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Press Release

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## **Q3 FY'13 Revenues show robust growth of 49% at Rs.2,826 million Q3 FY'13 Net Profit doubles to Rs.239.6 million**

**Gurgaon, February 12, 2013:** PI Industries Limited (PI), a leading Indian Agri-Input and Custom Synthesis company announced its financial results for the third quarter and nine-months ended December 31, 2012.

### **Financial Highlights for the nine-months ended 31<sup>st</sup> December, 2012**

#### **Net Revenue**

Net Revenue stood at Rs. 8,201.6 million, growing 28% YoY on account of a ~55% improvement in custom synthesis exports

#### **EBITDA**

EBITDA showed healthy growth of 28% to Rs.1,431 million YoY. EBITDA margins stood strong at 17.5% on account of improved product mix and operating leveraging benefits.

#### **Pre-tax Earnings**

Profit Before Tax stood at Rs.1,068 million. It includes an exchange fluctuation loss of Rs. 39.6 million as compared to a loss last year of Rs. 62.2 million.

#### **Post-tax Earnings**

Net Profit came in at Rs.732.5 million, up 34% from last year's profits (after excluding the exceptional profit from the sale of Polymer Compounding business) resulting in a Basic EPS of Rs.29.15 per share.

### **Financial Highlights for the quarter ended 31<sup>st</sup> December, 2012**

#### **Net Revenue**

Net Revenue improved 49% at Rs.2,825.9 million mainly on account of significant growth contribution of custom synthesis of ~100% YoY from last year.



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### **EBITDA**

EBITDA stood at Rs. 474 million, up 51% YoY. The margins were at 16.8% backed by judicious portfolio of products in the domestic business and robust scale-up in exports.

### **Pre-tax Earnings**

Profit Before Tax was at Rs. 359.6 million. It includes an exchange fluctuation gain of Rs. 6.9 million from a loss last year of Rs. 64.9 million.

### **Post-tax Earnings**

Net Profit came in at Rs.239.6 million thereby giving a Basic EPS of Rs.9.54 per share.

### **Commenting on the performance Mr. Mayank Singhal, Managing Director & CEO, PI Industries Ltd., said;**

*“The upward trend in the quarterly performance of PI is now well-defined. The strong performance of the exports business was on expected lines, we also have visibility of the volumes ramp-up for the existing line-up. As the commercialisation of these molecules picks-up, PI will stand to be an obvious beneficiary as most of these products are patented and early stages of their life cycle. The roadmap for growth is even more exciting given the capacity augmentation by way of the Jambusar facility and planned launch of new products in coming quarters.*”

*While the domestic season has been challenging this year so far due to adverse agro-climatic conditions in major agriculture areas in India, however given the robust pipeline of products and overall strength/potential of the Indian agri- input industry, we remain very positive about growth potential of this market segment for us.”*

### **Corporate Developments**

#### ***PI concluded QIP process, raises Rs.117.33 crores at Rs.609.60 per share***

The Company’s QIP issue saw participation by some highly reputed investors in India and abroad. Post issue, the promoters holding will be 58.85% as against 63.35% on December 31, 2012.

#### ***Jambusar facility commissioned***

PI commissioned its dedicated facility for custom synthesis exports at the Jambusar SEZ. A significant portion of the volumes growth going forward will be delivered from this new plant, which got commissioned in January 2013.



### **Share Split**

Subject to the approval of the share holders, the Board has recommended split in the stock face value of equity shares from Rs.5/- each to Rs.1/- each.

### **Outlook**

A rising share of in-licensed products will trigger enhancement of the domestic business. Distinctive positioning of existing and newly introduced molecules to drive continued volume upside. The optimistic outlook will be determined by:

- Leadership approach to building brands around innovative products which are introduced with specific requirements of the market in mind; new launches planned for next fiscal year
- Higher acreages in Rabi especially in wheat, where the increase is seen to be above 5% of average levels

Growth in custom synthesis exports will be led by increase in the size of the already commercialized molecules. Operating leverage will drive the expansion in margins given the apparent visibility for 18-24 months. The outlook for the ensuing months will be guided by:

- Novel products slated for launch which will ramp-up in line with higher global registrations.
- Attractive basket of products in various stages of development, to further add to PI's growth in the coming years.
- Substantial upside from the Jambusar facility, as delivery of orders on hand accelerates. PI drawing roadmap for the expansion of capacity.



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**About PI Industries Ltd. (PI)**

Incorporated in 1947, PI Industries (BSE: 523642, NSE: PIIND, ISIN ID: INE603J01022) focuses on Agri-Input and Custom Synthesis with strength of over 1,100 employees, PI Industries currently operates three formulation and two manufacturing facilities as well as four multi-product plants under its three manufacturing locations across Jammu and Gujarat. These state-of-art facilities have integrated process development teams with in-house engineering capabilities. PI Industries is into following segments:

Domestic Agri-Input

PI is one of India's leading players in the Agri-Input industry, primarily dealing in agro-chemicals, specialty fertilizers, plant nutrients and seeds. This venture is the flagship business (unit) for which PI enjoys tremendous brand recognition across several industry leading products. The Company has exclusive rights with several global Corporations for distribution in India and is constantly evaluating prospects to further expand its product portfolio. Given the inevitable surge in demand for food grain production in the agriculture sector, the opportunities for Agro-Chem Companies are innumerable. PI Industries is favorably positioned to contribute to the growth in this space by leveraging its long-standing association with business partners and intensive network of distributors across India.

Custom Synthesis Exports

Here PI focuses on Custom Synthesis, which entails dealing in custom synthesis and contract manufacturing of chemicals including techno commercial evaluation of chemical processes, process development, lab & pilot scale up as well as commercial production. The Company has an impressive product portfolio as result of exclusive tie-ups with leading agro-chemical, pharmaceutical and fine chemical companies around the world. PI has made substantial investments in building state of art process research and manufacturing facilities of chemical intermediates and active ingredients with special focus on strong process R&D capabilities. Custom Synthesis is expected to be the primary growth driver with strong revenue visibility for P I as India continues to be a preferred destination for outsourcing Custom Synthesis and contract manufacturing related projects. With exceptional growth opportunities in the offing, this segment is poised for great success. For further information please visit: [www.piindustries.com](http://www.piindustries.com)

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