

# DELIVERING VALUE THROUGH TECHNOLOGY



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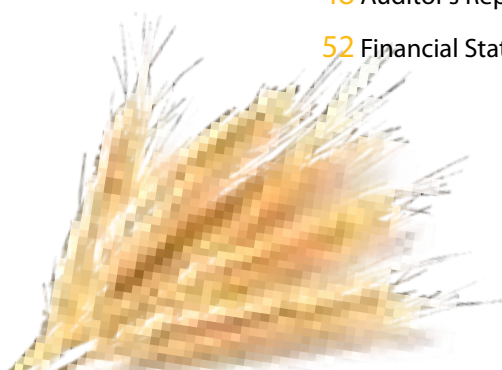
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## Corporate Information

### Board of Directors

Mr. Hari Chand Aggarwal, *Chairman*  
Mr. Rajesh Aggarwal, *Managing Director*  
Mrs. Nikunj Aggarwal, *Whole-time Director*  
Mr. Vrijesh Kumar Gupta, *Director*  
Mr. Navneet Goel, *Director*  
Mr. Gopal Chandra Agarwal, *Director*  
Mr. Navin Shah, *Director*  
Mr. Anil Kumar Singh, *Director*

### Company Secretary & Compliance Officer

Mr. Pankaj Gupta

### Auditors

M/S Mohit Parekh & Co.  
Chartered Accountants, Delhi

### Cost Auditors

M/S A.G.S & Associates  
Cost Accountants, Delhi

### Internal Auditors

M/S Devesh Parekh & Co.  
Chartered Accountants, Delhi

### Bankers

Punjab National Bank  
Citi Bank N.A  
Standard Chartered Bank  
Yes Bank Ltd.  
HDFC Bank Ltd.  
ING Vysya Bank Ltd.  
The Hong Kong Shanghai Banking  
Corporation Ltd. (HSBC)  
IndusInd Bank Ltd.  
State Bank of India

### Registrar & Transfer Agent

Alankit Assignments Ltd.  
Alankit House,  
2E/21, Jhandewalan Extension  
New Delhi-110055

### Registered & Corporate Office

401-402, Lusa Tower, Azadpur Commercial  
Complex, Delhi-110033  
CIN: L65991DL1996PLC083909  
Website: [www.insecticidesindia.com](http://www.insecticidesindia.com)  
E-mail: [investor@insecticidesindia.com](mailto:investor@insecticidesindia.com)

### Works

E-442, RIICO Industrial Area, Chopanki  
(Bhiwadi)-301707 (Rajasthan)  
E-443-444, RIICO Industrial Area, Chopanki  
(Bhiwadi) -301707 (Rajasthan)  
SIDCO Industrial Growth Centre,  
Samba -184121 (J&K)  
IID Centre, Battal Ballian,  
Udhampur-182101 (J&K)  
CH-21, GIDC Industrial Estate, Dahej  
District- Bharuch- 392130 (Gujarat)

Modern day technology has the potential to speed up the quantity and quality of crops. Good quality products play a vital role in not only fortifying the agricultural produce but also in bringing long-term benefits to the producers and users of these products alike. Insecticides (India) Ltd. has successfully transformed its fortune from a ₹ 32 crores Company to a ₹ 864 crores Company within a short span of 11 years. It has transitioned itself from a formulator to a research based technical synthesis Company. As a technology driven Company, it has expanded its product basket to include premium quality international products available at affordable prices to the farmers of India. It is constantly focusing on evolving its overall market and industry position by proceeding on the path originally carved for it. To achieve all this, it is working hard and tirelessly towards developing new technologies so that the stakeholders and customers can advance at every stage of evolution. As a Company always striving hard to produce best quality products in the reach of farmers, it is committed towards its promise of **DELIVERING VALUE THROUGH TECHNOLOGY.**





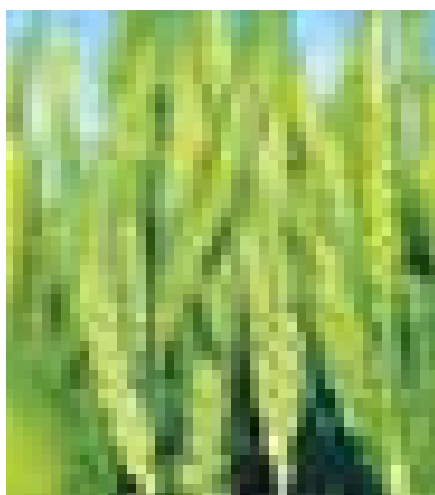
# INVESTING FOR A BETTER TOMORROW

There has been a concerted focus on technological advancements with continuous investments in R&D



Insecticides (India) Ltd. is continuing on the strategy it has followed since inception-that of bringing cost-effective technologically advanced products to Indian threshold. In the process, Insecticides (India) Ltd. entered into international collaborations and marketing tie-ups, over the years, to bring in latest products at the service of its customers. Over the years, the Company has evolved itself through backward and forward integration to manufacture the products at its own threshold with the right expertise, knowledge and infrastructure. To this effect, there has been a concerted focus on technological advancements with continuous investments in R&D. As a result, the Company has brought itself to a level where its product basket has latest products compatible to the international market. The consistency in maintaining product quality and the ability and knowhow to create good quality and farmer friendly products has today made the Company the preferred and reliable source in the crop protection industry. True, it is today reaping significant economies of scale through backward integration.


Its equipped In-house R&D Center in Chopanki in Rajasthan is NABL accredited and equipped with latest machines and equipments. Its new center as a JV with Japanese company, OAT Agrio Co, Ltd. is engaged into invention of new agro chemical molecules. It is focused to serve International markets in the long run. The Indian farmers are expected to be benefitted at large, through this move, since the products suit local conditions.





# CONNECTING & CONTRIBUTING

There is an ongoing endeavor  
to become the “One-Stop-Shop”  
for the customers of different  
affordability levels



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Through its widespread distribution network of 60, 000 dealers and over 4800 distributors, the Company has reached the length and breadth of the country. The extensive product basket that the Company has on offer is benefitting millions of farmers spread across different regions, economic scales and requirements. There is an ongoing endeavor to become the “One-Stop-Shop” for the customers of different affordability levels. Apart from manufacturing and distributing quality products, the Company is actively involved in disseminating knowledge on effective and efficient use. Through its various farm-friendly endeavors, the Company has been able to maximize the judicious use of products, ensure safety of the farmers and the produce and overall drive smooth productivity.

The Company has been working towards the benefit of the farmers in a big way. From striving to secure the right products through innovations to education on usage, all is being done to keep them in proximity to new developments around. Through its activities like “Jagrukta Abhiyan” and “Doctor Dada” campaign, Insecticides (India) Ltd. is continuously progressing in enhancing its farmer - connect to a firmer level. Its team of 400 techno commercial people work day and night with the farmers with the aim of providing them with the best.



A worker wearing a yellow hard hat and a blue long-sleeved shirt is shown in profile, working in a factory or industrial setting. The worker is holding a small object in their hands. The background is filled with industrial equipment and structures, all with a greenish tint.

# CAPACITY BUILDING

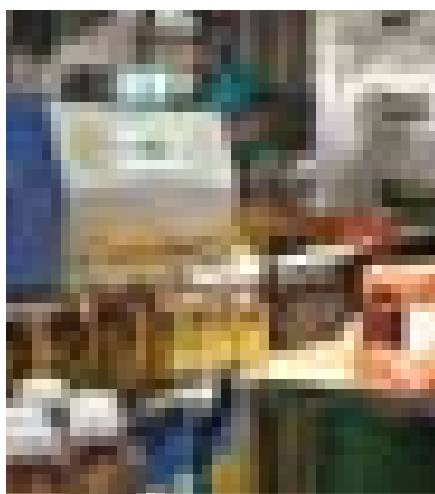
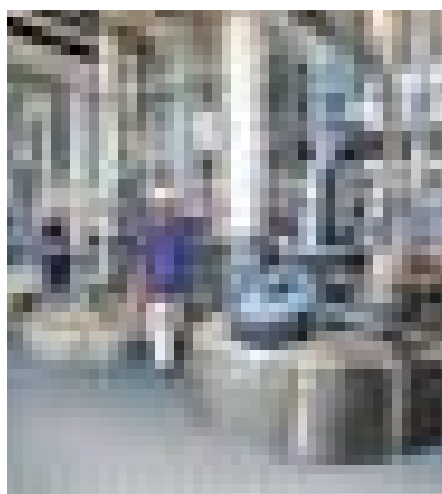
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formulation facilities, ILL is  
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Insecticides (India) Ltd., since its commencement, has been working on enhancing its manufacturing capabilities. Automated plants and machines with least human touch has been a characteristic of its plants. The Company has successfully made itself ready with its technical synthesis capacities that provide the wide range of technical with the multi stream facilities. Today with 4 state-of-the-art formulation facilities, IIL is spearheading to become one of the largest formulation capacities in the industry. IIL is equipped with capacity for CRAMs and Contract Manufacturing and is looking for more such suitable opportunities to grow and enhance its market viability. All the international tie-ups that it has been doing are strategically in line with the long-term objectives of making its mark in the industry and emerging as a leader in its segment.

Its technical plants are capable of running 10 different streams of technical synthesis at relative ease. The Company has also launched two more products this year – Xplode and Logo, which are there to enhance the Company's expanding bouquet. Products introduced last year – Hakama, Nuvan and Pulsor have received a good response from the market. Insecticides (India) Ltd. is looking to expand its bouquet as wide as possible with more such advancements in near future.



# FINANCIAL HIGHLIGHTS

(₹ In Lacs)

STATEMENT OF PROFIT & LOSS	FY14	FY13	FY12	FY11	FY10	FY09	FY08	FY07	FY06	FY05
Total Revenue	86453	61668	52184	45024	37864	26488	19921	18434	13354	10160
Earnings before Interest, Depreciation and Tax (EBDITA)	8222	6952	5645	4521	3654	2944	1970	1224	1312	873
Profit before Tax	4865	4640	4295	4126	3282	2415	1677	1011	1142	743
Profit after Tax	3994	3532	3302	3222	2822	2079	1427	857	1018	685
Retained Earnings	3549	3087	2933	2853	2526	1783	1204	857	965	685
BALANCE SHEET	FY14	FY13	FY12	FY11	FY10	FY09	FY08	FY07	FY06	FY05
Equity Capital	1268	1268	1368	1268	1268	1268	1268	947	930	775
Reserves & Surplus	23387	19954	16948	14206	11353	8813	7031	2456	1446	725
Net Worth	24293	20859	17852	15125	12260	9710	7915	3403	2547	1500
Borrowings	24264	20006	15340	3804	2190	1380	1496	1379	1139	503
Total Capital Employed	50708	42050	33482	19135	14618	11230	9513	4840	3733	2038
Net Fixed Assets	22427	18522	14322	9063	3259	2528	2006	1259	763	676
Earnings Per Share (Basics & Diluted)	31	28	26	25	22	16	25 & 12	9	11	9
Book Value	192	164	141	119	97	77	62	36	27	19