

**August 13, 2025**

To,  
Listing Operation Department  
**BSE Limited**  
20<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai - 400001

**Scrip Code: 544432**

To,  
Listing Compliance Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai- 400051

**NSE Symbol: IGCL****Subject: Earnings Call Presentation of the Company Pertaining to Q1 of FY 2025-26****Dear Sir/ Ma'am,**

In continuation with the Company's letter dated August 11, 2025, pertaining to Intimation of schedule of Earnings call to be held on Thursday, August 14, 2025, at 12:00 P.M. (IST) and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the earnings presentation on the Un-audited Financial Results of the Company for the quarter ended June 30, 2025.

Also, this presentation will be uploaded on the website of the Company at [www.groupindogulf.com](http://www.groupindogulf.com)

Request you to kindly take the above on record

Thanking you,  
Yours faithfully,

**For Indogulf Cropsciences Limited****Sakshi Jain**

(Company Secretary and Compliance officer)

M. No: A67325

**Address:** 501, Gopal Heights, Netaji Subhash Place,  
Delhi – 110034 (India)



**INDOGULF**  
CROPSCIENCES LTD.

# Indogulf Cropsciences Ltd

Q1FY26 Investor Presentation

13<sup>th</sup> August 2025



# Disclaimer



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The Presentation may include forward-looking statements about the Company's market opportunities and business outlook. These statements are not guarantees of future performance and are subject to risks, uncertainties, and assumptions that are difficult to predict. These include, but are not limited to, economic conditions in India and globally, industry dynamics, competition, the successful implementation of corporate strategy, potential changes in growth, financial metrics, market risks, and other factors.

Actual results may differ significantly from those projected. The Company has no obligation to update forward-looking information. Third-party forward-looking statements and projections are not endorsed by the Company, and it is not responsible for them.

# Quarterly Highlights





# Management Views



We are pleased to report a strong start to the financial year, with revenue growth exceeding 40% and profits expanding 3x in Q1. This performance reflects the successful execution of our strategic initiatives, including portfolio expansion and the benefits of backward integration into technical manufacturing.

Our successful IPO towards the start of Q2 FY26, which raised ₹1,600 million, has further strengthened our financial position. The proceeds have been utilized to fully repay our long-term debt, significantly improving our balance sheet and supporting our working capital requirements as we enter the next phase of growth.

We are in advanced stages of expanding formulation capacity adjacent to the Barwasni facility in Sonipat, Haryana and have also earmarked approx 9,000 sq. ft. for setup of a dry flowable plant. Both of these are expected to be commissioned in this fiscal, enhancing our capacity, efficiency, and market competitiveness.

Looking ahead, we remain confident in our strategic priorities—focused on capacity expansion and a multi-brand approach—to deliver long-term value for all our stakeholders.

## Sanjay Aggarwal

Managing Director



# Financial Highlights – Q1 FY26



Revenue (INR Mn)

INR **1,894** Mn



43.3% YoY



EBITDA (INR Mn)

INR **99** Mn



66.7% YoY



PAT (INR Mn)

INR **39** Mn



187.4% YoY

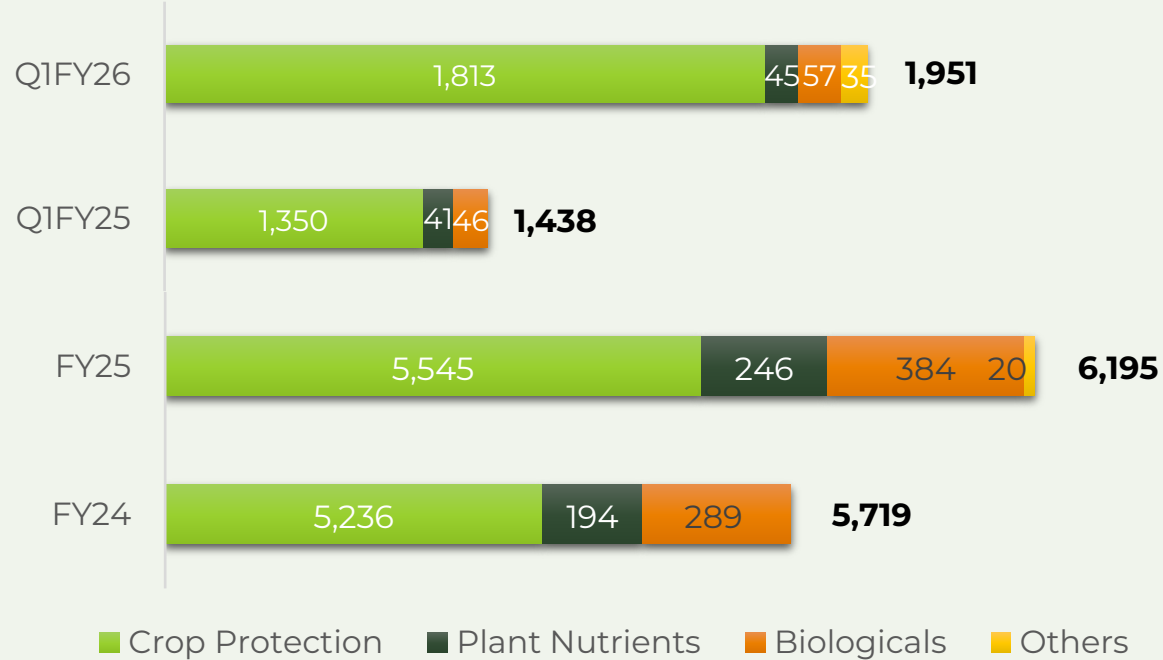
- Domestic demand saw improvement in Q1, supported by favorable monsoon, high reservoir levels, and crop MSPs
- 9 new launches in Q1, across the product categories; new launches\* contributed 21% to revenues in Q1
- Multi-brand strategy advances in Q1, with Mascot Giraffe (AGPL) contributing 6% to revenues, doubling QoQ
- Markets showed early signs of recovery, with price stabilization for generic products and inventory normalization
- Subsidiary, AGPL turns profitable in Q1; improved operating leverage resulted in better absorption of overheads
- Profit before taxes and exceptional items grew 6 times in Q1



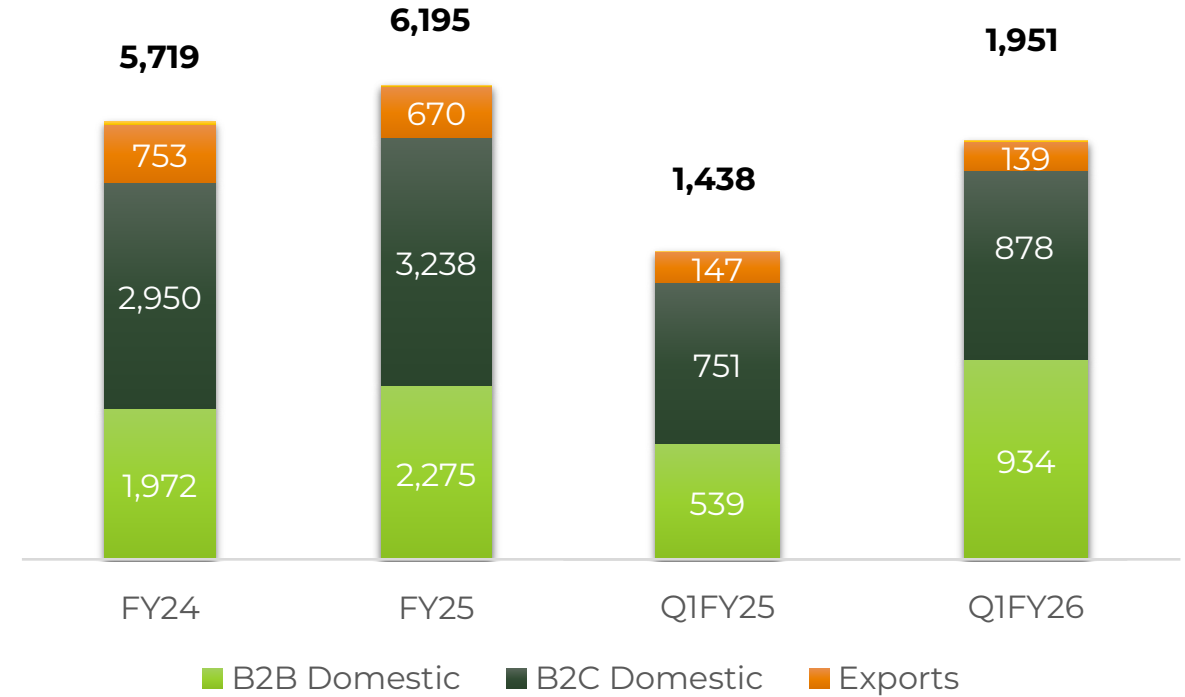
# Business Highlights



By Verticals\* (INR Mn)



By End Users\* (INR Mn)



- High-teens growth registered across Crop Protection and Biologicals portfolio
- Brand – Parker and Orion Gold registered strong growth in Q1
- Domestic B2C and B2B led the growth
- Significant strides in key markets such as Maharashtra (+83% YoY), Odisha (+50% YoY), and Haryana (+27% YoY)





# Awarded with Prestigious Agriculture Leadership Award



Indogulf was awarded the Industry Leadership Award 2024, at the prestigious 16<sup>th</sup> Agriculture Leadership Conclave held by Agriculture Today Group.

This recognition is a testament to our continued efforts in Agri-innovation, sustainability, and impactful leadership across the Indian agri-sector.

The award was graciously presented by Hon'ble Union Minister of Commerce & Industry, Shri Piyush Goyal and Shri Nayab Singh Saini, Hon'ble Chief Minister of Haryana.



# About the Company



# About Indogulf Cropsciences



**32**

Years of Experience



**4**

Manufacturing facility



**34+**

Countries  
Global Presence



**30**

Depots & Sales Offices



**7,000+**

Distributors



**285+**

Products



**980+**

Product Registrations



**6**

Patents



## Company Overview

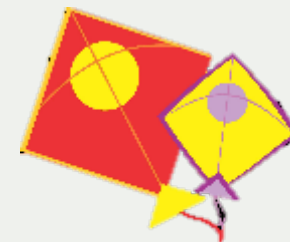
- Established in 1993, Indogulf Cropsciences is a leading manufacturer of crop protection products, plant nutrients, and biologicals in India
- Recognized as a Government of India 'Two Star Export House' for significant export contributions



## Manufacturing Excellence

Pioneer in indigenous production of technical-grade chemicals:

- First few manufacture Pyrazosulfuron Ethyl technical (97% purity) in India (2018)
- Producer of Spiromesifen technical (96.5% purity) since 2019



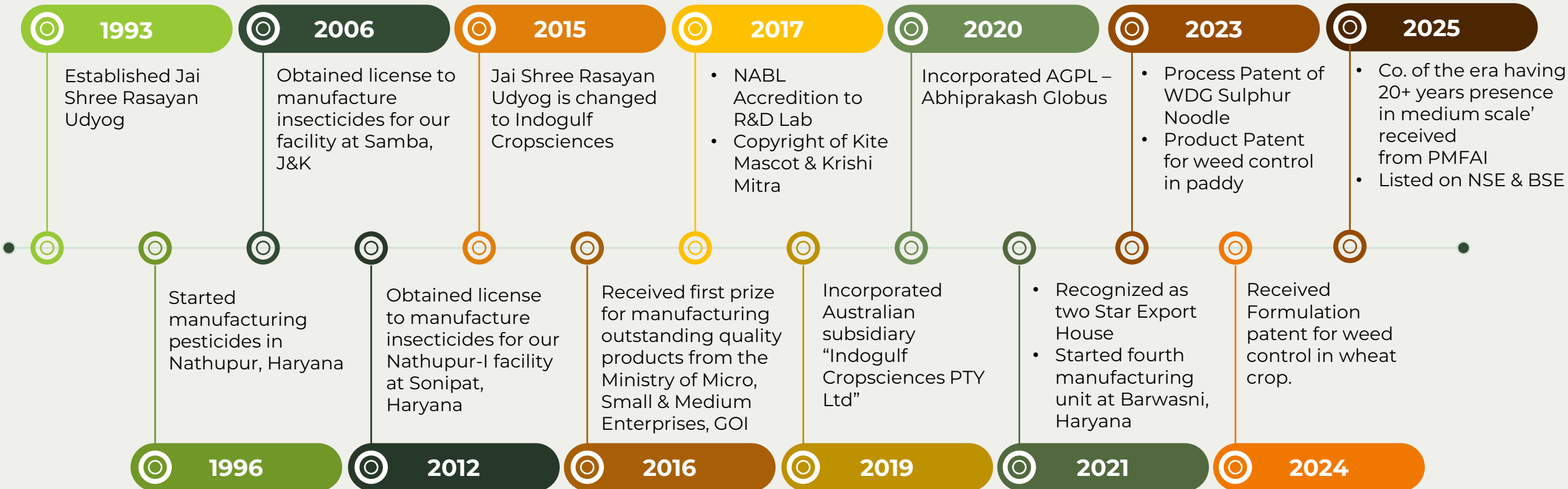
## Kite Mascot

- Reflect aspirational spirit and unwavering commitment to excellence
- Represent the joy and prosperity of farmers, representing hope, success, and celebration.



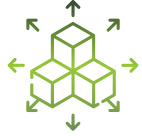
**INDOGULF**  
CROPSCIENCES LTD.

# Key Milestones



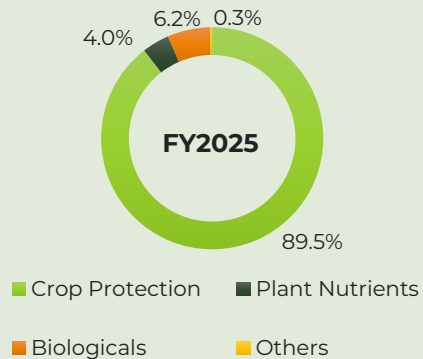


# Key Strengths



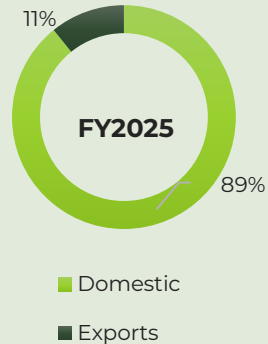
## Diversified Products across verticals

- Over 285 products across crop protection, plant nutrients and biologicals
- 167 trademarks, 7 copyrights, 6 design registrations and 150 product registrations across various countries



## Established Distribution Network

- Presence in 22 states and 3 UTs in India
- Operates in over 34 countries globally; Intend to expand in Morocco, Turkey, Tanzania, South Korea, Oman, Vietnam
- 192 B2B partners and 7,000+ B2C distributors



## Backward Integrated Manufacturing

- 4 manufacturing units located in Haryana and Jammu & Kashmir
- NABL Certified Lab
- Capacity across plants
  - Formulation: 42,500 MT
  - Technical: 1,360 TPA



## Product Development Capabilities

- Strong R&D to improve existing product portfolio and entering into strategic partnership with universities, research centers and CROs
- Launching new products with focus on plant nutrients and biologicals,
- 9 new products launched in Q1 FY26



## Experienced Management

- Led by Mr Om Prakash Aggarwal and Mr Sanjay Aggarwal, with over 30 years of experience
- Strong management team of agronomists and advisors driving strategic growth
- Strong focus on employee development and talent management



# Diversified Products across Verticals

## Crop Protection

Safeguards crops from insects, diseases & weeds



Insecticides



Herbicides



Fungicides



Plant Growth Regulators

## Plant Nutrients

Improves soil fertility, strengthens roots, enhances quality and boosts yields`



Straight Fertilizers



Soil health / stress management



## Biologicals

Builds resilience against abiotic stress, and improves nutrient use efficiency



Bio-stimulants



Bio-fertilizers



## Key Products

Thiomethoxam, Bifenthrin, Azoxystrobin Pretilachlor, Lambda Cyhalothrin

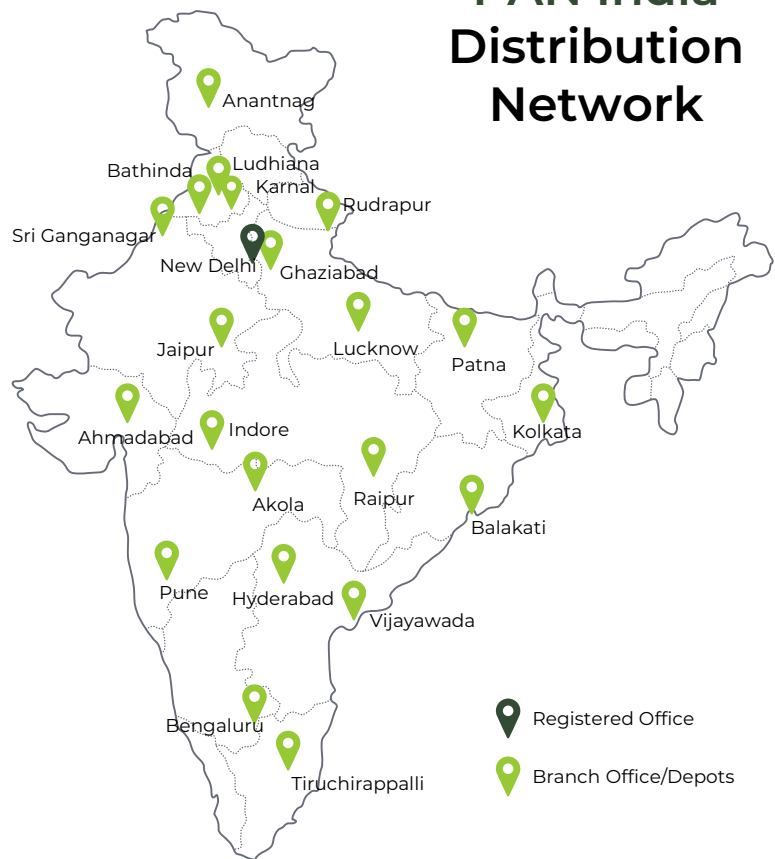
Micronutrient Mixture, NPKs, Chelated Zinc

Apache, Empire, Indo Mycorrhiza

# Established Distribution Network



## PAN India Distribution Network



192

Institutional  
Business Partner



7,000+

Distributor (B2C)



22

Stock Depot



293

Marketing & Sales Team



8

Branch Office



## Global Presence

34+  
Countries

140+  
Overseas Business Partner



# Backward Integrated Manufacturing Infrastructure



- Four manufacturing units spread across ~20 acres of land with capacity of **42,500MT (formulation)** and **1,360 TPA (Technical)**
- Technical capacity (backward integration) in Nathupur II plant. Till June-25 **captive consumption** was **22%**; this mitigates risk from China supply to some extent
- On track towards enhancing formulation capacity at Barwasni, District Sonipat, Haryana by this fiscal



**Nathupur I,  
Haryana**

Capacity: 13,500 MT/KL



**Samba, J&K**

Capacity: 9,000 MT/KL

## **NABL Certified Laboratory**

At Nathupur, Haryana

### **Upcoming Expansion:**

Setting up dry  
flowable plant at  
Barwasni, Haryana.



**Nathupur II,  
Haryana**

Capacity: 1,360 TPA



**Barwasni,  
Haryana**

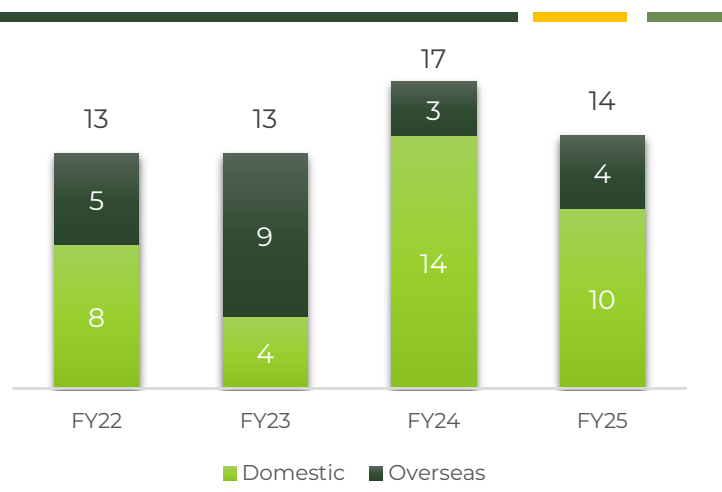
Capacity: 20,064 MT/KL



# Strong Product Development Capabilities




Trend of new launches




## Product launches in Q1


### Crop Protection




Indo Apache 1025




Cozzeette



Slinzer



Deadly




Bloom Flower EW


### Plant Nutrients & Supplements



Pradhan Topper



Green Gold Plus 30



Green Gold Plus 44

Q1  
FY26

1

Overseas launches

8

Domestic launches

10

New product registrations

33%

Contribution from Top 10 products

4

Patents filed, pending grant

# Led by Experienced and Professional Management Team



**Om Prakash Aggarwal**  
Chairman & WTD  
31+ years of experience



**Sanjay Aggarwal**  
Managing Director  
30+ years of experience



**Manoj Gupta**  
CFO  
30+ years of experience



**Sanjay Chaudhary**  
VP - Strategy & Corporate  
Affairs  
25+ years of experience



**Bhupender Kaushik**  
President – Production  
30+ years of experience



**Anand Singh Negi**  
VP – Marketing  
22+ years of experience



**Surinder Kumar**  
VP – Marketing  
22+ years of experience



**Ashish Goel**  
VP - Commercial & Corporate  
Business  
15+ years of experience



**Vijay Vir Singh**  
VP – Sales & Marketing  
25+ years of experience



**Sakshi Jain**  
CS & Compliance Officer  
3+ years of experience










# Growth Strategies



# Strategic Initiatives



 <b>Expand Production Capacities</b>	 <b>Growing Product Portfolio</b>	 <b>Advancing Multi-Brand Strategy</b>	 <b>Expand Sales &amp; Distribution</b>	 <b>Optimize Costs</b>
<ul style="list-style-type: none"> <li>• 4 manufacturing facilities currently spread across ~20 acres</li> <li>• ~16 acres of leased land at Barwasni, Haryana undergoing formulation capacity expansion</li> <li>• Additional ~9k sqft allocated for set up of dry flowable plant to enhance operational efficiency, market competitiveness and overall sustainability</li> </ul>	<ul style="list-style-type: none"> <li>• Portfolio of 288 products catering to existing and new customers and markets</li> <li>• Increase focus on plant nutrients and biologicals</li> <li>• Product pipeline is aimed at offering long term visibility</li> <li>• Add 10-15 new products annually</li> <li>• Secure over 900 product registrations</li> </ul>	<ul style="list-style-type: none"> <li>• Subsidiary AGPL to broaden sales, with a new brand Mascot Giraffe</li> <li>• Launched last year, the Mascot Giraffe brand is already contributing 6%, with revenues doubling sequentially in Q1</li> </ul>	<ul style="list-style-type: none"> <li>• Operate in 22 states, 3 Union Territories, and 34 countries</li> <li>• Network includes 7,000+ distributors and 140+ overseas partners</li> </ul>	<ul style="list-style-type: none"> <li>• Streamline operations for efficiency</li> <li>• Automate processes and utilize SAP</li> <li>• Expand to leverage economies of scale</li> <li>• Secure raw material supply, with long-term relationships with vendors</li> </ul>

# IPO in Jun-25 – Paving the Way for Future Growth



**Total IPO Funds: INR 1,600 Million**

## Working Capital

**INR 650 Mn**

Funding day-to-day operations, inventory management, and enhancing operational efficiency to support business growth



## Debt Reduction

**INR 341 Mn**

Repayment of outstanding borrowings to strengthen balance sheet and reduce interest costs



## Capital Expenditure

**INR 140 Mn**

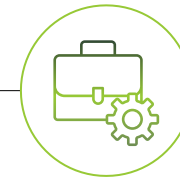
Capital expenditure of our Company for setting up an in-house dry flowable (DF) plant at Barwasni, District Sonipat, Haryana



## General Corporate Purposes

**INR 469 Mn**

Strategic investments, potential acquisitions, and unforeseen business opportunities etc.





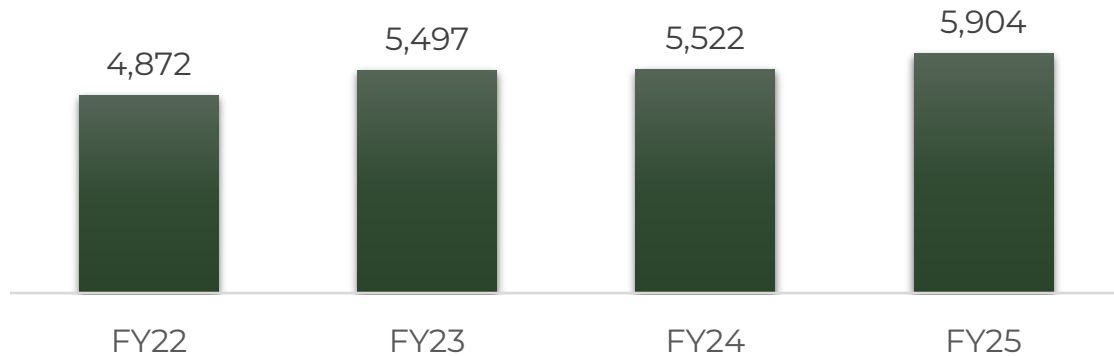
# Financial Performance



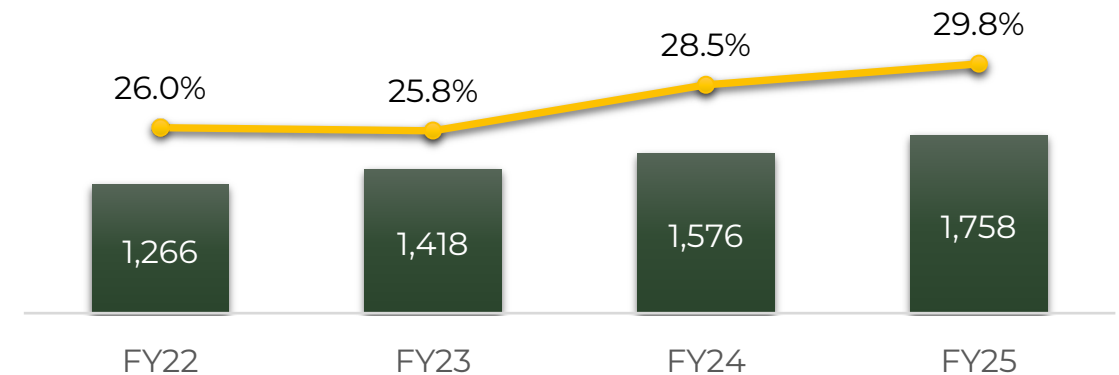
# Track Record of Consistent Financial Performance



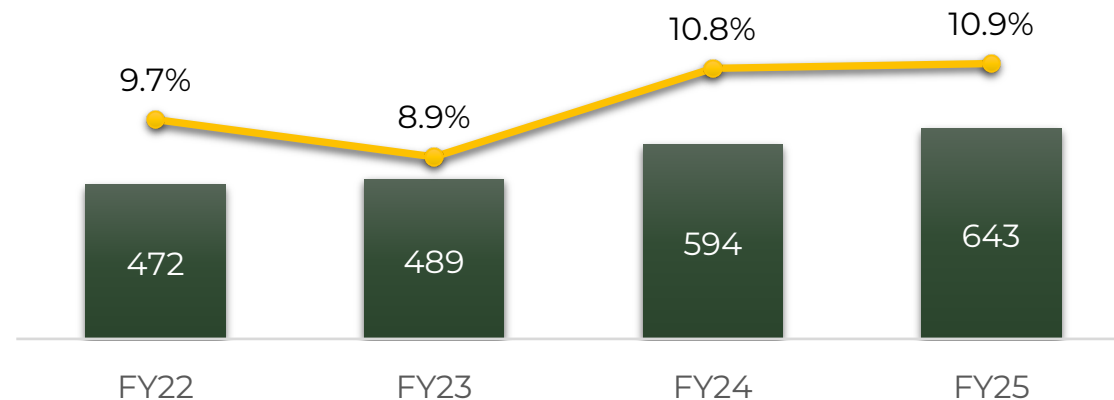
## Operating Revenue (INR Mn)



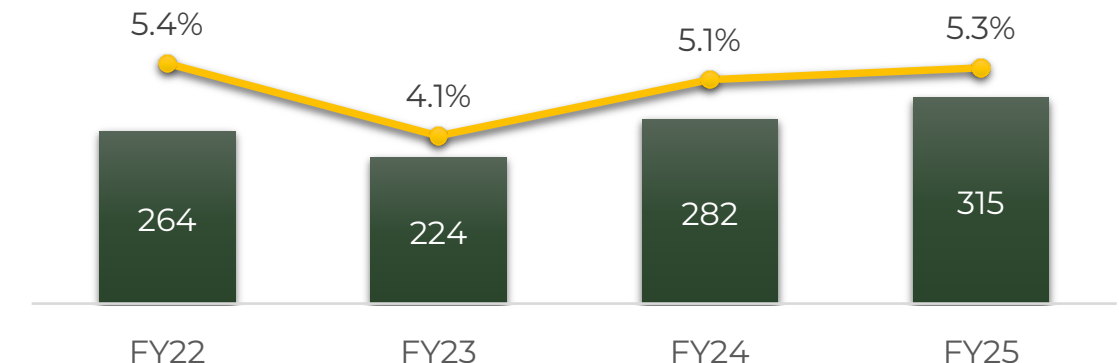
## Gross Profit (INR Mn) & Gross Margin (%)



## EBITDA (INR Mn) & EBITDA Margin (%)



## PAT (INR Mn) & PAT Margin (%)



# Profit & Loss Summary – Q1 FY26



Particulars (INR Mn)	Q1 FY26	Q1 FY25	YoY%	FY25	FY24	YoY%
<b>Revenue from Operations</b>	<b>1,894</b>	<b>1,321</b>	<b>43.3%</b>	<b>5,904</b>	<b>5,522</b>	<b>6.9%</b>
Cost of Good Sold	1,477	996	48.2%	4,146	3,947	5.1%
<b>Gross Profit</b>	<b>417</b>	<b>325</b>	<b>28.3%</b>	<b>1,758</b>	<b>1,576</b>	<b>11.6%</b>
Employee Expense	127	106	19.7%	461	389	18.4%
Other Expenses	191	159	19.6%	654	593	10.4%
<b>EBITDA</b>	<b>99</b>	<b>60</b>	<b>66.7%</b>	<b>643</b>	<b>594</b>	<b>8.2%</b>
Finance Cost	38	32	19.9%	145	129	12.1%
Depreciation & Amortization	24	25	-1.0%	106	103	2.8%
Other Income	9	4	121.4%	41	36	14.1%
<b>PBT (before exceptional Items)</b>	<b>46</b>	<b>8</b>	<b>509.2%</b>	<b>432</b>	<b>397</b>	<b>8.9%</b>
Exceptional items	0	13	-99.2%	13	-37	NM
<b>Profit Before Tax</b>	<b>46</b>	<b>20</b>	<b>127.9%</b>	<b>446</b>	<b>360</b>	<b>23.7%</b>
Tax	8	7	12.6%	131	78	67.8%
<b>PAT</b>	<b>39</b>	<b>13</b>	<b>187.4%</b>	<b>315</b>	<b>282</b>	<b>11.5%</b>

# Thank You

## Investor Relations Team



[investors@groupindogulf.com](mailto:investors@groupindogulf.com)



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