



Insecticides India Ltd.

CIN:L65991DL1996PLC083909

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

Q3FY2018 Performance Highlights

Total Revenue for Q3 reported at Rs.1,757million

EBITDA at Rs.228million, up 32.56% QoQ

PAT increased by 68% QoQ to Rs.96 million

New Delhi, 7 February,2018:Insecticides India Ltd. (IIL), one of the premier agrochemical companies of India,announced its financial results for the quarterand nine months ended onDecember 31 2017.

Particulars (Rs. mn)	Quarter Ended		9 Months Ended		Shift %
	FY18 Q3	FY17 Q3	FY18 9M	FY17 9M	
Total Revenue	1,757	1,555	9,403	8,996	4.52%
EBITDA	228	172	1,320	1,010	30.69%
EBITDA Margin %	12.99%	11.13%	14.04%	11.23%	25.05%
PBT	146	83	1,066	734	45.23%
PAT	96	57	762	521	46.45%
PAT Margin	5.48%	3.71%	8.11%	5.79%	40.13%

FY18Q3 & 9M Performance Overview

- Total Revenue for the third quarter i.e. Q3 FY18 was up as against last year i.e.Rs.1,757million as against Rs.1,555million in Q3FY17. 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 32.56% QoQ to Rs. 228 million in December quarter FY18 from Rs.172 million in Q3FY17. 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 68% QoQ to Rs. 96 million in Q3 FY18 versus Rs. 57 million in Q3 FY17 as the Company continues to focus on profitable growth
- ❑ Diluted EPS for Q3 FY18 stood at Rs. 4.67 per share as against Rs. 2.79 per share in Q3FY17

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:

For further information contact:

Mr. Sandeep Agarwal - CFO
Insecticides (India) Ltd.
Contact:+91 11 2767 9700
E-mail:sandeep@iilindia.co.in

Vinayak Shirodkar / Krunal Shah
KDA Strategic Advisors LLP
Contact: +91 22 2615 0007/2611 0007
Email: vinayaks@kdg.co.in/krunals@kdg.co.in

Disclaimer:

Certain statements in this document may be forward-looking statements. These statements entail risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. Insecticides (India) Ltd. is under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise. The Company may, from time to time, make additional written and oral forward looking statements, including statements contained in its filings with the regulatory bodies and reports to shareholders.