

# NACL Industries Limited

(formerly known as 'Nagarjuna Agrichem Limited')



Ref: NACL/SE/2019-20

30<sup>th</sup> May, 2019

**1) BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai,  
**Mumbai - 400001.**

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

Exchange Plaza, 5th Floor  
Plot No. C/1 G Block,  
Bandra -Kurla Complex, Bandra (E)  
**Mumbai-400051.**

Dear Sir,

**Sub: Press Release-reg.**

Ref: 1) Regulation 30 (Disclosure of events or information) under SEBI (LODR)  
Regulations, 2015

2) Security Code: 524709 - Symbol: NACLIND

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

Kindly take the same on records and oblige.

Thanking you

**for NACL Industries Limited**

**Satish Kumar Subudhi**

Company Secretary & Head-Legal

Encl: As above

Regd. Office : Plot No. 12-A, 'C' Block, Lakshmi Towers, No. 8-2-248/1/7/78, Nagarjuna Hills, Panjagutta, Hyderabad - 500 082, Telangana, INDIA.

Phone : +91-40-33605100/123, Fax : +91-40-23358062 E-mail : [info@naclind.com](mailto:info@naclind.com) Website : [www.naclind.com](http://www.naclind.com)

CIN : L24219TG1986PLC016607

**Factory-Technical :**

Plot # 177, Arinama Akkivalasa Village, Allinagaram  
Post, Etcherla Mandal, Srikakulam - 532403, A.P.  
Phone : +91-08942-231172, 300400 / 401  
Fax : +91-08942-231171

**Factory-Formulation :**

Unit - I, Unit - II  
Ethakota-533238, Ravulapalem Mandal  
East Godavari Dist., A.P.  
Phone : +91-8855-305617 / 627

**R&D Centre :**

Sy. No. 1710 & 1711, Anthireddyguda Road, Nandigaon  
Village & Mandal, R.R.District, Telangana - 509228  
Phone : +91-08548-305004  
Fa x : +91-08548-305801

30<sup>th</sup> May, 2019

**PRESS RELEASE**

**Press Release on the outcome of the Board of Directors' meeting on 29<sup>th</sup> May 2019**

The Board of Directors met on 29<sup>th</sup> May 2019 and considered the following items:

**1. Appointment of new Managing Director and CEO:**

The Board approved and welcomed appointment of Mr M Pavan Kumar as the MD and CEO with effect from 1<sup>st</sup> June 2019. He holds a Master's in Business Management from McGill University, Canada and comes with over three decades of operating and executive management experience working for multinational & Indian organizations in agribusiness, chemicals and other sectors, building sizeable and sustainable businesses. He will lead the Company in its next phase of growth and advancement.

**2. Stepping down of current Managing Director:**

Mr Vijay Shankar is stepping down as MD and from the Board, as he wants to pursue certain personal interests. The Board placed on record its appreciation for the services rendered by Mr V Vijay Shankar, for 8 years, having successfully steered the Company through difficult times.

**3. Induction of new Directors:**

The Board has approved and welcomed induction of below mentioned 3 new Members into the Board

- a. Mr Atul Churiwal and Mr Rajesh Kumar Agarwal – nominee directors of the investors viz., Krishi Rasayan Exports Pvt. Ltd., Group (KREPL). They are Managing Director and Joint Managing Director respectively of the group. KREPL group is an established player in the Agrochemical space in India with revenue of around Rs 1500 crs. Mr Churiwal and Mr Agarwal are well known in the Agrochemical Industry.
- b. Mr K Dorairaj\_ is an Agriculture Graduate with around 5 decades of rich experience in marketing of Fertilizers, Specialty Fertilizers, Pesticides and Organic Input. He is currently a Freelance Agriculture Consultant to various Government / Non-Government Organizations.



**Regd. Office :** Plot No. 12-A, 'C' Block, Lakshmi Towers, No. 8-2-248/1/7/78, Nagarjuna Hills, Panjagutta, Hyderabad - 500 082, Telangana, INDIA.  
Phone : +91-40-33605100/123, Fax : +91-40-23358062 E-mail : [info@naclind.com](mailto:info@naclind.com) Website : [www.naclind.com](http://www.naclind.com)  
CIN : L24219TG1986PLC016607

**Factory-Technical :**

Plot # 177, Arinama Akkivalasa Village, Allinagaram Post, Etcherla Mandal, Srikakulam - 532403, A.P.  
Phone : +91-08942-231172, 300400 / 401  
Fax : +91-08942-231171

**Factory-Formulation :**

Unit - I, Unit - II  
Ethakota-533238, Ravulapalem Mandal  
East Godavari Dist., A.P.  
Phone : +91-8855-305617 / 627

**R&D Centre :**

Sy. No. 1710 & 1711, Anthireddyguda Road, Nandigaon Village & Mandal, R.R.District, Telangana - 509228  
Phone : +91-08548-305004  
Fa x : +91-08548-305801

**4. Financial results of FY 2018-19**

- The Board has approved the results for the FY 2018-19.
- Total income for the year is Rs.891.19 Crs. against Rs. 865.12 Crs. (net of taxes) in the last year, showing a growth of 3%.
- There was a loss in the year and after tax it is Rs. 8.35 Crs., while the PAT was Rs.11.18 Crs. of the previous year.
- The results are mainly on account of the poor seasonal conditions in the Indian market resulting in the Domestic Formulation Revenues being lower than the previous year by 11%. However, Exports have grown by 77% over last year, mainly on account of good off-take from the Contract manufacturing customers.
- The Company's Equity was raised by Rs 35 crs on account of preferential allotment to KREPL Group in March 2019. Further, the promoter and KREPL Group have paid Rs 20 crs towards the warrants issued in March 2019. Accordingly the Company has received Rs 55 crs in March 2019 towards Equity.

**5. Outlook for next year:**

- NACL has signed an Agreement with UPL for manufacture of advance agrochemical intermediates for a period of 5 years with annual revenue of over Rs 75 crores. Production is expected to commence from Q3 of the 2019-20.
- In line with the strategic partnership with KREPL, NACL will be introducing 4 technicals and 7 formulations in the domestic market. These initiatives are expected to commence from Q2 of 2019-20.
- NACL is expected to raise the remaining Equity funds of Rs 60 crores before the end of the 2019-20.
- The Export market is very encouraging with the leading customers giving a strong outlook of orders.



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