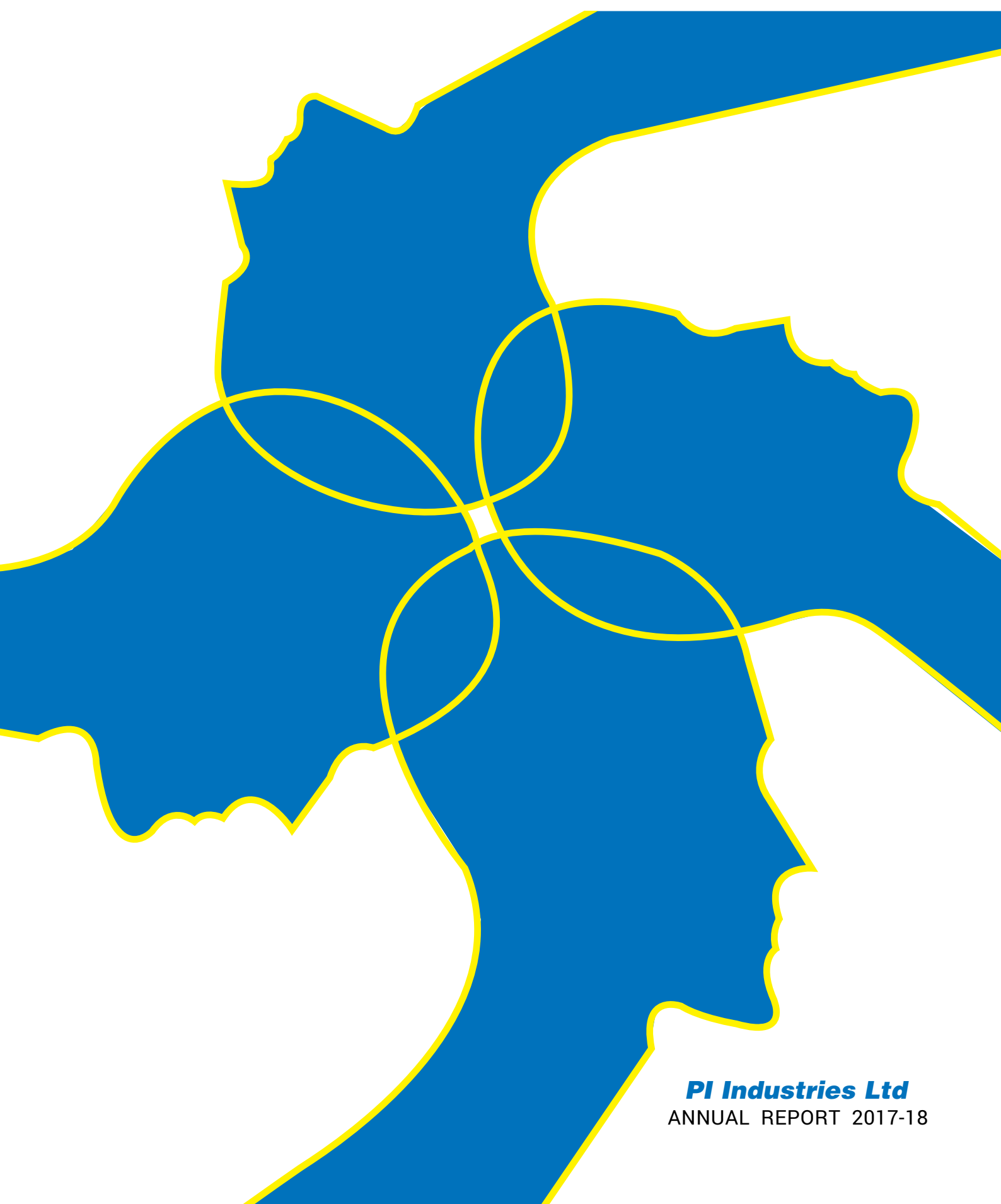


# Innovation<sup>Meets</sup> Collaboration

to build a Better Tomorrow



**PI Industries Ltd**  
ANNUAL REPORT 2017-18



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### Cautionary Statement Regarding Forward-Looking Statement

Statement in this annual report describing the Company's objectives, expectations or forecasts, may be forward-looking within the meaning of applicable securities laws and regulations. Actual results may differ materially from those expressed in the statement. Important factors that could influence PI Industries Limited operations include global and domestic demand and supply conditions affecting selling prices of finished goods, input availability and prices, changes in government regulations, tax laws, economic developments within the country and other factors, such as litigation and industrial relations.





# Innovation Meets Collaboration

to build a Better Tomorrow

**Meeting the growing demand for food through ecologically sustainable practices requires producers to be efficient and innovative. Global players in the agri space are addressing this challenge through new business models, consolidation and a continued focus on research and development.**

Inspired by Science and with a deep understanding of future trends, we at PI continue to build on our unique, integrated, innovation led, partnership-oriented business model across the value chain to provide products and solutions.

The exports CSM business entails understanding of customer needs and using our technological and manufacturing capabilities to provide efficient solutions to global standards of safety and quality. In the domestic brand market, driven by the quest for

market dominance, we are leveraging emerging technology in the digital space to deepen customer intimacy. This helps us develop marketing strategies to connect with our channel partners and farmers and address customer needs efficiently on real-time basis. Our partnerships with global innovators, based on more than four decades of trust, continue to serve us well.

Our people work tirelessly in delivering our vision where science led innovation meets collaboration.

# THE WORLD OF PI

Incorporated in 1947, we, at PI, focus on complex chemistry solutions in the field of Agri-Sciences. Channelising the collective strength of over 2,000 employees, we currently operate 3 formulation facilities and 8 multiproduct plants, strategically located at our 3 manufacturing locations. These state-of-the-art facilities have integrated process development teams with in-house engineering capabilities.

We maintain a strong research presence through our R&D facility at Udaipur, which deploys a dedicated team of more than 300 scientists. The facility includes advanced research and development labs, kilo plants and pilot plants with NABL certification.

Over the years, we have successfully leveraged our capabilities across the Agri-Sciences value chain by providing integrated and innovative solutions to our customers through an enduring partnership. Trust, Integrity and IP protection forms the solid foundation of our business. Having formed partnerships with leading companies globally, we, at PI provide solutions across the fields of research & development, regulatory services, manufacturing services, application development, marketing, distribution and customer connect initiatives.

PI has brought value-added offerings to millions of farmers in the country and across the globe, thereby creating a favourable impression in the minds of the local and global customers.

Given our partnership approach to business At PI Industries, we are geared up to deliver accelerated performance by matching our well-integrated capabilities with attractive global opportunities.



## VISION

“Building on the foundation of trust, we shall be at the forefront of science-led opportunities by delivering innovative solutions.”

## VALUES



**TRUST.**  
**LIKE THE EARTH, WE ARE DEPENDABLE**

We work with integrity of purpose, honesty in action and fairness in all our dealings.



**SPEED.**  
**BLAZING AHEAD, LIKE FIRE**

Quick and agile like fire, we constantly strive to work with speed in the way we observe, think and act.



**ADAPTABILITY.**  
**ADAPTIVE, LIKE WATER**

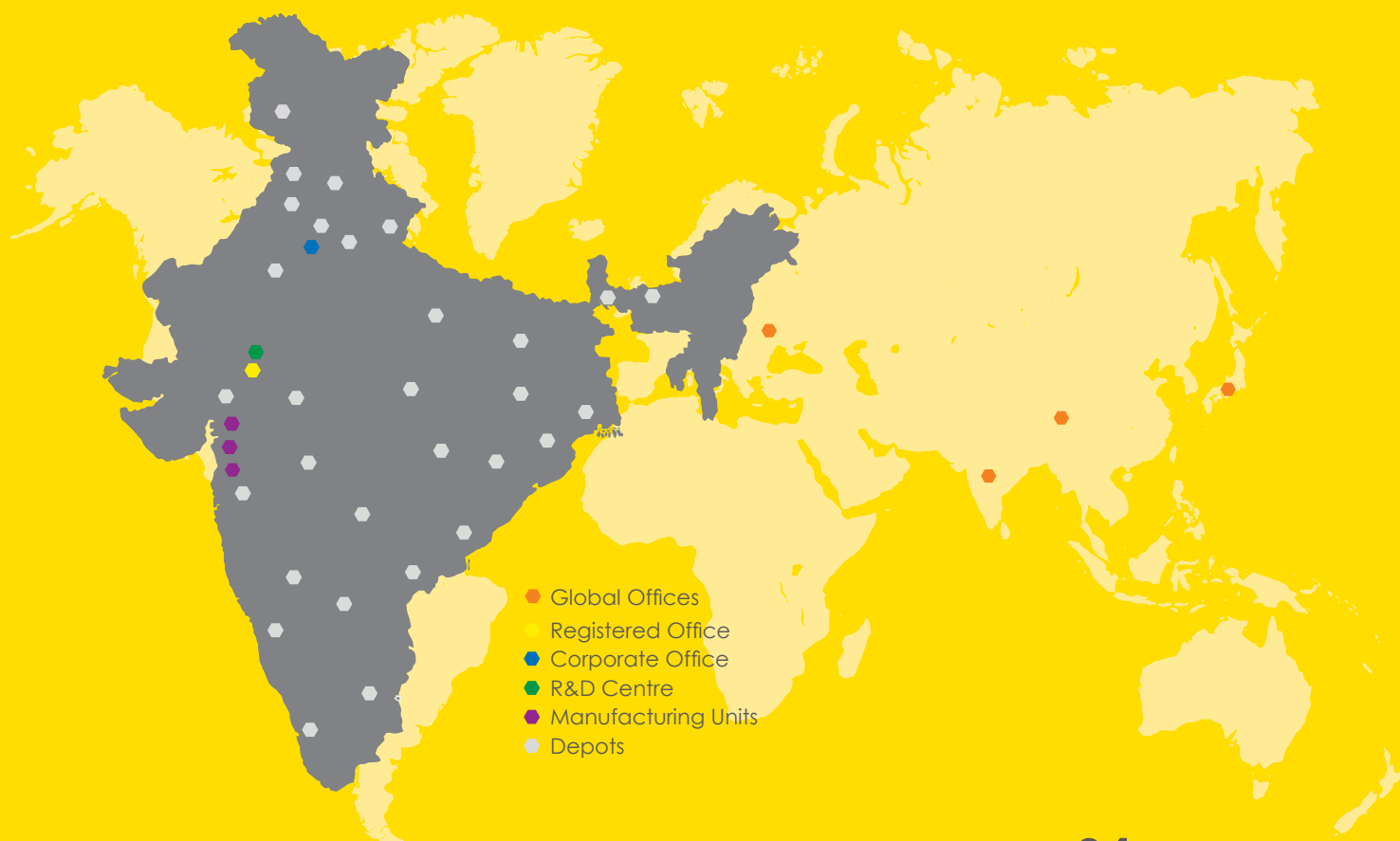
Constantly transforming ourselves like water, we are free flowing, adapting and highly responsive to change.



**INNOVATION.**  
**ENLIVENING, LIKE THE AIR**

A constant quest for reaching new horizons, the never ending search for a better and novel way to do things, Innovation is a way of life for us.

## Geographical Footprint



**60,000+**  
Retail Points

**10,000+**  
Channel Partners

**2,000+**  
People

**04**  
Global Offices

**30**  
Stock Points

**06**  
Continents

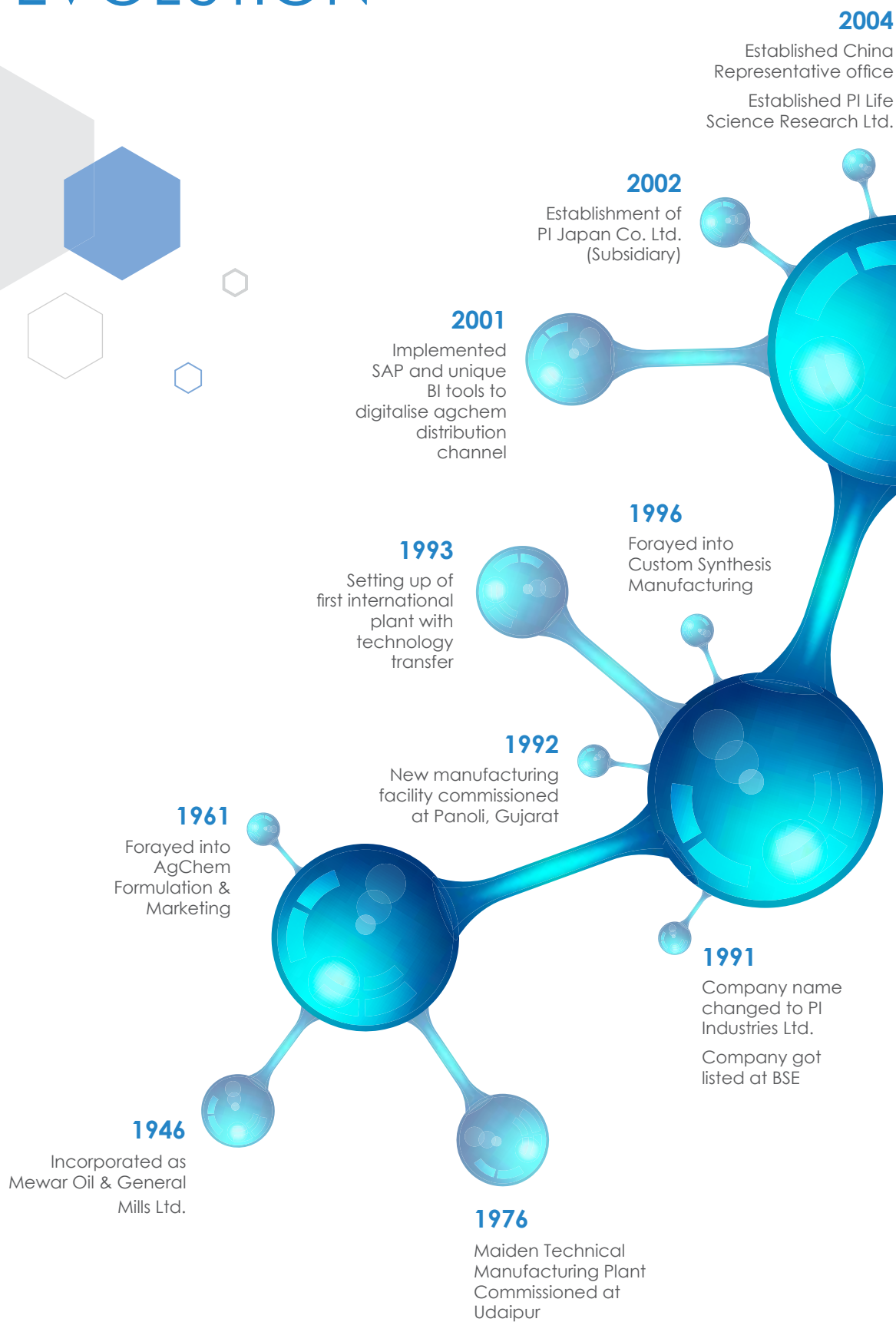
**03**  
Manufacturing  
sites

**30+**  
Countries



Research & Development Centre at Udaipur

# OUR EVOLUTION



## 2010

Got GLP  
Accreditation  
Divested polymer  
business to  
Rhodia, France

## 2012

Established new  
manufacturing site at  
Jambusar, Gujarat  
Established PI Sony  
Research Center at  
Udaipur

## 2011

Company got  
listed at NSE

## 2014

Established a  
marketing office  
in Germany

## 2015

Implemented SAP  
Hana  
Commissioned a  
formulation unit  
at Panoli, Gujarat

## 2016-17

Established a JV with  
Mitsui Chemicals Agro  
Inc., Japan  
Commissioned new R&D  
Centre at Udaipur  
Commissioned two new  
MPP at Jambusar  
Established greenhouse  
testing facility at Udaipur  
Digitalizing R&D and  
manufacturing by  
customised tools

## 2017-18

Established Joint  
Venture with  
Kumiai Chemical  
Industry Co., Ltd.  
Japan  
Simultaneously  
launched 5  
new generation  
products for the  
first time



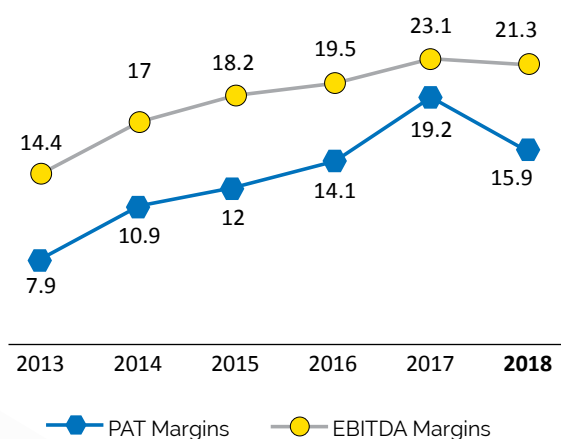
# FINANCIAL HIGHLIGHTS

Key Figures		₹ in crores				
Year Ended March 31	FY 18	FY17	FY16	FY15	FY14	FY13
Revenue from operations *	2308.7	2,382.9	2,197.3	2,032.5	1,680.6	1218.1
EBITDA	492.0	550.5	429.4	370.0	285.6	179.3
Profit Before Tax	463.6	506.5	400.9	352.6	258.0	143.7
PAT	366.5	457.4	309.7	243.2	183.7	96.3
Net Fixed Assets	1085.6	1,020.1	943.0	662.3	566.1	535.4
Cash Profit	449.1	530.0	363.4	292.4	215.1	118.2
EBITDA Margins (%)	21.3	23.1	19.5	18.2	17.0	14.4
PAT Margins (%)	15.9	19.2	14.1	12.0	10.9	7.9
ROE (%)	19.2	28.4	26.8	27.0	26.9	18.4
ROCE (%)	20.5	27.6	32.1	39.4	36.8	27.2
D/E Ratio (In times)	0.04	0.1	0.1	0.1	0.1	0.2
EPS (Face Value @ ₹1)(In ₹)	26.6	33.3	22.6	17.8	13.5	7.6
DPS (Face Value @ ₹1)(In ₹)	4.0	4.0	3.1	2.5	2.0	1.0

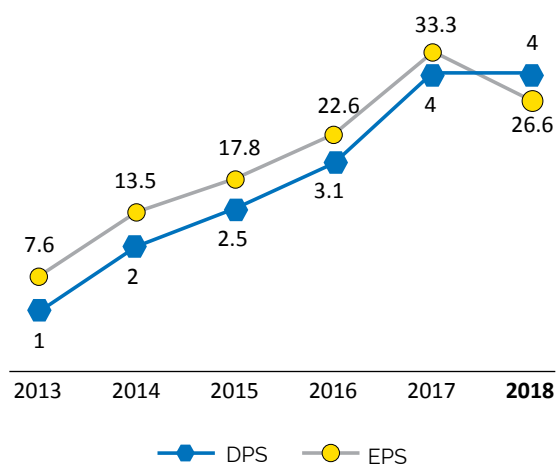
Balance Sheet Summary		₹ in crores				
Year Ended March 31	FY18	FY17	FY16	FY15	FY14	FY13
Non-Current Assets	1,162.9	1,076.9	991.1	726.0	581.2	548.2
Current Assets	1,452.2	1,206.2	943.8	888.7	727.9	580.5
Total	2,615.0	2,283.1	1,934.9	1,614.7	1,309.1	1128.7
Shareholders Funds	1,912.2	1,608.9	1,154.7	902.2	683.1	524.6
Non-Current Liabilities	87.9	122.9	188.5	75.4	113.1	149.9
Current Liabilities	614.9	551.3	591.7	637.1	512.9	454.2
Total	2,615.0	2,283.1	1,934.9	1,614.7	1,309.1	1128.7

\* Comparative figures of Revenue from operations have been regrouped as per the requirement of Ind AS.

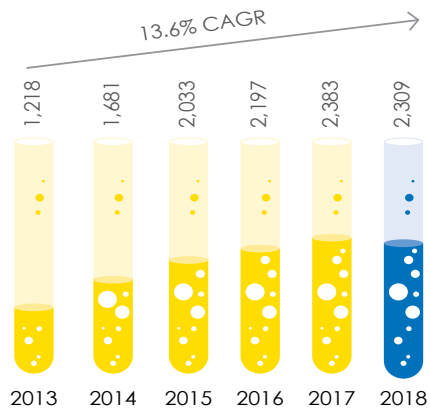
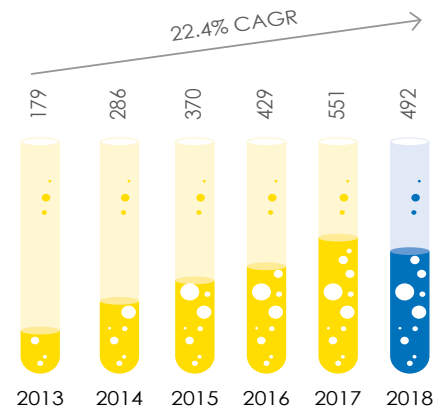
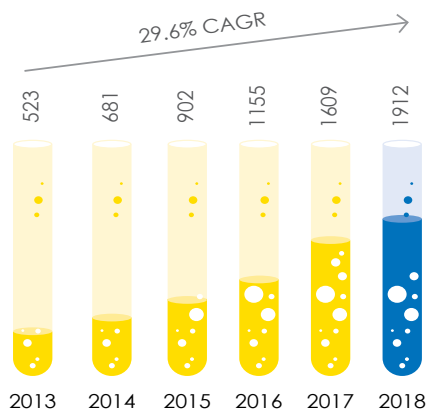
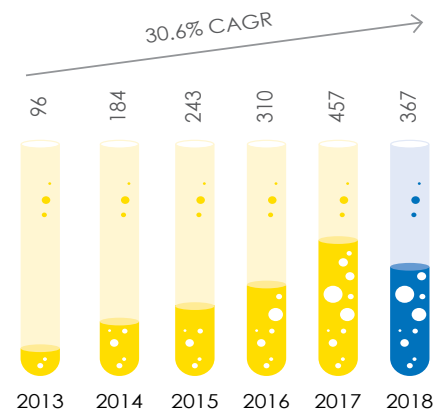
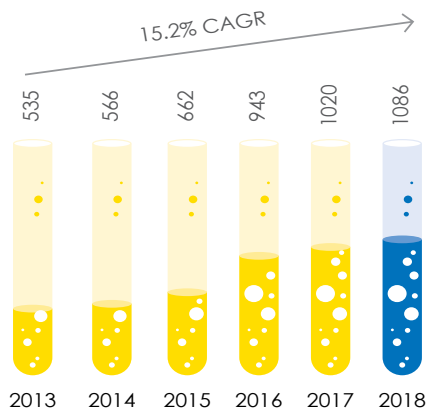
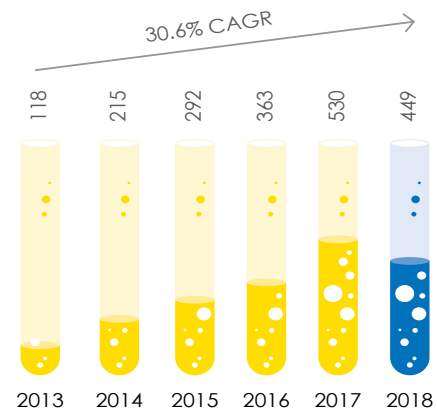
## Profitability Margins (%)



## Per Share Earnings (Face Value @ ₹1)(In ₹)





**Revenue From Operations**  
(₹ Crore)**EBITDA**  
(₹ Crore)**Net Worth**  
(₹ Crore)**Net Profit**  
(₹ Crore)**Net Fixed Assets**  
(₹ Crore)**Cash Profit**  
(₹ Crore)

# CHAIRMAN'S MESSAGE



“Creating, acquiring and assimilating Intellectual Property is PI’s strategy for responsible, sustained and profitable growth. The strides made by our research & development team, innovation in our manufacturing, the deep understanding of customer needs by our IT, marketing and sales teams, and the leadership’s exponential thinking to find solutions will clearly keep PI at the forefront.”

