

REVITALIZING THE SOIL OF GROWTH



CORPORATE INFORMATION

Board of Directors

Hari Chand Aggarwal
Chairman and Whole-time Director (DIN: 00577015)

Rajesh Aggarwal
Managing Director (DIN: 00576872)

Nikunj Aggarwal
Whole-time Director (DIN: 06569091)

Vinod Kumar Mittal
Independent Director (DIN: 07421742)

Vrijesh Kumar Gupta
Independent Director (DIN: 06342540)

Navin Shah
Independent Director (DIN: 02701860)

S. Jayaraman
Independent Director (DIN: 02634470)

Deepak Gupta
Independent Director (DIN: 00241588)

Executive Officers

Sandeep Aggarwal
Chief Financial Officer

Sandeep Kumar
Company Secretary

Board Committees

Audit Committee

Vinod Kumar Mittal (*Chairperson*)

Vrijesh Kumar Gupta

S. Jayaraman

Corporate Social Responsibility Committee

Hari Chand Aggarwal (*Chairperson*)

Rajesh Aggarwal

Vrijesh Kumar Gupta

Ashwani Kumar Aggarwal

Nomination and Remuneration Committee

S. Jayaraman (*Chairperson*)

Vrijesh Kumar Gupta

Navin Shah

Stakeholders Relationship Committee

Vrijesh Kumar Gupta (*Chairperson*)

Vinod Kumar Mittal

Navin Shah

Finance Committee

Hari Chand Aggarwal (*Chairperson*)

Vrijesh Kumar Gupta

Vinod Kumar Mittal

Statutory Auditors

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

Secretarial Auditors

M/s. Akash Gupta & Associates
Company Secretaries, Delhi

Internal Auditors

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

Cost Auditors

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

Bankers

Punjab National Bank

Citi Bank N.A.

Standard Chartered Bank

Yes Bank Ltd.

HDFC Bank Ltd.

HSBC

Registrar & Transfer Agent

Alankit Assignments Ltd.
Alankit House, 1E/13, Jhandewalan Extn.,
New Delhi - 110 055

Registered & Corporate Office

401-402, Lusa Tower, Azadpur Commercial Complex,
Delhi - 110 033

CIN : L65991DL1996PLC083909

Website : www.insecticidesindia.com

E-mail Id : investor@insecticidesindia.com

Plant Location

- Rajasthan**
E – 442, RIICO Industrial Area,
Chopanki, (Bhiwadi) – 301 707
E – 443-444, RIICO Industrial Area Chopanki,
(Bhiwadi) – 301 707
E-439-440, RIICO Industrial Area, Chopanki,
(Bhiwadi) – 301 707
- Jammu & Kashmir**
SIDCO Industrial Growth Centre,
Samba – 184 121
II D Centre, BattalBallian,
Udhampur – 182 101
- Gujarat**
CH-21, GIDC Industrial Estate, Dahej,
Dist. Bharuch – 392 130

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SOIL FOR THOUGHT

Most of the area under cultivation in India had been under plough for hundreds of years, and had reached its state of maximum impoverishment many years ago. Currently, Soil degradation in India is estimated to be occurring on 147 million hectares (Mha) of land, including 94 Mha from water erosion, 16 Mha from acidification, 14 Mha from flooding, 9 Mha from wind erosion, 6 Mha from salinity, and 7 Mha from a combination of factors. This is extremely serious because India supports 18% of the world's human population and 15% of the world's livestock population, but has only 2.4% of the world's land area.

Despite its low proportional land area, India ranks second worldwide in farm output. Agriculture, forestry, and fisheries account for 17% of the gross domestic product and employs about 58% of the total workforce of the country. But the challenge to keep this growth stable is getting intense, every day. Still, the production of one third of India's land is declining and this slide is set to cast a shadow on the sustainability of agriculture in near future.

We, at Insecticides (India) Limited, consider Soil as the numero uno resource of agriculture. That is why; we are constantly looking for holistic solutions through massive research & development.

Source: Economics of Land Degradation in India by G. Mythili and J. Goedecke

Insecticides (India) Limited is one of the premier agrochemical companies of India, committed to fortify agriculture. With a highly productive and progressive vision, it is endeavouring to make Indian farmers prosperous. Today, the company has a huge portfolio of more than 105 number of agrochemical products, 15 different technicals & biological products. Known for its power brands like Lethal, Victor, Pulsor, Hakama, Xplode, Monocil, Nuvan, Thimet, Logo & Green Label, the products of Insecticides (India) Limited have wide acceptability all over India.

A ROADMAP FOR NEXTGEN INDIAN AGRICULTURE

Agriculture sector remains the backbone of Indian economy and presently accounts for 17% of the country's GDP. Nearly 58% of the rural households rely on agriculture as their principal means of livelihood. Being a source of livelihood and food security of the nation, higher growth in agriculture assumes great importance and is matter of concern. At present the sector is yet to realize its full potential in terms of bringing in efficiencies across all the stages in the value chain. The population of marginal cultivators is now seen to increase. The landholdings are decreasing thus making the agriculture profession unviable for marginal cultivators.

Besides this, the sector is highly susceptible to vagaries of the nature. Difficulties in adopting modern farming technologies and lack of knowhow about modern farming processes and agri-inputs are creating immense pressure on the agriculture sector to undergo transformation.

Thus in the next generation agriculture practices, there is a need to do more with less and increase the yield by optimizing the available resources. Therefore, it is essential to adopt modern methods, discover new products to harness the growth potential of this sector.

As a fast growing company, IIL is continuously updating itself by enhancing intellectual capabilities, manufacturing processes to offer smarter solutions to the challenges; an average farmer faces every day in his field. By following a stringent business model, the company is collaborating with global brands and integrating its operations across R&D, manufacturing, marketing, development and distribution to deliver world class solutions to the farmers.





MISSION

To make agriculture sustainable and profitable for farmers by ensuring food security for all living beings on earth by using simple and effective technologies.

VISION

To make this earth greener and cleaner through our work & product portfolio, with the quality to stand as the first choice for the farmers worldwide.

A VISION FOR TRANSFORMATION

Dear Shareholders,

Land degradation poses a considerable challenge to agricultural growth and poverty reduction in India. As per the experts, about 44% of India's land area is degraded. The causes of land degradation are numerous and complex. Proximate factors include the extension of crop cultivation to marginal and low potential lands or to lands vulnerable to natural hazards, improper crop rotations, inadequate use of agricultural inputs and mismanagement of the irrigation system. Moreover, "shifting cultivation" practised in many parts of the country is responsible for deforestation and the expansion of agriculture to less productive lands.

Understanding the major causes of land degradation, is important for finding solution to mitigate the problem. Various analysis on drivers of land degradation shows that injudicious use of chemical fertilisers and decreasing land-man ratio are important reasons for increasing land degradation. At the household level, the quality of the drainage system, as well as application of organic manure may significantly reduce soil erosion. Proper management of irrigation water will go a long way in controlling degradation. If wastage of water is tackled, it would help in reducing water logging and salinity problems.

Creating awareness and ownership rights for cultivators are important steps in the challenge of mitigating land degradation. The solution lies in

introducing innovative products and changing the agricultural behaviour of the farmers collectively.

Keeping its promise to pursue growth by strengthening own capabilities and innovating in the best interest of farmers, your company has expanded its manufacturing as well as research facilities to serve the farmers in the best possible way. Educating the farmer on the latest technology and products remain its focus as always.

Your company has introduced a revolutionary organic product to answer the problem of soil degradation. It is going to be a positive contribution in the development of farmers and agriculture.

Your company is moving forward with a 12% growth in the top line reaching ₹1,107 Cr. in the year 2016-17. Forward thinking and integrated approach has helped us to increase our profitability to ₹58 Cr. (as against ₹39 Cr. in 2015-16).

We have great faith in what we are doing and together, we are looking forward to an exciting year ahead with newer opportunities and challenges. Your company shall continue to grow successfully. With the support of our customers, vendors and channel partners and other important stake holders, our will is to reach our goals with passion and determination.

I sincerely thank the entire IIL team, Management and Board for their continued support, and look forward to an exciting FY 2017-18.

“ Intensive farming practices, particularly wheat and paddy, initiated during the Green Revolution in 1970s, have mined nutrients from the soil. Soil degradation is limiting gains in agricultural output and forest production. While we are doing our bit, there is a need to find more solutions to this problem. I appeal the whole agriculture fraternity to find more measures and create more awareness amongst the farmers.

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H. C. AGRAWAL
Chairman,
Insecticides (India) Limited



RAJESH AGGARWAL

Managing Director
Insecticides (India) Limited

FOLLOWING A GREENER PATH FOR A SUSTAINABLE FUTURE

“The decision we make today, creates tomorrow. And we are poised to script a better future for Indian agriculture with our new endeavors.”

As each financial year comes to an end, I'm usually asked about the top highlights for the year gone by. There were quite a few remarkable achievements for your company in the year 2016-17. All of them are so overwhelming that they are going to change the agricultural landscape of our country in the long run.

Although, we have performed exceptionally well, we still believe there is a huge opportunity yet to be tapped. Our strategic tie-ups with global Agro Chemical Companies are also growing in the best interest of the farmers. Last year, we have tied-up with Momentive Performance Materials Inc., USA and Nihon Nohyaku Co., Ltd., Japan for their global products. These products will enrich the product range of Tractor Brand. Our biological product division is also making waves in the country.

In the year 2016-17, we have successfully launched 10 new generation products that will help the farmers to grow with latest technologies.

Particularly, Green Label has not only emerged as an expert of weed control in paddy, it has also won accolades for being the first 'Make in India' product in the category. The product registered its presence throughout the interiors of India with its high impact and affordability.

Research is an area where we are working very intensively for quite a few

years now. The latest addition, in the pursuit, is the biological research center initiated at Uttar Pradesh. Process for GLP Lab has been also initiated during the last financial year. The initiative will soon emerge as a milestone in the area of research.

I am happy to share that we will soon be launching novel products powered by our research & development facilities. The new range will not only help the farmers, but also strengthen the bottom line of the company.

As you know, Green comprises our world. It has been a gift for our sustenance. But what is the source of this gift? Soil! All life depends upon the soil. That is why, our research team has been constantly working on to find out an innovative solution that can conserve and revitalize it. The intensive research has enabled us to introduce Kayakalp, a revolutionary biological product which will revitalize the soil in the farms naturally.

Over the years, we have transformed ourselves into an integrated solution provider, and are now moving steadily towards leveraging those strengths to achieve the level-next growth.

I look forward for more support from employees and stakeholders to focus on exploring and capitalising growth opportunities, expanding our presence and enriching farmers with the latest techniques.