



**INDOGULF**  
CROPSCIENCES LTD.



**Indogulf Crop Sciences Limited**

**Issue Opens - June 26, 2025 to June 30, 2025**

**Price Band**

**₹105 to ₹111**

**Face Value**

**₹10**

**Issue Size**

**₹200.00 Cr**

**Lot Size**

**135 Shares**

**Listing At**

**NSE, BSE**

**Issue Size**

**1,80,18,017 shares / ₹200.00 Cr**

**Fresh Issue**

**1,44,14,414 shares / ₹160.00 Cr**

**Offer for Sale**

**36,03,603 shares of ₹10 / ₹40.00 Cr**

**Retail Quota**

**Min. 35% of the Issue Size**

**Tentative Allotment**

**Tue, July 1, 2025**

**Initiation of Refunds**

**Wed, Jul 2, 2025**

**Credit of Shares to Demat**

**Wed, Jul 2, 2025**

**"Indogulf Crop Sciences LTD" Listing  
Day**

**Thu, Jul 3, 2025**

# Objects of The Offer



The Company proposes to utilize the Net Proceeds towards funding the following objects:

- Indogulf Crop Sciences Limited is set to raise ₹200 crore through its IPO, The company plans to utilize ₹650.00 million from the fresh issue towards funding its working capital requirements, based on assumptions like improved liquidity and a reduction in trade receivable days.
- ₹341.17 million will be allocated for repayment or prepayment of selected borrowings, considering factors such as interest rates, maturity profile, and commercial viability.
- ₹140.00 million is earmarked for setting up an in-house Dry Flowable (DF) plant at Barwasni, District Sonapat, Haryana, to enhance efficiency and competitiveness.
- a portion of the proceeds, not exceeding 25% of the gross fresh issue, will be used for general corporate purposes, including strategic growth, marketing, and contingencies.

## Brief profile of the Directors

- **Om Prakash Aggarwal** is the Chairman and Whole time Director (Executive) and one of the Promoters of the Company. He holds a bachelor's degree in commerce from University of Delhi, Delhi. He has over 31 years of experience in the agrochemical industry. He has been associated with the Company since 1993.
- **Sanjay Aggarwal** is Managing Director and one of the Promoters of the Company. He holds a bachelor's degree in commerce from the University of Delhi and a master's degree in business administration (marketing and finance) from IIBM Institute of Business Management, Maharashtra. He has over 30 years of experience in the agrochemical industry. Director since incorporation of the company and MD since 2021.
- **Anshu Aggarwal** is a Non-Executive Non-Independent Director and one of the Promoters of the Company. She holds a bachelor's degree in arts from the University of Delhi and a diploma in interior design from South Delhi Polytechnic for Women, Vocation Education Society, New Delhi. She has over 6 years of experience in the agrochemical industry. She is Non-Executive Director the Company since 2018.
- **Pushap Kumar** is a Non-Executive Non-Independent Director of the Company. He has been associated with the Company since June 1, 2003. He holds a bachelor's degree in science from the Chaudhary Charan Singh University, Meerut. He is also the head of marketing operation and marketing strategies of the Company. He has over 21 years of experience in the agrochemical industry.
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- **Rahul Gupta** is a Non-Executive Independent Director of the Company. He holds a bachelor's degree in technology (computer science and engineering) from the Maharshi Dayanand University, Rohtak. He has over 10 years of experience in business administration.
- **Sandeep Bhutani** is a Non-Executive Independent Director of the Company. He holds a bachelor's degree in technology (computer science and engineering) from the Maharshi Dayanand University, Rohtak. He has over 10 years of experience in business administration.
- **Uma Verma** is a Non-Executive Independent Director of the Company. She holds a bachelor's degree in commerce pursued from University of Delhi, Delhi and bachelor's in law pursued from Dr. Bhimrao Ambedkar University, Agra. She is an Associate Member of Institute of Company Secretaries of India. Prior to joining the Company, she was associated with Fibrex Constructions Chemicals for over 10 years and her last designation was 'Senior Manager - Finance. Further, prior to joining the Company, she was practising as a company secretary since 2019.
- **Snehal Kashyap** is an Additional Director (Independent) of the Company. She holds a certificate of practice as a company secretary from the Institute of Companies Secretaries of India since September 7, 2017. She is a fellow member of the Institute of Company Secretaries of India with effect from July 17, 2023. Prior to joining our Company, she was practising as a company secretary since 2020.

# About The Company and Business Overview



The company is in the business of manufacturing of crop protection products, plant nutrients and biologicals in India. The company commenced business operations in 1993 and primarily operates under three business verticals namely crop protection, plant nutrients and biologicals, catering to both retail and institutional customers focused on improving the crop yield.

The company manufactures and markets an extensive range of products in all types of available formulations such as water dispersible granules (WDG), suspension concentrate (SC), capsule suspension (CS), ultra low volume (ULV), emulsion in water (EW), soluble granule (SG), flowable suspension (FS), etc., which are offered in powder, granule, and liquid form.

The company began manufacturing Spiromesifen technical with a minimum purity of 96.5% in 2019, and is among the first few indigenous manufacturers of Pyrazosulfuron Ethyl technical, with a minimum purity of 97% indigenously in India.

The company has exported products to over 34 countries and has been recognized as a 'Two Star Export House' by the Government of India.

## **Main Business Segments**

- **Crop Protection:** refers to the various practices, techniques, and strategies employed to safeguard crops from insects, diseases, weeds, and other threats, with an objective to minimize yield losses and maintain crop quality. **This vertical includes:**
  - Formulations: Lambda Cyhalothrin 5% EC, Emamectin Benzoate 5% SG, Profen.40%EC + Cyper.4 %EC, Tembotrione 34.4 % SC, and Glyphosate 41% SL
  - Technical: Abamectin Tech, B.P.M.C Tech, Chlorantraniliprole, Quizalofop, Spiromesifen, and Azoxystrobin Technical
- **Biologicals:** Empower farmers with a comprehensive approach to crop management, offering novel solutions to combat pests and diseases, while also improving nutrient use. The company manufactures various types of bio-simulants under this vertical, which include sea-weed, humate, mycorrhiza, and combinations.



- **Plant Nutrients:** Are aimed at improving soil fertility, strengthening roots, enhancing quality of produce and boosting crop yields. The company manufactures various types of straight fertilizers and nutrient deficiency correctors for oil and plant health products, including Picaso Gold, Picaso Power, Jagromin-99, Zinc Super Gold, and Zinc Super+.

## Operational Metrics

- The company operates in four manufacturing facilities located in (i) Samba, Jammu and Kashmir; (ii) Nathupur - I, Haryana; (iii) Nathupur - II, Haryana; and (iv) Barwasni, Haryana, collectively spread across approximately twenty acres.
- The company has built long-term supply tie-ups with players like Coromandel International, GSP Crop Science, Dagro Chemical (China), Hubei Benxing (China) and MaxxGro Agrology (Delhi).
- All facilities are ISO 9001:2015 and ISO 14001:2015 certified.
- Company offers customizable contract manufacturing services as per client-specific needs.
- Presence across 22 states and 3 UTs in India, and exports to 34+ countries.
- Distribution network includes 192 institutional partners, 6,916 domestic distributors, 17 depots, 6 branch offices, and 143 overseas partners.

## Financial ratios

Financial ratios	ROCE	PE	INDUSTRY PE	ROE	EV / EBITDA
Aries Agro Ltd	18.50	12.70	43.53	12.20	6.06
Basant Agro Tech India Ltd	6.55	33.70	43.53	2.37	9.93
Best Agrolife Ltd	12.90	10.90	43.53	9.95	5.56
Bhagiradha Chemicals & Industries Ltd	5.19	276.00	43.53	2.53	84.00
Heramba Industries Ltd	4.41	539.00	43.53	0.27	14.30
India Pesticides Ltd	13.10	30.40	43.53	9.75	18.50
Dharmraj Crop Guard Ltd	12.00	30.50	43.53	9.24	15.30
Indogulf Cropsiences Limited*	18.82	20.5 - 21.7	43.53	12.19	

# Statement of Profit and Loss



## Indogulf Crops Sciences Limited

(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	As at December 31, 2024	As at December 31, 2023	As at March 31, 2024	As at March 31, 2023	As at March 31, 2022
<b>Income</b>					
Revenue from operations	4,641.88	4,134.00	5,522.34	5,496.56	4,872.10
Other income	21.17	15.49	35.53	25.33	30.20
<b>Total income</b>	<b>4,663.06</b>	<b>4,149.50</b>	<b>5,557.87</b>	<b>5,521.89</b>	<b>4,902.30</b>
<b>Expenses</b>					
Cost of raw material and components consumed	3,179.70	2,689.01	4,026.65	4,183.60	3,062.96
Purchase of Traded Goods	96.46	128.20	151.81	215.24	497.91
Changes in inventories of finished goods, work-in-progress and traded goods	126.74	250.29	(231.72)	(320.72)	44.88
Employee benefits expense	345.52	296.11	388.90	349.21	298.03
Finance Costs	103.74	96.73	129.48	116.45	60.30
Depreciation and amortization expense	71.36	77.30	103.07	96.14	86.01
Other expenses	459.05	379.35	592.62	580.47	496.67
<b>Total expenses</b>	<b>4,382.57</b>	<b>3,916.98</b>	<b>5,160.80</b>	<b>5,220.39</b>	<b>4,546.77</b>
<b>Profit exceptional items and before tax</b>	<b>280.48</b>	<b>232.52</b>	<b>397.07</b>	<b>301.50</b>	<b>355.53</b>
Exceptional items	13.36	(50.94)	(36.65)	1.63	0.78
<b>Profit before tax</b>	<b>293.85</b>	<b>181.57</b>	<b>360.42</b>	<b>303.14</b>	<b>356.32</b>
<b>Tax Expenses</b>					
- Current Tax	75.17	59.82	108.11	79.88	95.27
- Tax of earlier years	0.37	(17.89)	(17.89)	0.28	0.47
- Deferred Tax	1.54	(13.27)	(12.14)	(1.26)	(3.06)
<b>Total Tax Expenses</b>	<b>77.08</b>	<b>28.66</b>	<b>78.09</b>	<b>78.90</b>	<b>92.68</b>
<b>Profit for the period</b>	<b>216.77</b>	<b>152.91</b>	<b>282.33</b>	<b>224.25</b>	<b>263.63</b>
<b>Other comprehensive income</b>					
Items that will not be reclassified to profit or loss					
- Remeasurement of net defined benefit plans	1.34	2.19	2.60	4.16	(1.28)
- Income tax relating to these items	(0.34)	(0.55)	(0.90)	(1.05)	0.32
<b>Other comprehensive income for the period (net of tax)</b>	<b>1.00</b>	<b>1.64</b>	<b>1.70</b>	<b>3.11</b>	<b>(0.96)</b>
<b>Total comprehensive income for the period (net of tax)</b>	<b>217.77</b>	<b>154.55</b>	<b>284.03</b>	<b>227.35</b>	<b>262.68</b>
<b>Earnings per equity share</b>					
Basic earnings per share (₹)	5.10	6.50	12.00	9.53	11.21
Diluted earnings per share (₹)	5.10	6.47	11.94	9.48	11.15

# Strengths



- **Diversified Product Portfolio:** The company manufactures crop protection products, plant nutrients, and biologicals, offering various formulations like WDG, SC, ULV, in powder, granule, and liquid forms.
- **Strong Distribution Network** - The distribution includes 192 institutional partners, 6,916 domestic distributors, 17 stock depots, and 6 branch offices in India; exports to 34+ countries through 143 overseas partners. Recognized as a 'Two Star Export House'.
- **Backward Integrated Manufacturing-** The company produces key raw materials like bifenthrin and Cloquintocet safener, reducing costs and supplier dependency. Multi-purpose facilities enable flexibility across all verticals.
- **Robust R&D Capabilities-** With an NABL-certified lab at Nathupur, it has developed 600+ products, secured six patents since FY19, and has two more in the pipeline.

# Key Risk Factors

- **Operations are labour intensive-** Manufacturing could be adversely affected by strikes, work stoppages, or increased wage demands. As of April 30, 2025, the company had 728 permanent employees
- **Under-utilization of manufacturing capacities-** Inability to effectively utilise expanded capacities could adversely affect business and financial performance as it is dependent on manufacturing facilities. The capacity utilisation was 49.58% for the nine-month period ended December 31, 2024, and 46.13%, 41.86%, and 44.26% for Fiscals 2024, 2023, and 2022 respectively
- **Competition from large multinational** companies with greater financial resources, technology, and research capabilities, potentially leading to pricing pressures
- **Product pricing** is influenced by seasonal variations and climatic conditions, leading to cyclical business
- **High dependency on third-party** suppliers for raw materials, with risks of supply disruptions, price volatility, or discontinuation of operations

# Valuation and Outlook



**Indogulf Cropsciences Limited** IPO is expected to be priced between ₹105 to ₹111 per share. At this price, the company is valued at Price-to-Earnings (P/E) ratio of **20.5x** while the industry P/E is around **43.53x**

Name of Company	Face Value (₹ per share)	Closing price on April 03, 2024 (₹ per share)	Operating Revenue for Fiscal 2024 (in ₹ million)	EPS (₹) - Basic	EPS (₹) - Diluted	NAV (₹ per share)	P/E (times)	RONW (%)
Indogulf Cropsciences Limited	10.00	N.A.	5,522.34	12.00	11.94	97.98	N.A.	12.19
<b>Peers</b>								
Aries Agro Ltd	10.00	261.05	5,164.58	14.94	14.94	200.20	17.47	7.07
Basant Agro Tech India Ltd	1.00	19.17	4,047.52	0.43	0.43	19.22	44.58	2.27
Best Agrolife Ltd	10.00	549.70	18,713.19	44.94	44.94	278.65	12.23	22.03
Bhagiradha Chemicals & Industries Ltd	1.00	1,639.20	4,076.48	17.50	16.67	397.59	101.81	4.40
Hiranbha Industries Ltd	10.00	308.15	12,570.70	8.72	8.72	213.19	35.34	4.04
India Pesticides Ltd	10.00	218.10	6,804.10	5.24	5.17	7.17	43.62	92.90
Dharmraj Crop Guard Ltd	10.00	236.60	6,541.01	13.13	13.13	106.13	18.02	12.35

ICL is involved in producing and marketing crop protection products, plant nutrients, and biologicals. Its revenue remained largely flat in FY23 and FY24, mainly due to raw material price volatility. Despite modest growth, the company's EBITDA margin improved from 9.64% in FY22 to 10.03% in FY24, while PAT margin slightly dipped from 5.41% to 5.11%. Revenue grew at a slow CAGR of 6% over FY22-FY24. Although financial performance has been steady, the company is expected to benefit from government initiatives supporting agriculture. Notably, the issue is priced attractively at 9x PE and 1x PB, compared to the industry average of 25x PE and 5x PB. However, trade receivable days rose from 117 to 146 over two years due to delays in farmer-to-dealer and dealer-to-company payments, tightening working capital.

**"Call us on 8448899576"** to find out whether or not you should apply.



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