

INDIA PESTICIDES LIMITED

An ISO 9001:2015, 14001:2015, 45001:2018 and 10002:2018 Company

CIN No. L24112 UP1984PLC006894



Water Works Road, Aishbagh, Lucknow – 226004 (INDIA)

Tel : +91-522-2653602, 2653603, 2653622, 4041014

Fax : +91-522-2653610

Website : www.indiapesticideslimited.com

E-mail : info@indiapesticideslimited.com

Date: November 13, 2022

To

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

Dear Sir/Ma'am,

Sub: Investor Presentation in connection with Unaudited Financial Results for quarter & half year ended 30th September, 2022.

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investor Presentation in connection with Unaudited Standalone and Consolidated Financial Statement for quarter & half year ended 30th September, 2022.

Kindly take the above on record.

Thanking You,

For India Pesticides Limited

(AJEET PANDEY)

Company Secretary and Compliance Officer

Membership No.: A42500



INDIA PESTICIDES LIMITED



Q2 FY23 EARNINGS
PRESENTATION

www.indiapesticideslimited.com

Performance Highlights



H1 FY23

H1

Total Revenue

INR 4,747 mn

H1

EBITDA

INR 1,139 mn
Margin | 24.0%

H1

EBIT

INR 1,086 mn
Margin | 22.9%

H1

PAT

INR 783 mn
Margin | 16.5%

Q2 FY23

Q2

Total Revenue

INR 2,530 mn

Q2

EBITDA

INR 549 mn
Margin | 21.7%

Q2

EBIT

INR 522 mn
Margin | 20.6%

Q2

PAT

INR 372 mn
Margin | 14.7%

Cash flow from Operations INR 214 mn | Net Cash INR 832 mn | ROCE 31.6% | ROE 23.9%

Consistent growth across products

“During the quarter our revenue grew by 38.8% supported by increased demand of existing products and new product launches. Our margins were impacted by various macro-economic factors across the globe. Industry faced challenges in terms of raw material prices with logistics constraints also creating pressure on the businesses. However, Indian economy demonstrated its resilience amidst such adversities and continued its performance.

All our recently launched products are performing well, and we expect their demand to grow going forward. Further to this we have planed 70 Cr capex for expansion at Sandila Plant in FY23. 4,000 MT capacity at our Sandila plant will be additionally added under phases over the coming quarters. One herbicides and one intermediate will be added. As of update on our Hamirpur project EIA report was accepted by MOEF and meeting with EAC is underway. During the quarter our long-term credit facilities were rated A+ by CARE Ratings Ltd, which highlights our ability to manage capital efficiently.

Management team is fully equipped and committed to drive growth with registration of new products, improving product mix and increasing brand business which will help company to scale new heights. We are consistently working towards our vision of supporting chemical business and farmers across world by producing superior value chemicals by integrating quality and efficiency,”

Anand Swarup Agarwal, Chairman

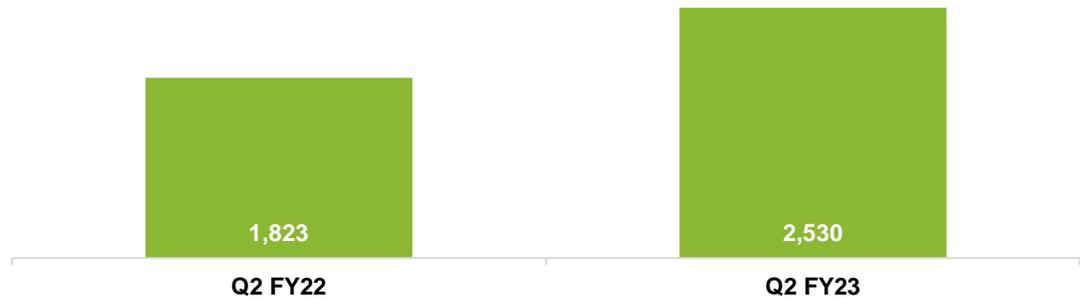
Q2 FY23 Performance Highlights



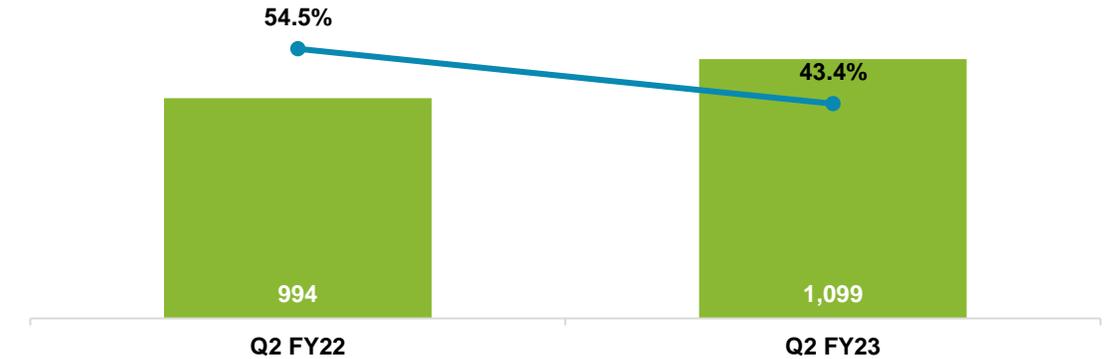
Robust Revenue growth of 38.8%; Decline in margins due to spike in raw material and energy cost

Rs in Million

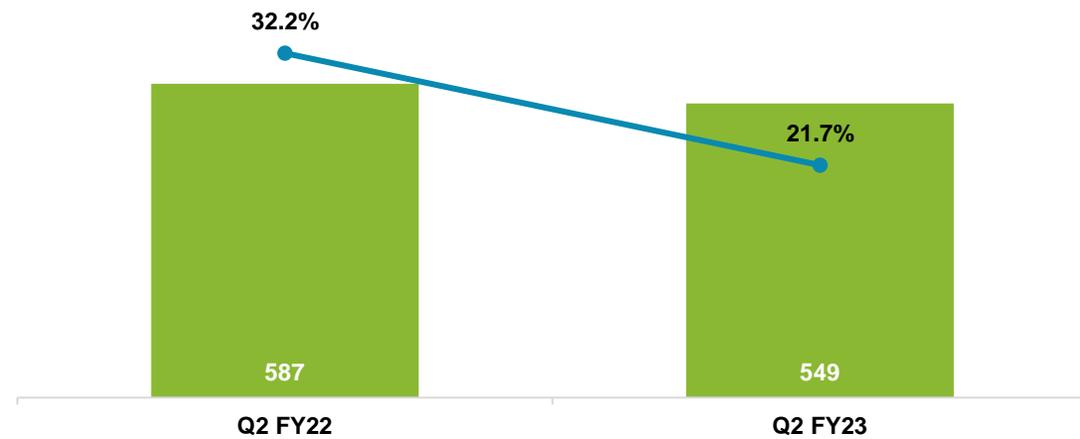
Total Income



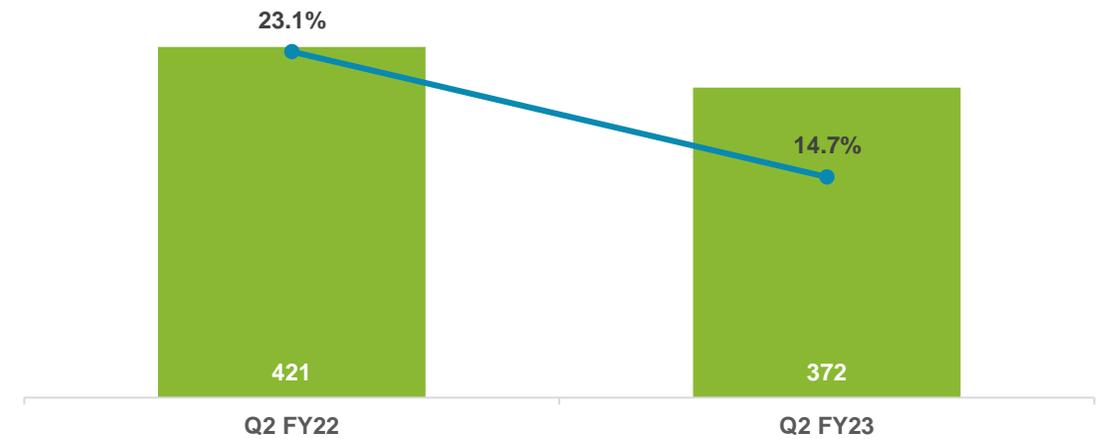
Gross Profit



EBITDA



PAT



Robust growth supported by unique diversified product offerings

(Rs. Million)	Q2 FY23	Q2 FY22	Y-o-Y Change (%)	H1 FY23	H1 FY22	Y-o-Y Change (%)
Total Income	2,530	1,823	38.8%	4,747	3,564	33.2%
Gross Profit	1,099	994	10.6%	2,190	1,949	12.4%
<i>Gross Margin (%)</i>	43.4%	54.5%		46.1%	54.7%	
EBITDA	549	587	(6.3)%	1,139	1,177	(3.2)%
<i>EBITDA Margin (%)</i>	21.7%	32.2%		24.0%	33.0%	
EBIT	522	568	(8.2)%	1,086	1,141	(4.8)%
<i>EBIT Margin (%)</i>	20.6%	31.2%		22.9%	32.0%	
PAT	372	421	(11.5)%	783	841	(6.9)%
<i>PAT Margin (%)</i>	14.7%	23.1%		16.50%	23.6%	

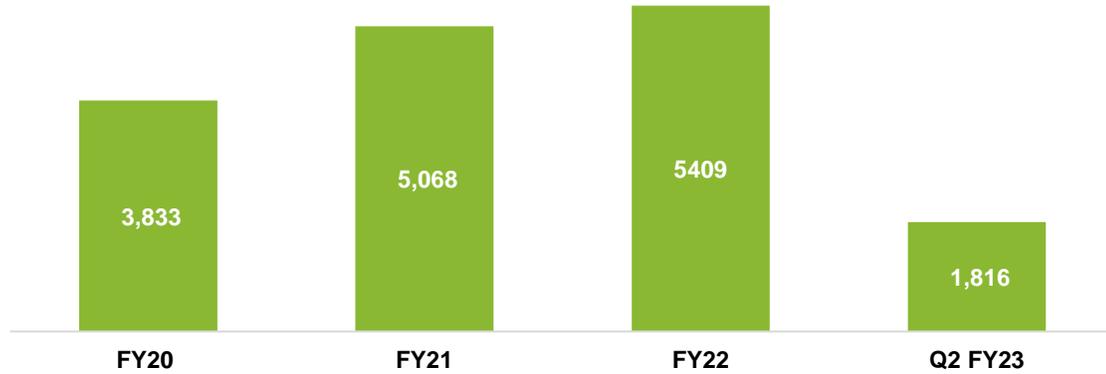
Revenue Break-up



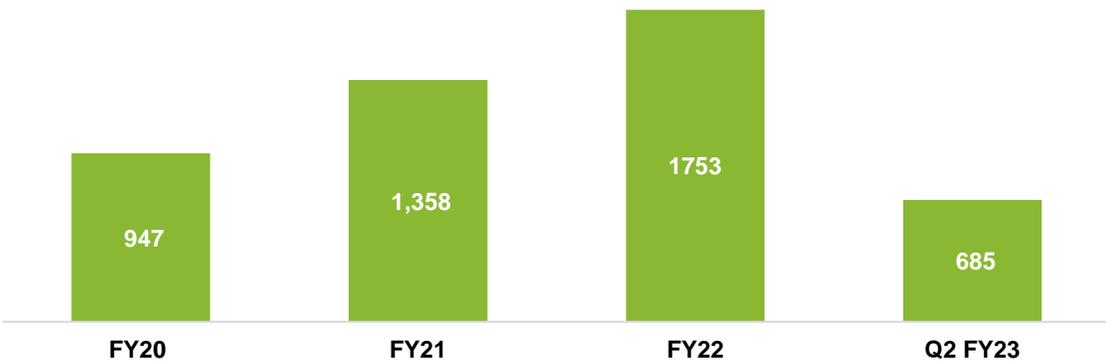
Technicals + APIs constitute 73% of total revenue during Q2 FY23

Rs in Million

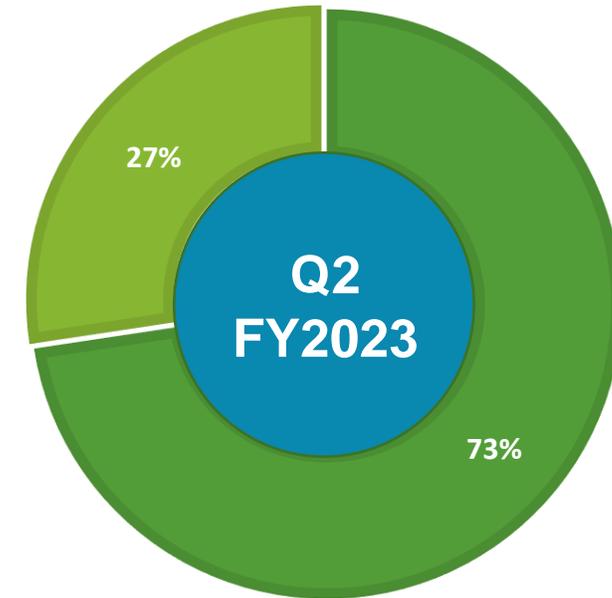
Technicals + API



Formulation



Revenue Share



■ Technical + API ■ Formulations

Debt reduced by 44% ; Cash & bank balances at INR 781 mn

(Rs. In million)	31 st Mar 2021	31 st Mar 2022	30 th Sept 2022
Long Term Borrowings	74	36	18
Short Term Borrowings	228	119	69
Total Debt	303	155	87
Less: Cash & Bank Balance	437	1,068	781
Less: Investments	91	172	138
Net Debt / (Cash)	(226)	(1,085)	(832)
Total Equity	3,895	6,379	7,071
Total Debt / Equity (x)	0.08x	0.02x	0.01x
Net Debt / Equity (x)	nm	nm	(0.12)x
Net Debt / LTM EBITDA (x)	nm	nm	(0.44)x



- Focus on reducing long term debt
- Strong cash flow generation to support expansion initiatives
- Net cash position to further increase with improvement in cash flow generation

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



2

Active Manufacturing Facility



2

In-house Laboratories



25+

Exporting Countries



60%~

Local Raw Material Sourcing



58%~

Top 10 Customer Revenues

- An R&D driven chemical manufacturer of Agro-Technicals & APIs, along with growing Formulation's business
- Focus on quality and sustainability and none of the key Technicals are classified as 'red triangle' or highly toxic products
- Sole Indian manufacturer and leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity
- Present installed capacity of Technicals increased to 23,500 MT from 21,500 MT as on 30.03.2022 after launch of 2,000 MT capacity during Q1 FY23
- Manufacturing facilities in Lucknow & Hardoi districts in Uttar Pradesh
- 2 Advanced in-house laboratories registered with the Department of Scientific and Industrial Research (DSIR)

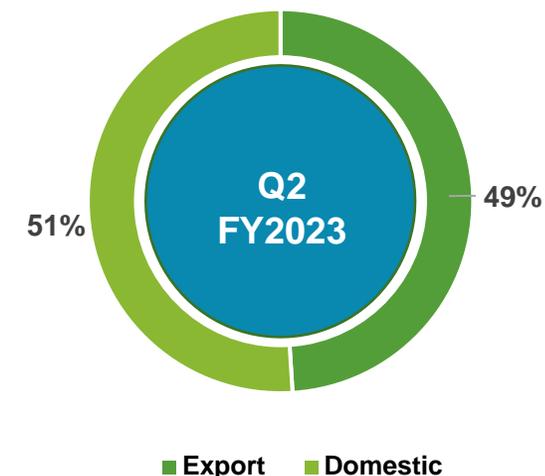
Business Overview



Sole Indian manufacturer of certain Technicals and among the leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity

Key Technicals	Category	Application
Prosulfocarb	Herbicide	Used in field crops, such as, wheat and potatoes
Pretilachlor	Herbicide	Widely used for protecting rice crop
Cymoxanil	Fungicide	Controls downy mildews of grapes, potatoes, vegetables and several other crops
Captan	Fungicide	Used for fruits, vegetables and ornamental plants
Folpet	Fungicide	Controls fungal growth at vineyards, cereals, crops and biocide in paints
Diafenthiuron	Insecticides	Used on Cotton plants
Thiamethoxam	Insecticides	A broad-spectrum systemic insecticide with several applications
Ziram	Fungicide	Used to protect apples, almonds, peaches, pears etc

Revenue Share



Branded Formulations

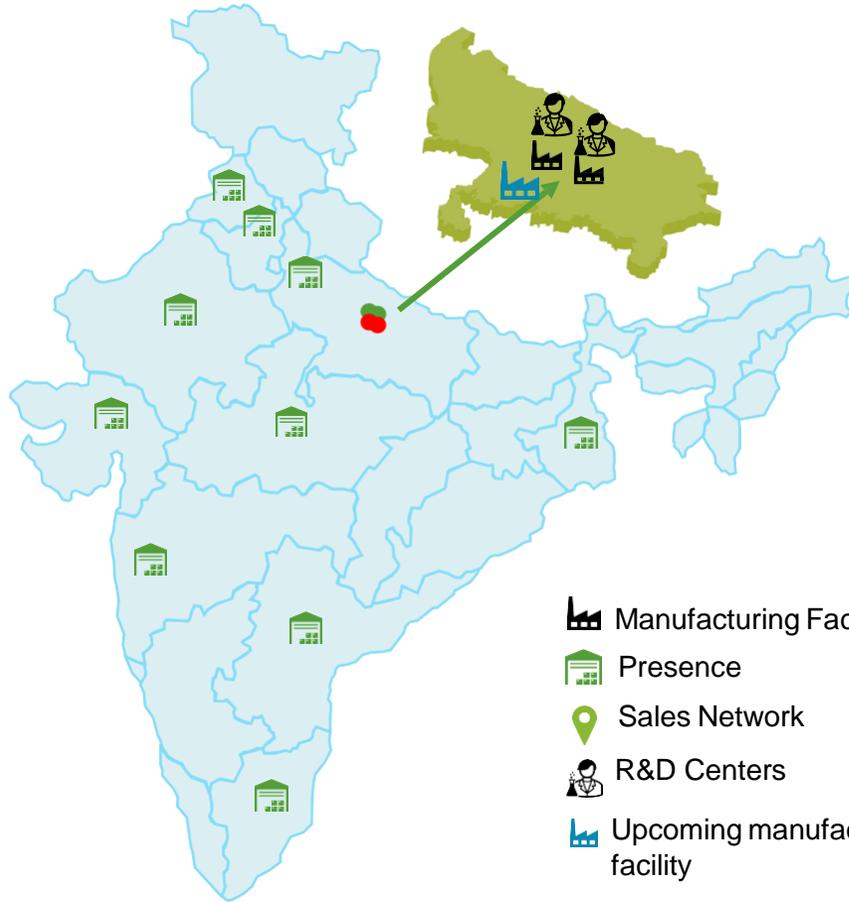
Branded Formulations	Category
Grip, Pendizet, Trisol, Clogold, Midash, Safer, Eliminator, Penda, Aatish	Herbicide
Dollar, Vardhan, Vecto, Trim, Sodhit, Captax-50, Natraj, Sanjeevani, Talwar	Fungicides
Carbo, Amida, Frem, Byprten, Immidiator, Tridev, Difen, Frame, Soldier, Crotax	Insecticides
Star, Talvar,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

Manufacturing Facility and Sales Network



Regular inspection of manufacturing facilities by international clients, external governing authorities and internal team for QA & HSE systems for their products, facilitates continuous improvement in operations & processes

Manufacturing Facilities



Plants as on 30.06.22	Technicals (MTPA)	Formulations (MTPA)
Dewa Road, Lucknow	2,100	3,000
Sandila, Hardoi	21,400	3,500
Total	23,500	6,500



- Manufacturing Facilities
- Presence
- Sales Network
- R&D Centers
- Upcoming manufacturing facility

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

Hamirpur land acquired for new manufacturing facility

Capacity and Product Portfolio Expansion



Consistent efforts towards generating and serving future potential demand



+ 500 MT Technical Capacity

- Sandila Technical Capacity : 19,400
- 2 technicals launched
- Hamirpur Environment Clearance applied, and TOR received

Q3 FY22

Q1 FY23



- Hamirpur project EIA report accepted by MOEF & meeting with EAC is scheduled for November

Upcoming Expansion and Product Launch

- Capex outflow of Rs. 70 crore has been planned for FY23
- Targeting further increase of Sandila plant capacity by 4,000 MT
- 2 more manufacturing blocks at the existing Sandila facility are proposed to be used for herbicide Technicals & intermediates
- Hamirpur Plant to likely commence operations in FY23-24



+ 500 MT Technical Capacity

Q4 FY22

+ 2000 MT Technical Capacity

Q2 FY23

- Sandila Technical Capacity : 18,900
- 2 chemical soft launched during quarter
- Hamirpur Land registration completed in October

- Sandila Technical Capacity : 21,400
- 1 intermediate/herbicide Launched



Product portfolio and capacity expansion will be driving factors for growth

Strength



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

Strategy

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

R&D and Product Portfolio Expansion



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

Enhancing deliberated approach on ESG & HSE



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

Capitalize on industry opportunities



- Periodic strategy reviews to align growth with opportunities in agro-chemicals market
- Employing a ‘China plus one’ strategy and reducing dependence on China
- Review and Create new client base

Cost optimization and Capacity Expansion



Our CSR Involvement



While expanding product list and production capabilities, IPL recognizes our Corporate Environmental Responsibility (CER) and Corporate Social Responsibility (CSR).

We uphold our reverberating motto - “Care the World with Care” through careful planning and execution of activities for the society where we operate.

Besides routine Philanthropy, all our CSR Projects and Programs are designed for sustainable results through focused monitoring



Food Tree Urban Forestation

Tree plantation plan with a methodology different from normal way. It involves experts for monitoring growth and **benefitting around 100 senior citizen widows** (In Pic: IPL-CFO during the program at the Times of India premises)



Promoting Renewable Energy

At the adopted two villages of IPL installed Solar Street lights with auto on-off mechanism **benefitting around 2000 people** (In Pic: IPL-CEO Inaugurates Solar Street Lights at adopted villages)



Combating Child Sexual Abuse

“Chuppi Tod;Halla Bol” is the project initiative of IPL in collaboration with NGO expertise on promoting and implementing POCSO Act. Actively functioning in partnership with various governing bodies in Uttar Pradesh. The project aims to benefit around 20000 children, 5000 adolescent youth. (In Pc: Police Academy and Schools participating in POCSO Awareness Sessions)

Upcoming CSR Initiatives

Enhancing bio-diversity in Gomti River by removing wastes through Robotic Trash Boat

Expanding scope of activities matching the expectation and need in society to combat Child Sexual Abuse

Enhancing functioning of Aanganwaadi centres in structured way at various villages

Enhancing required facilities for children at schools in villages

Creating sports ground at villages to nurture aspiring sportspersons

Board and Management is committed to continuous growth and sustainability

Consistent growth with sustainable margins

Net cash company with significant reduction in long term borrowings and increased cash flow from operations

Higher return ratios due to efficient capital and asset utilization

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

Sole Indian manufacturer of certain Technicals and among the leading manufacturers globally for Captan, Folpet and Thiocarbamate Herbicide, in terms of production capacity

R&D at core supports continuous product development and innovation

Manufacturing capacity expansion will create economies of scale and improve efficiency in manufacturing processes

Product portfolio and capacity expansion will be driving factors for growth

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; the extent and duration of the effects of the COVID-19 pandemic; 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

For further information, please contact

S P Gupta

Chief Financial Officer
India Pesticides Limited

+91 522 265 3602

Investor@indiapesticideslimited.com

Ashok Negi / Atul Modi

Churchgate Partners

+91 22 6169 5988

ipl@churchgatepartners.com



INDIA PESTICIDES LIMITED

Corporate office:

Water Works Road,
Aishbagh, Lucknow - 226 004,
Uttar Pradesh, India
+91 522 2653602

www.indiapesticideslimited.com