ISO 9001, 14001 & OHSAS 18001
CERTIFIED COMPANY

Regd. & Corporate Office : 401-402, Lusa Tower
Azadpur Commercial Complex, Delhi -110 033
Telefax : +91 1127679700-05 (6 Lines)
e mail : info@insecticidesindia.com
www.insecticidesindia.com
CIN : L65991DL1996PLC083909

insecticides (INDIA) LIMITED

Ref: IIL/SE/2026/0511/02
Dated: November 05, 2026

The Manager

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

Dear Sir/Madam,

Sub: Earning Presentation for Q2 &H1 of FY 2026-27 Results.

Please find enclosed the Q2 & H1 of FY 2026-27 Earning presentation for the second quarter and half year ended September 30, 2026.

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
Digitally signed by SANDEEP KUMAR
Date: 2026.11.05 16:10:54 +05'30'

(Sandeep Kumar)
Company Secretary & CCO

Encl: As above

insecticides (INDIA) LIMITED

25 के हम साथ बढ़ते कदम



INVESTOR PRESENTATION

November 2026

Safe Harbor

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.

IIL - At a Glance

insecticides (INDIA) LIMITED

Products — 01

130+	20+	27	15	39
Formulations	Technical	Patents	Focus Maharatna	Maharatna

Infrastructure — 02

6	2	4
Formulation Plants	Technical Plants	State of the Art R&D Centers

Brand — 03

Owner of Prestigious "TRACTOR BRAND" | House of leading brands

Distribution and Connect — 04

One of the Largest distribution network in the industry	8,500+ Distributors	70,000+ Retailers	75,00,000+ 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)

2020-2026
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
- Collaboration with Corteva Agriscience

IIL Proactively Adapting to Internal Shifts



Product Innovation

Consistent launches of latest technology products for Indian farmers through in-house R&D and international collaborations.

Complete Crop Solution

Providing end- to-end crop protection and nutrition solutions across all major crops.

Market Access

Expanding distribution network through introduction of KAEROS & proactively strengthened our marketing activities.

Integrated Manufacturing

Fully integrated manufacturing to ensure cost competitiveness and consistent quality

Research & Development

Developing high-efficacy products at competitive cost aligned with emerging crop & farmer needs.

Significant Performance Improvement in Three Years



Premiumization

7%

Increase in **B2C share** of **Premium Products** from **51% (FY23) to 58% (FY26)**

Profitability

840 bps

Gross Profit Margin improvement from **23.1% to 31.5%**

380 bps

EBITDA Margin improvement from **6.8% to 10.6%**

Capital Efficiency

570 bps

ROCE improvement from **10.4% to 16.1%**

450 bps

ROE improvement from **6.9% to 11.4%**

KAEROS : Expanding Distribution

KAEROS
Harvesting Goodness

Acquired in 2024 to build an independent dealer ecosystem, deepen distribution, and expand market access.

Dr. Dada

Dr. Dada, our key brand is a story of a young Indian scientist & farmer's son who blends grassroot wisdom with **scientific** progress.



Collaboration with Corteva Agriscience

We share a common purpose with Corteva Agriscience in supporting farmers through technology-led agricultural solutions that enhance productivity and promote long-term sustainability.

This collaboration expands our crop solutions portfolio **with differentiated and innovation-led offerings** to strengthen our position as a reliable partner in modern agriculture.



Mega Launch of GRANUVIA - PAN India

insecticides (INDIA) LIMITED

Engagement Across Distributors, Dealers and Farmers





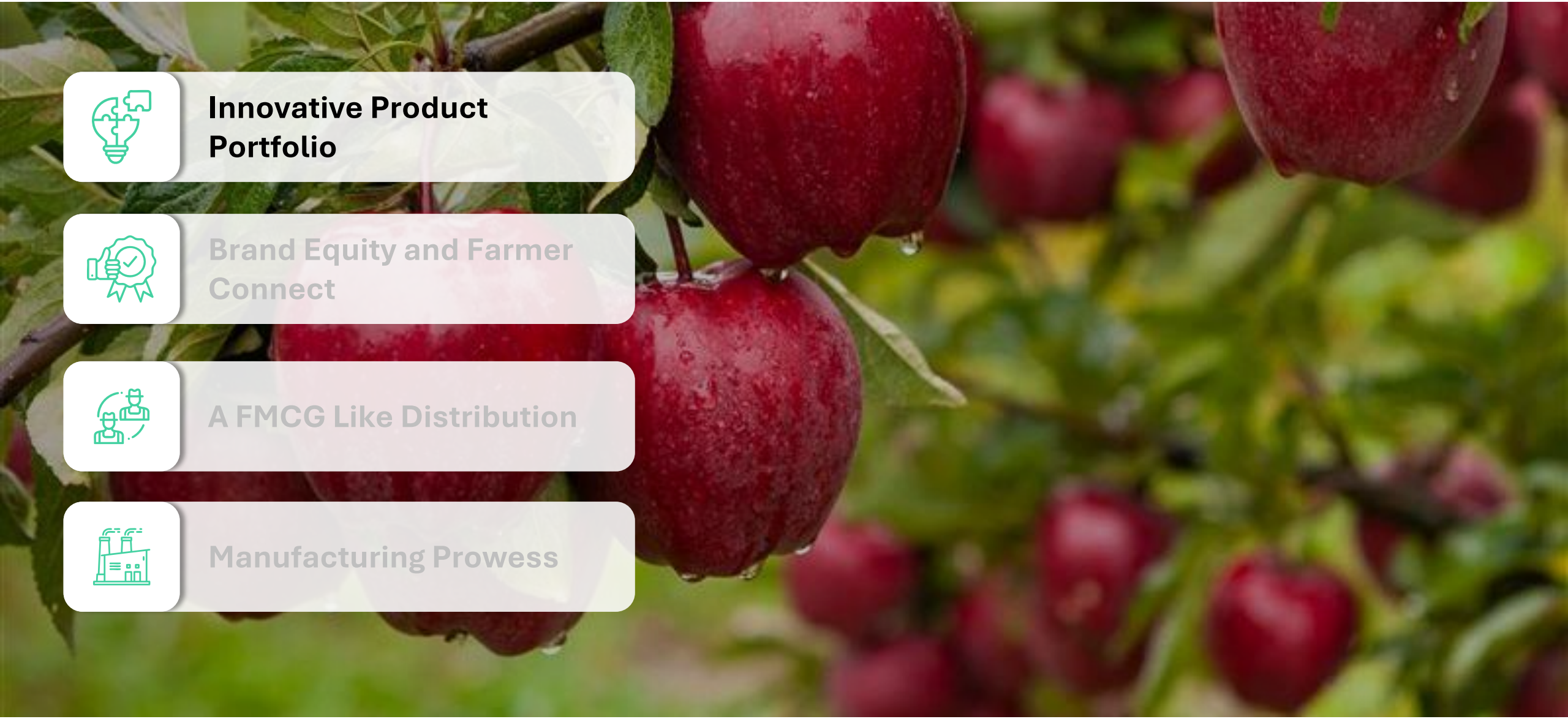








Fundamental Pillars to drive Sustainable Value



- **Innovative Product Portfolio**
- Brand Equity and Farmer Connect
- A FMCG Like Distribution
- Manufacturing Prowess

Comprehensive Product Portfolio

	Insecticides	Herbicides	Fungicides	Biologicals/PGR
				
FY26 – B2C Standalone Rev. breakup	49%	37%	10%	4%
	Effectively control the insects in crops	Prevent and control weeds in crops	Prevent and control fungal diseases in crops	For good health and productivity of the crops

Robust Portfolio of Premium Products

insecticides (INDIA) LIMITED

Focus Maharatna



Maharatna



Consistent New Launches – Powered by Innovation

insecticides (INDIA) LIMITED

Launches from FY24-FY25





Launches in FY27



Launches in FY26



Comprehensive Crop Protection Solutions

insecticides (INDIA) LIMITED

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



2nd Largest

in Paddy Herbicide

- Make in India Product
- Launched in 2016



Top 10

in Insecticide Category

- Developed by IIL
- Launched in 2018



Top 10

in Herbicide Category

- A Patented Herbicide developed by IIL in Technical Coll. With Nissan, Japan
- Launched in 2021

* as per best marketing estimates

Market-Leading Brands Across Diverse Categories



Top 3 Performer

- Make in India Product
- Launched in 2022



3rd Biggest

in Corn Herbicide

- Make in India Product
- Launched in 2022



Among Top 4

in Insecticide Category

- A Patented novel Insecticide by Nissan, Japan
- Co- exclusive marketing rights for India
- Launched in 2022
- Label claim of 6 crops

* as per best marketing estimates

Driving Innovation Through Advanced R&D Infrastructure



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 International Collaborations

insecticides (INDIA) LIMITED

Nissan Chemical CORPORATION



OAT & IIL INDIA LABORATORIES PRIVATE LIMITED



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

OAT Agrio Co., Ltd.



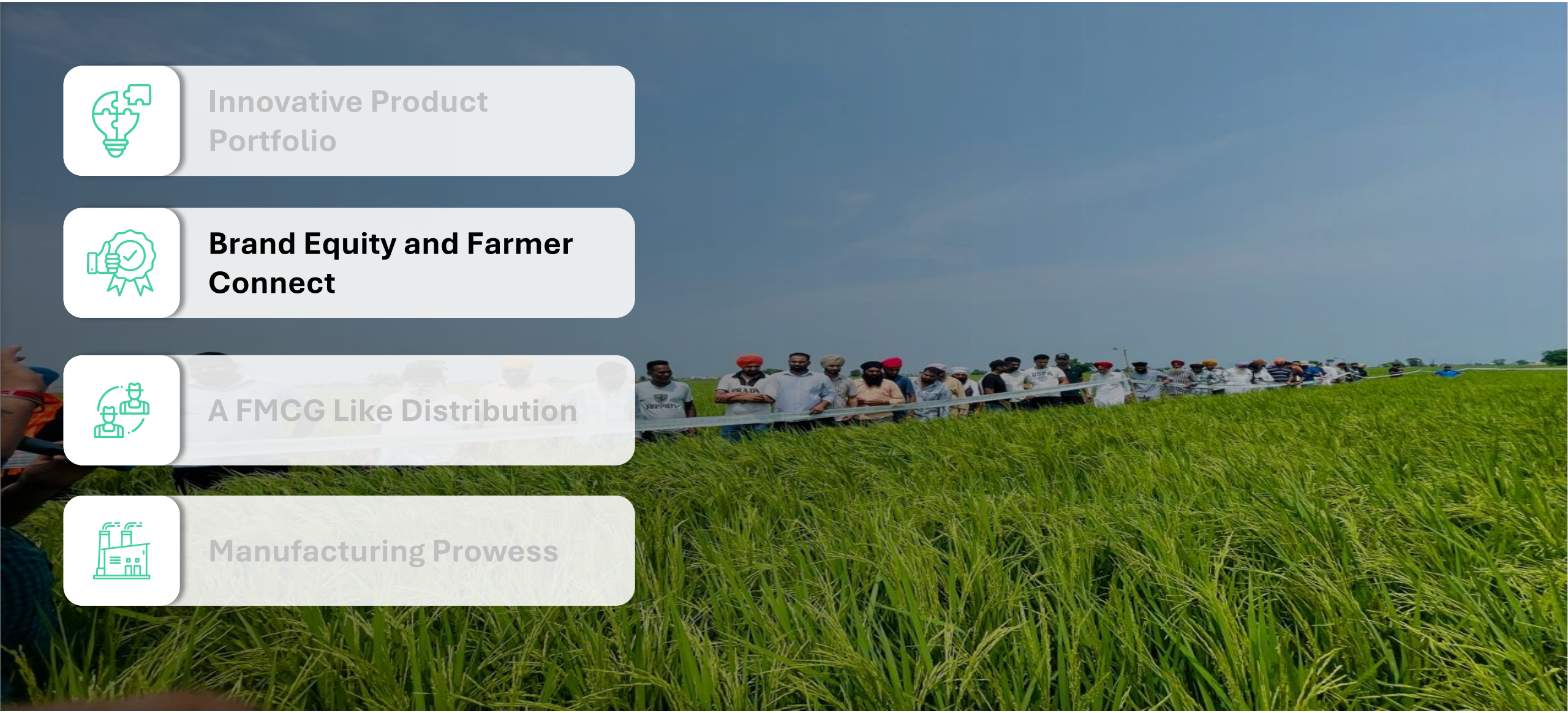
CORTEVA™ agriscience



MOMENTIVE™



Fundamental Pillars to drive Sustainable Value



- Innovative Product Portfolio
- **Brand Equity and Farmer Connect**
- A FMCG Like Distribution
- Manufacturing Prowess

Brand Equity: Tractor Brand – Legacy of Trust and Innovation

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

IIL Crop Solution (ICS) Program





ICS
IIL CROP SOLUTION





16 States

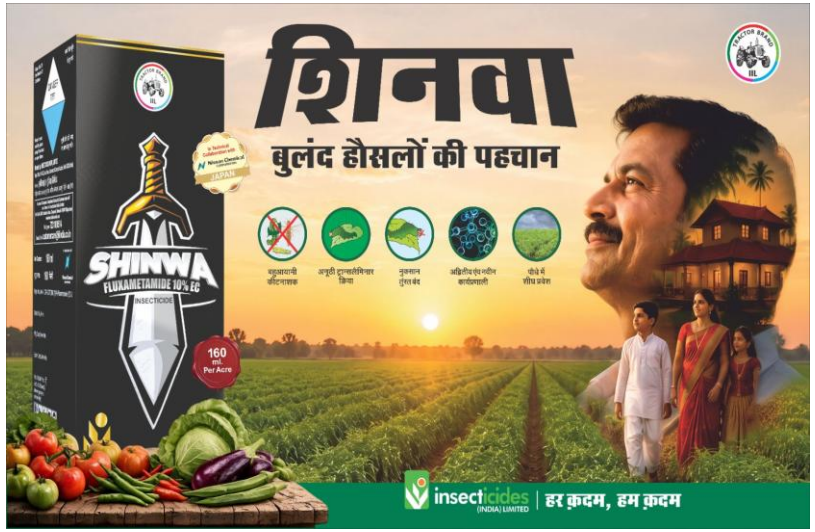
4 Key Crops
Rice | Cotton | Soybean | Chilli

70+ ICS Plots

100+ Mega Field Days

70+ Crop Harvest Days

Farmer-Centric Marketing Initiatives













Direct-to-Farmer - Digital Outreach

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

Innovative Platforms targeted for Digital Farmer Campaigns

Aggressive Demand Generation Initiatives – H1FY27

18,000 +
Farmers Meetings

9,000+
Demonstration and Field Days

10,00,000+
Farmers connect by direct Field Activities

Farmer Meetings & Field Days













Fundamental Pillars to drive Sustainable Value



- Innovative Product Portfolio
- Brand Equity and Farmer Connect
- **A FMCG Like Distribution**
- Manufacturing Prowess

Expansive FMCG-Style Distribution Network Empowering Market Access

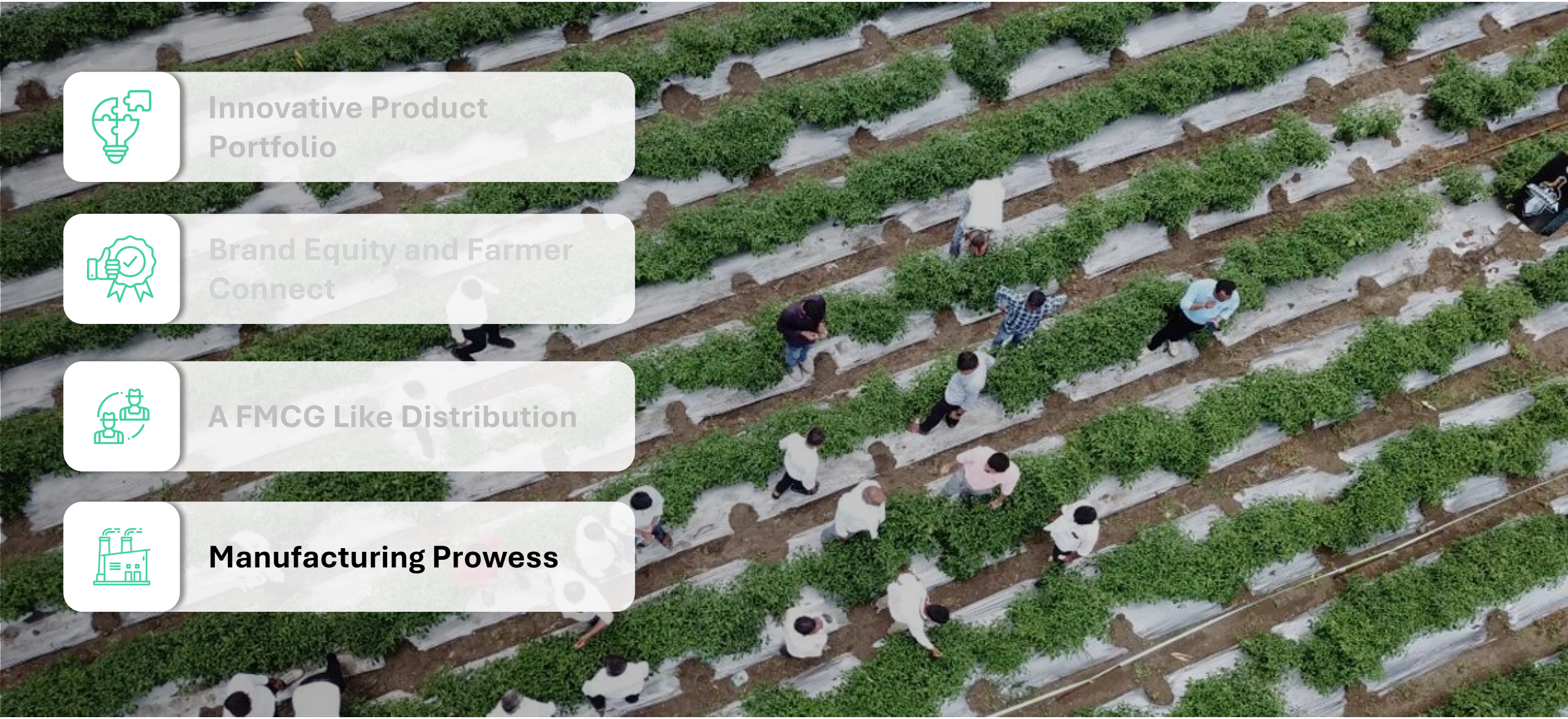
5

Decades of Strong Dealer Relationship provide unmatched Competitive Strength

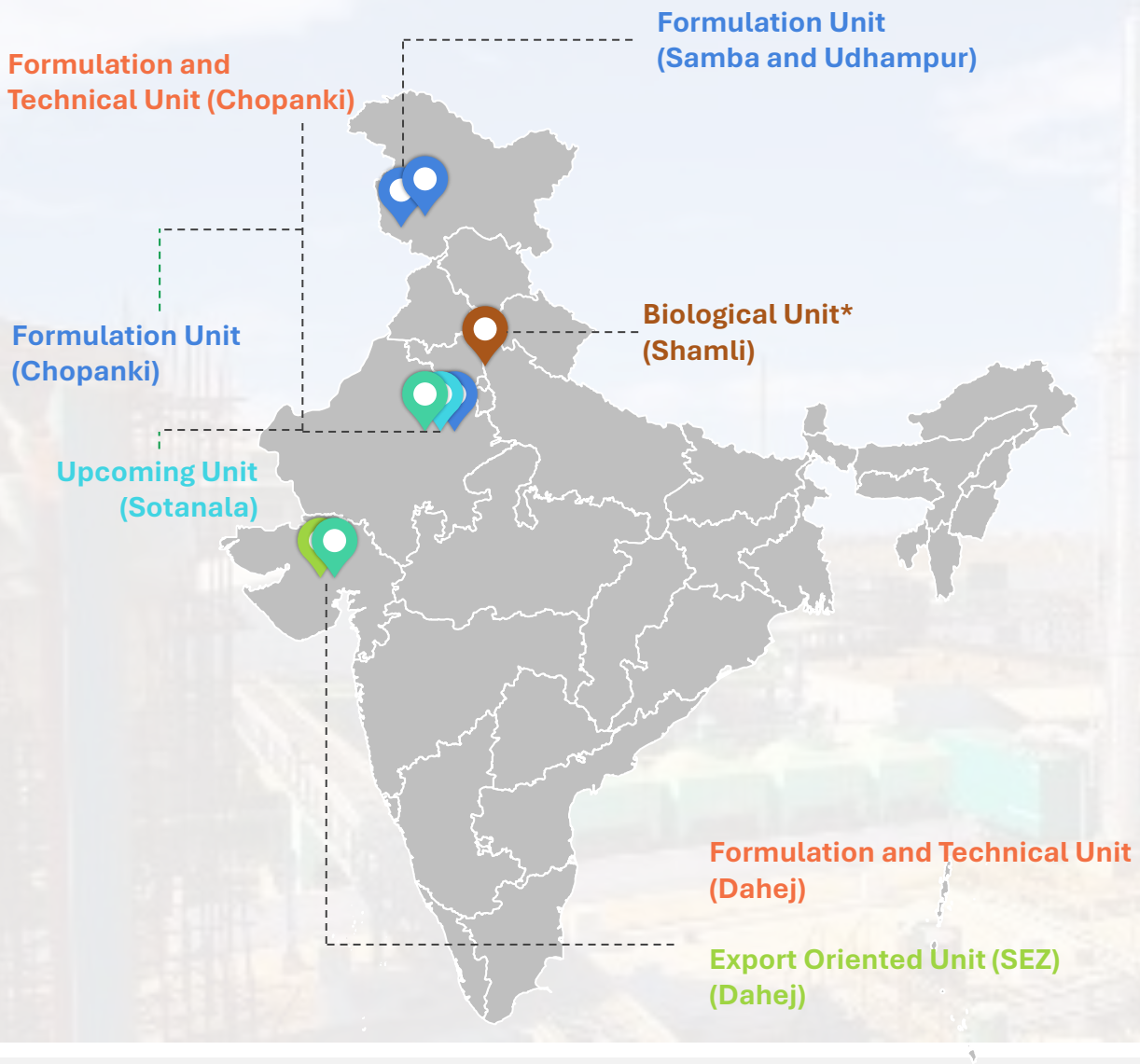
- **Designed to be dealer-friendly,** ensuring long-term relationships and continuity
- **Built on a strong FMCG-style** network with deep-rooted retailer connections
- **Supported by one of India's largest** distribution systems, enabling seamless product reach
- **Strengthened through crop advisor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

75,00,000+	70,000+	8,500+	1,200+	750+
Farmers Reach	Retailers	Distributors	Crop Advisor Team	Sales & Marketing team

Fundamental Pillars to drive Sustainable Value



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



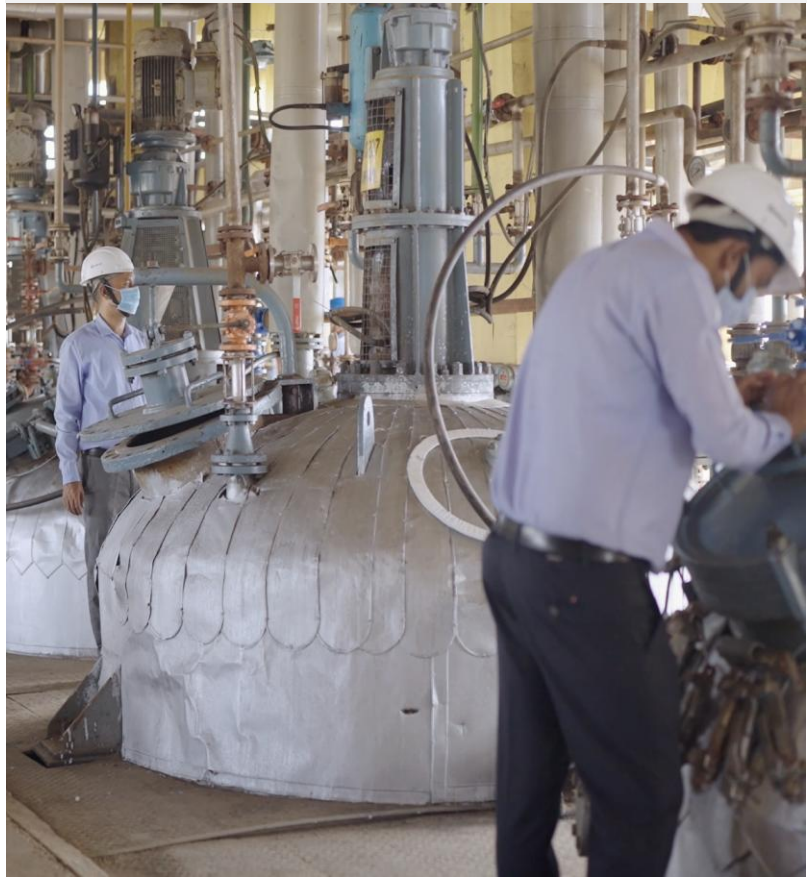
Multi purpose technical Plant with 20 different streams

70,000 MT/KL formulation capacity annually



~95% in-house manufactured revenue

100% Export oriented Formulation Plant in SEZ area



Upcoming Opportunities in Exports

22

Countries Establishing a solid footprint



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



Honored with "Company of the Year (Large Scale)" award in 2025

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

~182

International Registrations received

Four Pillars of our Strategic Growth Roadmap

CROP PROTECTION SOLUTIONS

Strengthening our core with differentiated farmer-focused solutions

- Comprehensive end-to-end crop protection and nutrition offerings
- Scaling IIL Crop Solutions (ICS) Program
- Accelerating premiumization with advanced technology-driven Product Launches
- Strengthening in-house R&D and global collaborations

EXPANDING MARKETS

Creating new pathways for growth

- Scaling KAEROS Research as an emerging platform to broaden distribution reach
- Driving marketing initiatives through targeted on-ground and digital activities
- Expanding international presence through new registrations and strategic partnerships
- Enhancing channel engagement through dealer centric policies and initiatives

MANUFACTURING EXCELLENCE

Building competitive advantage through scale, integration and efficiency

- Capacity Expansion & enhancing manufacturing capabilities
- Improving productivity and automation
- Achieving Cost competitiveness through backward integration
- Improving operational efficiency through focus on cost optimization

CREATING LONG-TERM SHAREHOLDER VALUE

Stronger profitability, returns and cash generations

- Pursuing new initiatives to enable growth
- Improving business mix and operating leverage to enhance profitability
- Driving improvement in ROE and ROCE
- Strengthening cash flow generation

Board of Directors



Mr. H.C. Aggarwal
Chairman



Mr. Rajesh Kumar Aggarwal
Managing Director



Mr. Sanskar 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



Mr. Veer Bhadram
Independent Director

Environmental and Social Governance



40%

Energy demands met by renewable sources in overall energy consumption

Zero

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

30%

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

1762 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

Project Green – A CSR Initiative by IIL Foundation













Building on its success, IIL Foundation expanded Project Green in FY 26 with Miyawaki Plantations across 4 Locations in Chopanki , Sotanala & Rajasthan fostering biodiversity, carbon sequestration and climate resilience.

Awards and Recognition



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



Mr. Rajesh Kumar Aggarwal, MD & CEO, honored 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

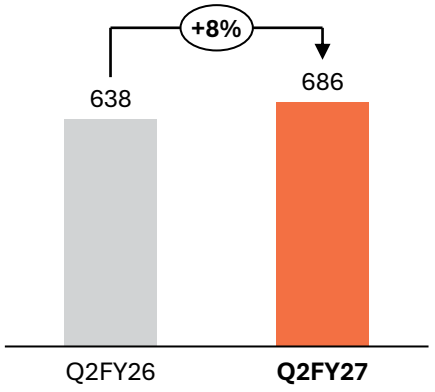


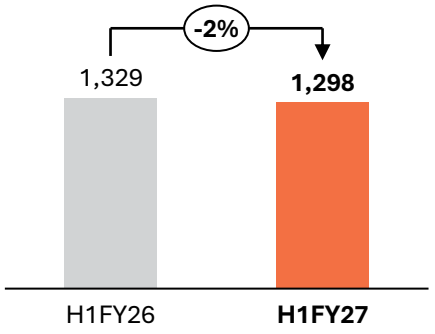
Best CSR Project of the Year at the 15th Corporate Social Responsibility Summit & Awards 2025

Q2 & H1 FY27 – Financial Snapshot

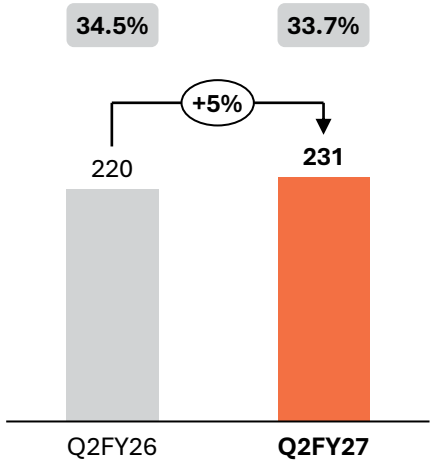
(Rs in crs)

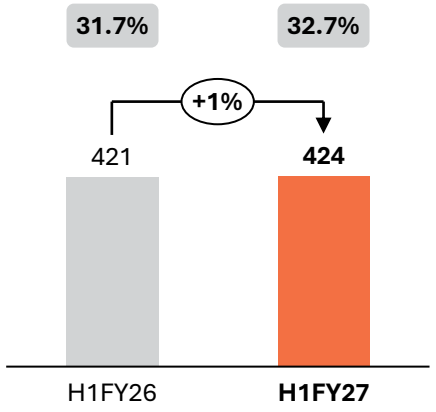
Revenue from Operations



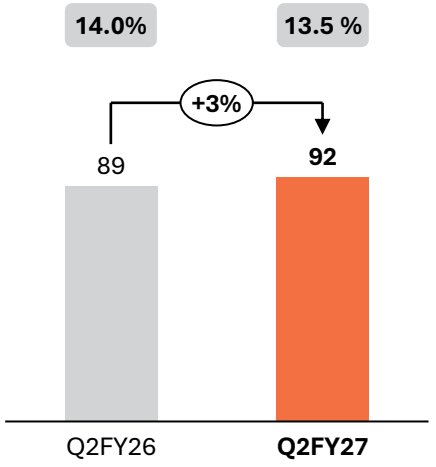


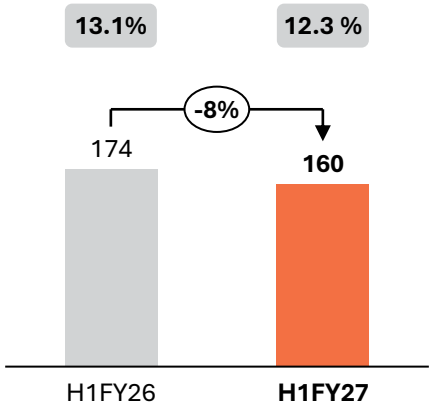
Gross Profit



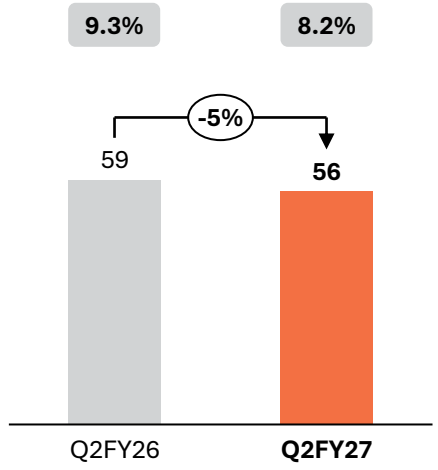


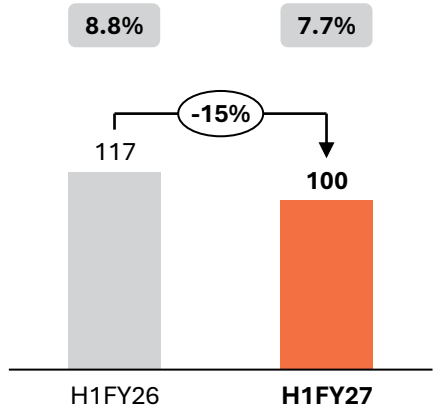
EBITDA





PAT





Working Capital Ratios

Particulars- Consolidated (Rs. Crs)	Sept 26	Sept 25	Mar 26
Inventory (A)	814	744	780
Inventory days (Inventory/COGS* No of Days)	168	148	194
Trade Receivables (B)	**719**	**643**	**487**
Trade Receivables Days (TR/Revenue*No of Days)	100	87	83
Trade Payables (C)	**533**	**420**	**439**
Trade Payables Days (TP/COGS* No of Days)	110	83	109
Net Working Capital (A+B-C)	**1,000**	**966**	**828**
Net Working Capital Days	158	151	168

Q2 & H1FY27 – Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q2FY27	Q2 FY26	Y-o-Y	H1FY27	H1FY26	Y-o-Y
Revenue from Operations	686.31	637.70	**8%**	1,297.84	1,328.83	**-2%**
Cost of Material Consumed	401.21	363.03		759.50	735.91	
Purchase of stock in trade	76.60	57.84		183.56	102.95	
Change in Inventories of Finished goods & Work in Progress	-22.65	-2.89		-69.55	68.61	
Total Raw Material	**455.15**	**417.98**		**873.51**	**907.46**	
Gross Profit	**231.16**	**219.72**	**5%**	**424.32**	**421.37**	**1%**
Gross Profit Margin (%)	**33.7%**	**34.5%**		**32.7%**	**31.7%**	
Employee Expenses	54.49	47.77		101.83	89.30	
Other Expenses	84.23	82.47		162.44	158.01	
EBITDA	**92.44**	**89.48**	**3%**	**160.05**	**174.06**	**-8%**
EBITDA Margin (%)	**13.5%**	**14.0%**		**12.3%**	**13.1%**	
Other Income	-0.84	2.51		4.51	6.21	
Depreciation	9.89	9.33		19.60	16.64	
EBIT	**81.71**	**82.66**	**-1%**	**144.96**	**163.63**	**-11%**
EBIT Margin (%)	**11.9%**	**13.0%**		**11.2%**	**12.3%**	
Finance Cost	6.58	4.16		11.28	7.88	
Share from associates	0.23	0.36		0.50	0.55	
Profit before Tax	**75.36**	**78.86**	**-4%**	**134.18**	**156.31**	**-14%**
Profit before Tax (%)	**11.0%**	**12.4%**		**10.3%**	**11.8%**	
Tax	19.19	19.75		34.14	39.10	
Profit After Tax	**56.17**	**59.11**	**-5%**	**100.04**	**117.21**	**-15%**
PAT Margin (%)	**8.2%**	**9.3%**		**7.7%**	**8.8%**	
EPS (As per Profit after Tax)	19.30	20.31		34.38	40.28	

H1FY27 – Consolidated Balance Sheet

Particulars (Rs. Crs)	Sept -26	Mar-26
ASSETS		
Non - Current Assets		
Property, plant and equipment	302.02	312.09
Capital work-in-progress	159.22	118.57
Right of use assets	45.46	46.37
Investment Property	3.05	3.07
Intangible assets under development	13.45	11.15
Other Intangible assets	7.53	8.03
Investment in jointly controlled entity	12.32	11.84
Financial Assets		
(i) Investments	12.62	12.30
(ii) Loans	6.75	-
(iii) Other Financial Assets	3.22	4.30
Income tax assets (net)	4.86	5.01
Other non-current assets	26.80	19.66
Total Non - Current Assets	**597.33**	**552.40**
Current Assets		
Inventories	813.81	780.21
Financial Assets		
(i) Investments	-	4.45
(ii) Trade receivables	719.10	486.97
(iii) Cash and cash equivalents	35.94	87.23
(iv) Bank balances other than (iii) above	1.28	0.17
(v) Loans	0.16	0.27
(vi) Other financial assets	8.96	13.18
Other current assets	52.35	75.31
Total Current Assets	**1,631.61**	**1,447.78**
TOTAL ASSETS	**2,228.95**	**2,000.18**

Particulars (Rs.Crs)	Sept-26	Mar-26
Equity		
(a) Equity share capital	29.10	29.10
(b) Other equity	1,291.12	1,191.31
Total Equity	**1,320.21**	**1,220.41**
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	14.63	18.78
(ii) Lease liabilities	8.05	9.00
Deferred Tax Liabilities	6.04	8.53
Provisions	3.11	3.06
Total Non - Current Liabilities	**31.84**	**39.37**
Current Liabilities		
Financial liabilities		
(i) Borrowings	220.96	125.50
(ii) Lease liabilities	4.06	3.76
(iii) Trade payables	532.60	439.26
(iv) Other financial liabilities	69.05	44.71
Other current liabilities	39.39	122.97
Provisions	6.18	4.19
Current tax liabilities (net)	4.64	-
Total Current Liabilities	**876.89**	**740.40**
Total Equity and Liabilities	**2,228.95**	**2,000.18**

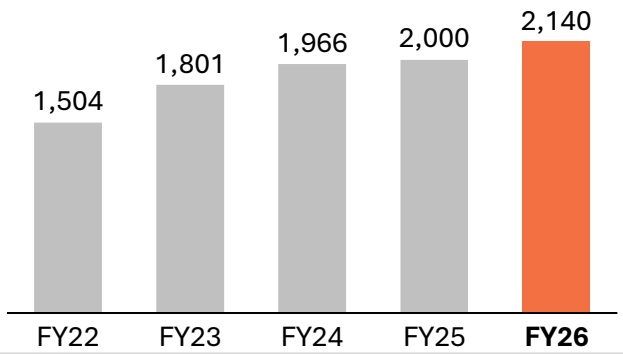
H1FY27 – Consolidated Cashflows

Cash Flow Statement (Rs. Crs)	Sept-26	Mar-26
Cash Flow from Operating Activities		
Profit before Tax	**134.18**	186.68
Adjustment for Non-Operating Items	35.09	49.80
Operating Profit before Working Capital Changes	**169.27**	**236.48**
Changes in Working Capital	-210.91	-80.14
Cash Generated from Operations	**-41.64**	**156.34**
Less: Direct Taxes paid	-31.75	-56.09
Net Cash from Operating Activities	**-73.39**	**100.25**
Cash Flow from Investing Activities	**-56.66**	-86.47
Cash Flow from Financing Activities	**78.77**	17.53
Net increase/ (decrease) in Cash & Cash equivalent	**-51.28**	**31.30**
Add: Cash and cash equivalents as at beginning of the period	87.22	55.93
Cash and cash equivalents as at end of the period	**35.94**	**87.23**

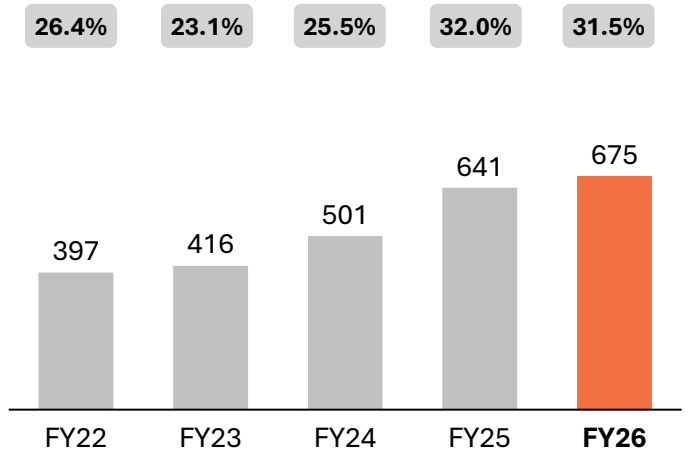
Historical Financial Highlights

(Rs in crs)

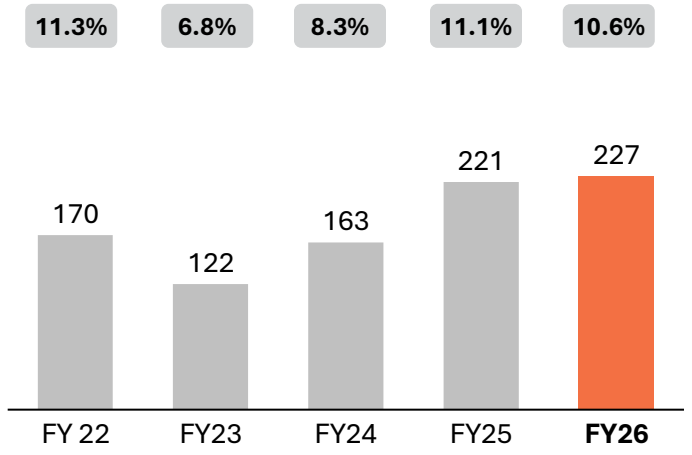
Revenue



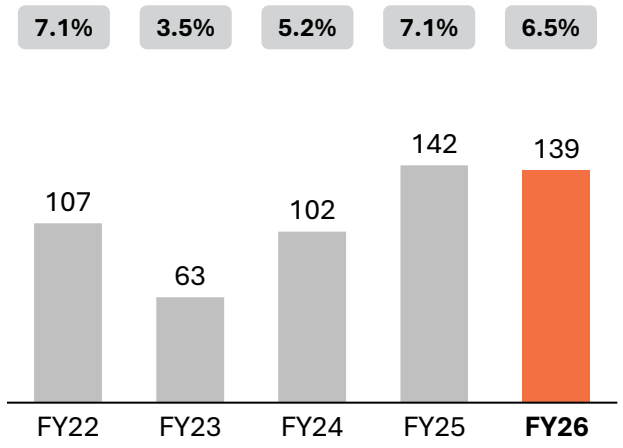
Gross Profit



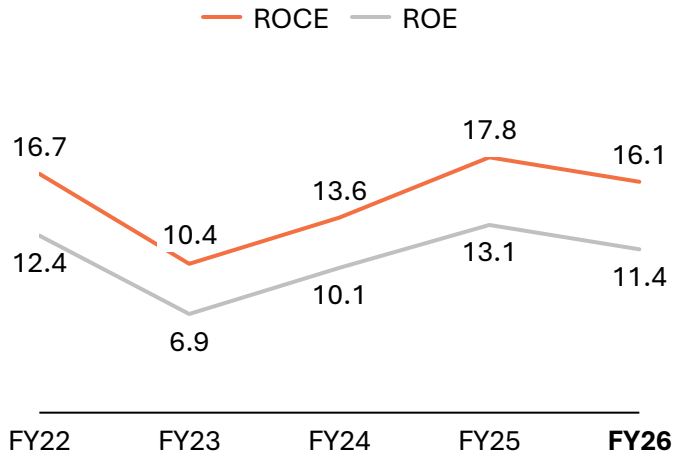
EBITDA



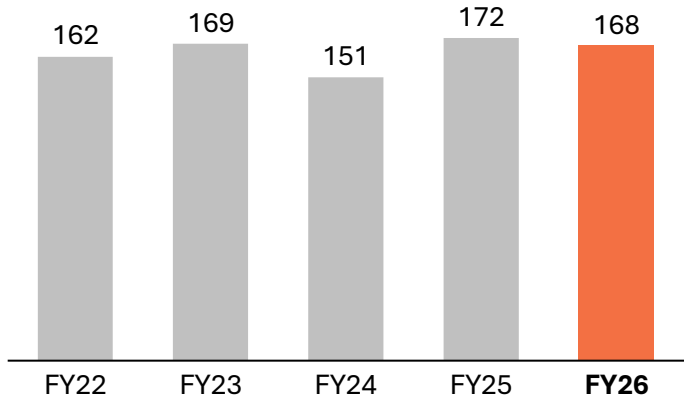
PAT



Return Ratios %

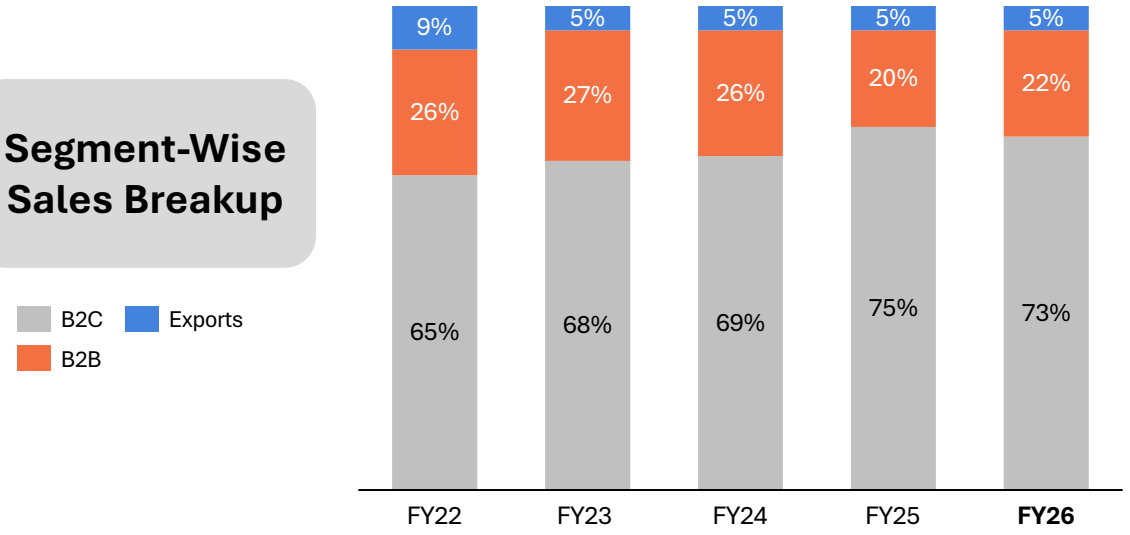


Net Working Capital (Days)

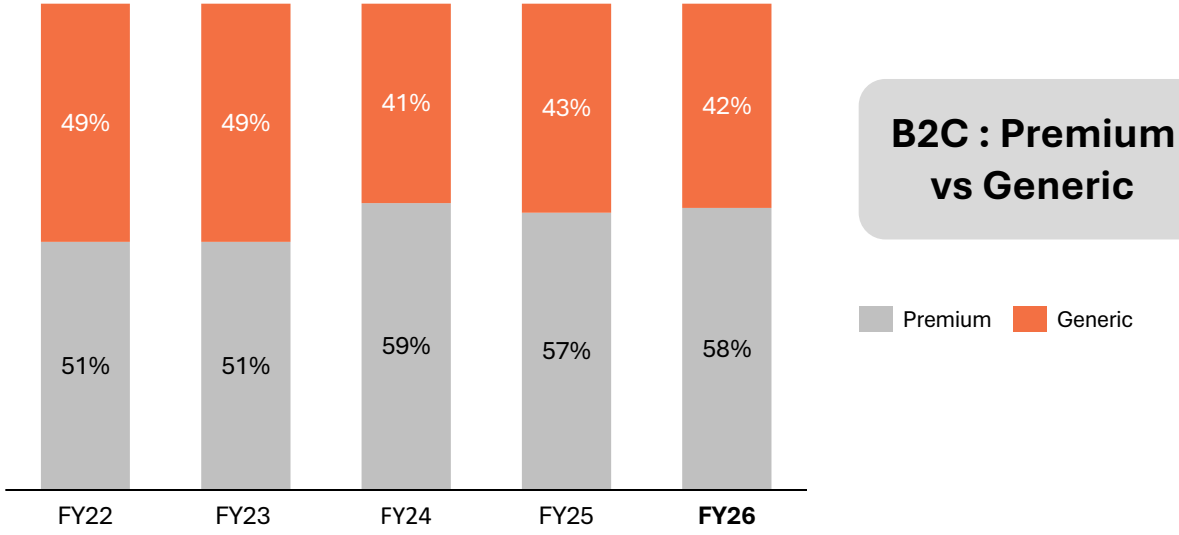


Historical Operational Highlights

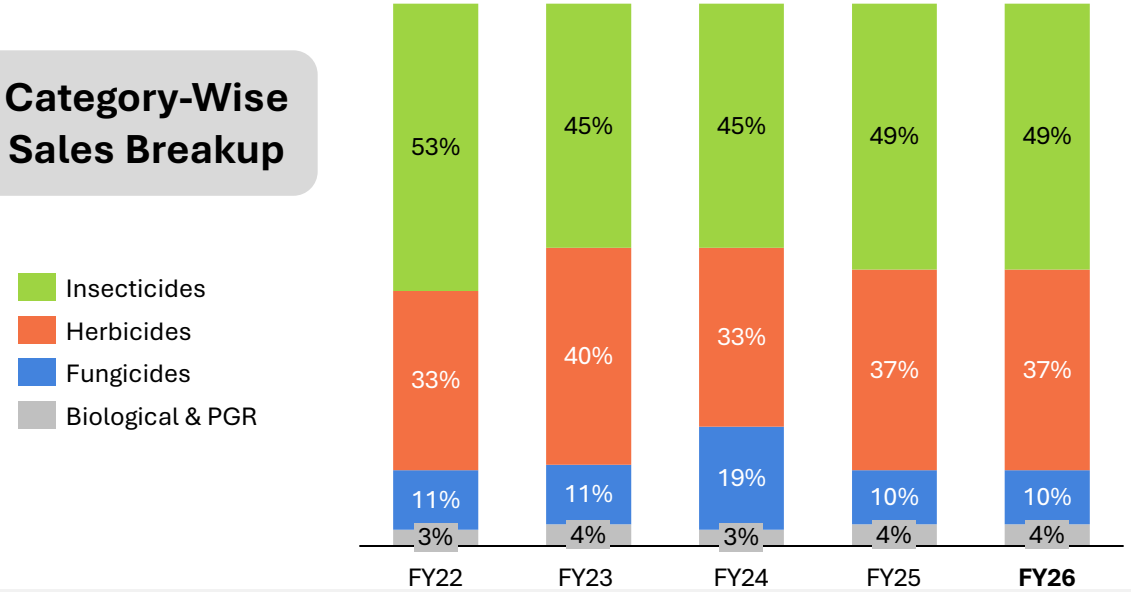
Segment-Wise Sales Breakup



B2C : Premium vs Generic

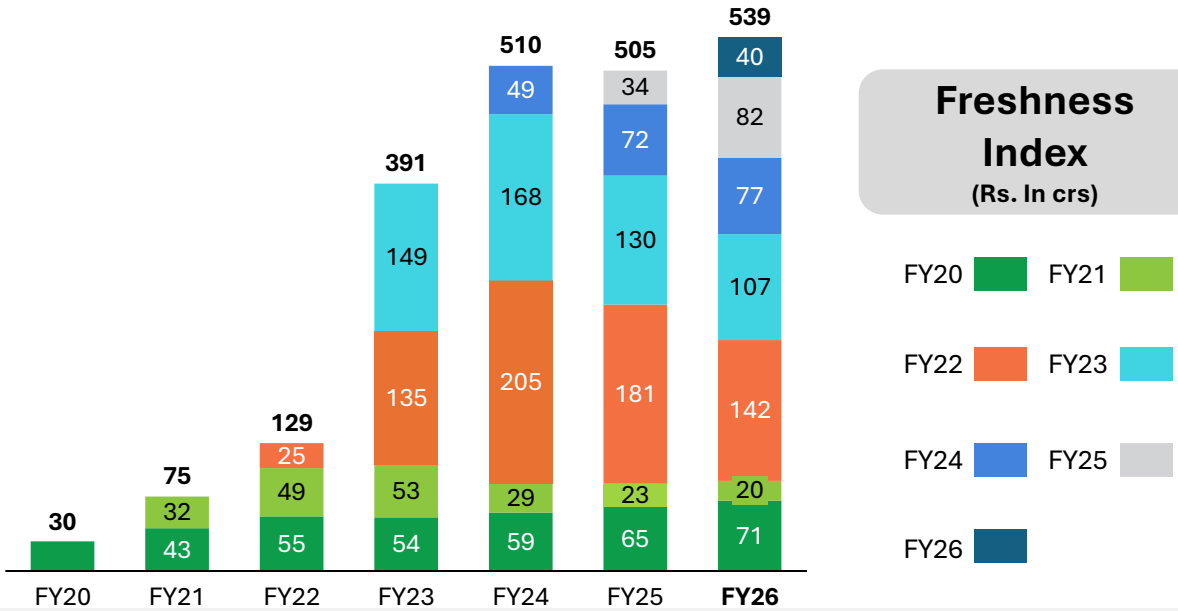


Category-Wise Sales Breakup



Freshness Index

(Rs. In crs)



On standalone basis



COMPANY :

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

INVESTOR RELATIONS ADVISORS :

MUFG

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