

# WHAT WE DO

## Crop Protection Division

Rooted in science and driven by innovation, our crop protection portfolio spans insecticides, fungicides, herbicides, biocides, and intermediates. With decades of synthesis expertise, advanced manufacturing and regulatory know-how, we deliver cost-effective, compliant, and scalable solutions to our partners worldwide.

### Manufactured Capital

**2,500 m<sup>3</sup>**  
Capacity

### Human Capital

**985**  
Employees

**74**  
Personnel in R&T and technical services

### Financial Capital

**INR 6,917**  
Million  
Revenue

**INR 792**  
Million  
EBIT

**1,100 bps**  
Increase in revenue share from own products in 2024-25, indicating portfolio rebalancing and an innovation focus

### Offerings

- Contract manufacturing
- Intermediates
- Insecticides
- Fungicides
- Biocides
- Specialty chemicals
  - Personal care products
  - Biocides
  - Electronic and battery chemicals
  - Homecare

### Offerings

Crop protection companies for custom synthesis and custom manufacturing of intermediates and active ingredients

### Key Performance Indicators

Parameters	Overall Asset Base	Pharmaceutical Asset Base
Production Sites	5	3
Production Blocks	24	10
Integrated R&T Centre	1	1
Kilo Lab (Scale up & Pilot)	3	2
Key Commercialised Products	56	25
Total Employees	2,960	1,010
Capacity	4,100 m <sup>3</sup>	2,500 m <sup>3</sup>
Active Ingredients Sold in 2024-25	7,200 MT	4,350 MT
Advanced Intermediates Sold in 2024-25	1,200 MT	760 MT

### The Hikal Advantage

#### Robust Product Pipeline

Strong focus on research and integrated solutions drives a healthy development pipeline aligned to evolving customer needs.

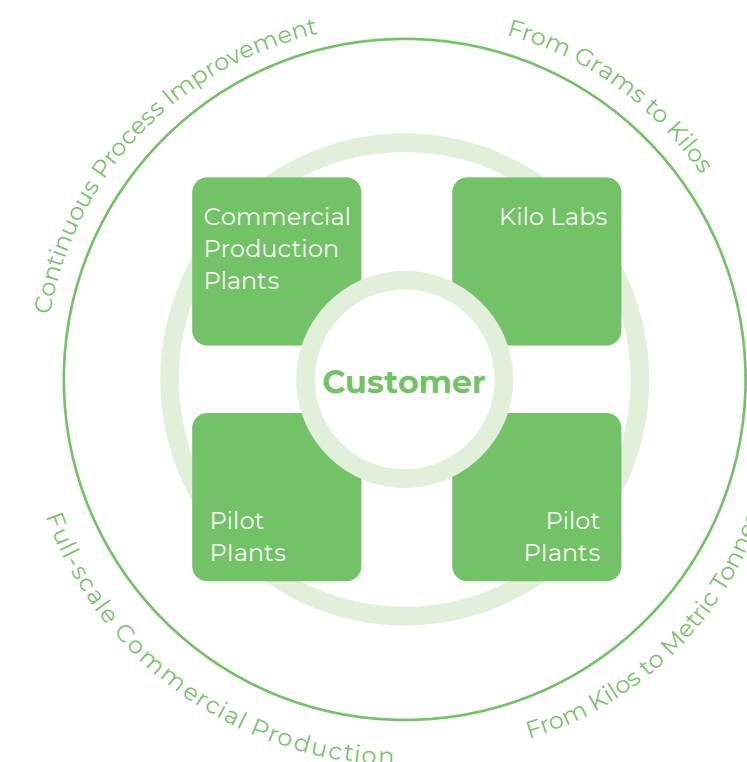
#### Customer-Centric Approach

Advanced manufacturing and technical strength enable delivery of end-to-end solutions, building long-term, value-driven partnerships.

#### Flexible Asset Base

Multi-use infrastructure ensures adaptability, efficient resource use, and sustained profitability amid changing market dynamics.

### Our Capabilities



### Our Products

<b>Algaecide</b>	<b>Biocide</b>	<b>Fungicide</b>
<b>Herbicide</b>	<b>Insecticide</b>	<b>Intermediate</b>

### Business Highlights for 2024-25

- Our crop protection division saw growth, supported by a favourable product mix and improving domestic demand
- CDMO business gained momentum with eight active projects across new and existing customers
- Commercialisation of products developed over the past 2–3 years began contributing to revenue
- Investments continued in capacity, talent, and technology to scale CDMO operations and enhance process innovation and regulatory compliance
- Launched sub-category brands HiZenn (Personal Care) and HiFend (Biocides) to strengthen portfolio identity and customer focus
- The global crop protection market faced pressure from overcapacity, low pricing (especially from China), and geopolitical uncertainty
- Strategic focus on improving capacity utilisation, with plans to expand the specialty chemicals portfolio