



NACL Industries Limited

Ref: NACL/SE/2022-23

February 02, 2023

1) BSE Limited,

Phiroze Jeejeebhoy Towers,

Dalal Street,

Fort, Mumbai,

Mumbai - 400001

Company Code:524709

2) National Stock Exchange of India Ltd

Exchange Plaza, 5th 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 the 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

NACL Industries Limited announces revenue growth of 20% YoY in Q3 FY2023

Sustaining growth despite headwinds

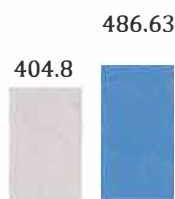
Hyderabad, Feb 01, 2023: NACL Industries Ltd. announced its financial results for the quarter and nine months ended December 31, 2022.

Key Standalone Financial Highlights

- Total income for the Quarter ended December 31, 2022 stood at Rs. 486.63 Cr, registering a YOY growth of 20%
- EBITDA and PAT for the quarter stood at Rs. 39.91 Cr and Rs. 16 Cr respectively compared to Rs. 35.65 Cr and Rs. 15.47 Cr in the corresponding period of the previous year
- Total income for the nine months ended Dec 31, 2022 stood at Rs. 1534.07 Cr, registering a YoY growth of 30%
- EBITDA and PAT for the nine months ended December 31, 2022 stood at Rs. 134.71 Cr and Rs. 61.14 Cr respectively compared to Rs. 114.48 Cr and Rs. 55.02 Cr in the corresponding period of the previous year

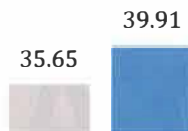
Performance at Glance

Total Income (Rs. Cr)



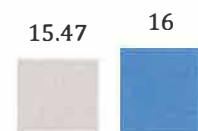
■ Q3 FY22 ■ Q3 FY23

EBITDA (Rs. Cr)



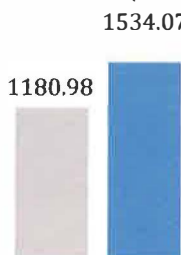
■ Q3 FY22 ■ Q3 FY23

PAT (Rs. Cr)



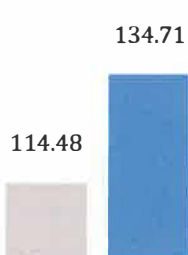
■ Q3 FY22 ■ Q3 FY23

Total Income (Rs. Cr)



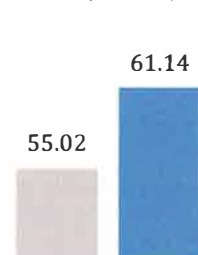
■ YTD FY22 ■ YTD FY23

EBITDA (Rs. Cr)



■ YTD FY22 ■ YTD FY23

PAT (Rs. Cr)



■ YTD FY22 ■ YTD FY23



Key Updates for Q3 FY23

- Exports contributed to 44% of the total revenues during the third quarter of FY 2023. For the quarter and nine months ended December 31, 2022, there was an increase of 22% and 51% respectively over the same period last year.
- The domestic retail business performed well and achieved a growth of 19% in Q3 & 18% over the 9 months ended December 31, 2022, despite the headwinds caused by unseasonal rains in Kharif and high inventory in the market impacting liquidation. Additionally, the lower acreage of commercial crops, is likely to result in single digit growth across most of the industry in this quarter.
- The flagship Plant at Srikakulam has achieved a 7% increase in production as compared to same period in Q3 of last year. The brownfield capacity expansion is on schedule, and the revised Consent for Operations (CFO) for 46.1 TPD (16826 TPA) has been received.
- Import of raw materials was challenging due to partial closures and lockdowns in several parts of China. Steep fall in input prices and slackening of retail demand came together in hurting businesses, holding inventory at higher cost.
- The Greenfield site at Dahej, Gujarat has successfully commenced its commercial production (first phase of the project with capacity of 6000MT per annum) with effect from December 28, 2022.
- A Wholly Owned Subsidiary (WoS) in the name and style "NACL Industries (NIGERIA) Limited" has been duly incorporated in Nigeria to carry out the sales & marketing of agri-input products in Nigeria/Other African Countries.
- The company's Board, in its meeting on January 31, 2023 approved the formation of a Wholly Owned Subsidiary (WoS) in the name and style M/s.NACL Agri-Solutions Private Limited (subject to approval by Ministry of Corporate Affairs), with the intent to provide integrated farm solutions to customers.
- The Company has declared second Interim Dividend of Rs.0.15/- per equity share (i.e 15% of Face Value) on equity share of Rs.1/- each fully paid up for the financial year 2022-23

Comments from Mr. Pavan Kumar, MD & CEO

"Post the strong Q2 results, our Company continues to sustain its growth momentum in Q3 FY23 despite industry-wide headwinds.

In an exceptionally challenging quarter, it is heartening that the Company has been able to hold its own and remains steadfast and confident in its pursuit of sustainable, all-round progress. Trusted relationships with all our stakeholders continue to be our foundation.

With the Greenfield site at Dahej commencing commercial production, brownfield capacity expansion in Srikakulam remaining on course and the growing customer interest in doing more business, the Company is set to scale further heights"

About NACL

NACL has been an established, integrated player in the Agrochemical industry, having commenced business in 1993. The Company is reckoned as a reliable manufacturer of quality active Ingredients, intermediates and branded formulations and built sizable businesses in Domestic Retail, Institutional and Export segments. Many of the Company's customers are large MNCs with longstanding relationships. Retail formulations business has a nationwide distribution footprint with over 50 brands covering all major crops and product-categories such as Insecticides, Herbicides, Fungicides and Plant Growth Regulators.

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

Investor Relations Contact:

Prem Sagar Raju Addala
CSR, PR and Corporate communication
NACL Industries Limited
Phone : +91 9121044947
Email : premsagar@naclind.com

Pradip Seth
Investor Relations
S-Ancial Technologies Pvt. Ltd.
Phone :+91 99673 67890
Email : pradip@s-ancial.com,

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.