



# NACL Industries Limited

## NACL Industries Limited announces revenue growth of 30% for FY 2023-24.

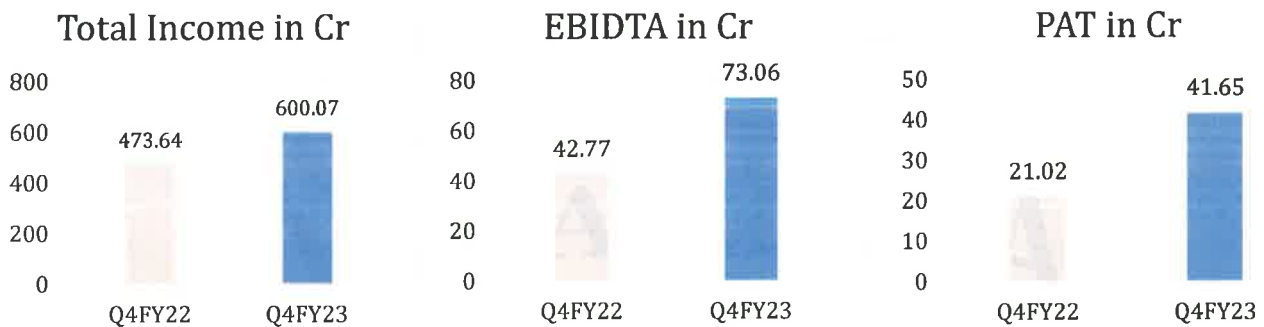
Hyderabad, May 24, 2023: NACL Industries Ltd. announced its financial results for the quarter and financial year ended March 31, 2023.

### Key Standalone Financial Highlights

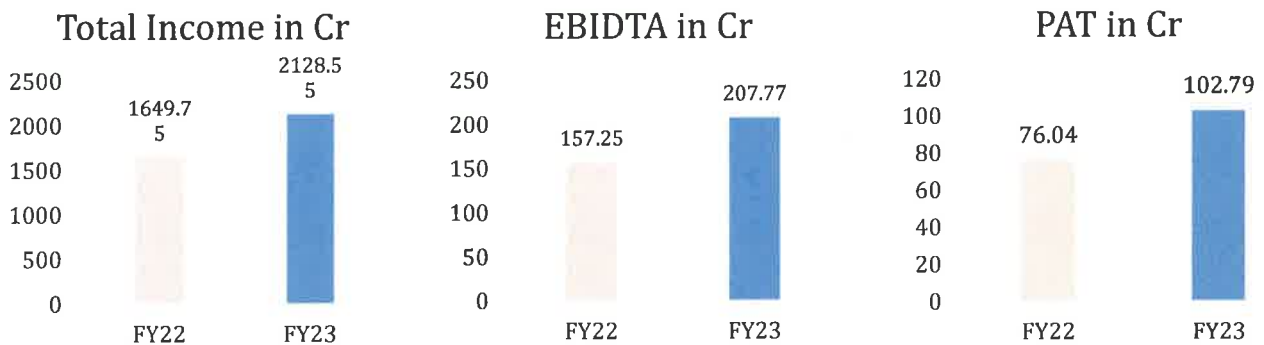
- Total income for the Quarter ended March 31, 2023, stood at Rs. 600.07 Cr, registering a YOY growth of 27%
- EBITDA and PAT for the quarter stood at Rs. 73.06 Cr and Rs. 41.65 Cr respectively compared to Rs. 42.77 Cr and Rs. 21.02 Cr in the corresponding period of the previous year
- Total income for the year ended March 31, 2023, stood at Rs. 2,128.55 Cr, registering a YoY growth of 30%
- EBITDA and PAT for the year ended stood at Rs. 207.77 Cr and Rs. 102.79 Cr respectively compared to Rs. 157.25 Cr and Rs. 76.04 Cr in the corresponding period of the previous year

### Performance at Glance

#### Q4 FY'22 Vs Q4 FY'23



#### FY'22 Vs FY'23



## Key Updates on Q4 2022-23

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- Exports contributed 36% of the total revenues during the fourth quarter of FY 2023. For the year ended 31.03.2023, there was an increase of 41% over the last year. Price pressures and inventory build-up across various segments, suggest a challenging outlook for FY'24.
- The domestic retail business performed exceptionally well and achieved a growth of 48% in Q4 & 27% over the last year. While unseasonal rains in Kharif and high inventory in the market created headwinds, this was mitigated by good monsoons and an increase in acreage in the Rabi season. With normal monsoons being predicted for the upcoming Kharif season, the outlook for Q1 FY'24 remains positive, with several new product launches planned.
- The flagship technical plant in Srikakulam (AP) has achieved its highest monthly production in March 23 reaching 1002 MT, while setting new benchmarks in safety, with innovative new initiatives like the "Suraksha Samelan". It also recently received the "Best Safety Performer" award from CII. Similarly, the formulation plant in Ethakota (AP) also set several new records for highest ever daily and monthly production.
- The Company's raw material supply remains stable, despite the disruption of supplies from China. Prices of intermediates from China have been falling in Q4 FY'23, with the trend expected to continue for Q1 FY'24.
- R&D team is working on improving process for the synthesis of emerging APIs and new agrochemical combination (formulations) for overseas and Indian Customers.
- Mr. Raj Kaul has been appointed as a Non-Executive and Non- Independent Director on the Board of the Company with effect from May 05, 2023.
- M/s. NACL Multichem Private Limited (a Wholly Owned Subsidiary of the Company) was granted Environmental Clearance for its proposed establishment of a manufacturing facility at Ranastalam Mandal, Srikakulam District, Andhra Pradesh, for the manufacturing of various Agrochemicals, Synthetic Organic chemicals and Fluorine based chemicals with a production capacity of 264.615 TPD and a Co-Generation Power Plant (6MW).
- The Greenfield site at Dahej has successfully commenced its commercial production, with two production line working at full designed capacity. The other three production line are expected to ramp up to full capacity by Q3 FY'24.
- The Board of Directors in their meeting held on May 22, 2023, have recommended a final dividend of ₹ 0.25 per Equity Shares of ₹1 each. The total dividend amount for the financial year 2022-23, including the proposed final dividend, amounts to ₹ 0.70 per Equity Shares of ₹1 each.

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

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We are delighted to share the heartening results achieved by NACL in Q4 2023, culminating in a landmark year for the Company, having crossed significant milestones in both revenue and profitability, as it continues on its growth trajectory.

This achievement is the fruit of substantial investments that we have made in our manufacturing capabilities & new products, as well as the dedication of our teams. Despite significant challenges such as geopolitical disruptions, unpredictable weather patterns and input supply challenges, NACL remained resolute in its pursuit of outcomes.

As we continue to chart the way forward for the Company, we are pursuing several promising growth opportunities, and are poised to cross many such milestones on our growth journey. As always, our focus on customer centricity, productivity and sustainability continues to be our North Star, as we strive to keep moving from good to great.

**About NACL**

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NACL is an established, integrated player in the Agrochemical industry, having entered the sector 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. The retail formulations business has a nation-wide 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](mailto:premsagar@naclind.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.*