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CIN : L65991DL1996PLC083909



**insecticides**  
(INDIA) LIMITED

**February 08, 2018**

**The Manager**

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

**Sub: Press Release**

Please find enclosed the press release titled "Q3FY 2018 Performance Highlights"

This will also be made available on the website of the Company at [www.insecticidesindia.com](http://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

## 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 quarter and nine months ended on December 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