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 CIN : L65991DL1996PLC083909

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



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140+
Formulation

20+
Technical

25
Patents

16
Focus Maharatna

37
Maharatna



6
Formulation Plants

2
Technical Plants

4
State of the Art R&D Centres



Owner of Prestigious "TRACTOR BRAND"

House of leading brands



**One of the Largest
distribution network
in the industry**

8,500+
Distributors

70,000+
Retailers

40,00,000+
Farmers reach

Transformational Journey to become an Integrated Solution Provider

2001-2006 Foundation

- A legacy of entrepreneurship spanning over three Generations
- Strategic acquisitions of 'Tractor Brand' and other brands
- Long Term Relationship with the Channel Partners Setting up of formulation
- Manufacturing at Chopanki, Rajasthan & Samba, J&K
- Setting up of R&D Facility at Chopanki, Rajasthan

2007-2011 Investing for the Future

- Added technical synthesis & formulation plants in Gujarat and Rajasthan
- Setting up of formulation plant at Udhampur, J&K & Dahej, Gujarat
- Expanded PAN-India distribution and product footprint
- Focused on expanding product basket, building brand equity and farmer connect
- Listed on the Indian Stock Exchange

2012-2019 Innovation Ecosystem

- Introduced Value added and branded products (patented 9(3) products & biologicals)
- Tie-up with NISSAN - Japan, OAT AGRIO - Japan & MOMENTIVE – USA
- Commenced R&D center in JV with OAT AGRIO - Japan for invention of new chemical entity – NCE at Chopanki, Rajasthan
- Industry milestone by manufacturing technical & formulation for Bispyribac Sodium (Green Label)

2020-2025 End to End Solutions

- Comprehensive product portfolio including patented new chemistries & Innovative Solutions
- Expansion at Chopanki & Dahej plant for technical and formulation
- Presence across 22 countries, Setting up of EOU
- Buyback of ₹50 crore in FY25
- Kaeros Research Limited acquisition for upstream efficiency
- Digitalization - Implemented CRM
 - o "IIL 360" for Team
 - o "IIL Pariwar" for Distributors
 - o "IIL Humsafar" for Retailers
- Tie-up with Corteva Agriscience, USA



**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

III 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

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%

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



**Innovative Product
Portfolio**



Brand Equity



Deeper Farmer's Connect



A FMCG Like Distribution



Manufacturing Prowess



Total Turnover (FY 2024-25)
INR 2,000 Cr

Insecticides



Revenue
FY25 (%)

49%

Effectively control the
insects in crops

Herbicides



37%

Prevent and control
weeds in crops

Fungicides



10%

Prevent and control
fungal diseases in crops

Biologicals



4%

For good health and
productivity of the crops

Focus Maharatna



Maharatna



Consistent New Launches- Powered by Innovation

FY26 – 9M



FY25



FY24



HAR KADAM HUM KADAM

Paddy



Corn



Horticulture



Soybean





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



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



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



**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 as a 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





TRACTOR BRAND
III

In Technical Collaboration with
Japan

In Technical Collaboration with
Nissan Chemical Corporation

इन्जुकी है तो रिक्त क्यों लेना?

- एक सारा बालियों का निकलना
- बालियों में पुष्ट दानों की संख्या में बढ़ोतारी
- शीघ्र लाइट और लास्ट का सफल नियन्त्रण

insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic

insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic



TRACTOR BRAND
III

In Technical Collaboration with
Japan

In Technical Collaboration with
Nissan Chemical Corporation

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

GREEN EXPERT. HERBICIDE

ISOPYPERIC SODIUM 5.5% + METOSULFURON 4.5% W/W

इस्ट्रेंगर की अवधि: खरपतवार के 2-4 पर्सी की अवधारा
मात्रा: 100 मिली प्रति लैक्टर

Patented

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insecticides (INDIA) LIMITED | हर कदम, हम कदम

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मिशन है तो जीत पक्की खरपतवार का हमसफर



MISSION AGROFERTILIZER

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TRACTOR BRAND
III

In Technical Collaboration with
Japan

शिनवा सुरक्षा की गारंटी

- नुकसानाची कीट-काशक
- अलोली दार्पणामिनर
- नुकसान तुरत वंद
- अदिकीय एवं नवीन कार्यप्रणाली
- पीपे में शीघ्र बोरा



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insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic

एम्यूस के साथ किसान मनाएंगे समृद्धि का त्यौहार



TRACTOR BRAND
III

In Technical Collaboration with
Japan

AMUSE FUNGICIDE

AZORESTROBIN 20.5% + METOSULFURON 4.5% W/W

वेहतीन सुरक्षा, शानदार उपज

विश्वसनीय रसायनों का संयोजन



insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic

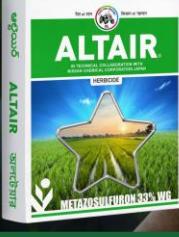
insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic

आपकी धान की फसल का सितारा

खरपतवार मुक्त खेत, सरक्त पैदावार, उच्चल भविष्य

- सिफारिश**
160 माल प्रति लैक्टर
- प्रयोग का समय**
रोपाई के 3 दिन





ALTAIR HERBICIDE

METOSULFURON 3.5% W/W



अलटाईर के लिए अधिक जानकारी के लिए जीत पक्की करें altair.co.in

insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic

insecticides (INDIA) LIMITED | हर कदम, हम कदम

Eco-friendly communication for a sustainable future with zero plastic



**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

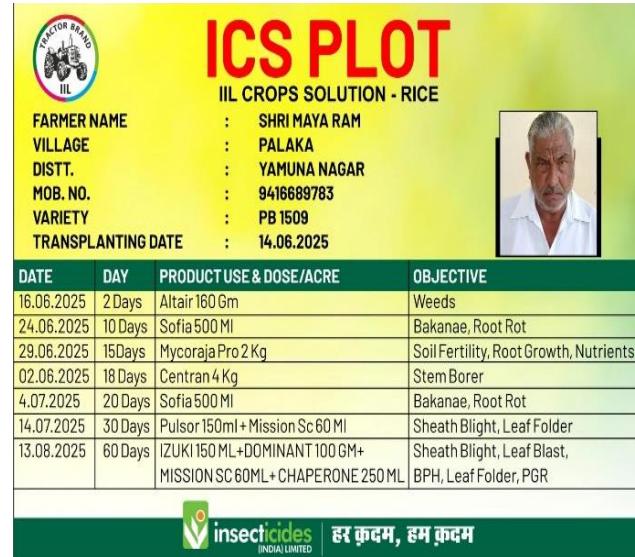


Organised Field Days



25+

ICS Plots across
geographies for different
crops





**Innovative Product
Portfolio**



Brand Equity



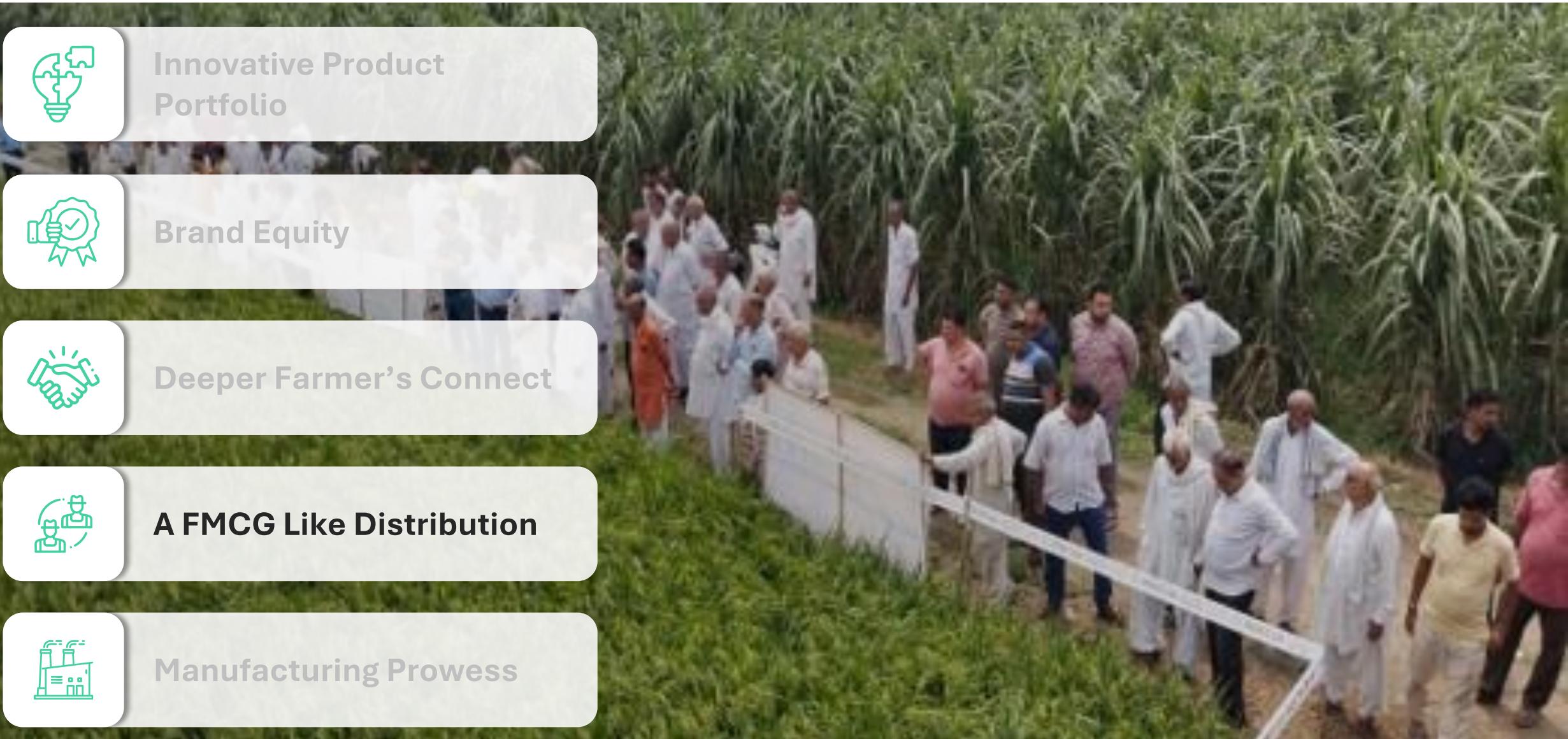
Deeper Farmer's Connect



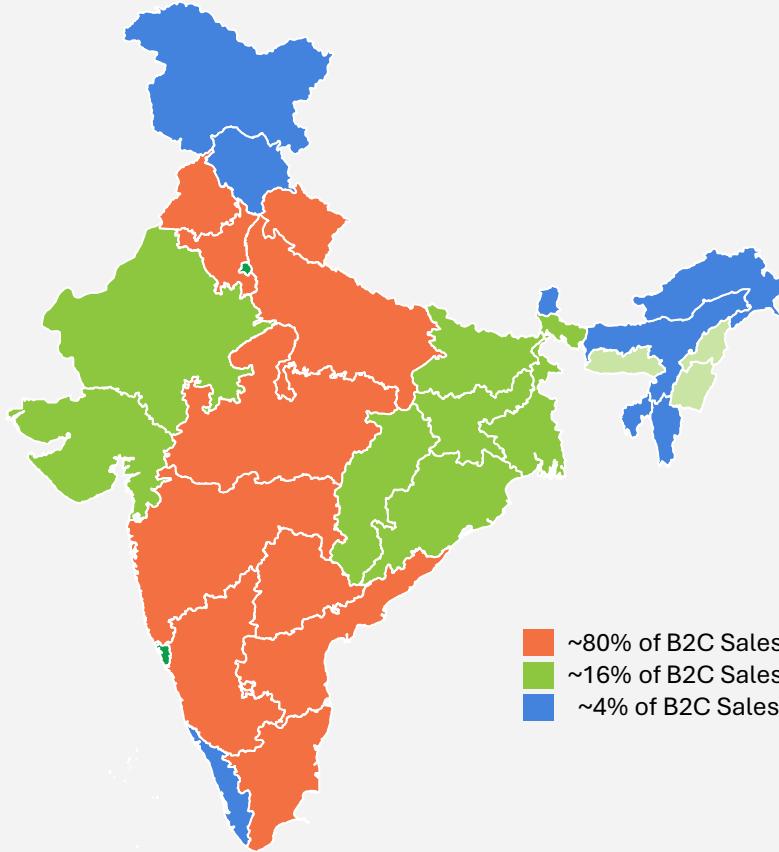
A FMCG Like Distribution



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
- **Supported by one of India's largest** distribution systems, enabling seamless product reach
- **Built on a strong FMCG-style** network with deep-rooted retailer connections
- **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



Innovative Product
Portfolio



Brand Equity



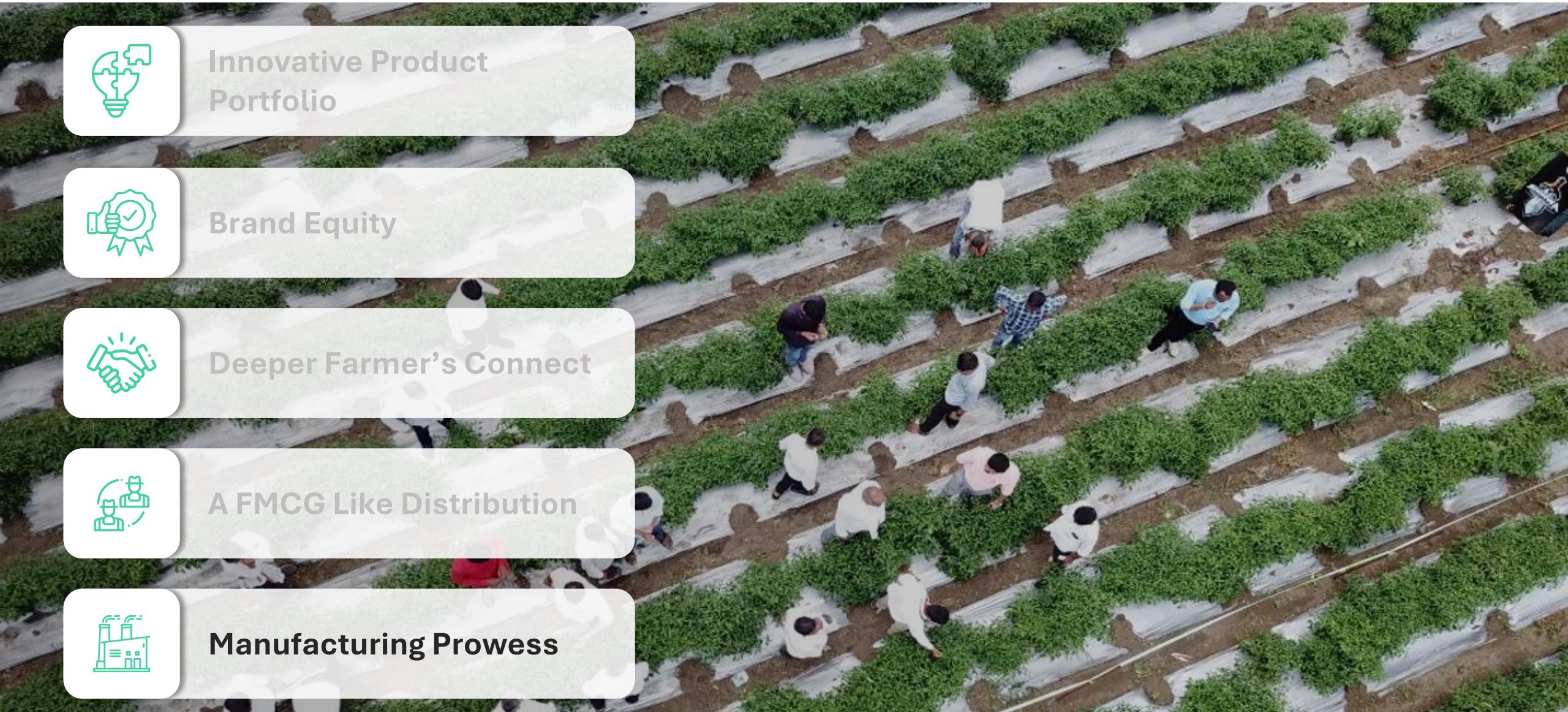
Deeper Farmer's Connect



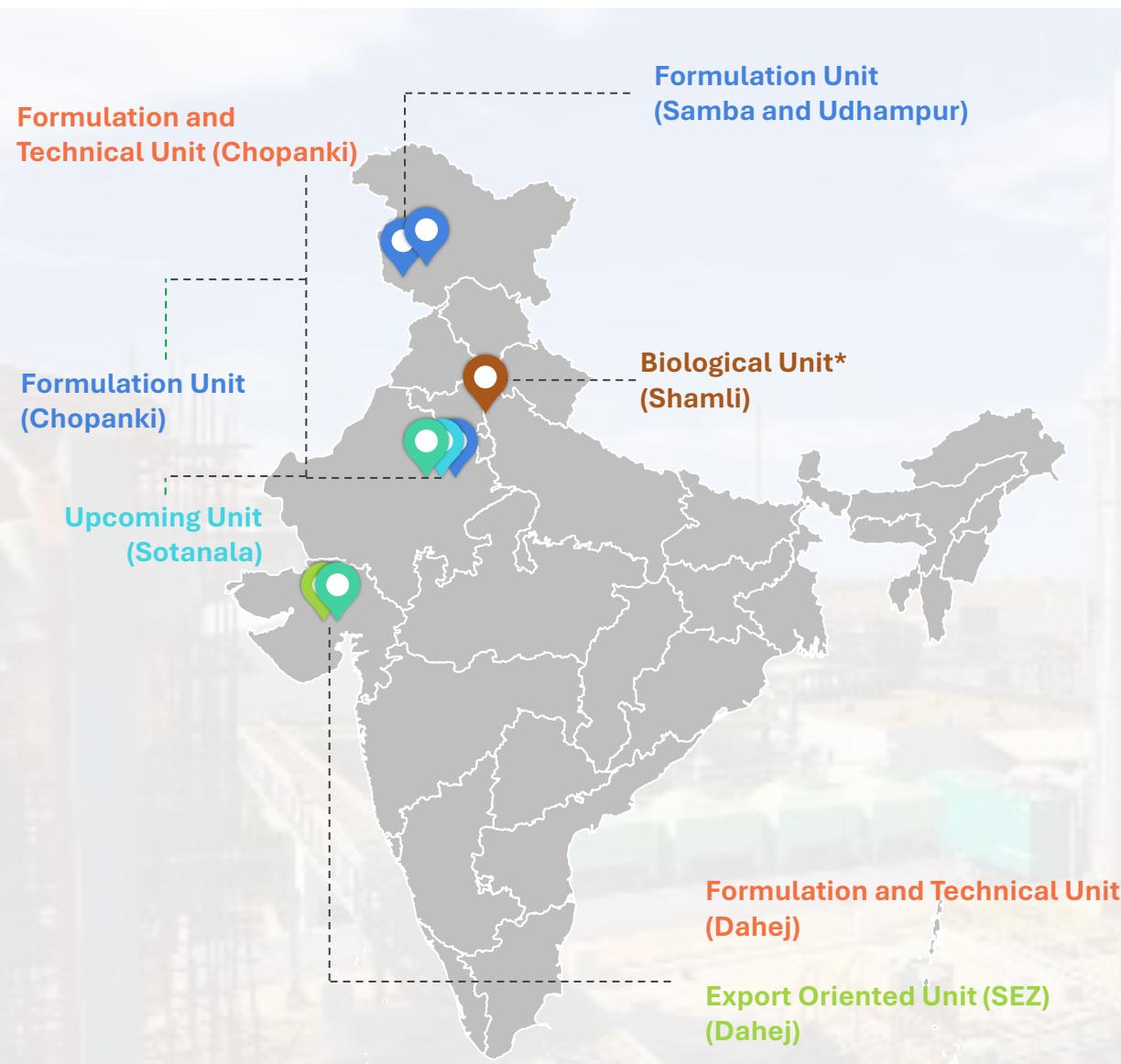
A FMCG Like Distribution



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 Excellence

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



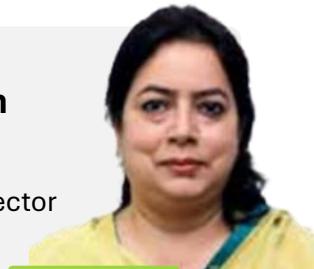
**Mrs. Nikunj
Aggarwal**
Whole Time Director



**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

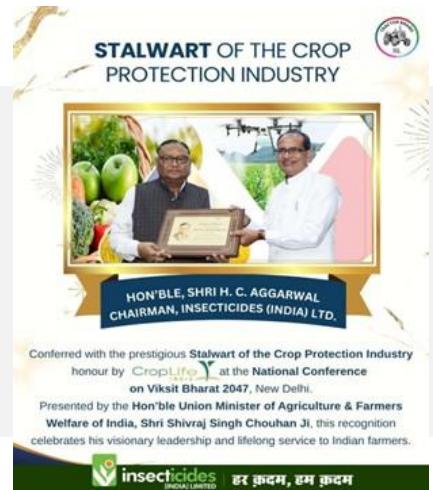


**Ensure effective usage of natural
resources**

**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**

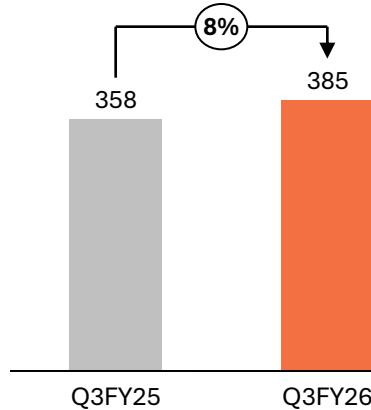


**Best CSR Project of
the Year at the 15th
Corporate Social
Responsibility
Summit & Awards
2025**

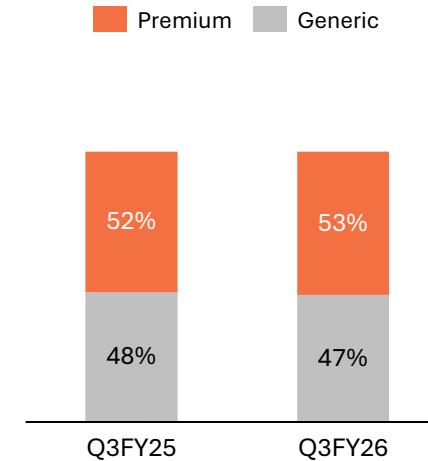
Project IIL Green – A CSR Initiative by IIL Foundation



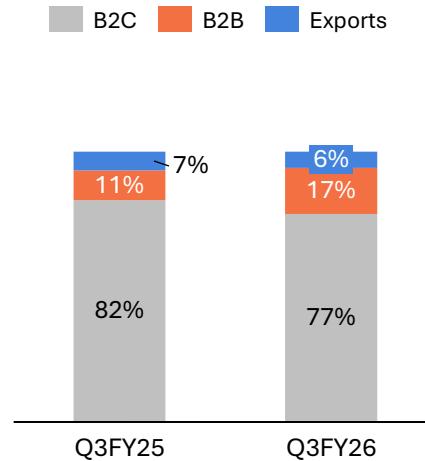
Revenue from Operations



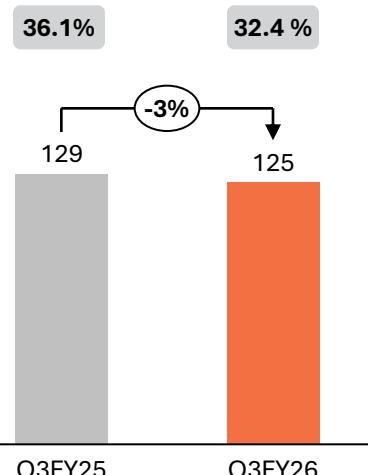
B2C – Premium Vs Generic



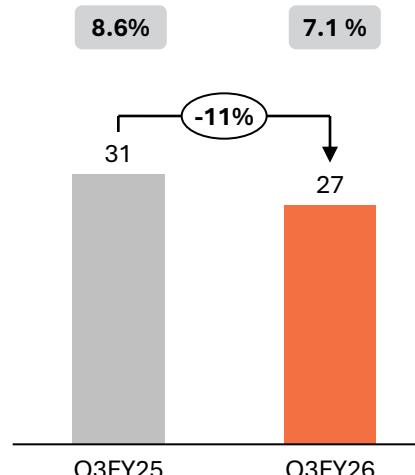
Sales by Segment



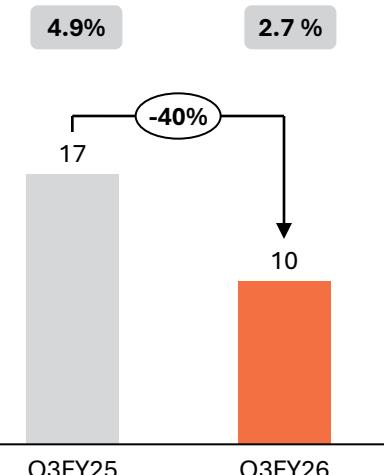
Gross Profit



EBITDA

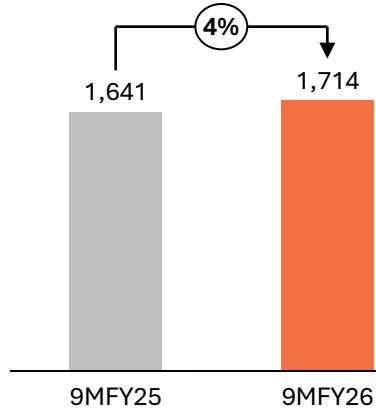


PAT

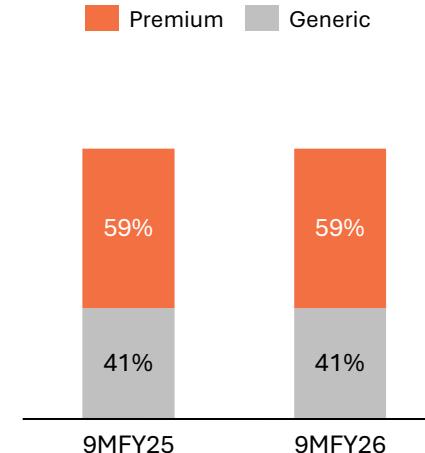


9MFY26 – Stable growth across key metrics

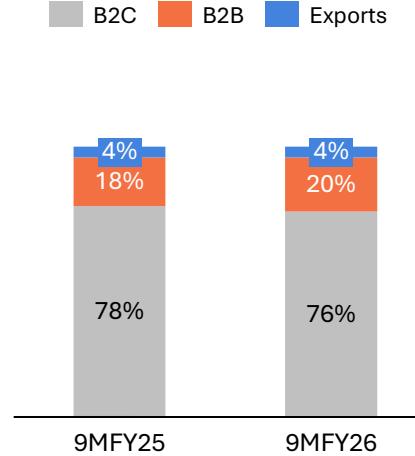
Revenue from Operations



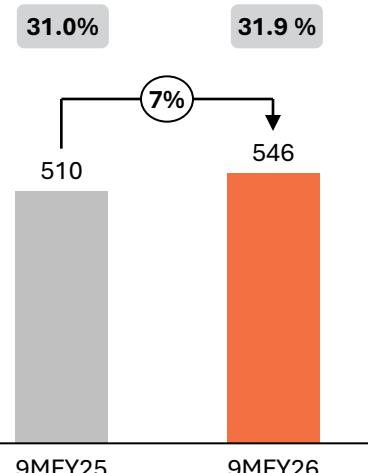
B2C – Premium Vs Generic



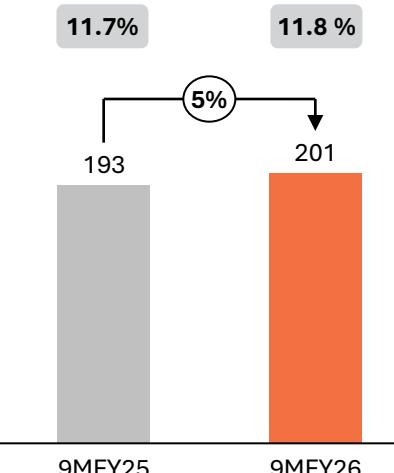
Sales by Segment



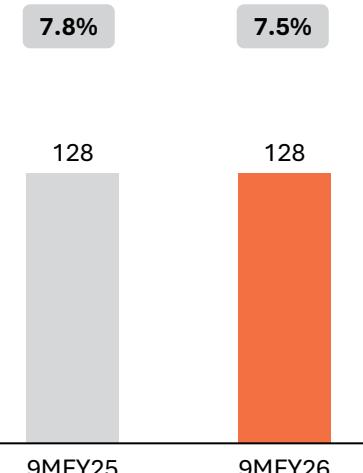
Gross Profit



EBITDA



PAT



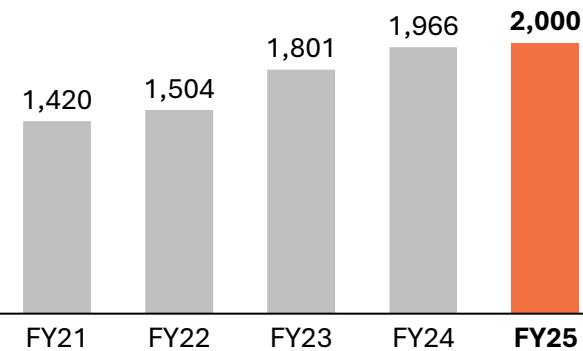
Q3 & 9MFY26 – Consolidated Profit & Loss Statement

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	

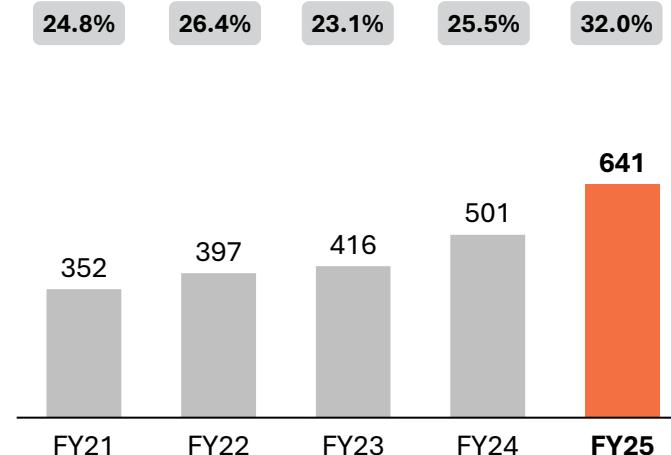
Financial Highlights

(Rs in crs)

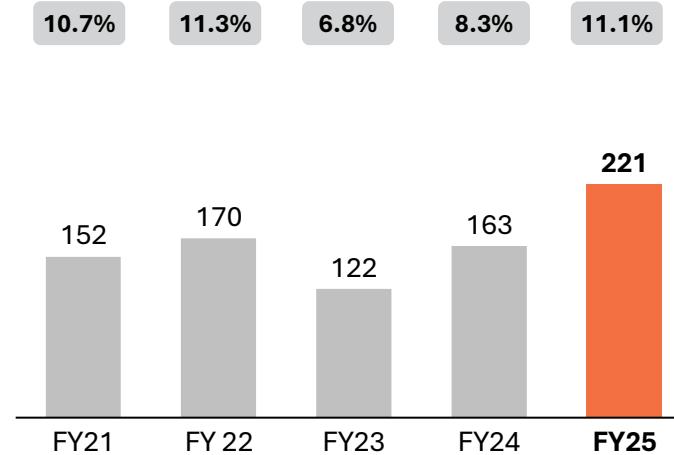
Revenue



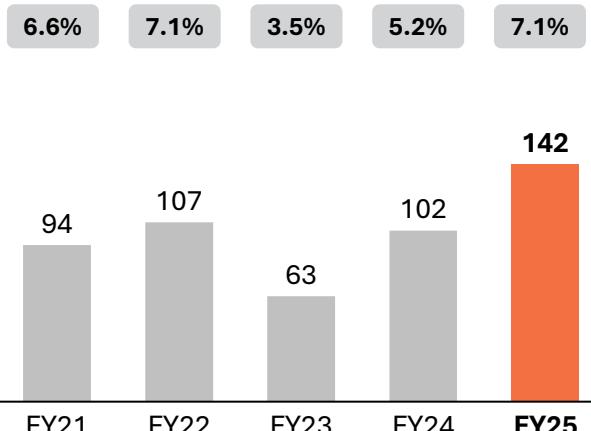
Gross Profit



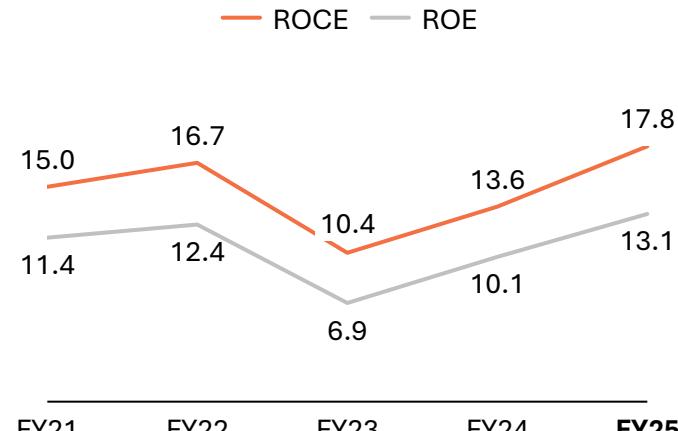
EBITDA



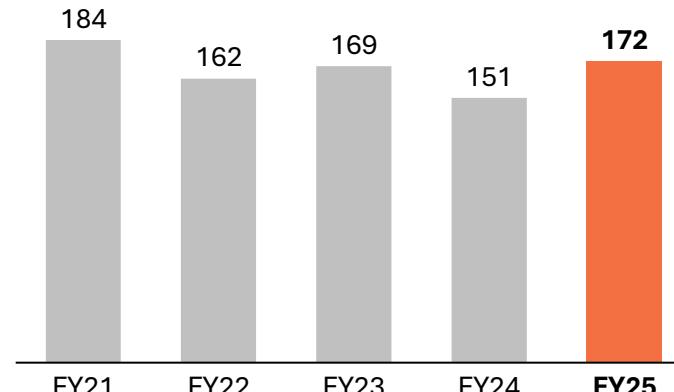
PAT



Return Ratios

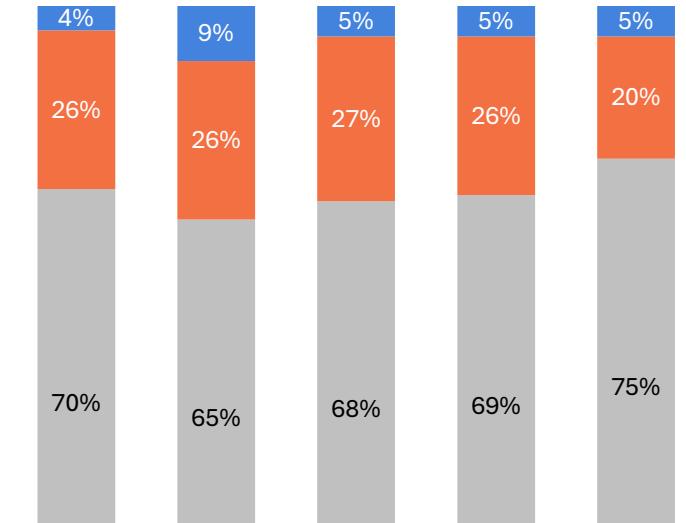


Net Working Capital (Days)

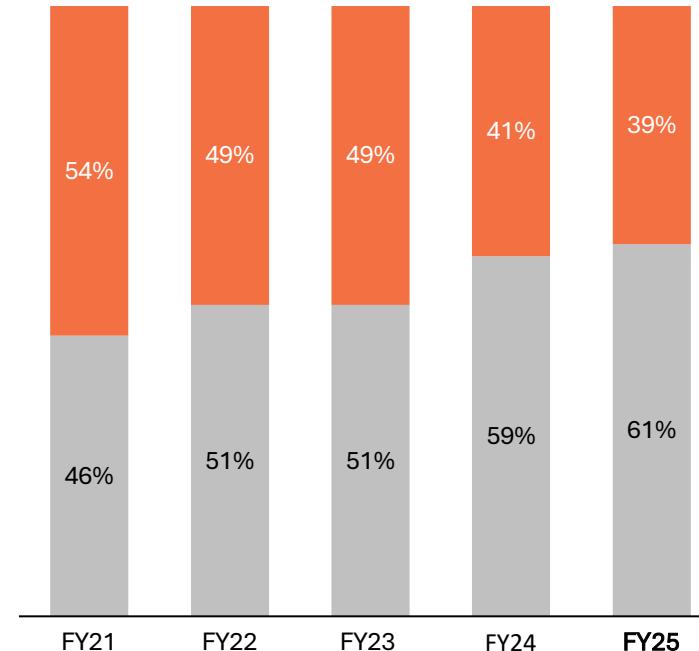


Operational Highlights

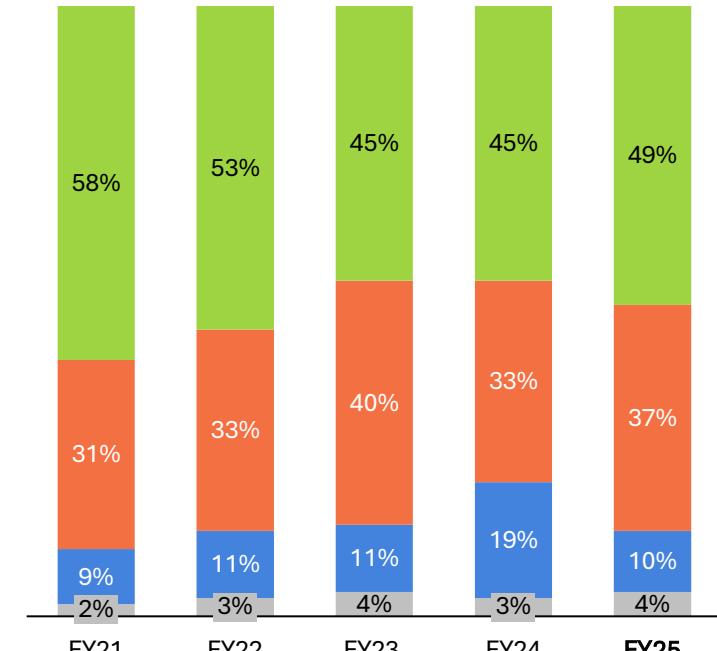
Segment-Wise Sales Breakup



B2C : Premium vs Generic



Category-Wise Sales Breakup



■ B2C ■ B2B ■ Exports

■ Premium ■ Generic

■ Insecticides ■ Fungicides
■ Herbicides ■ Biological & PGR



insecticides
(INDIA) LIMITED



COMPANY:

Insecticides (India) Limited
CIN : L65991DL1996PLC083909
Sandeep Aggarwal (CFO)
Email: sandeep@insecticidesindia.com
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Thank You