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CIN : L65991DL1996PLC083909



insecticides
(INDIA) LIMITED

May 29, 2018

The Manager

Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 532851	Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai- 400 051 Symbol: INSECTICID
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Dear Sir/Madam,

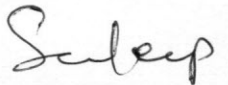
Sub: Press Release

Please find enclosed the press release titled "Elaborate - Performance Highlights of FY2018"

This will also be made available on the website of the Company at www.insecticidesindia.com.

This is for information and records.

Thanking You,
For Insecticides (India) Limited


Sandeep Kumar
Company Secretary





Insecticides India Ltd.

CIN:L65991DL1996PLC083909

Registered Office:401-402, Lusa Tower, Azadpur Commercial Complex, Delhi-110033, INDIA

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, 28th May, 2018: Insecticides India Ltd. (IIL), one of the premier agrochemical companies of India, announced its financial results for the quarter and year ended on March31 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	82 bps	14.08	11.89	219 bps
PBT	115	85	35%	1181	820	44%
PAT	77	73	5%	840	594	41%
PAT Margin	4.55	4.42	13 bps	7.83	5.97	186 bps

FY18Q4 & 12M Performance Overview

- Total Revenue for Q4 FY18 was up Rs. 1,689 million as against Rs.1648 million in Q4FY17. Revenue for FY18 was Rs. 10,732 million as against Rs.9,942 million in FY17. The revenue posted registered a marginal 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.

- ❑ IIL posted an EBIDTA of Rs. 1,511 million with EBIDTA margin of 14.08 %, which is significantly higher compared to previous year i.e. FY2017. IIL has been able to demonstrate a buoyant growth of 219 bps on account of higher realization in the Maharatna category, change of product mix and additions of new products contributing higher margins.
- ❑ The PAT for FY18 stood at Rs. 840 million compare to Rs. 594 million in FY17 which records a growth of 40% and 16.05% CAGR over the last 5 years. This ideally showcases that the core focus of IIL is growing their profitability YoY as per the guidance given by the management.
- ❑ 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 since we've a leverage market presence and execution capabilities. Launch of new products gives us depth in our offerings to the markets and expanding geographical reach using existing library of dossiers using Two-fold strategy of further penetrating existing markets and entering new markets. We focus on innovative formulations, creating brands, customer engagement and market expansion through own registrations. 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.

The company has introduced a revolutionary organic product to answer the problem of soil degradation. At the same time, we will remain committed on improving our product mix, ongoing branding initiatives and new product offerings. The company has always been working towards providing better solutions to farmers and improving their livelihood and it's 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. The Company keeps adding new products every year and is



continuously on the lookout to bring the latest technology to Indian Farmers. By following 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:

For further information contact:

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Disclaimer:

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