PIIL:SEC:NSE/BSE:36/2026-27
August 11, 2026

BSE Limited Corporate Relationship Department PJ Towers, 25th Floor, Dalal Street, Mumbai – 400 001 **Code No. 523642**	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 **Code No. PIIND**

Dear Sir/ Madam,

Sub.: Presentation of Earnings Conference Call pertaining to the Unaudited Financial Results for the quarter ended June 30, 2026

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated Monday, August 03, 2026 regarding Earnings Conference Call with Analysts / Investors which is scheduled to be held on Wednesday, August 12, 2026 at 12:00 noon (IST), we enclose herewith the Presentation of Earnings Conference Call to discuss the unaudited standalone and consolidated Financial Results for the quarter ended June 30, 2026.

This is for your information and records.

Thanking you,

Yours faithfully,
For **PI Industries Limited**

SHRUTI RATNAKAR JOSHI
Digitally signed by SHRUTI RATNAKAR JOSHI
Date: 2026.08.11 21:10:31 +05'30'

Shruti Joshi
Company Secretary and Compliance Officer

Encl.: As above

PI Industries Ltd.

Investor Presentation

Q1 FY27 Result

PI Industries Limited

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Agenda

Growth Softened amid Cyclical headwinds and global disruptions…Transitioning towards growth trajectory

FINANCIALS

INR Mn

Q1FY27 (Consolidated)

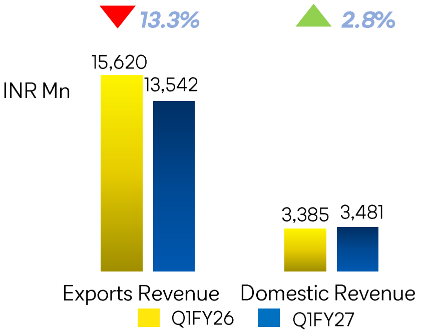
Revenue	EBITDA	PAT
17,023 ▼ 10%	3,693 ▼ 29%	2,442 ▼ 39%

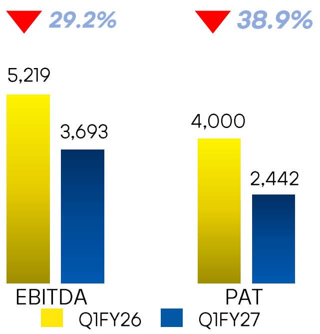
- **Commercialized 3 new molecules** in Exports
- **Domestic Biologicals** grew **50%+ Y-o-Y** in Q1FY27
- **Launched** New peptide-based Biological product in the US
- **Trade Working Capital** Reduced by 19 Days to 120 Days in Jun-26
- **Cash Flow from Operating Activities** in Q1FY27 is INR 6,395 Mn. Net Cash balance increased to INR 37,939 Mn

Standalone Q1FY27: Revenue ▼ 10%, EBITDA ▼ 20%, PAT ▼ 26%

Q1 Performance Reflects Revival in Domestic Business...
...Biologicals showing expected growth...

INR Mn	Q1FY26	Q4FY26	Q1FY27	% YoY
Revenue	19,005	15,652	17,023	(10)%
Gross Margin	57%	58%	57%	(69)bps
Overheads	5,723	5,684	5,984	5%
EBITDA	5,219	3,373	3,693	(29)%
EBITDA Margin %	27%	22%	22%	(577) bps
Net Profit	4,000	2,002	2,442	(39)%





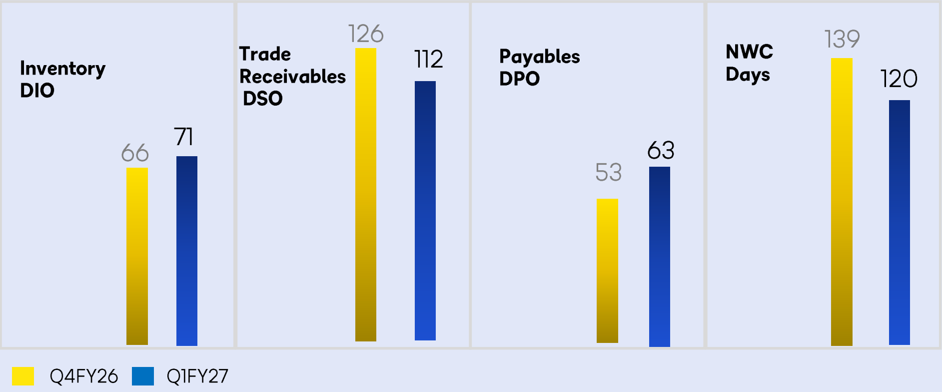
- ~12% decline (Volume down 8%) in Agchem Exports due to soft demand in global agrochemical industry.
- Despite challenges, Domestic volume up by ~12% (revenue grew by ~3%)
  - Biologicals grew aggressively 50%+
  - Pricing under pressure
  - Delayed monsoon led to partial postponement of sales
- PIHS revenue contracted by 25% Y-o-Y due to order book phasing and customer delivery schedule.
- Increase of input material price due to geo-political issues impacted Gross margin.
- Overheads maintained at lower single digit increase.
- Net Profit is in line with operating performance and higher ETR.

Net Debt-Free Balance Sheet positions us well to navigate volatility and invest in future growth business

INR Mn

Balance sheet	Jun-25	Mar-26	Jun-26
Shareholders Fund	1,06,003	1,12,305	1,14,683
Non Current Liabilities	4,122	4,365	4,363
Short term debt	341	893	955
Other Current Liabilities	5,442	7,136	7,395
Total	**1,15,908**	**1,24,699**	**1,27,396**
Fixed Asset Inc. Goodwill	49,034	56,496	58,209
Non current investments & other assets	5,922	2,994	5,389
Working Capital	18,875	25,628	22,383
Cash, Bank & Investments	38,210	35,094	36,969
Other assets	3,867	4,487	4,446
Total	**1,15,908**	**1,24,699**	**1,27,396**
Key Ratios (%) Annualised			
Debt/ Equity Ratio	0.01	0.02	0.02
Net Sales to Net Fixed Assets	1.75	1.33	1.30

- **Surplus cash** net of Debt is **INR 37,939 Mn** enabling the Company to pursue future strategic investments for long-term sustainable growth.
- **Total capex** for Q1FY27 stood at **INR 2,685 Mn**, reflecting continued investment in manufacturing capabilities and research & development innovation.
- **Net Working Capital reduced by 19 Days**



PI Story: From Distribution Economics to Innovation Led Value Compounding driven by Partnership Model

Consistent Revenue Growth

~20%

Leading Agri Distribution player

Unique approach of partnership with global innovators

~20%

Top 5 Global CSM player

- First to commence Agchem CSM
- Pioneered Biologicals in India
- R&D Investment

~20%

Innovation led Agsciences

- Chemical and Biological product innovation and solution
- Geographical expansion: US, LATAM, Mexico and UK

Agsciences -> Lifesciences

- Focus on Biological offerings
- Bringing PI's novel innovation to markets globally.
- Foray into specialty and electronics chemicals
- Pharma CRDMO

1961 | 1995 | 2020 | 2025 | 2030

Transformation at each stage

Right to win » **Innovation mindset** | **Global partnership** | **Strong Balance sheet** | **Execution excellence**

Reported Revenue CAGR

Innovation Pipeline Delivering Differentiated, High-Value Crop Solutions…Strengthening Market Position

FY26

Alcor®
Systemic herbicide for management of ALS resistance weeds

Comet®
Post emergent herbicide for control of grasses

Uranus®
For Mites control

Fixit®
Herbicide for Rice weeds control

FY25

Pressedo®
Broad spectrum novel insecticide

Osheen Ultra®
For sucking pest control

Solju™ Gr & Solju™ SP
Unique microbial biofertiliser

Dorito®
Broad spectrum insecticide

BYROCK®
Fungicide

Kaprigin®
Organic Fertiliser

Vachan ™
Insecticide for Leps management

FY24

Claret®
Unique combination of systemic and contact insecticide

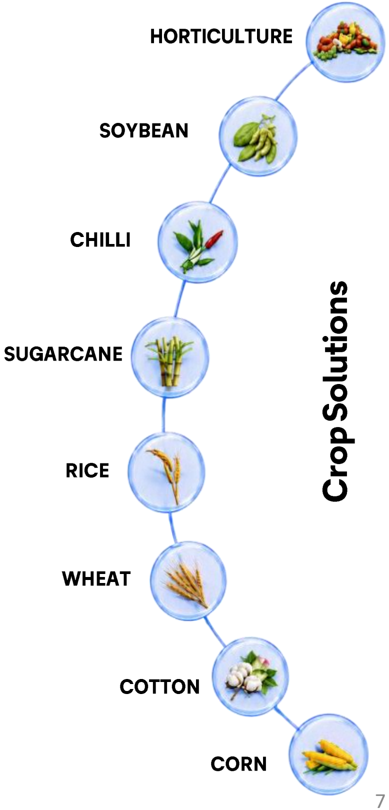
Eketsu ™
1st 3-way Rice Herbicide

Kadett®
Combination Fungicide

Pilin®
Bio-fungicide with Novel Mode Of Action

Aminogrow Activ™
Amino acid & Peptides product

Campana™
New systematic insecticide



Robust pipeline of 20+ products at different stages of development and registration

PIHS: Build-up of a differentiated CRDMO platform for long-term growth…

INR Mn	Q1FY26	Q1FY27	% YOY
Revenue	723	542	(25)%
PBT*	(582)	(617)	(6)%

* Post intercompany eliminations

Way Ahead

- *Expanding & enhancing GMP site in Lodi, Italy; non-GMP in India*
- *Building relationships with Biotech & Big Pharma through Global Business Development*
- *Strengthening the Regulatory capabilities to be Best-in-Class*
- *Leveraging PI's Scientific & Business Process Capabilities for Pharma*
- *Slowdown in biotech funding and geopolitical challenges*

- Q1FY27 revenue decline is mainly due to customer order phasing.
- **4 marquee customers** onboarded.
- Signed up as an **exclusive partner for Integrated Drug Discovery** with Biotech.
- Renewed **AIFA GMP Certification** for Lodi Site.
- Obtained **QC Lab GMP Certification** at Lodi.
- Capex **~INR 233 Mn** to expand CDMO capacity, build up QC & Kilolab facilities in Lodi and Biology lab in Hyderabad.

Biologicals - From Foundation to Acceleration: Registered, Resourced, and Ready

- 2nd generation product Harpinαβ commercialized in 25+ countries
- Nematicide peptide product performing at par with leading chemical nematicides
- Industry's 1St nematicide for foliar application
- Strong field performance of peptide products in farmer's fields covering 5M+hectares in Brazil
- Newly registered PHC949 being tested in the US
- Ramping up market activities in Brazil, Mexico, Europe & the US:
    - 500+ field trials; 1,000+ growers
    - Strengthening relationships with key influencers and stakeholders

US

Brazil

Continued investments in market and product development in focused geographies

Building relationships with distributors in focused geographies

Investing to upgrade capabilities in R&D for peptides innovation and development

Building global product portfolio and brands

Filing label expansion of peptides in the US, Brazil & Mexico

Long-term Outlook Remains Intact…

Continuing investments in new businesses and product launches for future growth…

Domestic:

Focus on portfolio diversification and product reach through revamped GTM Strategy

- Commodity prices showing a positive trend
- Increase in input costs due to on-going geopolitical tensions leading to pricing pressure
- Delayed and uneven monsoon has impacted Kharif sowing
- Biological business continues to gain traction

Exports:

Technology focused approach to drive incremental business

- 5+ new products to be launched in FY27, expected to accelerate growth
- Momentum in new enquiries and conversion to continue
- Order book continues to support growth outlook for new products in FY27
- Generics pressure continues with Global Agrochemical companies

Health Science:

Building a differentiated play in Pharma CRDMO space

- Build-up of pipe-line projects through new strategic partnerships entered in last 12 months
- Improved business development and R&D pipeline visibility over the next 1-2 years
- Expanding and enhancing capabilities of GMP site in Lodi, Italy; Non GMP sites in India

Progressing on strategic initiatives in line with plan

- Commercialization of PI's own NCE, subject to regulatory approvals; additional leads progressing well with partnership model
- Robust global pipeline of Chemical and Biological products across various development stages
- Continuing evaluation of inorganic opportunities in the long-term

Reimagining a Healthier Planet

"Leading with science, technology and human ingenuity to create transformative solutions in life sciences"

COURAGEOUS

Think **Bold**, act with **Integrity** and be **Accountable**.

CURIOUS

Question conventional wisdom, be **Open-minded, Adaptable and Curious.**

CREATIVE

Differentiate, Collaborate, Experiment and **Execute ideas at speed.**

CARING

Be **Transparent**, build **Trust**, bring the best out of **People** and embrace **Sustainability**.

PARTNER CENTRIC

First to identify and deliver on latent needs of our customers and partners

SCIENCE & TECH DRIVEN

Sustainable solutions by early adoption of cutting-edge science & technologies

DIGITAL EDGE

Integrated digital solutions to gain competitive advantage

PEOPLE FIRST

Best opportunities for employees to learn and grow

ESG ANCHORED

ESG as a way of life

PI: Trusted, Resilient and Future-Ready

An organization that is committed to excellence in whatever it does . . .

known for being a Top wealth creator for over 2 decades . . .

A Trusted Brand & Partnerships

- **6+ decades** with Global innovators
- **Zero conflicts** till date

Successful Product Brands & Services

- **Top 5** worldwide in AgChem CSM
- **70%** + revenue from proprietary products

Science & Technology

- **Fully integrated R&D** across all disciplines under one roof
- **Rapid tech adoption**

ESG Anchored

98th percentile Industry ranking
S&P Global
Corporate Sustainability Assessment for 2026

- ESG, the **way of life**
- Featured in the **S&P Global Sustainability Yearbook 2026**

Addressing Emerging Opportunities

- Never a "me-too" player
- New frontiers
  Agri | Horticulture | Biologicals | Health Sciences

Partnering Across the Ag-chem Value Chain

Non conflicting business model ... well respected by Global Innovators as Partner

Discovery | Development | Scale-up | Manufacturing | Evaluation & Trials | Regulatory services & Registrations | Marketing & Distribution

Customer Needs ↔ **Business Strategy**

- **Consistent Quality**
- **Cost Competitiveness**
- **Speed of execution, delivery**
- **Reliable & Adaptable**
- **Real-time monitoring & review**

- Objective to be high quality producer
- Control all processes that impact quality of the end product

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- Target driven
- Ownership at sub-functional level

- Ensure consistent, reliable delivery
- Continuous de-bottlenecking
- Automation

- To set benchmarks
- Address at source
- Safety first culture

- A way of life at PI
- Build value for Long-term
- Protect and build IP

World-class R&D set-up delivering innovative and disruptive solutions

State-of-the-art R&D Labs at **4 locations**

NABL ISO17025 and GLP certified
New ICP-OES
Addition of **UPLC-CAD (Charged Aerosol Detector)**

700+ Scientists incl. 200+ Doctorates

R&D

90+ projects at different development stages

260+ Patents till date with 10 patents in Q1FY27

In-house library with a vast array of knowledge resources

1st Indian company to innovate "PIOXANILIPROLE" Now filed for registration

Consistent Pipeline growing across years...

Differentiated CSM Model

20 molecules have been commercialized over the last few years

90+ molecules are currently in active pipeline with **> 60%** in advanced stages of development

Ramp-up in Pipeline from **Diversified Segments.**
Non-Agchem's share in new enquiries has increased by **25%**

AgChem continues to Grow; Diversifying Portfolio with new segments like Electronic & Specialty Chemicals..

Agchem CSM, a global leader, backed by strong technological strengths

Technology pioneer with technological and IP based interventions in global contract manufacturing

8 Manufacturing Sites equipped with Distributed Control System (DCS) spread across 150+ Acres

Product portfolio consists of early stage molecules with continued thrust to adapt sustainable practices

Extensive experience in handling Hazardous Chemistry with over 130 unit processes

Capital expenditure underway as per plan with 3 MPPs under construction

Differentiated Domestic Distribution Model

Driven By Unique Solutions through Global Partnerships, Brands Building Capabilities And Market Reach

Strong Partner
Having experience more than 6 decades
25+ Global Innovators

Strong Pipeline
Molecules based on crop solutions and Indian needs

- **Extension & product development & stewardship** (team experience in handling complex new-age premium chemistries)
- **Strong relationship with stakeholders**
- **Policy level by participation**

Domestic Business – Brands

Evaluation & Trials → **Regulatory services & Registrations** → **Marketing & Distribution**

FOCUS ON INNOVATION

PROCURE REPEAT BUSINESS

BENEFITS OF CROSS SELLING OPPORTUNITIES

UNDERLYING PRINCIPLES
RESPECT & DEVELOP IP

REPUTATION OF TRUST & RELIABILITY
FORGE RELATIONSHIP

Farmers & Extensive Distribution Network
25 stock points; 15K+ distributors; 100K+ retail points

- **Crop solution approach focussing farmer & using ICT** (Information, Communication and Technology)
- **Organization structure empowered with digi tech** to support and demonstrate value delivery to farmers
- **Online analytics tools for farmers and employees**
- **Innovative Ideas and branding** for enhancing product life cycle
- **Experience of successfully managing transition of products from patented to generic**
- **Application services** for development & engagement

Digi-tech @Core

Engagement Efficiency Excellence

Crop Solutions | **Farmers** | **Channel** | **Enablers**

More than 6 decades creating market-leading brands
Significant revenue from leading Brands in the market, some brands are more than a decade old

Our Global Presence

- Our Markets
- Overseas Offices

- Registered Office
- Corporate Office
- R&D
- Manufacturing Units
- Depots

8	**10+**	**4,000+**	**2,000+**	**40+**	**25**	**15,000+**	**100,000+**
Mfg. Sites	Overseas Offices	Employees	Contract employees	Countries	Stock Points	Distributors	Retail Points

Strong understanding of international work culture with 60+ years of deep-rooted relationships

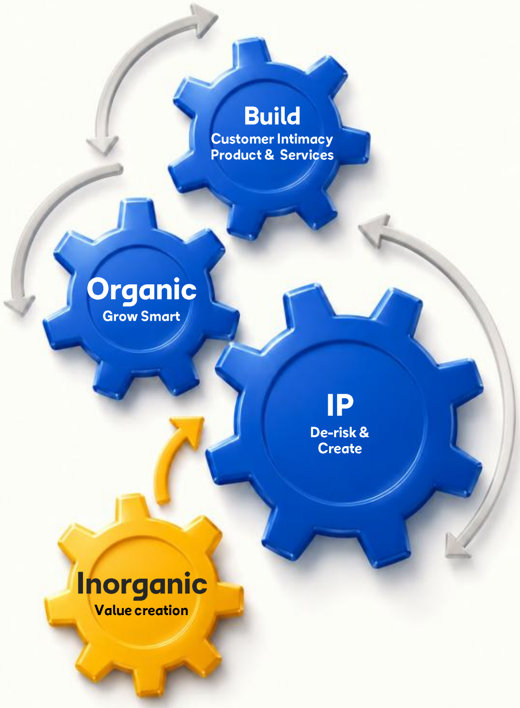
Multipronged strategy to sustain the growth momentum backed by multiple growth engines & M&A

Market

- Expansion
- Creation
- Segments
- Operational Excellence
- Brands

Inorganic

- Disruptive Value-added Technologies
- Product Assets
- Niche verticals within Pharma/ Specialty chemicals
- High growth application areas having synergy



Deepening our technological capabilities to open new horizons

De-risk

- Innovation Chem-Bio
- Manufacturing concentration
- New formulation of existing products

Process

- Chemistry
- Block Builders
- Process engineering
- Flow

Digital

- Information integration
- Decision tools
- AI

Multiple Growth Engines / Levers

- Research and process innovation with global partnerships
- Marketing & Distribution - Product Pipeline
- Biologicals Platforms
- PI Health Sciences - CRDMO

Prudent capital allocation to ensure the long-term shareholder value creation

The PI Investment Case: A Proven Growth Engine… Unlocking the Next Era of Growth

Demonstrated ability to constantly reinvent itself over 8 Decades
Guided by our Values

Constantly Differentiating our Business to create Moats with Excellence
from Ag distribution to CSM to Innovation in Ag; now to Life Sciences

Demonstrated Wealth Creation with Strong Financials
Debt free balance sheet, War chest of growth capital

Unique Business Model and Strong Global Relationships
with Partners from Innovation to Markets

World-class Integrated R&D capabilities
from discovery to markets: Science & Technology, our Passion

Digital Edge
From Assets to knowledge, to offer consistency with speed

People First
Constantly building, acquiring and growing our Human Talent globally

ESG, a Way of Life at PI
Top 2% ESG-rated globally, 3rd consecutive year of S&P CSA yearbook

Embedding sustainability into long-term value creation

Environmental

SDG Alignment	Key Highlights*
Environment – Climate change	Reduced CO_2 emission intensity by **7%+** from FY26
Environment – Climate change	Reduced Chemical Oxygen Demand by **~8%** vs Q1FY26
Environment – Energy management	**~16%** renewable energy as a share of total electricity consumption vs. FY21
Environment – Water management	Water intensity increased by **~16%** from FY26
Lost Time Injury Frequency Rate (LTIFR)	**0** for all employees and workers **0** for contractual workers

** As on 31-Mar-26*

Social and Governance

Key Highlights*

- Increased employees' average training hours per FTE by **13%** from FY25
- Women in STEM positions increased to **15.5%** in FY'26 from 13.8% in FY'25
- **800+** acres brought under sustainable agricultural practices by educating farmers about climate- resilient agricultural practices in Q1FY27
- **70%** of enrolled youth placed through skill development initiatives
- **546,000+** healthcare beneficiaries through Mobile Health units and **157,000+** students impacted through various initiatives since FY21

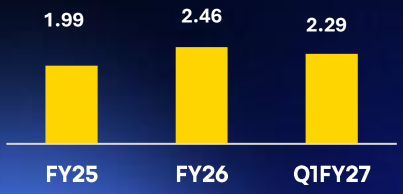
Featured in the S&P Global Sustainability Yearbook for 3rd consecutive year
PI Industries Limited has been included in the Dow Jones Best in Class (DJ BIC) Indices for Emerging Markets

98th percentile Industry ranking
S&P Global
Corporate Sustainablility Assessment

	2024	2025
Score	68	77

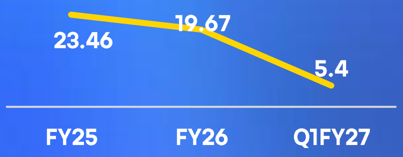
- PI ranks among the **Top 25 companies globally** in the chemical sector and is one of only three Indian chemical companies to be included in the 2025 Yearbook.
- For the 2025 edition, more than 8,551 companies were assessed, and only 540 companies secured a place in the Yearbook, including 32 from India. PI Industries is proud to be among the **Top 2 percentile of ESG-rated companies worldwide.**

Carbon emissions intensity in terms of revenue from operations (INR million)



Water intensity in terms of revenue from operations (INR million)

Chemical Oxygen Demand (in MT)

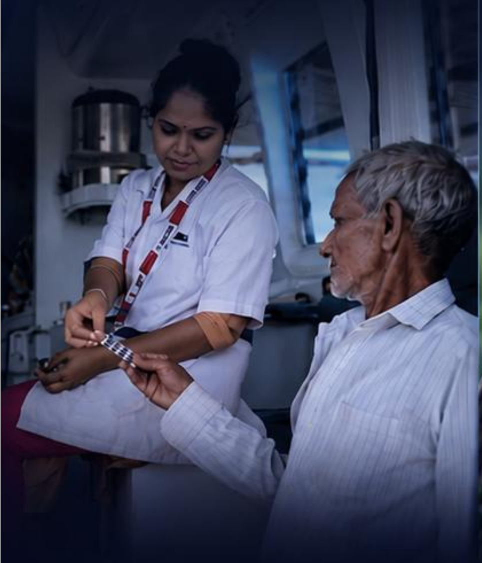


Our commitment to Community...

HEALTH & HYGIENE

66 villages, Shvastha Seva

26,200+ beneficiaries in Q1FY27



WOMEN EMPOWERMENT

80 rural villages active

6,500+ women benefited

~25% income increase via programs

EDUCATION & SKILL DEVELOPMENT

135 schools with digital learning

80+ youth trained in Q1FY27

ENVIRONMENT SUSTAINABILITY

1,500+ farmers reached in Q1FY27

~800+ acres covered in Q1FY27

5,500+ trees restored & planted in Q1 FY27

Building strong, healthy communities across India through targeted CSR programs

Recognition Reinforces Leadership, Safety & Governance Excellence

BRITISH SAFETY COUNCIL
Sword of Honour 2025 Winner

British Safety Council Sword of Honour – Udaipur Site, October 2025

PI Industries receives the **Business Leader of the Year –** ESG Award from Chemtech Leadership & Excellence Awards 2026

MARKSMEN DAILY
MOST PREFERRED WORKPLACE 2025-26
CERTIFIED
MANUFACTURING

4th EDITION
Most Preferred Workplace 2025-26
by Marksmen Daily

dun & bradstreet
INDIA'S TOP
VALUE CREATOR
2025
AGRO CHEMICALS

India's Top Value Creator 2025
Agro Chemicals by Dun & Bradstreet

Thank You