LEADING THE CHANGE

Insecticides (India) starts new R & D Centre, This R&D will work to invent new agro chemical molecules for international requirements in JV with OAT Agrio Japan

Identifying the need for the latest and newer chemistry for the farmers, Insecticides (India) recently inaugurated its new R&D Centre in September at Chopanki, Rajasthan, which has been established in a joint venture with Japanese company OAT Agrio Co., Ltd.

Spread across 25,000 sq ft working area, the state-of-the-art R&D centre of the JV Company, OAT & IIL India Laboratories Pvt. Ltd., will bring scientists of India and Japan under one roof to research and invent 2-3 agrochemical molecules to control pests, weeds, and diseases affecting important crops like soybean, cotton, wheat and rice across globe in next 3 years.

IIL had entered into a joint venture with Otsuka Agritechno Co., Ltd, now OAT Agrio Co., Ltd, for research and development of new agrochemical molecules in 2013. The facility employs about 45 employees including chemists and biologists to synthesize and evaluate about 7,000 compounds every year.

"It is momentous to see the operationalization of the facility. This is the first time that we have set up this kind of facility outside Japan which makes it all the more glorious for us. The coming together of the two companies has set the ball rolling for discovery of new molecules that will be beneficial for important crops like soybean, cotton, and wheat and rice world over. We are aiming to apply for 10 basic patents in the next three years and discover 2-3 new molecules," said Mr. Akihei Mori, President & CEO, OAT Agrio Co., Ltd.

"Indian companies shy away from Research, as it is costly, risky and has long gestation period. This centre is one of its kinds where the research and invention of altogether new agro chemical molecules will be done for first time in India. I am sure that joining hands with OAT Agrio for this noble cause will really be able to make difference to farming community in India. We already have an In house R&D Centre which is recognized with DSIR and QC labs are NABL accredited, where the process of off-patented, specialty and generic products by reverse engineering are developed. The world has 1055 molecules and today India has just 250 molecules, so there is a vast scope of developing technology in the country. I am sure that this will help the Indian farmers to get the benefit of the latest technology at the most reasonable prices. To mark this golden day, we also propose a Crop Care Day, that will be observed by Insecticides (India) and the company will work towards the awareness among the farmers," said Mr. Rajesh Aggarwal, Managing Director, Insecticides (India) Ltd.

"India is distinct country in terms of the variety of soil conditions and the different climates it has across states. The examination and gauging of results of new molecules on different soil and climates become easy here. Being evenly spread across the country, IIL has an edge. With the operationalization of the JV facility, we look forward to achieving results that will prove fruitful for farmers across globe," said Dr. Tetsuya Imai, MD & CEO, OAT and IIL India Laboratories Pvt. Ltd.

The ultra modern JV facility consists of three synthetic laboratories, 2 air-conditioned green houses, three breeding rooms, two bio-assay rooms, growth chambers, dedicated sewage treatment plant (STP) among others. It is exclusively divided in Chemical and Biological departments and chemical laboratories confirm all the world-class norms with latest instruments like NMR and the Lab is designed and set by Kewaunee, USA.
Dear readers,

Recently one national news channel aired the report of one NGO by name Greenpeace India claiming pesticides residue in Indian tea and created the panic in the mind of general public. Common man is ignorant of the pesticides benefit in agriculture sector and bluntly takes this type of campaign as a poison served on their dining table. Actually these NGO takes the benefit of this ignorance by making their so called findings sensational for their vested interest. But they do not know how much they are damaging the farming community eg Endosulfan is a very good IPM product but has become the victim of wrong propaganda.

Between the period of June 2013 and May 2014, Greenpeace India tested 49 brand of packaged tea sold in India. The brands were chosen from 8 of the top 11 companies that dominate tea market in the country. These brands are also exported to countries such as the United States (US), United Kingdom (UK) and Russia.

Of the 46 samples, residues of at least one pesticide was found in 34 (94%) samples. 29 (59%) of the samples contained ‘cocktails’ of more than 10 different pesticides. Also, 29 (59%) of the samples also contained residues of at least one pesticide active ingredient above the Maximum Residue Levels set by the European Union (EU). 18 (37%) of the tea samples exceeding these levels by more than 50%. It found the following chemicals in its findings.

1. DDT present in 67% of the tea samples.
2. Monocrotophos, was found in 27 samples.
3. Tebufenpyrad, was found in one sample

People connected with pesticide industry and agriculture can easily understand that DDT is banned in the country since 1989. Now even its smallest traces cannot be found in the farming land after 25 years of its ban. Monocrotophose is not approved for use on tea. I visit many big and small tea estates. They are very professional in tea cultivation. They go only with the advice of tea Boards. Even the approved products on tea they would not use without Tea Board recommendations. And thirdly, Tebufenpyrad is not registered in India.

Greenpeace India claim that these tea brands are exported to USA, UK and Russia. Can anybody who has minimum knowledge about the quality control regime followed in USA and UK believe that tea containing DDT or Monocrotophose would cross their coast. I feel it is entirely impossible. The campaign of Greenpeace India is nothing but to malign its own country in the eyes of the world.

It happened many times in past as well like ‘Satyamev Jayate’ hosted by Mr. Amir Khan. They should understand that the use of pesticides is directly connected with the progressive cultivation. We should remember that before 1965 our agriculture was organic by default. At that time we used to feed about 40 crore population by importing the food grain. Now population has grown to 120 crore, agriculture land has shrinked and we are surplus in food grain. It is the result of progressive cultivation in our country which has started to take shape after green revolution invoked in 1966.

V. K. Garg

For any feedback/suggestions please mail to Shishir Chandra, Editor @ ch.shishir@gmail.com.
FY14 was the year of recovery from the economic slumber. Your Company, notwithstanding the slowdown, continued on its growth path through more and more technological advancements and continued focus on R&D. The Company’s Joint venture, signed last year with OAT Agrio Co. Ltd., Japan, is now ready with the r&d Centre and is in process of product development full-fledgedly.

our latest international products hakama, pulsor and nuan, have received positive response from the farmer community. Today, IIL is equipped with 2 technical synthesis plants with multi-purpose streams where 15 different types of technicals can be produced, this is one of the largest in the country. This year, we launched two new products Xplode and Logo. while we achieved a significant top line of Inr 864 crores in FY14, it was not an entirely smooth journey. we also did face some glitches during the middle part of the year. however, we picked up soon through our concerted marketing drives. The array of products that we currently offer are high-quality and distinct ensuring effective cost to the farmers.

with the agriculture growth basking in the glory this year with 4.8% growth compared to 1.9% growth last year, we are confident that this would translate to increased demand for crop protection. As per the advanced estimates by the Ministry of Agriculture, the production of food grains is going to touch 260 million tonnes. The continued growth pertaining to demand from hyper retail segment shall also translate to growth of our industry in coming years on an even larger scale. Given this optimistic outlook coupled with growth of disposable income with the people in India, there is a lot of positivity that we can look forward to capitalize on.

we remain responsible to the farmers of the country by working and progressing hand in hand with them. we intend to continue bringing more technologically advanced products to them. we are all set to deliver our promises with our world-class set of manufacturing facilities and also looking for avenues into more international tie-ups apart from expanding our reach within India. I would also like to take the opportunity to thank the employees, board members, customers, partners, suppliers and all those who provided us with their support and vested their trust with us. I also assure you continuous efforts from your team at Insecticides (India) Ltd. to perform even better in the coming years.

H.C. AGGRAWAL
Participation at Soycon 2014 at Indore

Soyacon 2014, was an international conference on Soybean attended by 419 researchers including the foreign delegates and about 50 people from the industry and department.

SOYCON 2014 covered following theme areas during the three day researchers’ conclave ie. Genetic Improvement, Crop Husbandry Approaches, Insect-pest and diseases, Secondary agriculture Initiatives, Soybean Processing, Marketing and Policy Issues, Technology Dissemination, Food Uses of Soybean etc.

Dr. S. Ayyappan, Secretary, DARE and Director General, ICAR inaugurated the International Soybean Research Conference ‘SOYCON 2014’ at Directorate of Soybean Research, Indore. In his inaugural address, Dr. Ayyappan appreciated the role of soybean in mitigating the protein calorie malnutrition and emphasised upon Protein, Profit and Prestige in addition to Public-Private Partnership for the larger interest of growth in agriculture.

Dr. S.P. Tiwari, former Deputy Director General (Crop Sciences), ICAR; Dr. Scot Jackson, University of Georgia and Dr. E. Nafziger, University of Urbana, USA delivered the key note addresses. Dr. A.K. Singh, Vice Chancellor, Rajmata Vijayaraje Scindia Krishi Viswavidyalaya (RVSKVV), Gwalior; Dr. D.P. Singh, Vice Chancellor, Devi Ahilya Vishwa Vidyalaya, Indore; Dr. J.S. Sandhu, Agricultural Commissioner, DAC, Government of India; and Dr. S.K. Srivastava, Director, Directorate of Soybean Research, Indore also graced the occasion.

A total of 419 researchers including 20 from abroad (USA, Argentina, Japan, Hong Kong, China, Nigeria) are participating in twenty technical sessions on varied topics envisaged on Mitigating Productivity Constraints in Soybean for Sustainable Agriculture.

The mega event SOYCON is being organized by Society for Soybean Research & Development, Directorate of Soybean Research, Indore from 22nd to 24th February, 2014. Our company participated in the same as a sponsor, and used the platform to take the company and its products near to the scientific community of Soybean. This has helped us to create a name for the company among the top 15 players in MP. Other companies that participated from the Agro chemical industry were BASF, Makteshium Agan, Dhanuka, Bayer, Syngenta, Gharda, Dupont, Excel, Monsento etc. Team from the HO and the State also set up a stall to display the company strengths and the products, so that we could interact with the people and make them understand about the company and its products.

First Process Patent Granted to insecticides (India)

Patent granted for process of preparing Acetamiprid, an insecticide

Insecticides (India) Ltd (IIL) has been granted the first patent for process of an insecticide product. The patent has been granted for process of preparing Acetamiprid, an insecticide for sucking pests. IIL has so far filed for eight patents for process of different chemical compounds.

“At IIL, we put a lot of focus on research and development. Our R&D centre at Chopanki in Rajasthan is a testimony to this. The grant for process of preparing Acetamiprid will boost our efforts for further research. We are excited about this achievement and look forward.” said Dr. Mukesh, General Manager, R&D and Quality Control.
Insecticides (India) R&D Launches its first Bio Product, MYCORAJA

The mycorrhiza based product that promotes absorption of Phosphorus and other vital nutrients and increases the micro roots of the plant for better growth and yield, can be used for all crops.

Insecticides (India) Limited (IIL) launched Mycoraja, its first bio product equipped to promote healthy growth and greater nutrient absorption in a wide range of crops from rice, wheat and vegetables to oilseeds as well as cotton.

IIL has also entered in to the bio product segment by launching its first bio product, Mycoraja. This new Mycorrhiza based nutrient mobilizing bio-fertilizer can be a powerful weapon in the hands of Indian farmers as they toil to increase yields and ensure better output and production.

Mycoraja functions through Mycorrhiza – a ‘friendly fungus’ that when stays put on to the plant roots and forms a symbiotic relationship with them and aids the plant towards better nutrient absorption and promotes resistance towards possible threats.

Mycoraja is basically a friendly association between a fungus and the roots of a vascular plant that turns beneficial for both. It also exploits this mutually beneficial relationship to ensure better crop yields for farmers. Apart from promoting phosphorus absorption, Mycoraja helps increase uptake of nutrients like Sulphur, Magnesium, Manganese, Potassium, Boron as well as Zinc.
Insecticides India Ltd (IIL) has been conferred with the prestigious “Innovation 100” award by Inc India*, the flagship publication of 9.9 media.

The company was recognised winner under the category “Innovation in Marketing” for aggressive branding and marketing. The award recognizes the effort in pushing forward the company’s brand vociferously through innovative and unique measures.

“It is a moment of pride for us to have been conferred with such a prestigious award. The award is a testimony to our efforts towards making IIL a brand in the market. The company was started in 2002 and today it is a known agrochemical company in India and abroad. Our branding and marketing initiatives have played a major role in letting the company reach a position where it is today,” said Mr. Rajesh Aggarwal, MD, IIL.

“Innovation 100 is a unique attempt of Inc India* to capture the role of mid-sized business community in the innovation journey of India by highlighting and celebrating 100 mid-sized companies that have demonstrated a flair for impactful innovation.

Proud to be part of growing industry

Crop Protection trade in India including export
$ 3.8 billion or ₹ 24000 crore

Domestic trade is around 50%
Crop Protection Chemicals is 2% of total chemical industry
Export of Crop Protection Chemicals is 3% of total chemical export

Global Crop Protection Market
$ 60 billion

- Growing @ 5% every year.
- Generic share is 80% and is growing @ 3%.
- Asia has the maximum sale followed by Europe, Latin America, North America, middle east and Africa.
- There is growth in every region except middle east and Africa.
- Indonesia is fastest growing market @ 35%, while Finland is negative growth @ 9% since 2009.
- Grain crop receive the greater share followed by fruits and vegetable & oil crops. Sugar crops and fibre crops are near to flat since 2009.
- Insecticides, herbicides and fungicides all have seen growth since 2009 with herbicides most popular $ 25 billion.
- Plant growth regulators and fumigation products have relatively small share and are flat in total share.
Glimpse of Promotional Activities for Pulsor, Hakama, Logo and Xplode
IIL’s net profit grew to Rs 22.93 crore from Rs 13.84 crore over the corresponding period last year on the back of encouraging response to its newly launched products and stable production at the new Dahej plant.

In a major step, the board of the company has recommended one bonus share each against two shares to all its shareholders, in a board meeting held today.

The Company’s net turnover rose to Rs 402 crores in the quarter from Rs 340 crores in the same quarter last year, recording a 18% increase.

IIL, which manufactures and markets a gamut of agrochemical products ranging from insecticides to fungicides to weedicides, provides a full basket of agrochemicals’ solutions to farmers. Its leading products are Pulsor, Hakama, Logo, Nuvan, Thimet, Lethal, Xplode, Victor, Hijack and Monocil which it calls “ten power brands”.

On the company’s performance, Mr. Rajesh Aggarwal, Managing Director, Insecticides India Ltd. (IIL), said, "The increase in net profit is very encouraging for us in the scenario. I would accredit this to our broad product strategy i.e. working on 20 products i.e. Navratnas and Super 11, which reduces the dependence on 1-2 products. Our products Pulsor (Marketing Tie up with Nissan Japan) for Paddy and Logo (Own Brand and technical Manufacturing) for cotton have received overwhelming response, and so do have our other products, leading to rise in our top line. This makes us very optimistic about other following quarters too. Our Dahej Plant has also stabilized its activities and is adding to the bottom line.

We have recently inaugurated our R&D Centre in JV with OAT Agrio Company Ltd., Japan at chopanki, which makes us optimistic for many more products in the kitty in the times to come. Commercial production at new chopanki formulation plant in Rajasthan has also started recently." 

The basic and diluted EPS this quarter stood at Rs. 18.08 as against Rs. 10.91 in the corresponding period last year.

On recommendation of the bonus shares, Mr. Sandeep Aggarwal, CFO commented: "The Company has been performing very well over these years, and so we have actually acknowledged the loyalty and faith of the shareholders in the company, this is the reward for the shareholders for their commitment towards IIL. This will increase the wealth of the shareholders in the long run. Moreover this will increase the float of the shares in the market."