

An ISO 9001:2015, 14001:2015, 45001:2018 and 10002:2018 Company  
CIN No. L24112 UP1984PLC006894  
GSTIN- 09AAACI3591D1ZO



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|                                                                                                                                                                                        |                                                                                                                                                                                                                               |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>To<br/>The Manager,<br/>Listing Department<br/><b>BSE Limited</b><br/>P. J. Towers, Dalal Street,<br/>Mumbai-400001<br/><b>Scrip Code: 543311</b><br/><b>ISIN: INE0D6701023</b></p> | <p>To<br/>The Manager,<br/>Listing &amp; Compliance Department<br/><b>National Stock Exchange of India Ltd.</b><br/>Exchange Plaza, Plot no .C/1,G Block,<br/>Bandra- Kurla Complex, Mumbai-400051<br/><b>Symbol: IPL</b></p> |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

**Sub: Investor Presentation in connection with the Unaudited Financial Results for the quarter ended 30th June, 2025.**

The aforesaid information is also available on the website of the Company at [www.indiapesticideslimited.com](http://www.indiapesticideslimited.com)

Thanking you,



**Encl.: As Above**

The background of the slide is a photograph of a laboratory setting. A person wearing a white lab coat and white gloves is holding a petri dish with a green and white substance inside. Another gloved hand is using a pipette to add more of the green substance to the dish. The background is slightly blurred, focusing attention on the laboratory work.

# INDIA PESTICIDES LIMITED

**Q1 FY2026**  
**Investor Presentation**  
**August 2025**



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Sustainability and Key Takeaways

Diversified product offerings, ability to develop client specific molecules quickly and efficiently

- 1 An R&D-driven chemical manufacturer of Agrochem technical & APIs, along with growing Formulation's business
- 2 Sole Indian manufacturer and global leading manufacturer of Thiocarbamate, Fungicide & Herbicide Technical, in terms of production capacity
- 3 Focus on quality and sustainability and none of the key Technical are classified as 'red triangle' or highly toxic products
- 4 Present installed capacity of Technical is 28,200 MT and for formulation is 10,000 MT as of 30.06.2025
- 5 Manufacturing facilities in Lucknow & Hardoi districts in Uttar Pradesh
- 6 2 advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)



**36**

Technicals

**316**

Formulations

**49**

Technicals

**48**

Formulations

**2**

APIs

India Export



# Q1 FY26 Performance Highlights



## Q1 FY2026

### Total Revenue

₹ 282\* Cr

▲ 25.8% YoY

▲ 33.9% QoQ

### Gross Profit Margin

₹ 127 Cr 44.7%

▲ 45.0% YoY

▲ 26.9% QoQ

### EBITDA Margin

₹ 52 Cr\* 18.4%\*

▲ 62.6% YoY

▲ 48.0% QoQ

### PAT Margin

₹ 35 Cr 12.3%

▲ 79.2% YoY

▲ 60.4% QoQ

## Management Commentary

*"We have commenced FY26 with a robust performance, marked by strong execution and strategic discipline, resulting revenue growth of 25.8% YoY and 33.9% sequentially. This growth was primarily driven by strong volume growth of 16% and price improvement of 8%.*

*With recovery in prices, & along with higher operating leverage, EBITDA margin expanded by 417 bps YoY and 176 bps QoQ to 18.4%. We expect the margins to remain in a similar range going ahead. This performance reflects the success of our strategic framework, which emphasizes profitable growth, a sharper focus on backward integration, and sustained margin improvement. We continue to strengthen our position as a leading producer of India's top-selling rice herbicides and their key intermediates, supported by a fully integrated value chain and ongoing capacity expansion.*

*In line with this, we successfully commissioned the expanded PEDDA intermediate facility during the quarter, increasing capacity from 2,000 MT to 6,000 MT per annum. completed with a capital outlay of ₹29.5 crore funded through internal accruals, marks a critical step in our backward integration efforts for Pretilachlor Technical. The next expansion phase, targeting 8,500 MT annual capacity, is on track for completion by Q2 FY26. This initiative strengthens supply chain resilience and supports our long-term goal of building self-reliant manufacturing infrastructure, in alignment with the Government's Aatma Nirbhar Bharat programme.*

*Looking ahead, we expect growth momentum to continue, supported by favorable macro tailwinds such as a strong monsoon forecast, recovery in export market and stable input costs. With a strong product pipeline, expanding premium portfolio, and improving operational efficiencies, we are well-positioned to deliver steady EBITDA growth and stable gross margins. We remain committed to creating long-term value for our stakeholders while contributing positively to the environment and society. Backed by a resilient foundation and a focused strategic vision, we are confident in our ability to navigate the future with strength and purpose."*

**Anand Swarup Agarwal, Founder, Promoter and Director**

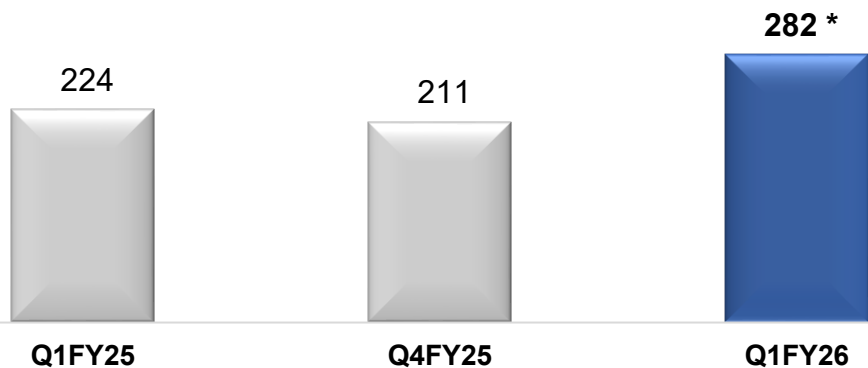
\*Exceptional Item Insurance Claim Rs.2.29 Crore excluded.

# Q1 FY2026 Performance Highlights

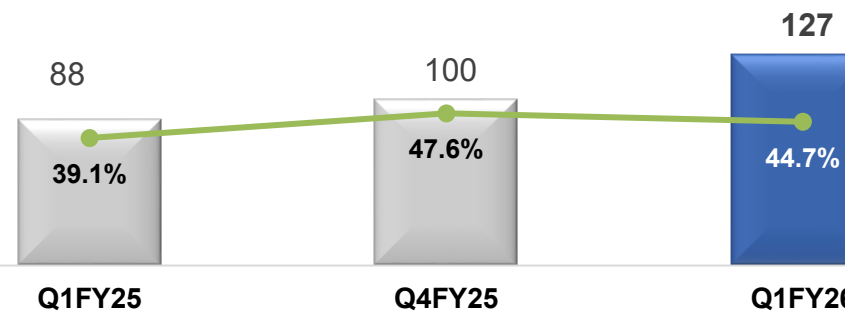


Rs in Cr.

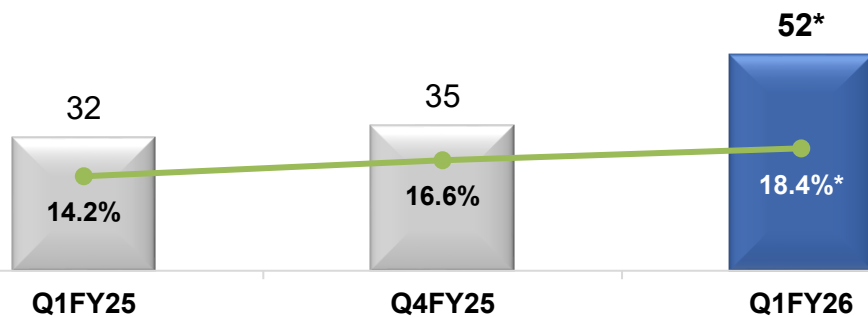
## Total Income



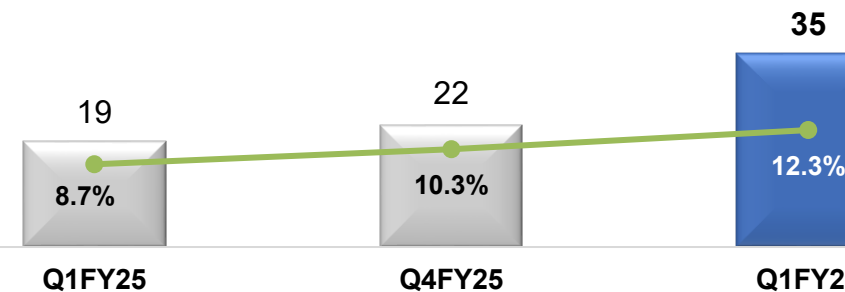
## Gross Profit and Margins



## EBITDA and Margins



## PAT and Margins



\*Exceptional Item Insurance Claim Rs.2.29 Crore excluded.

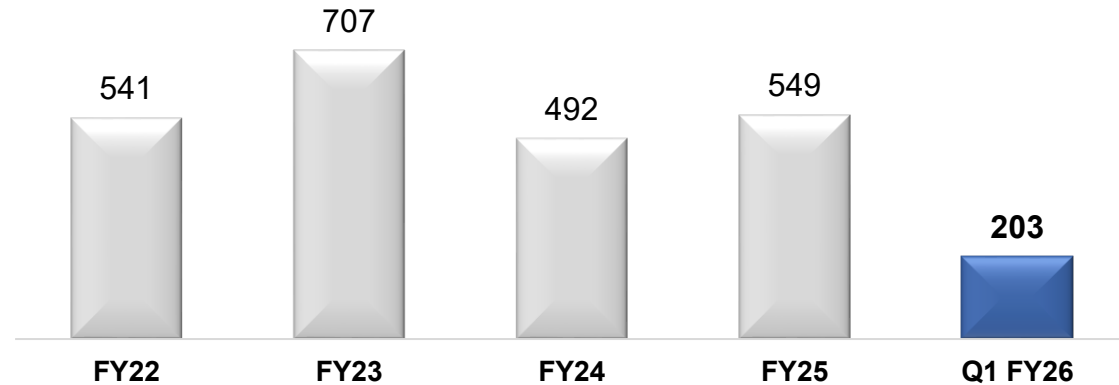
# Q1 FY2026 Revenue Break-up



Technicals + APIs constitute 71% of revenue during Q1 FY2026

Rs in Cr.

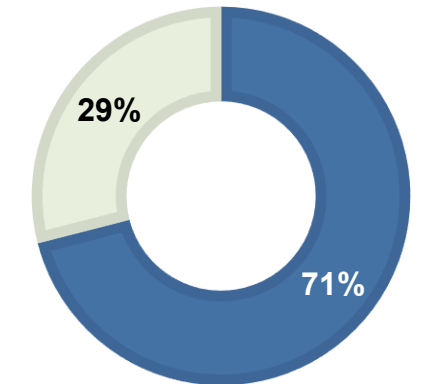
Technicals + API



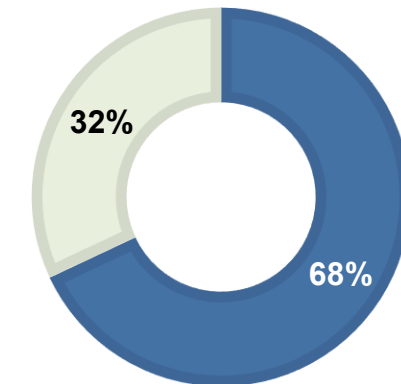
Formulation



Q1 FY2026 Revenue Split



■ Technical + API ■ Formulations



■ Domestic ■ Exports

# Q1 FY2026 Performance Summary



| (Rs. In Cr.)                    | Q1 FY26              | Q1 FY25             | YoY %        | Q4 FY25             | QoQ %        | FY25                | FY24                | YoY %        |
|---------------------------------|----------------------|---------------------|--------------|---------------------|--------------|---------------------|---------------------|--------------|
| <b>Total Income</b>             | <b>282*</b>          | <b>224</b>          | <b>25.8%</b> | <b>211</b>          | <b>33.9%</b> | <b>843</b>          | <b>696</b>          | <b>21.3%</b> |
| Gross Profit                    | 127                  | 88                  | 45.0%        | 100                 | 26.9%        | 385                 | 297                 | 29.3%        |
| <i>Gross Margin (%)</i>         | <i>44.7%</i>         | <i>39.1%</i>        |              | <i>47.6%</i>        |              | <i>45.6%</i>        | <i>42.8%</i>        |              |
| <b>EBITDA</b>                   | <b>52*</b>           | <b>32</b>           | <b>62.6%</b> | <b>35</b>           | <b>48.0%</b> | <b>134</b>          | <b>102</b>          | <b>32.1%</b> |
| <b><i>EBITDA Margin (%)</i></b> | <b><i>18.4%*</i></b> | <b><i>14.2%</i></b> |              | <b><i>16.6%</i></b> |              | <b><i>15.9%</i></b> | <b><i>14.6%</i></b> |              |
| EBIT                            | 49                   | 28                  | 76.6%        | 30                  | 61.7%        | 116                 | 87                  | 34.1%        |
| <i>EBIT Margin (%)</i>          | <i>17.2%</i>         | <i>12.4%</i>        |              | <i>14.4%</i>        |              | <i>13.8%</i>        | <i>12.5%</i>        |              |
| <b>PAT</b>                      | <b>35</b>            | <b>19</b>           | <b>79.2%</b> | <b>22</b>           | <b>60.4%</b> | <b>82</b>           | <b>60</b>           | <b>36.6%</b> |
| <b><i>PAT Margin (%)</i></b>    | <b><i>12.3%</i></b>  | <b><i>8.7%</i></b>  |              | <b><i>10.3%</i></b> |              | <b><i>9.7%</i></b>  | <b><i>8.7%</i></b>  |              |
| <b>EPS (Rs.)</b>                | <b>3.03</b>          | <b>1.69</b>         |              | <b>1.89</b>         |              | <b>7.14</b>         | <b>5.24</b>         | <b>36.3%</b> |

\*Exceptional Item Insurance Claim Rs.2.29 Crore excluded.





# COMPANY OVERVIEW



# Our Journey



**1984**

Incorporation of the Company as 'India Pesticides Private Limited'

**1991**

Commencement of commercial production at the manufacturing facility situated at Dewa Road, Chinhath, Uttar Pradesh

**2003**

Conversion of our Company into a public limited company

**2009**

Registration of the in-house research and development unit situated at Tiwariganj, Chinhath, Lucknow with the DSIR

**2015**

Commencement of commercial production at the manufacturing facility situated at Sandila, Hardoi, Uttar Pradesh

**2018**

Commencement of export of herbicide Technicals manufactured at the Sandila facility

**2020**

Acquired Shalvis Specialties 100% subsidiary and Land for new manufacturing plant at Hamirpur (U.P)

In-house R&D units at Tiwariganj, Lucknow, and Sandila, Hardoi registered with DSIR

**2021**

India Pesticides Limited listed on BSE and NSE

**2023**

Received environmental clearance of Hamirpur expansion project

**2024**

Commissioned an intermediate plant towards Backward Integration of one of the Fungicide which was primarily being imported. It is based on our in-house Indigenous R&D Technology

We believe in **People, Process** and **Productivity**  
and follow highly customer centric approach



### Diversified and Trusted Customer Base

Tie-ups with top chemicals companies in the world



### Global Presence

Sales network in 35+ countries



### Quality Product Offerings

Products comply with highest global standards



### In-House R&D in India

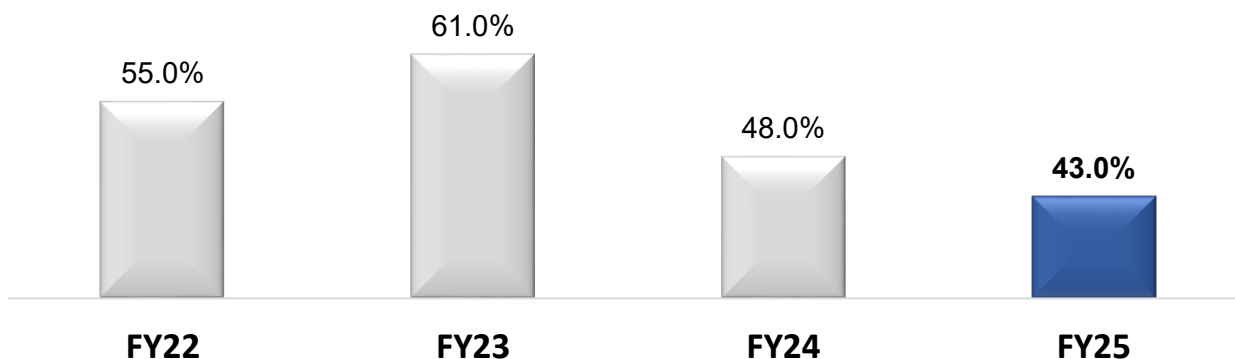
Capable of designing and testing new and innovative products

Long term customer relationships developed over the years driven by quality product offerings

## Key Customers



## Revenue Contribution from Top 10 Customers



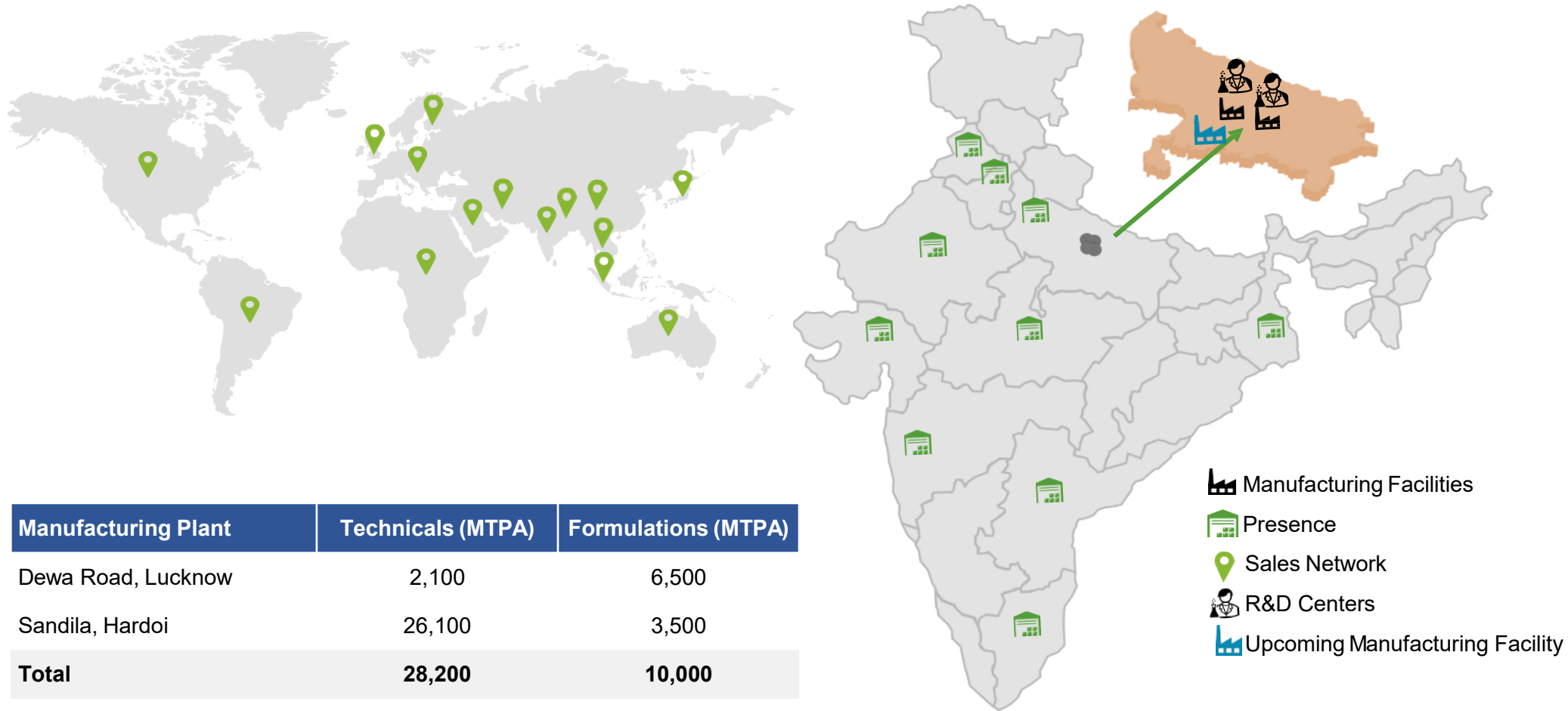
- Major customers include MNCs that look to collaborate with active ingredient manufacturers in India
- Customer relationships are led by the ability to manufacture complex off-patent Technicals in a cost effective, safe & environmentally conscious manner, in compliance with stringent quality specifications
- Longstanding relationships with 60+ international customers including Multinational customers
- Sales offtake agreement with existing customers to ensure peak utilization of expanded capacity
- Focus on enhancing customer base and reducing revenue concentration



# Manufacturing Facilities and Sales Network



## Manufacturing Facilities



| Manufacturing Plant | Technicals (MTPA) | Formulations (MTPA) |
|---------------------|-------------------|---------------------|
| Dewa Road, Lucknow  | 2,100             | 6,500               |
| Sandila, Hardoi     | 26,100            | 3,500               |
| <b>Total</b>        | <b>28,200</b>     | <b>10,000</b>       |

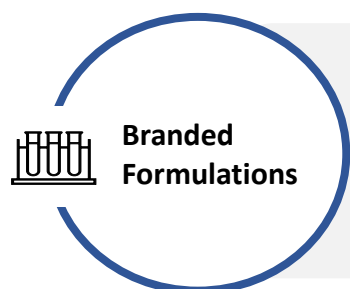
As on 30th June 2025

Cost effective labour availability, compensates for higher transportation cost

Readily available market in Uttar Pradesh for Formulations

Key raw materials are available at nearby manufacturing facilities

| Key Technicals     | Category     | Application                                                                    |
|--------------------|--------------|--------------------------------------------------------------------------------|
| Prosulfocarb       | Herbicide    | Used in field crops, such as, wheat and potatoes                               |
| Pretilachlor       | Herbicide    | Widely used for protecting rice crop                                           |
| Flufenacet         | Herbicide    | Widely used for protecting maize, wheat, potatoes & soyabeans                  |
| Cymoxanil          | Fungicide    | Controls downy mildews of grapes, potatoes, vegetables and several other crops |
| Captan             | Fungicide    | Used for apples, vegetables and ornamental plants & almonds                    |
| Folpet             | Fungicide    | Controls fungal growth at vineyards, cereals, crops and biocide in paints      |
| Ziram              | Fungicide    | Used to protect apples, almonds, peaches, pears etc                            |
| Etridiazole        | Fungicide    | Green House                                                                    |
| Dodine             | Fungicide    | Apples & Pears                                                                 |
| Thiophanate methyl | Fungicide    | Apples, Pears, Stone Fruits & Vegetables                                       |
| Pyriproxyfen       | Insecticides | Used in field crops                                                            |
| Diafenthiuron      | Insecticides | Used on Cotton plants                                                          |
| PEDA               | Intermediate | Used For Pretilachlor                                                          |



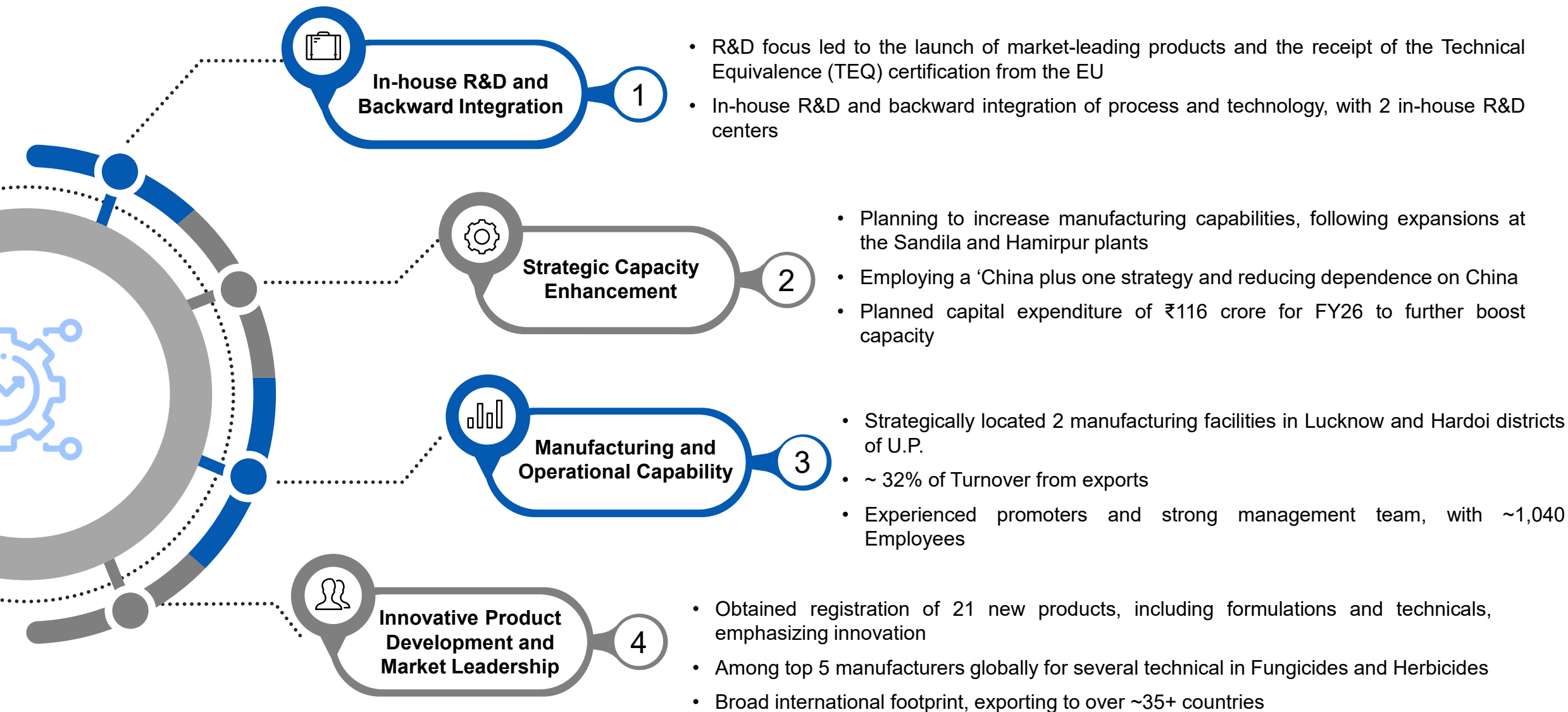
- **Herbicide** - Grip, Pendizet, Trisol, Clogold, Midash, Safer, Eliminator, Penda, Aatish
- **Fungicides** - Dollar, Vardhan, Vecto, Trim, Sodhit, Captax-50, Natraj, Sanjeevani, Talwar
- **Insecticides** - Carbo, Amida, Frem, Byparten, Immidiator, Tridev, Difen, Frame, Soldier, Crotax
- **Others** - Star, Talvar, Contanol, Guru, Shakti, Sparkle, Chakra, Namaskar





# GROWTH STRATEGIES

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Product portfolio and capacity expansion will be driving factors for growth

## Strengths

Strong R&D and product development capabilities



Diversified portfolio of niche and quality specialized products



Long-term relationship with key customers



Experienced promoters and strong management team



Advanced manufacturing facilities with focus on Environment, Health and Safety



Resilient sourcing capabilities and extensive distribution network



Consistent track record of financial performance



## Strategies

### R&D and Product Portfolio Expansion



- Leveraging R&D capabilities on existing & upcoming products & processes
- Continue to expand the overall product range
- Increase the number of Technicals manufacturing

### Capitalize on Industry Opportunities



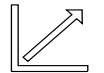
- Continuous portfolio evaluation
- Expansion of existing manufacturing capacity and amplifying distribution network
- Further reduction of Raw Material import dependency through indigenous sourcing

### Enhancing Deliberated Approach on ESG & HSE



- Continuous improvement on sustainability initiatives
- Strengthening governance on CER & CSR factors
- Retain and further improve the journey towards the goal – “Zero Incident Culture”

### Cost Optimization and Capacity Expansion



- Periodic strategy reviews to align growth with opportunities in the agrochemicals market
- Employing a ‘China plus one strategy and reducing dependence on China emphasizing the Make in India initiative
- Continuous efforts on process innovation to reduce cost

Consistent efforts towards generating and serving future potential demand

## Capacity Expansion

Expanding the installed capacity of Intermediate Plant at Sandila

## Sandila + Hamirpur

Budgeted Capex of Rs. ~116 Crore for FY26

## Technology Upgradation

Company is enhancing its Digital Technology Applications

### Sandila Plant

- Realignment of existing plant for better capacity utilization



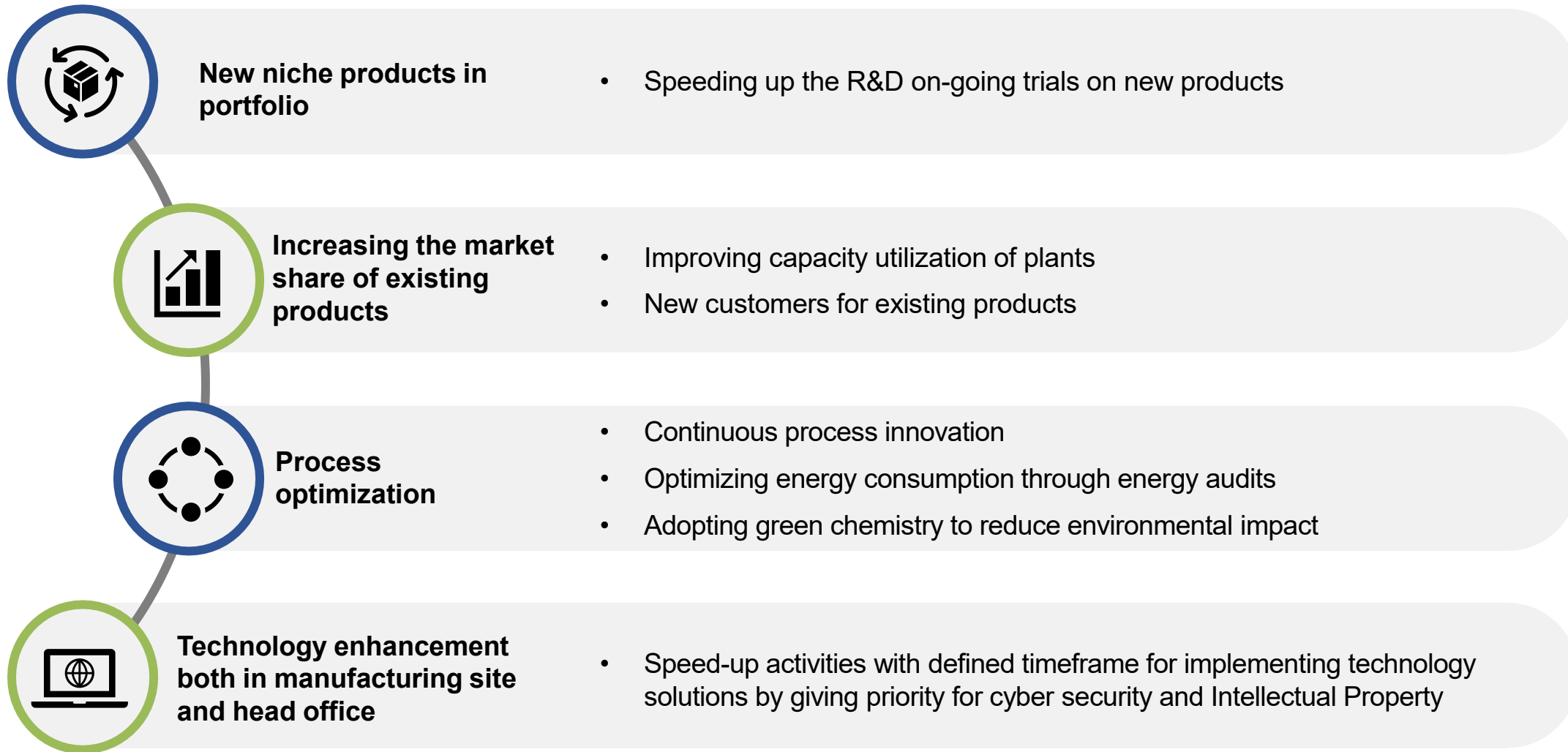
### Hamirpur Plant

- The future trajectory of our growth prospects is poised to be significantly augmented by the Hamirpur project

## Strategic Developments

- Successfully commissioned our intermediate plant, a significant step towards the backward integration of one of our key fungicides, which was previously imported
- Expanding list of prospective customers by registering our products in regulated markets
- Efforts are on by our R&D team to optimize the existing processes for overall cost reduction









# MANAGEMENT



# Promotor Group and Board Members



**Madhu Dikshit**

Chairperson and  
Independent Director



**Anand Swarup  
Agarwal**

Director, Founder  
and Promoter



**Mohan V Tanksale**

Independent Director



**Adesh K Gupta**

Independent Director



**Rajendra S Sharma**

Whole-time Director



**Dr. Kuruba Adeppa**

Whole-time Director



**Rahul A Bagaria**

Non- Executive  
Director



**Vishal Swarup  
Agarwal**

Non- Executive  
Director



**Vishwas Swarup  
Agarwal**

Non- Executive  
Director



# Key Management Personnel



**Dheeraj Kumar Jain**  
*Chief Executive Officer - IPL*



**Aditya Kumar Nigam**  
*Chief Executive Officer - SSL*



**Satya Prakash Gupta**  
*Chief Financial Officer - IPL*



**Narendra Ojha**  
*Company Secretary and Compliance Officer - IPL*



# SUSTAINABILITY

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# Visit Our Real Time ESG Disclosure Platform



By turning ESG principles into action, we aspire to deliver excellence through sustainability

Click to access ESG Profile

Map our ESG framework with 35+ different frameworks

Download ESG data

Access to ESG factsheet

Search for keywords

Over 12 factors and 400+ KPI

Click to access ESG Profile

India Pesticides ESG Profile Link ([Click Here](#))

[www.indiapesticideslimited.com](http://www.indiapesticideslimited.com)

The screenshot displays the India Pesticides ESG Profile platform. At the top left is the IPL logo. The main header area includes a navigation menu with options like Home, About Us, Our Business, Sustainability, Investor Relations, Contact Us, and Careers. Below this is a large banner image with the text "Sustainable Helping Hand For Farming Community" and icons representing various ESG themes. To the right of the banner is a sidebar with a search bar and a list of ESG factors and KPIs. The main content area features a detailed ESG profile, including a section on "Food Forestation" and a quote from the Chairman, Anand Swarup Agarwal. The platform also includes a "Download ESG data" button and a "Search for keywords" bar.



# Engagement with Farmers



## Empowering Agriculture



**India Pesticides Limited (IPL)** has exemplified its commitment to the farming community by actively engaging with farmers through impactful campaigning and enthusiastic participation in Farmer's exhibitions.

Recognizing the crucial role farmers play in our society, IPL has undertaken several initiatives aimed at empowering and supporting the farming community. By fostering an environment of knowledge exchange, technology adoption, and sustainable practices, IPL is striving to contribute to the growth and prosperity of Indian agriculture



# Our CSR Involvement



## Nirmal Jal Pariyojana

- Through this project, we have implemented a rooftop rainwater harvesting system on unused rooftops in two government schools located in Sandila. Additionally, a pond in the area is being revived as part of our commitment to sustainable water management



Among 17 UN-SDG (United Nations' 17 Sustainable Development Goals), IPL's CSR & CER Initiatives contribute to the nation by focusing on 7 Goals. We are committed to uphold our social responsibility with reverberating motto 'Care the World with Care'.

## Samagra Sudhar

- Revived school enrollment through School Chalo Abhiyan by addressing dropouts, migration, and low parental awareness.
- Promoted joyful, inclusive learning via Child-Friendly Classrooms and Vacation Camps at Swarup Kaushal Vikas Kendra.
- Conducted WASH campaigns with youth as hygiene role models and trained children as ambassadors for hygiene, wellness, and yoga.
- Mobilized 60+ youth for plastic waste collection (60+ kg), visited recycling units, and enabled structured disposal with panchayat support.
- Planted 800+ saplings and trained 50 youth in horticulture, teamwork, and environmental planning through Swarup Nursery.

## Chuppi Tod; Halla Bol

IPL and NGO "Samadhan Abhiyan" collaborated with UP Police to raise awareness on preventing and addressing child sexual abuse, creating six "Child Friendly Police Centers" and rehabilitating the impacted children. During the quarter IPL:

- Inaugurated CFC at Shahjahanpur Sadar Police Station by SP Mr. Rajesh Dwivedi; conducted POCSO training for police officials at their training college.
- Expanded the scope of POCSO Awareness Workshop for Special Educators of Deaf & Blind
- Maintaining connect with governing and judicial bodies through regular greetings to propel future activities



For more details, click on our company website CSR page: <https://bit.ly/3C2hm7J>



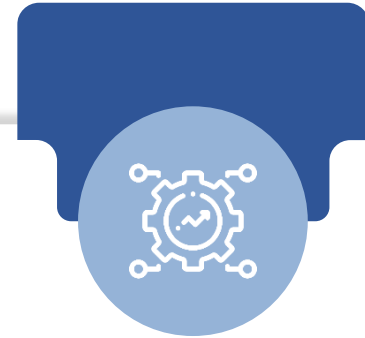
## Environment Sustainability

- The '**Food Forestation**' project transformed idle lands at five specified locations into productive areas for cultivating fruits and vegetables
- **Used Miyawaki technique** to enhance greenery around manufacturing sites
- Implemented the **5Rs principle** and advanced systems like **ETP and RO**



## Socially Responsible

- Conducted **skill development programs** for Aanganwadi workers and village youths
- Upgraded **WASH facilities** and conducted **health workshops** focused
- **108** Solar streetlights installed across nine villages
- **Transformed idle lands into productive areas** for cultivating fruits and vegetables, improving local nutrition and food security



## Diversified Board Structure

- A **diverse board** is essential for sustaining our competitive advantage
- A **balanced and varied board** benefits from diverse backgrounds
- Established a **Risk Management Committee**

Management is committed to continuous growth and sustainability



Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

India Pesticides Limited will not be 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

## Corporate office:

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# INDIA PESTICIDES LIMITED



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