

When experience
meets expertise

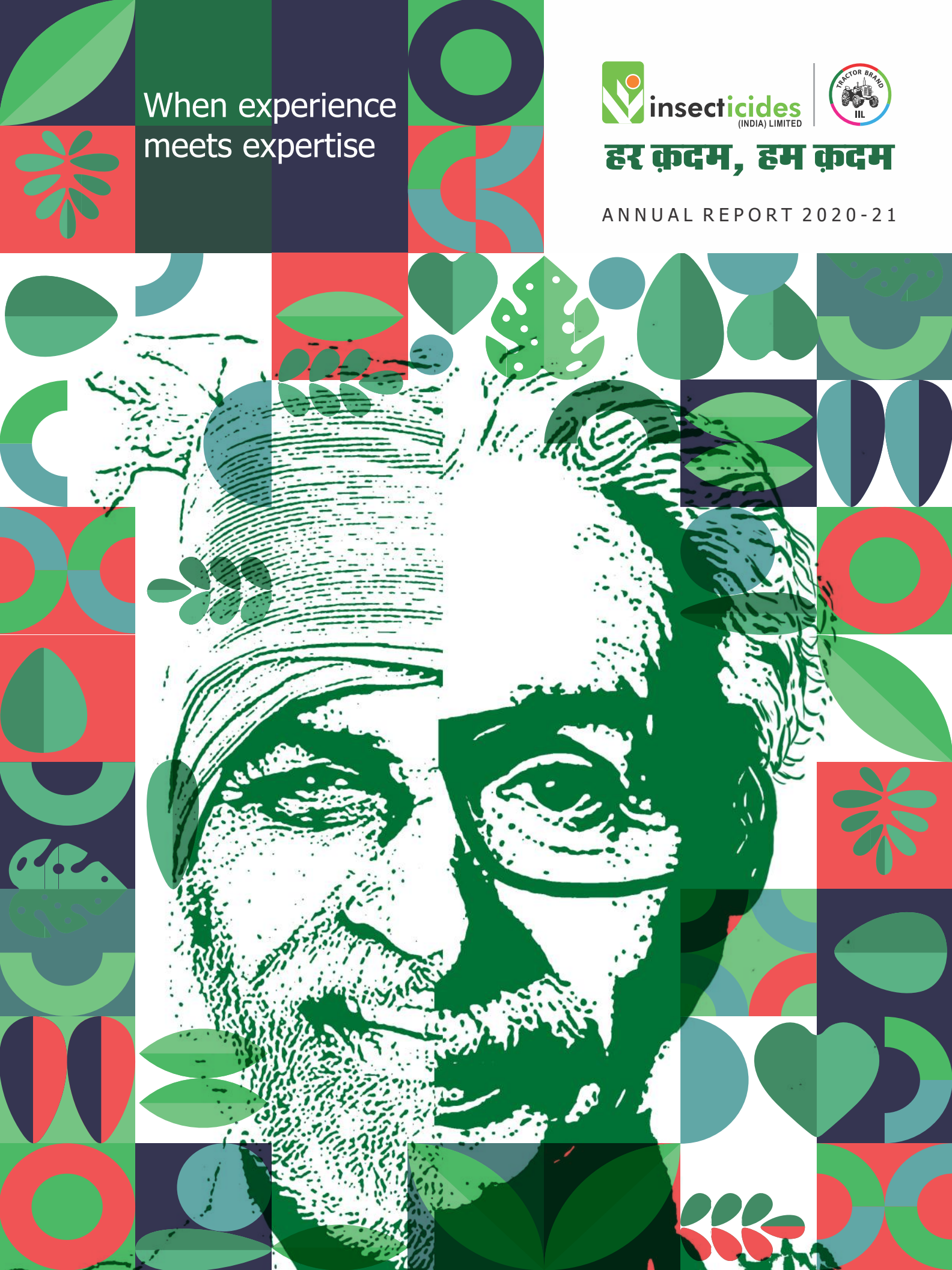


insecticides
(INDIA) LIMITED



हर कदम, हम कदम

ANNUAL REPORT 2020-21



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Notice of 24th AGM

CORPORATE INFORMATION

Board and Committees

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)

Virjesh Kumar Gupta
Independent Director
(DIN:06382540)

Navin Shah
Independent Director
(DIN:02701860)

S. Jayaraman
Independent Director
(DIN:02634470)

Praveen Gupta
Independent Women
Director
(DIN: 00180678)

Executive Officers

Sandeep Aggarwal
Chief Financial Officer

Sandeep Kumar
Company Secretary
& Chief Compliance Officer

Board Committees

Audit Committee

Praveen Gupta
Chairperson
Virjesh Kumar Gupta
S. Jayaraman

Corporate Social Responsibility Committee

Hari Chand Aggarwal
Chairperson
Rajesh Aggarwal
Virjesh Kumar Gupta

Nomination and Remuneration Committee

S. Jayaraman
Chairperson
Virjesh Kumar Gupta
Navin Shah

Stakeholders Relationship Committee

Virjesh Kumar Gupta
Chairperson
Praveen Gupta
Navin Shah

Finance Committee

Hari Chand Aggarwal
Chairperson
Rajesh Aggarwal
Nikunj Aggarwal
Sandeep Aggarwal

Statutory Auditors (Joint)

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

M/s SS Kothari Mehta & Co.
Chartered Accountants, Delhi

Secretarial Auditors

M/s Akash Gupta & Associates
Company Secretary, Delhi

Internal Auditors

M/s Aditi Gupta & Associates
Chartered Accountants, Delhi

Cost Auditors

**M/s Aggarwal Ashwani K.
& Associates**
Cost Accountants, Delhi

Bankers

State Bank of India
Citi Bank N.A
HDFC
HSBC

Registrar & Transfer Agent

Alankit Assignments Ltd.
Alankit House, 4E/2 Jhandewalan
Extension, New Delhi-110055

Registered & Corporate Office

401-402, Lusa Tower, Azadpur
Commercial Complex, Delhi – 110033
CIN: L65991DL1996PLC083909
Website: www.insecticidesindia.com
e-mail id: investor@insecticidesindia.com

Plant Locations

1. E – 442-443-444, RIICO Industrial Area,
Chopanki, (Bhiwadi) – 301 707 (Rajasthan)
2. E-439-440, RIICO Industrial Area,
Chopanki, (Bhiwadi) – 301 707 (Rajasthan)
3. SIDCO Industrial Growth Centre,
Samba – 184 121 (J&K)
4. II D Centre, BattalBallian,
Udhampur – 182 101 (J&K)
5. CH-21, GIDC Industrial Estate, Dahej,
Dist. Bharuch – 392 130 (Gujarat)
6. Plot No. Z/50, Dahej Industrial Area,
SEZ Part-1, Dahej, Tal. Vagra, Dist,
Bharuch, 392130 (Gujarat)

*Mr. Vinod Kumar Mittal (DIN:07421742), resigned from the post of Independent Director of the company w.e.f. December 21, 2020

WHEN EXPERIENCE MEETS EXPERTISE, THE NATION REAPS THE BENEFIT

Agriculture is one of the oldest and most significant pillars of the human civilisation. Unlike any other sector, it constantly adapts and aligns according to our needs to sustain us, while giving us several avenues to tap its unlimited potential.

Farmers know what is best for their crops. Their priceless experience is something we cannot find from years of research. But what we can do is use our expertise and work towards developing products that enhance their overall experience to increase their productivity and financial security. Because, when the farmers grow, the nation grows too.



At IIL, we strive to make farmers' lives better by developing products that are safe, environment-friendly, affordable and effective. Our R&D team understands their concerns and the land's topography to do an extensive research and come up with products tailored to their needs. Our initiative 'Farmers Contact Programme' helps us to reach out to them directly and

help them out with their various concerns about crop protection. The mutual trust ensures that we receive honest feedback about our products so that we can work towards improving them. This healthy to and fro communication helps us forge a stronger bond that is more than just an alliance.

With our CSR initiatives like 'Insecticides Jaroori Hai' and

'Kisaan Jagrukta Abhiyan', we help them understand the importance of employing new farming techniques so that they can reap innumerable benefits. We also promote and introduce the latest technologies that help them optimize their work. From sowing to harvesting, we work with them at every step to ensure that they don't fall short of anything.

STRIDE OF INDIAN AGRICULTURE

DURING COVID-19



Growth in any time is remarkable, but growth in a time of crisis is extraordinary. Due to the sudden outbreak of Covid-19 pandemic, the world came to a standstill, but it could not dampen our farmers' spirits. Their relentless hard work is a reflection of the remarkable growth of industry and its positive contribution to the nation's GDP (Gross Domestic Product) and GVA (Gross Value Added).

Last year, the agriculture sector's share in the GDP was 17.8%, but this year, it increased to a whopping 19.9%. Moreover, our nation hadn't witnessed this kind of phenomenal growth since the FY 2003-04.

Agriculture sector was also the only one that grew by 3.4 % growth while the entire economy contracted by 7.2%.

The tangible outcome of this unexpected growth was seen as continuous supply of food to everyone.

These victories were a result of planned farming, government's support to agriculture industry and favourable environmental factors like early monsoon and judicious use of agrochemicals.

Rice sowing covered 68.1 lakh hectares this year as compared to last year's 49.2 lakh hectares while oilseeds grew more than 3 times to 109.2 lakh hectares from last year's 33.6 lakh hectares. Pulses covered 36.8 lakh hectares, i.e. 4 times more than last year's 9.5 lakh hectares while coarse cereals coverage doubled to 70.7 lakh hectares.

Due to early monsoons, we witnessed a remarkable increase in the sowing of Kharif crops. With proper irrigation techniques and use of good agri-inputs, one can hope for an excellent crop yield. Moreover, devising and implementing a good irrigation technique will also help one save water for the next season.

We are using our expertise to help our farmers understand the benefits of judicious use of agrochemicals. Government, associations as well as companies are working with the farmers to ensure the same.

Companies are striving hard to come up with products that are tailored to enhance their farming experience and give better yield.

Agriculture sector's victories during these bleak times have been our silver lining in FY2021. Our focus is to work together to keep up with this pace and help them grow and prosper in the following years too.

CHAIRMAN'S OVERVIEW

EXPERIENCE & EXPERTISE

KEY TO SURVIVING ANY ADVERSITY

Dear Shareholders,

Your company, Insecticides (India) Limited aims at bringing the best crop protection solutions within the reach of every small and marginal farmer since its inception. Better yield ensures agricultural growth which brings financial security to farmers and stability to other sectors and eventually to our nation.

Growth in Agriculture Sector

Indian agriculture is responsible for the livelihoods of more than half of the population. Both public and private sectors have taken multiple initiatives towards improving agricultural inputs with technological interventions and knowledge management systems.

Agriculture production has also grown from last year, which is a silver lining during such dark times.

Augmenting Ourselves

Your company continues to invest in its resources to ensure quality products and services. The brown field expansions in our plants enhanced our production capacities & capabilities. We also began operations at the new Export Oriented Unit in SEZ (Special Economic Zone), Gujarat last year. Our R&D wing continues to put in their heart and soul to come out with new technologies.

We are harnessing the power of social media to engage with wider audience. Our virtual initiatives aided in business continuity, thus resulting in minimal supply chain disruptions.

The growth story

FY2021 was a challenging year. It started with the unprecedented outbreak of Covid-19 adversely impacting economy and people across the

world. The domestic agrochemical industry was also affected as lockdowns curbed the operations to a certain extent. Industry faced challenges in terms of raw material and packaging material availability as well. With on-ground sales and logistics constraints also creating pressure on the businesses, it was a difficult time. However, India's agriculture system demonstrated its resilience amidst such adversities and in a short span of time, its output performance began to improve. IIL also strived hard to continue on the path of growth despite all odds.

BONDING WITH FARMERS

Ensuring farmers' holistic welfare is the foundation of our alliance with the them. The pandemic might have robbed us off of many things, but it could not take away one thing from us, i.e., our spirit of working with and for the farmers. Our team stays constantly in touch to understand their challenges and discuss ways of overcoming them in an efficient, cost-effective and accessible manner. Our nation's years of scientific research, farmers' valuable experience and our expertise in the field helps us devise innovative solutions.

In the year 2020-21, Revenue from Operations of your company stood at Rs. 1,420 crores, marking a growth of 4.2% from last year, EBITDA and Net Profit stood at Rs. 152 crores and Rs. 93 crores respectively. Total dividend of Rs. 2 per share i.e., 20% on face value, was announced during the year.

Looking Forward

Agrochemicals play a major role in managing loss of yield due to pests and diseases, and improving overall agricultural output. We plan to bring latest technology and products in the coming year as well from our collaborations and R&D. Your company has already adapted to the new ways of working and enhanced customer engagement with virtual collaborations thus contributing to our market growth. Therefore, it is vital for key stakeholders to understand the role of agrochemicals in propelling India's economic growth and take necessary actions to enable the sector to achieve its potential.

I would like to take this opportunity to thank all the stakeholders who have been tirelessly working to ensure that we continue to serve the farmers of the country and beyond through this extremely challenging times.

Most importantly, I would like to thank you, our shareholders, for your overwhelming trust, support, and confidence in Insecticides (India) Limited.

H. C. AGGARWAL
Chairman



MD'S THOUGHT PROCESS

FINDING BEACONS OF HOPE

Dear Shareholders,

FY21 transformed our lives. However, one thing that remained constant at IIL was our commitment and compassion. At a time when several organizations took drastic measures to remain cost competitive, we fully supported our team and ensured their well-being to the best of our abilities. We remain committed to uphold the culture of togetherness, along with a professional working environment. During the lockdown, as team was concerned about their well-being and the future of their families, we engaged in regular discussions and tried to motivate them to stay positive, committed and focused.

With the unparalleled efforts of the team even during the pandemic times, your company launched seven new products last year to further improve product mix, which received an overwhelming response and contributed Rs. 32 crores to net sales. I am also pleased to announce that our products Lethal GR and Tadaaki have started substituting Thimet sales during the year and have registered annual sales of Rs. 56.5 Crores. We look forward to a good contribution and growth from these two products in the coming year too.

