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|           | TED FINANCIAL RESULTS FOR THE QUARTE                 | Quarter Ended                    |                                 |                               | (₹ In Lacs, Except EPS<br>Year Ended    |                              |  |
|-----------|--|----------------------------------|---------------------------------|-------------------------------|---|------------------------------|--|
| S.<br>Io. | Particulars  | 31st March, 2013<br>(Audited)    | 31st Dec., 2012<br>(Un-audited) | 31st March, 2012<br>(Audited) | 31st March, 2013<br>(Audited)           | 31st March, 201<br>(Audited) |  |
|           | Part I   | (                                | (,                              | [ (,                          | (************************************** | (,                           |  |
| 1         | Net Sales / Income from Operations                   | 11947                            | 12613                           | 8640                          | 65017                                   | 55408                        |  |
|           | Less: Excise Duty                                    | 48                               | 730                             | 170                           | 3349                                    | 3233                         |  |
|           | Net Sales/Income from Operations                     | 11899                            | 11883                           | 8470                          | 61668                                   | 52175                        |  |
| 2         | Expenses   |                                  |                                 |                               |   |                              |  |
|           | a) Cost of Materials Consumed                        | 8369                             | 5706                            | 8104                          | 37119                                   | 37532                        |  |
|           | b) Purchase of Stock-in-Trade                        | 298                              | 305                             | (41)                          | 4158                                    | 2939                         |  |
|           | c) Changes in Inventories of Finished Goods,         | (1556)                           | 2731                            | (2905)                        | 192                                     | (4669)                       |  |
|           | Work-in-Progress and Stock in Trade                  | ` ′                              |                                 | ` ′                           |   | , ,                          |  |
|           | d) Employees Benefit Expense                         | 939                              | 591                             | 578                           | 2684                                    | 1730                         |  |
|           | e) Depreciation and Amortisation Expnese             | 151                              | 153                             | 62                            | 576                                     | 236                          |  |
|           | f) Other Expenses                                    | 2968                             | 1498                            | 2060                          | 10584                                   | 9007                         |  |
| .         | Total Expenses                                       | 11169                            | 10984                           | 7858                          | 55313                                   | 46775                        |  |
| 3         | Profit from Operations before Other                  | 730                              | 899                             | 612                           | 6355                                    | 5400                         |  |
| .         | Income and Finance Costs (1-2)                       |                                  | _                               |                               |   |                              |  |
| 1         | Other Income   | 6                                | 1                               | 3                             | 20                                      | 9                            |  |
| 5         | Profit from Ordinary Activities before               | 736                              | 900                             | 615                           | 6375                                    | 5409                         |  |
| ,         | Finance Costs (3+4)                                  | 112                              | 384                             | 236                           | 1735                                    | 1114                         |  |
| ;         | Finance Costs Profit from Ordinary Activities before | 624                              | 516                             | 379                           | 4640                                    | 4295                         |  |
|           | Tax (5-6)  | 024                              | 310                             | 3/9                           | 4040                                    | 4295                         |  |
| 3         | Tax Expense  |                                  |                                 |                               |   |                              |  |
| ' I       | a) Current Tax                                       | 532                              | 28                              | 47                            | 1110                                    | 908                          |  |
|           | b) MAT Credit Entitlement                            | (730)                            | 20                              | T'_                           | (730)                                   | -                            |  |
|           | c) Deferred Tax                                      | 664                              | 23                              | 56                            | 728                                     | 85                           |  |
|           | Total of Taxes                                       | 466                              | 51                              | 103                           | 1108                                    | 993                          |  |
| )         | Net Profit for the period (7-8)                      | 158                              | 465                             | 276                           | 3532                                    | 3302                         |  |
| 10        | Paid-up Equity Share Capital                         | 1268                             | 1268                            | 1268                          | 1268                                    | 1268                         |  |
|           | (Face Value ₹ 10/- Per Share)                        |                                  |                                 |                               |   |                              |  |
| 11        | Reserves excluding Revaluation Reserves as           | -                                | -                               | -                             | 19954                                   | 16948                        |  |
|           | per Balance Sheet of Previous Accounting Year        |                                  |                                 |                               |   |                              |  |
| 2         | Earning Per Share (EPS) of (₹ 10/- Each)             |                                  |                                 |                               |   |                              |  |
|           | (Basic & Diluted)                                    | 1.25                             | 3.67                            | 2.18                          | 27.85                                   | 26.04                        |  |
|           | Part II  |                                  |                                 |                               |   |                              |  |
| ١.        | PARTICULARS OF SHAREHOLDING Public Shareholding      |                                  |                                 |                               |   |                              |  |
|           | - Number of Shares                                   | 3210266                          | 3210266                         | 3210266                       | 3210266                                 | 3210266                      |  |
|           | - Percentage of Shareholdings                        | 25.31                            | 25.31                           | 25.31                         | 25.31                                   | 25.31                        |  |
| :         | Promoters and Promoter Group Shareholdings           | 20.01                            | 23.31                           | 23.31                         | 20.01                                   | 20.01                        |  |
|           | a) Pledged/Encumbered                                |                                  |                                 |                               |   |                              |  |
|           | - Number of Shares                                   | _                                | _                               | _                             | _                                       | _                            |  |
|           | - Percentage of Shares (As a % of the Total          | _                                | -                               | -                             | -                                       | -                            |  |
|           | Shareholding of Promoter and Promoter Group)         |                                  |                                 |                               |   |                              |  |
|           | - Percentage of Shares (As a % of the Total Share    | -                                | -                               | -                             | -                                       | -                            |  |
|           | Capital of the Company                               |                                  |                                 |                               |   |                              |  |
|           | b) Non-Encumbered                                    |                                  |                                 |                               |   |                              |  |
|           | - Number of Shares                                   | 9472700                          | 9472700                         | 9472700                       | 9472700                                 | 9472700                      |  |
|           | - Percentage of Shares (As a % of the Total          | 100%                             | 100%                            | 100%                          | 100%                                    | 100%                         |  |
|           | Shareholding of Promoter and Promoter Group)         | 74.00                            | 74.00                           | 74.00                         | 74.00                                   | 74.00                        |  |
|           | - Percentage of Shares (As a % of the Total Share    | 74.69                            | 74.69                           | 74.69                         | 74.69                                   | 74.69                        |  |
| _         | Capital of the Company                               | Overstern Frederic               |                                 |                               |   |                              |  |
| 3         | INVESTOR COMPLAINTS                                  | Quarter Ended<br>31st March 2013 |                                 |                               |   |                              |  |
| T         | Pending at the Beginning of the Quarter              | Nil                              |                                 |                               |   |                              |  |
|           | Received During the Quarter                          | 1                                |                                 |                               |   |                              |  |
|           | Disposed of During the Quarter                       | i                                |                                 |                               |   |                              |  |
|           |  |                                  |                                 |                               |   |                              |  |

| SEGMENT WISE REVENUE | RESULTS AN | D CAPITAL | EMPLOYED |  |
|----------------------|------------|-----------|----------|--|

|     | MENT WISE REVENUE, RESULTS AND CAPIT.   |  | Quarter Ended   | (₹ In Lacs)<br>Year Ended   |  |                    |
|-----|---|--|---|---|--|--------------------|
| S.  | Particulars   | 31st March, 2013   | 31st Dec., 2012   | 31st March, 2012  | 31st March, 2013   | 31st March, 2012   |
| No. |   | (Audited)  | (Un-audited)  | (Audited)   | (Audited)  | (Audited)          |
| 2   | Segment Revenue (Sales and Other Operating Income) a) Formulations b) Technical c) Unallocated Total Segment Revenue Less: Inter Segment Revenue Net Sales/Income from Operation Segment Results (Profit Before Tax and Interest from Ordinary Activities a) Formulations b) Technical c) Unallocated Total Segment Results Less: Finance Costs Add: Un-allocable Income Total Profit Before Tax Capital Employed (Segment Assets - Segment Liabilities) a) Formulations b) Technical | 9846<br>5599<br>-<br>15445<br>3545<br>11900<br>-<br>-<br>731<br>731<br>113<br>6<br>624 | 10679<br>1594<br>-<br>12274<br>391<br>11883<br>-<br>899<br>899<br>384<br>1<br>516 | 6547<br>2963<br>-<br>9510<br>1039<br>8471<br>-<br>1102<br>1102<br>1102<br>724<br>3<br>380 | 54512<br>17078<br>-<br>71590<br>9922<br>61668<br>-<br>6355<br>6355<br>1736<br>21<br>4640 | 46729<br>10420<br> |
|     | c) Unallocated  | 42050  | 44128   | 22623   | 42050  | 22623              |
|     | Total Capital Employed  | <b>42050</b>   | <b>44128</b>  | <b>22623</b>  | <b>42050</b>   | <b>22623</b>       |

# NOTES:

- 1. The above Audited Financial Results were reviewed by the Audit Committee and thereafter were approved and taken on record by the Board of Directors in its Meeting held on 25th May, 2013. The auditor report of the Company in that respect is submitted to the Stock Exchanges.
- 2. The Board of Directors has recommended a dividend of ₹ 3.00/- per equity share of ₹ 10/- each (i.e. 30%), subject to approval of shareholders
- 3. Provisions have been made in accordance with Accounting Standard AS 15 (Revised) for employee benefits as per Actuarial Valuation.
- $4. \ \ Figures of the previous year have been regrouped/rearranged/reclassified wherever necessary, to make them comparable.$
- 6. Due to volatility in Forex market, company had suffered a loss of ₹412 Lac during the year .
- 7. During the year, the company has taken MAT credit entitlement as per the guidance note issued by ICAI.

# **MULTIPLE EFFORTS**









| STA       | TEMENT OF ASSETS AND LIABILITIES                                | (₹ In Lacs)                            |  |
|-----------|---|--|--|
| S.<br>No. | Particulars   | As At<br>31st March, 2013<br>(Audited) | As At<br>31st March, 2012<br>(Audited) |
| Α         | EQUITY AND LIABILITIES  |  |  |
| 1         | Shareholders Funds  |  |  |
|           | a) Share Capital  | 1268                                   | 1268                                   |
|           | b) Reserve and Surplus     Sub-total - Shareholders' Funds      | 19954<br><b>21222</b>                  | 16948<br><b>18216</b>                  |
| 2         | Non-current Liablilities  | 21222                                  | 18216                                  |
| 4         | a) Long-term Borrowings   | 3008                                   | 3825                                   |
|           | b) Deferred Tax Liabillities (Net)                              | 1018                                   | 290                                    |
|           | c) Other Long-term Liabilities                                  | 484                                    | 223                                    |
|           | d) Long-term Provisions   | 57                                     | 68                                     |
|           | Sub-total - Non-current Liabilities                             | 4567                                   | 4406                                   |
| 3         | Current Liabilities   |  |  |
|           | a) Short-term Borrowings  | 16997                                  | 11515                                  |
|           | b) Trade Payables   | 13068                                  | 11846                                  |
|           | c) Other Current Liabilities                                    | 4919                                   | 3399                                   |
|           | d) Short-term Provisions  | 2441                                   | 2647                                   |
|           | Sub-total - Current Liabilities                                 | 37425                                  | 29407                                  |
| $\perp$   | TOTAL - EQUITY AND LIABILITIES                                  | 63214                                  | 52029                                  |
| В         | ASSETS  |  |  |
| 1         | Non-current Assets  | 40500                                  | 4.4000                                 |
|           | a) Fixed Assets   | 18522<br>3160                          | 14322<br>2551                          |
|           | b) Long-term Loans and Advances     c) Other Non-current Assets | 474                                    | 305                                    |
|           | Sub-total - Non-current Assets                                  | 22156                                  | 17178                                  |
| 2         | Current Assets  | 22130                                  | 17170                                  |
| -         | a) Inventories  | 22535                                  | 20242                                  |
|           | b) Trade Receivables  | 11651                                  | 8921                                   |
|           | c) Cash and Cash Equivalents                                    | 469                                    | 1775                                   |
|           | d) Short-term Loans and Advances                                | 4629                                   | 2763                                   |
|           | e) Other Current Assets   | 1774                                   | 1150                                   |
|           | Sub-total Current Assets  | 41058                                  | 34851                                  |
|           | TOTAL - ASSETS  | 63214                                  | 52029                                  |

# Notes for Segmental Information:

# **Primary Segments**

The Company is engaged in the business of Formulation of Pesticides and Manufacturing of Technical Pesticides.

## Segmental Capital Employed

 $Segregation\ of\ current\ assets,\ liabilities\ and\ other\ non-cash\ expenses\ into\ various\ primary\ segments\ has\ not\ been\ done\ as\ these$ assets are used interchangeably between segments. Accordingly no disclosure relating to Segmental assets and liabilities has been made.

For Insecticides (India) Limited Sd/-(Rajesh Aggarwal) Managing Director & CEO

Place: Delhi Date: May 25, 2013