



# NACL Industries Limited

Ref: NACL/SE/2021-22

January 29, 2022

**1) BSE Limited,**

Phiroze Jeejeebhoy Towers,

Dalal Street,

Fort, Mumbai,

**Mumbai - 400001**

Company Code:524709

**2) National Stock Exchange of India Ltd**

Exchange Plaza, 5<sup>th</sup> Floor

Plot No.C/1 G Block, Bandra-Kurla

Complex, Bandra (E)

**Mumbai-400051**

Script ID: NACLIND

Dear Sir,

**Sub: Press Release**

**Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- reg.**

Please find enclosed a copy of communication released to the press.

Kindly take the same on records.

Thanking you

**for NACL Industries Limited**

**Satish Kumar Subudhi**

Vice President-Legal & Company Secretary

Encl: As above





# NACL Industries Limited

January 28, 2022

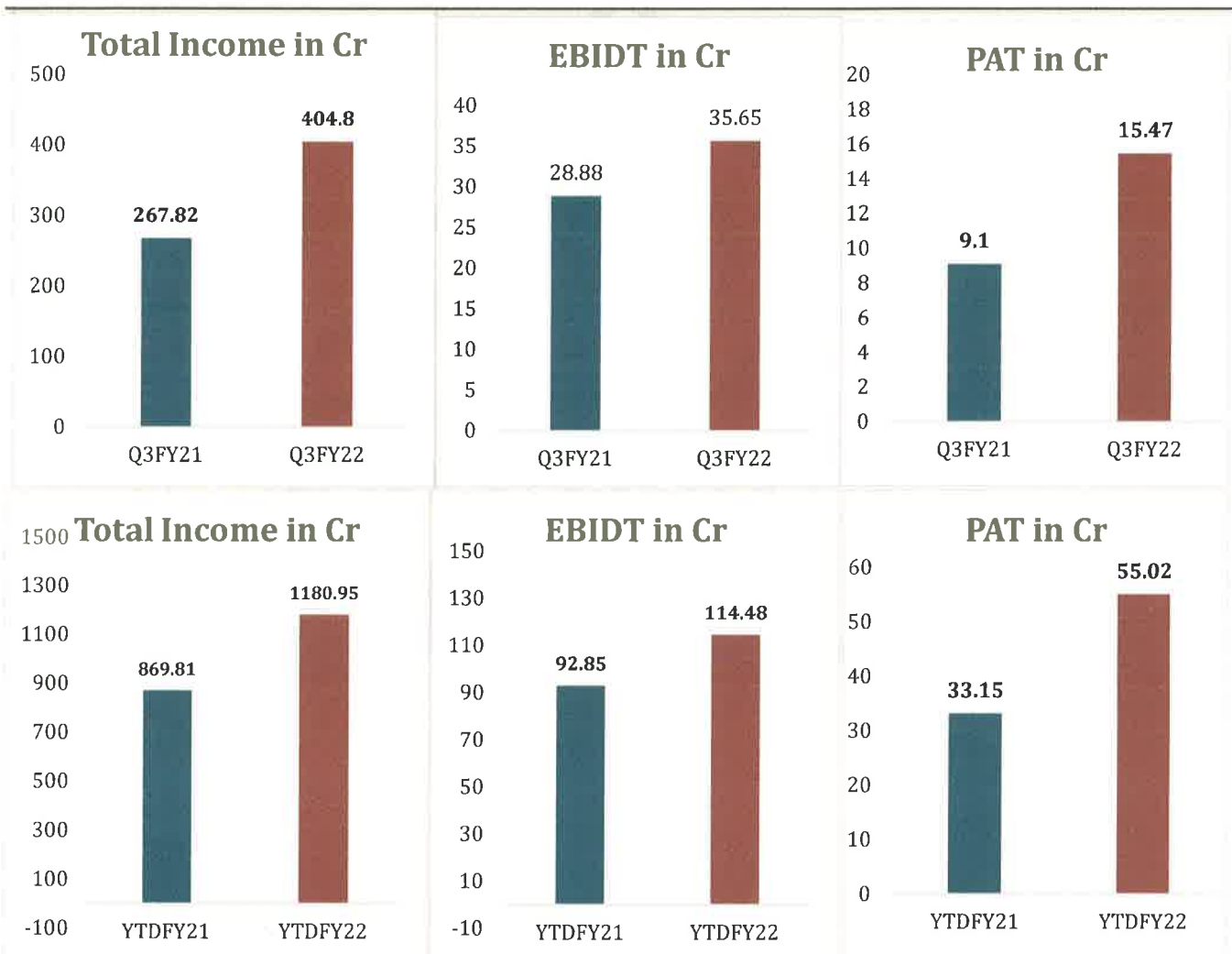
Press Release

## Highlights of the Company Performance in Q3 2021-22

Total income for the Quarter ended December 31, 2021 is ₹ 404.80 Cr, registering a growth of 51%, Earnings Before Interest, Depreciation and Tax (EBIDT) and Profit After Tax (PAT) for the Quarter ended December 31, 2021 stood at ₹ 35.65 Cr and ₹ 15.47 Cr respectively compared to ₹ 28.88 Cr and ₹ 9.10 Cr in the corresponding period of previous year.

Total income for the Nine months ended December 31, 2021 is ₹ 1180.95 Cr, registering a growth of 36%, Earnings Before Interest, Depreciation and Tax (EBIDT) and Profit After Tax (PAT) for the Nine months ended December 31, 2021 stood at ₹ 114.48 Cr and ₹ 55.02 Cr respectively compared to ₹ 92.85 Cr and ₹ 33.15 Cr in the corresponding period of previous year.

### Performance at Glance




## Key Updates on Q3 2021-22

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- For the quarter ending December'21, Exports business has almost doubled over the last year. Thrust on key account management has resulted in encouraging business from MNCs. Commercialization of new formulation source registrations generated more formulation business. Focus on trading opportunities improved technical trading business. Energy crisis in China led to shortage and increase in prices of RMs. The outlook for Q-4 looks positive with positive forecast for both technicals and formulations. However logistic issues and energy crisis in China might affect the performance to some extent.
- Domestic retail witnessed a growth of 24% over the corresponding quarter of last year, despite very challenging market conditions and reduced demand for agrochemicals on account of unseasonal rains in AP, Telangana, TN, Maharashtra and East. In addition to this occurrence of new pests led to significant uprooting of chilli crop in AP, Telangana and Karnataka. We also witnessed significant reduction in Cumin acreage in Central India with a shift happening towards oil seeds. All the above factors created a very challenging market condition. However, we were able to maximize our business through opportunities in other parts of the country.
- Srikakulam & Ethakota Manufacturing units are being operated at optimum level meeting all safety and statutory requirements. A new insecticide production line is successfully commissioned and a fungicide production line capacity is enhanced to cater to the increasing demand. The company has been maintaining its operations following the prescribed safety protocols for the pandemic.
- Continuously working to build a strong pipeline of Intermediates & Technical products for Global and Indian market through development and registrations. Processes are being developed for manufacture of an import substitute intermediates for making Active Ingredients (AIs).
- R&D Function is working on various AIs and Formulations for overseas and Indian Customers.
- Construction activities at Dahej in Gujarat for greenfield project are progressing well and is as per schedule.
- The Board of Directors in their meeting held on January 28, 2022 approved an interim dividend of ₹ 0.15 per Equity Shares of ₹1 each.

## Comments from Mr. Pavan Kumar, MD & CEO

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Results for the third quarter ending 31<sup>st</sup> Dec 2021 reflect continued progress towards the company's long-term goals. The Company returned to a steady growth path on both revenue and EBITDA and laid the foundation for sustainable transformation and progress.

The Company recorded sector-leading business growth in some segments despite challenging external conditions such as the pandemic, raw material supply constraints and increase costs, logistics challenges, etc. The Company's projects are progressing well and the outlook for Q4 is positive.



## About NACL

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NACL was established as an Agrochemical Company in 1993. The Company started as an Active Ingredient manufacturer and has built a sizable business in Domestic Retail, Institutional Business and Exports, with many of the customers being large MNCs with longstanding relationships. The Company has also emerged as a strong player in the formulations business with over 50 products covering all major crops. In formulations. The Company manufactures products in all major categories such as Insecticides, Herbicides, Fungicides and Plant Growth Regulators.

For more information: visit <https://naclind.com/>

## For NACL Industries Limited



**S. Mani Prasad**  
Head - Corporate HPD

## **Cautionary Statement:**

*Except for historical information, all of the statements, expectations and assumptions, contained in this presentation may be forward-looking statements that involve a number of risks and uncertainties. Although NACL attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. Other important factors which could cause these statements to differ materially include economic conditions, Government policies, dependence on partnerships, retention of key personnel, technological advances that may make our service offerings less competitive; NACL does not undertake to update any forward-looking statements that may be made from time to time.*