

Banking Cement Commercial Vehicle Cotton & Cotton Ya parel Industry Chlor-Alkali CRAMS Industry Crude Oil Gems & J oal Natural Gas Pipe Telecom-Wireless Power Gener Ganganese Ore Pharmaceutical Refining & Marketing Retains eight Transport Shipping Sugar Tractor Telecom Tower Wheeler Tyre Pesticides Seed Industry Steel an Made Fibre Paper Housing Finance Passenger Vehicle Hospital Industry Roads & Highways Zinc & Learn Steel Hospital Industry Roads & Highways Zinc & Learn Shipbuilding Aluminum anking Express Service Steel ads Freight Transport Gems & Jev The Indian Cransport Gems & Jev The Indian ed Industry Passenger Vehicle C Pesticides November **Industry** 2012

Rising population along with limited area for cultivation has put enormous pressure on the agriculture sector in the country to provide food for population. India has around 140 million hectares of gross cultivable land of which about 50 million hectares of land is sowed twice during the year (Kharif and Rabi seasons). Over the years, farmers have started using techniques to enhance farm produce and pesticides have been one of the major inputs. Over the period FY05-11, the domestic pesticide market has grown at a CAGR of about 16%.

Domestic pesticide market growing at healthy pace

Below normal and inconsistent rainfall affected pesticide consumption in FYI3

The agriculture industry in India, baring wheat segment, is highly dependent on monsoon as area under irrigation is relatively low. For e.g. rice production in India mainly depends on monsoon as only 50% of rice cultivable area is under irrigation, compared to 91% in case of wheat. While the quantum of rainfall is important, the timing and the geographical distribution are also important factors to ensure good agricultural output. Delayed arrival and poor south-west monsoon led to below normal rainfall in the country led to draught like situation in major crop producing states like West Bengal, Uttar Pradesh, Madhya Pradesh, Gujarat, Costal Karnataka and Kerala. CARE Research expects the domestic pesticide market to grow by lower single digit during FY13.

With introduction of Genetically Modified (GM) crops like BT cotton, rice has emerged as the key pesticide consuming crop pushing cotton to the second position followed by horticulture crops .The growth in the adoption of GM crops has led to reduction in usage of insecticides. This poses a threat to the pesticide industry. Pesticide companies have started focusing and promoting pesticide usage for other categories like herbicide and fungicide. The demand for fungicide will stem from increase in the production of horticulture crops.

Fungicide and herbicide categories to drive growth in the future

Exports will continue to provide cushion to the pesticide industry

During the period FY09 to FY12, exports of pesticide from India grew at a CAGR of 13% in value terms. With strong global demand for pesticides and India being the low cost producer, exports of pesticides from the country are expected to remain buoyant. Moreover, depreciation in the value of rupee against other currencies will prove beneficial for the domestic pesticide companies. CARE Research expects exports of pesticides to grow in the range of 10-12% in FY13.







# **Section- I Care Research's Outlook**

### **Outlook and Challenges**

- Domestic pesticide market growth
- Impact of deficient rainfall on the pesticide consumption
- Pesticide categories which will drive consumption growth
- Pesticide exports from the country

# **Section- II Industry Section**

### **Industry Overview & Classification**

- Overview of Indian agriculture
- Overview of pesticide industry
- About pesticides
- Classification of pesticides

### **Demand Drivers**

- Crop yield
- Pest attack
- Level of farmer awareness in India
- Price realization of crops
- Availability of credit
- Focus on biofuels

## **Demand-supply & Market Analysis**

- Demand supply of pesticides
- State-wise consumption of pesticide
- Insecticide market in India
- Fungicide market in India
- Herbicide market in India
- Import Export trend
- Competition Analysis
  - Domestic market
  - Global market

### **Cost and Margins**

- Cost analysis
- Pricing of pesticides
- Industry Margins

### **Industry Characterstic & Safety Aspects**

- Industry characteristic
  - Low / medium capital intensive
  - Fragment industry
  - Seasonal demand
  - High working capital requirement
  - Low research and development spending
  - Low brand awareness
  - Increasing export orientation







- Safety aspects
  - Impact of non-judicious use of pesticides
  - Steps for judicious usage of pesticide
  - Maximum Residue Level
  - Restricted pesticides in India

### **Government Regulations**

■ Regulatory Framework

### **Alternative Techniques of Crop-protection**

- Integrated Pest Management
- Biopesticides
- Genetically Modified Crops

# **SECTION-III Company Scan**

United Phosphorus Ltd. Rallis India Ltd. Bayer Crop Science Ltd. BASF India Ltd.

# **Section- IV Annexures**

- Porters Five Force Model
- SWOT Analysis
- Registration Process
- Insecticides registered under section 9 of the Insecticide Act, 1968
- List of pesticides/pesticide formulations banned in India
- List of pesticides restricted for use in India
- Pesticide restricted for use in India
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# **Section- II Industry Section**

# **Industry Overview & Classification**

- Types of formulations
- Comparison between chemical pesticides and biopesticides

### **Demand Drivers**

■ Cropwise yield in different countries (2010)







- Area under agriculture and crop production in India (2008-12)
- Trend in production of key crops (2008-12)

### **Demand-supply & Market Analysis**

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- State wise pesticides consumption (2008-12)
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### **Industry Characterstic & Safety Aspects**

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### **Cost and Margins**

■ Share of imported raw material as a percent of total raw material

# **Alternative Techniques of Crop-Protection**

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- Consumption of Biopesticide in India
- State wise acreage under BT cotton

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# **Section- II Industry Section**

### **Industry Overview & Classification**

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### **Demand Drivers**

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# **Demand-supply & Market Analysis**

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