



Insecticides India Ltd.

CIN:L65991DL1996PLC083909

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FY2018 Performance Highlights

Net Revenue reported at Rs. 1689.4 Mn. , up 8%

EBITDA at Rs. 1511 Mn., up 28 %

PAT at Rs. 840 Mn. up 41 %

New Delhi,28thMay,2018:Insecticides India Ltd. (IIL), one of the premier agrochemical companies of India,announced its financial results for the quarterand year ended onMarch31 2018.

Particulars (Rs. mn)	Quarter Ended			Full Year Ended		
	FY18 Q4	FY17 Q4	Shift%	FY18	FY17	Shift%
Net Revenue	1,689.4	1,648	2.5 %	10732	9942	8%
EBITDA	190	172	10.79%	1511	1182	28%
EBITDA Margin %	11.25	10.43	10.79%	14.08	11.89	28%
PBT	115	85	35%	1181	820	44%
PAT	77	73	5%	840	594	41%
PAT Margin	4.55	4.42	5%	7.83	5.97	41%

FY18Q4 & 12MPerformance Overview

- Total Revenue for the fourth quarter i.e. Q4 FY18 was up as against last year i.e. Rs. 1689 million as against Rs.1648 million in Q4FY17. Revenue for the FY18 was up as against last year i.e. Rs. 10732 million as against Rs.9942 million in FY17. The revenues posted registered a substantial growth since the company has been focusing on the



branded segments and a higher concentration in the B2C category and gradually shelving off the generic products.

- ❑ EBIDTA improved by 10.79 % QoQ to Rs. 190 million in March quarter FY18 from Rs.172 million in Q4FY17. While for FY18 EBIDTA was at Rs. 1511 million with EBIDTA margin of 14.08 % marginally higher due to robust performance driven by healthy volumes and better realization, cost of material consumed decreased due to change of product mix along with sale new generation molecules contributing higher margins.
- ❑ PAT increased by 5 % QoQ to Rs. 77 million in Q4 FY18 versus Rs. 73 million in Q4 FY17 as the Company continues to focus on profitable growth. The PAT for FY18 stood at Rs. 840 million compare to Rs. 594 million in FY17.
- ❑ Diluted EPS for Q4 FY18 stood at Rs. 3.72 per share as against Rs. 3.55 per share in Q4FY17. While EPS for FY18 stood at Rs. 40.63 per share as against Rs. 28.74 per share in FY17.

Management Comments

Commenting on the results, Mr. Rajesh Aggarwal, Managing Director, Insecticides (India) Ltd. said:

On the company's performance, Mr. Rajesh Aggarwal, Managing Director, Insecticides (India) Ltd. (IIL) said, "The company is firmly on growth path. We are witnessing great traction for our products. Launch of new products gives us depth in our offerings to the markets and also supports us expanding our reach. We expect to continue the same trend in our performance. IIL firmly believes in its R&D team and their efforts to on-goingly deliver new product offerings which cater to market needs. These efforts are ably supported by our ground team which in-turn has benefitted millions of farmers by providing them products which are economically viable for them and educating them to use it optimally. I firmly believe that IIL team will take the company to newer peaks.

Your company has introduced a revolutionary organic product to answer the problem of soil degradation. It is going to be a positive contribution in the development of farmers and agriculture. As a fast growing company, IIL is continuously updating itself by enhancing intellectual capabilities, manufacturing processes to offer smarter solutions to the challenges, an average farmer faces every day in his field. By following a stringent business model, the company is collaborating with global brands and integrating its operations across R&D, manufacturing, marketing, development and distribution to deliver world class solutions to the farmers.

We have great faith in what we are doing and together we are looking forward to an exciting year ahead with newer opportunities and challenges. Your company shall continue



to grow successfully. With the support of our customers, vendors and channel partners and other important stake holders, our will is to reach our goals with passion and determination.

I sincerely thank our Shareholders, entire IIL team, Management and Board for their continued support”.

Rajesh Aggarwal

Managing Director, Insecticides (India) Ltd.



About Insecticides (India) Ltd.

Insecticides (India) Ltd.(IIL), is a BSE & NSE listed India's leading and one of the fast growing Agro chemicals manufacturing company. IIL has emerged as a front-line performer in India's crop care market and is all set to grow impressively.

IIL owns the prestigious Tractor Brand which is highly popular among the farmers. This umbrella brand of its agro products signifies the company's deep connection with the farming community. The largest selling brands of IIL include Lethal, Victor, Thimet, Nuvan, Monocil, Pulsor, Hakama, Mycoraja, Xplode etc. IIL's latest products Green Label and Kaya Kalp are expected to add another dimension of growth to the company.

IIL has entered into Technical and marketing MoU with American Vanguard Corporation (AMVAC), USA to manufacture and market "Thimet" and "Nuvan", an insecticide that is a household name in India. Also, they have a proud tie-up with Japanese companies like Nissan Chemical Industries Ltd., and Nihon Nohyaku.

IIL has state-of-the-art formulation facilities in Chopanki (Rajasthan), Samba & Udhampur (Jammu & Kashmir) and Dahej (Gujarat). IIL also has technical synthesis plants at Chopanki and Dahej to manufacture technical grade chemicals such as Dichlorovos Glyphosate, Thiamethoxam, Thiaphenate Methyl, Difenthiuron, Tricyclozole providing the competitive edge by backward integration.

IIL foundation is an initiative by IIL which works closely with Indian farmers to impart them knowledge regarding modern agricultural practices and techniques.

For further information on the Company, please visit www.insecticidesindia.com:

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