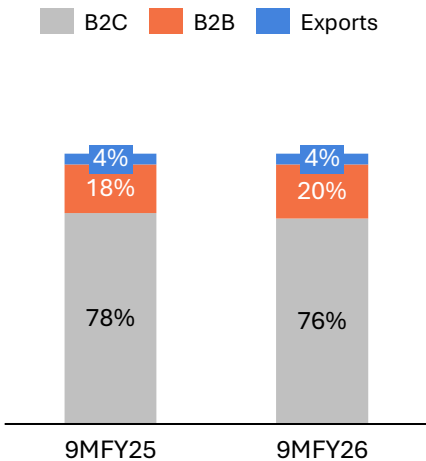
Revenue from Operations



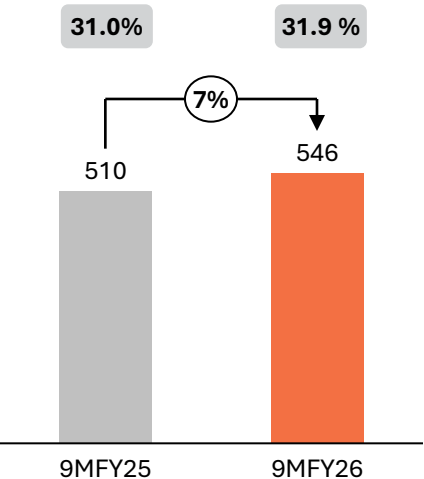
B2C – Premium Vs Generic



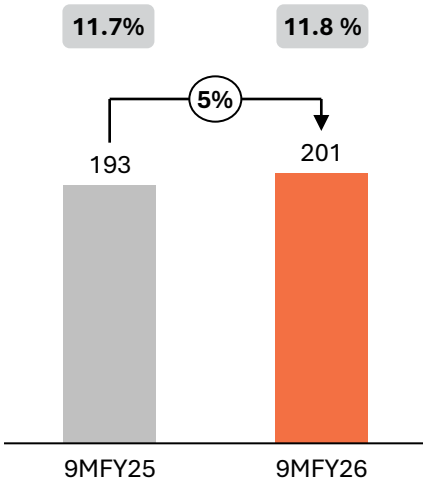
Sales by Segment



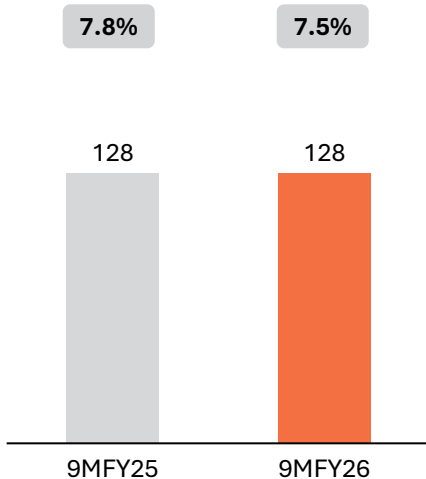
Gross Profit



EBITDA



PAT



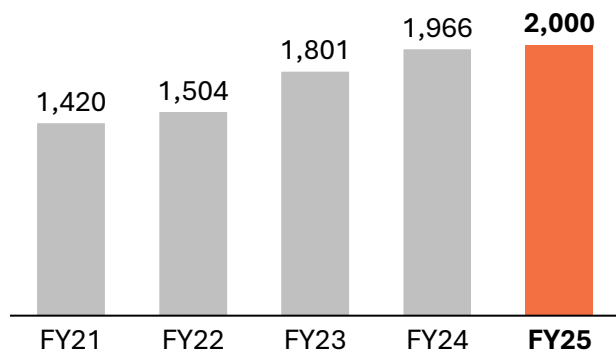
Q3 & 9MFY26 – Consolidated Profit & Loss Statement

Particulars (Rs.Crs)	Q3 FY26	Q3 FY25	Y-o-Y	9M FY26	9M FY25	Y-o-Y
Revenue from Operations	384.92	357.70	8%	1,713.75	1,641.03	4%
Cost of Material Consumed	217.62	235.97		953.53	1,022.00	
Purchase of stock in trade	15.06	20.95		118.01	62.92	
Change in Inventories of Finished goods & Work in Progress	27.38	-28.40		95.99	46.64	
Total Raw Material	260.07	228.52		1,167.54	1,131.56	
Gross Profit	124.85	129.19	-3%	546.22	509.47	7%
Gross Profit Margin (%)	32.4%	36.1%		31.9%	31.0%	
Employee Expenses	36.46	32.49		125.75	110.08	
Other Expenses	61.00	65.80		219.01	206.65	
EBITDA	27.39	30.89	-11%	201.45	192.74	5%
EBITDA Margin (%)	7.1%	8.6%		11.8%	11.7%	
Other Income	0.76	0.16		6.98	4.14	
Depreciation	9.41	7.58		26.06	21.98	
EBIT	18.74	23.47	-20%	182.37	174.90	4%
EBIT Margin (%)	4.9%	6.6%		10.6%	10.7%	
Finance Cost	4.68	1.41		12.56	4.72	
Share from associates	0.24	0.22		0.80	0.57	
Profit before Tax	14.30	22.28	-36%	170.61	170.75	-
Profit before Tax (%)	3.7%	6.2%		10.0%	10.4%	
Tax	3.81	4.92		42.91	42.62	
Profit After Tax	10.49	17.36	-40%	127.70	128.13	-
PAT Margin (%)	2.7%	4.9%		7.5%	7.8%	
EPS (As per Profit after Tax)	3.60	5.96		43.89	43.52	

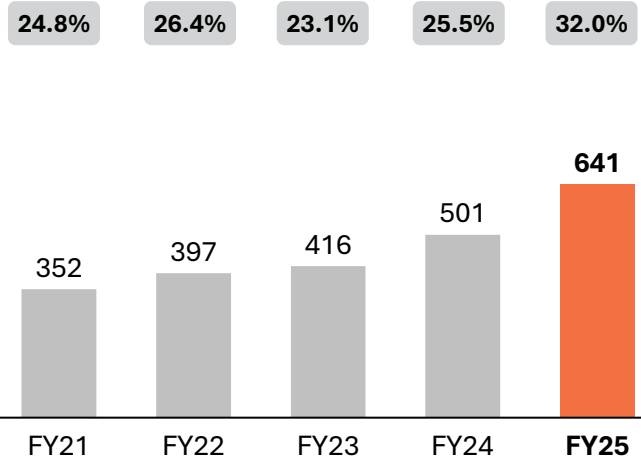
Financial Highlights

(Rs in crs)

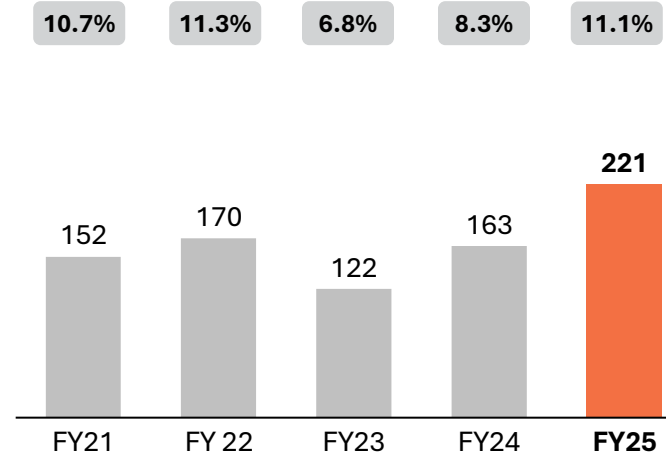
Revenue



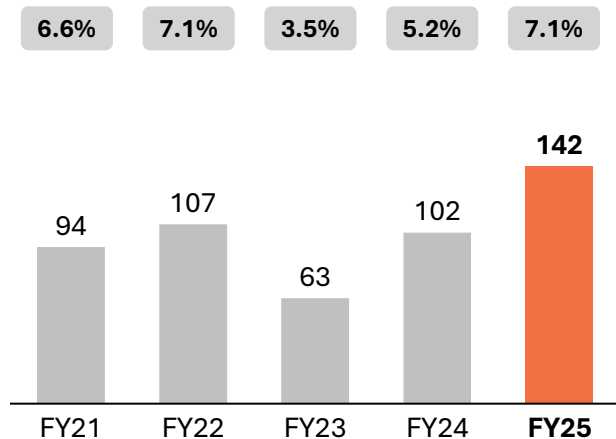
Gross Profit



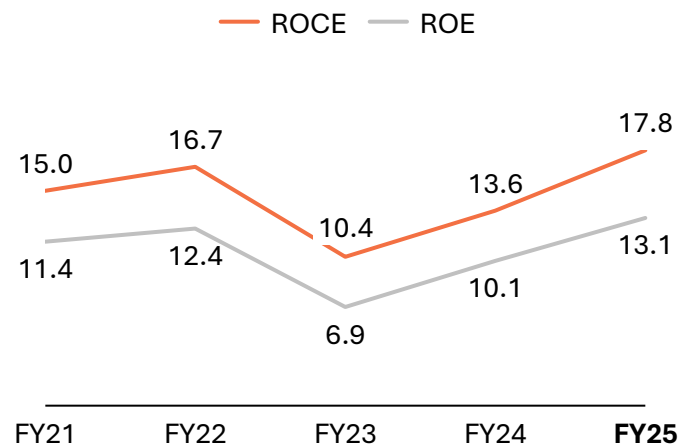
EBITDA



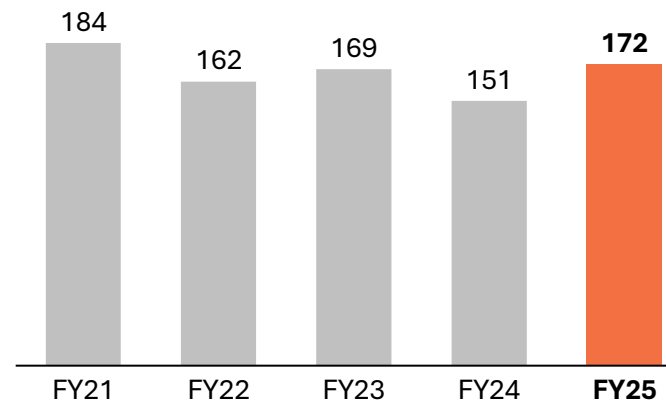
PAT



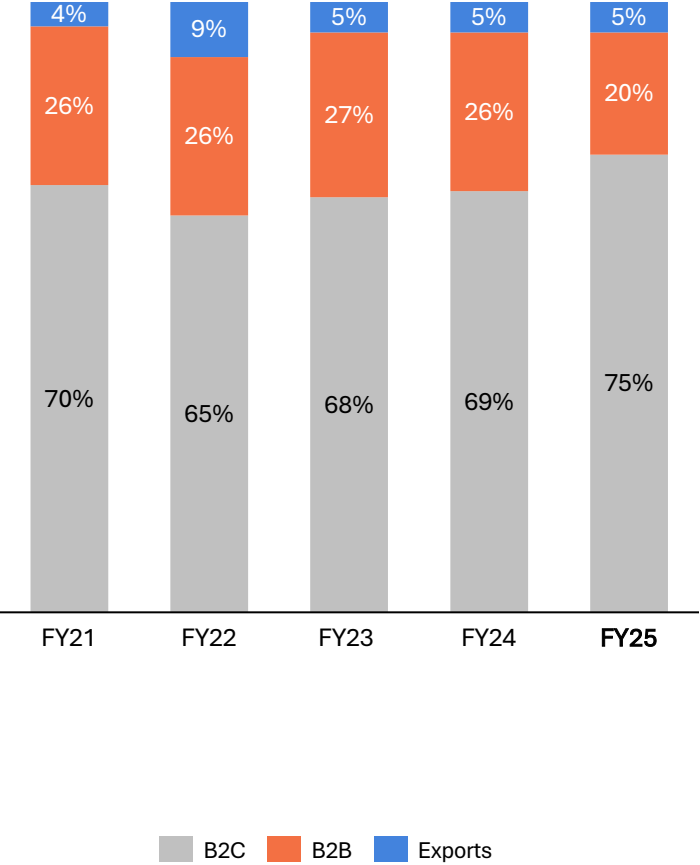
Return Ratios



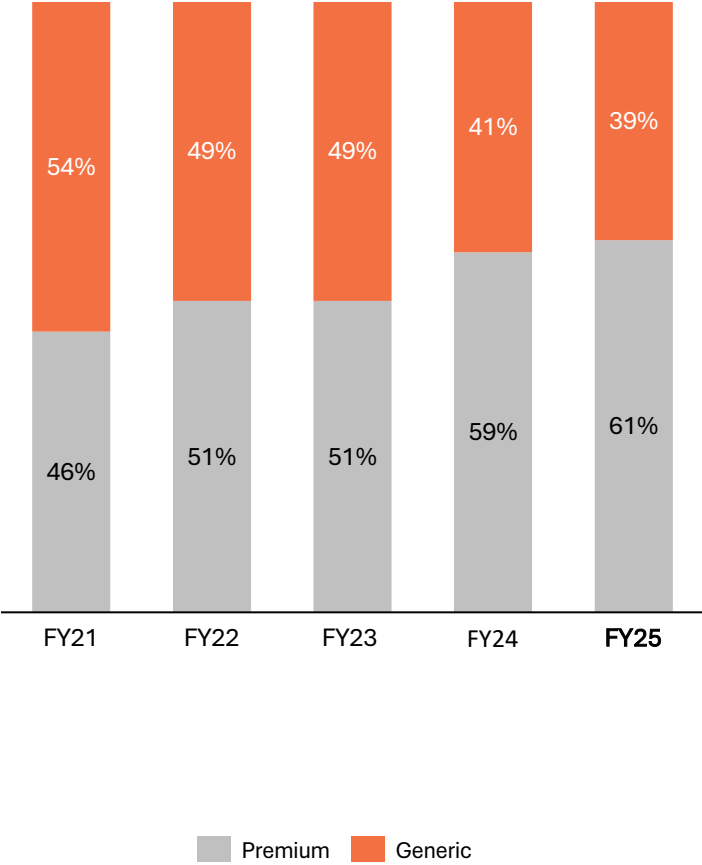
Net Working Capital (Days)



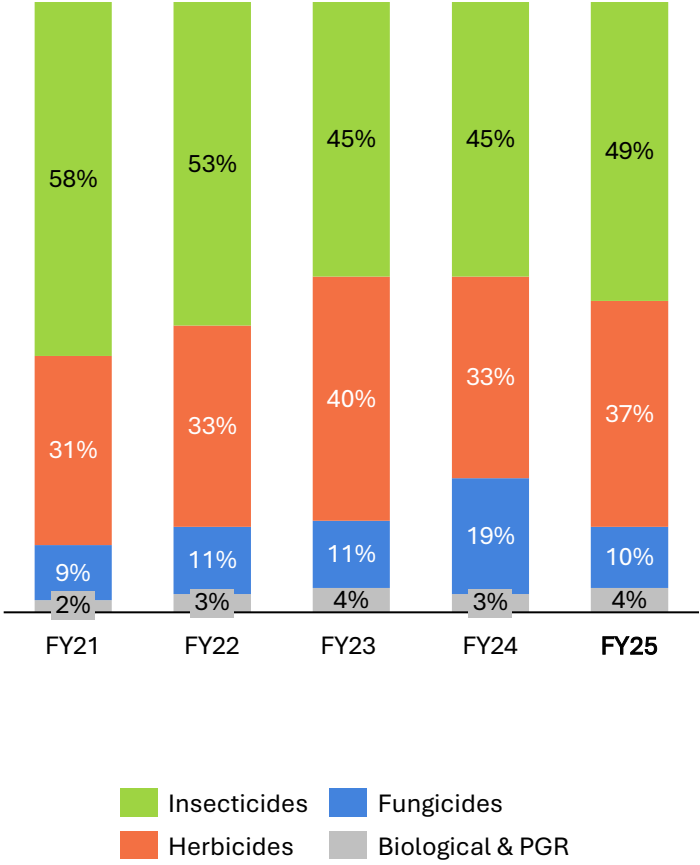
Segment-Wise Sales Breakup



B2C : Premium vs Generic



Category-Wise Sales Breakup





COMPANY :

Insecticides (India) Limited

CIN : L65991DL1996PLC083909

Sandeep Aggarwal (CFO)

Email: sandeep@insecticidesindia.com

www.insecticidesindia.com

INVESTOR RELATIONS ADVISORS :



MUFG Intime India Private Limited

A part of MUFG Corporate Markets, a division of MUFG Pension & Market Services

MUFG (Investor Relations)

Mr. Nikunj Seth

Nikunj.seth@in.mpms.mufg.com

Ms. Sejal Bhattar

Sejal.bhattar@in.mpms.mufg.com

Meeting Request

Link



Thank You