HESTER

**Hester Biosciences Limited**
Pushpak, 1st Floor
Panchvati Circle
Motilal Hirabhai Road
Ahmedabad 380006
Gujarat, India

**Phone** +91 79 26445106
**Email** mail@hester.in
**Toll Free** 1 800 233 7937
www.hester.in

**CIN** L99999GJ987PLC022333

**19 January 2017**

**To,**
**BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 524669

**To,**
**National Stock Exchange of India Limited**
Exchange Plaza,
Bandra – Kurla Complex,
Bandra (E), Mumbai 400 051

Symbol: HESTERBIO

**Respected Sir/Madam:**

**Subject: Submission of Standalone Unaudited Financial Results for the quarter ended on 31 December 2016 and Outcome of Board Meeting held today**

**Start Time: 10.45 am** **Conclusion Time: 11. 10 am**

This is in reference to our letter dated 11 January 2017 intimating the date of the Board Meeting for consideration of standalone unaudited financial results for the quarter ended on 31 December 2016.

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Board of Directors in their Meeting held today have approved the standalone unaudited financial results for the quarter ended on 31 December 2016.

We attach herewith:

1. The approved Standalone Unaudited Financial Results along with Limited Review Report of the Auditors
2. Press Release issued in this regard

We are arranging to publish these results in the newspaper as per SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the above information on your record.

**Sincerely,**
**For Hester Biosciences Limited**



**Rajiv Gandhi**
**CEO & Managing Director**
**DIN: 00438037**

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**STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER / NINE MONTHS ENDED ON 31 DECEMBER 2016**

In Million INR

| Sr. | Particulars | Quarter Ended | | | Nine Months Ended | | Year Ended |
|---|---|---|---|---|---|---|---|
| | | 31/12/2016 | 30/09/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 | 31/03/2016 |
| | | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| 1 | Manufacturing Sales (Net of Excise Duty) | 249.60 | 253.54 | 210.43 | 770.02 | 625.12 | 877.28 |
| | Trading Sales | 28.50 | 35.77 | 23.17 | 91.92 | 83.98 | 105.08 |
| | Other Operational Income | 7.13 | 6.99 | 8.17 | 20.91 | 18.01 | 26.56 |
| | **Net Sales/ Income from Operations** | **285.23** | **296.30** | **241.77** | **882.85** | **727.11** | **1008.92** |
| | | | | | | | |
| 2 | **Total Expenses** | **203.70** | **217.80** | **179.11** | **628.60** | **534.51** | **735.51** |
| | (a) Cost of material consumed | 48.75 | 42.65 | 41.07 | 135.82 | 131.82 | 157.67 |
| | (b) Purchases of Stock in Trade | 24.49 | 23.24 | 13.79 | 62.58 | 52.30 | 67.59 |
| | (c) Change in inventories | (11.84) | 5.36 | (1.45) | 8.16 | (11.48) | (29.75) |
| | (d) Employee benefits Expenses | 48.49 | 45.23 | 36.50 | 131.98 | 104.29 | 154.40 |
| | (e) Depreciation | 12.39 | 13.44 | 14.26 | 38.74 | 40.57 | 57.32 |
| | (f) Other expenses - Manufacturing | 37.23 | 35.94 | 36.91 | 106.38 | 110.38 | 168.41 |
| | (g) Other expenses - Selling, General & Admin. | 44.19 | 51.94 | 38.03 | 144.95 | 106.64 | 159.87 |
| | | | | | | | |
| 3 | **Profit From Operations before other income, & finance cost** | **81.53** | **78.50** | **62.66** | **254.25** | **192.60** | **273.41** |
| | | | | | | | |
| 4 | Other Income | 1.85 | 1.11 | 5.87 | 6.30 | 8.68 | 11.94 |
| | | | | | | | |
| 5 | **Profit from ordinary activities before finance cost** | **83.38** | **79.61** | **68.53** | **260.55** | **201.28** | **285.35** |
| | | | | | | | |
| 6 | Finance Cost | 7.75 | 8.76 | 9.23 | 24.32 | 26.44 | 36.86 |
| | | | | | | | |
| 7 | **Profit from ordinary activities after finance cost** | **75.62** | **70.85** | **59.30** | **236.23** | **174.84** | **248.49** |
| | | | | | | | |
| 8 | Tax Expense | 17.62 | 11.16 | 11.72 | 58.55 | 37.66 | 56.26 |
| | | | | | | | |
| 9 | **Net Profit from ordinary activities after tax** | **58.01** | **59.69** | **47.58** | **177.68** | **137.18** | **192.23** |
| | | | | | | | |
| 10 | Paid-up equity share capital (face value of INR 10 ) | 85.07 | 85.07 | 85.07 | 85.07 | 85.07 | 85.07 |
| | | | | | | | |
| 11 | Reserves & Surplus | - | - | - | - | - | 918.14 |
| | | | | | | | |
| 12 | **EPS (INR) (not annualised)- Basic & Diluted** | **6.82** | **7.02** | **5.59** | **20.89** | **16.13** | **22.60** |

**REPORT ON SEGMENT REVENUE, RESULTS AND CAPITAL EMPLOYED**

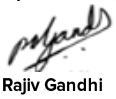
In Million INR

| Sr. | Particulars | Quarter Ended | | | Nine Months Ended | | Year Ended |
|---|---|---|---|---|---|---|---|
| | | 31/12/2016 | 30/09/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 | 31/03/2016 |
| | | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| **1** | **Segment Revenue** | | | | | | |
| | a. Poultry | 248.20 | 265.11 | 221.65 | 792.51 | 672.64 | 914.98 |
| | b. Large Animal | 37.03 | 31.19 | 20.12 | 90.34 | 54.47 | 93.94 |
| | **Total Income from Operations(Net)** | **285.23** | **296.30** | **241.77** | **882.85** | **727.11** | **1008.92** |
| **2** | **Segment Results (Profit before Finance Cost, Exceptional Items and Taxes)** | | | | | | |
| | a. Poultry | 68.78 | 76.88 | 67.70 | 242.29 | 204.56 | 269.82 |
| | b. Large Animal | 14.60 | 2.73 | 0.83 | 18.26 | (3.28) | 15.53 |
| | **Total** | **83.38** | **79.61** | **68.53** | **260.55** | **201.28** | **285.35** |
| | a. Finance Costs | 7.75 | 8.76 | 9.23 | 24.32 | 26.44 | 36.86 |
| | b. Exceptional Items | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | c. Other unallocable expenditure/(income) [ Net ] | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | **Profit before Tax** | **75.62** | **70.85** | **59.30** | **236.23** | **174.84** | **248.49** |
| **3** | **Segment Assets** | | | | | | |
| | a. Poultry | - | - | - | - | - | 1358.32 |
| | b. Large Animal | - | - | - | - | - | 63.93 |
| | Unallocated Assets | - | - | - | - | - | 93.14 |
| | **Total** | **-** | **-** | **-** | **-** | **-** | **1515.39** |
| **4** | **Segment Liabilities** | | | | | | |
| | a. Poultry | - | - | - | - | - | 421.88 |
| | b. Large Animal | - | - | - | - | - | 9.99 |
| | Unallocated Liabilities | - | - | - | - | - | 165.39 |
| | **Total** | **-** | **-** | **-** | **-** | **-** | **597.26** |

**Notes:**

1. The Board of Directors have approved the aforesaid working result at their meeting held on 19.01.2017 after reviewed by the Audit Committee of the Company.
2. Segment wise reporting as defined in Accounting Standard (AS-17) is given seperately.
3. Provision for taxation includes Current Tax of INR 53.03 million and deferred Tax Expense of INR 5.52 million for the nine months ended as per AS-22.
4. The Auditors of the Company have carried out a "Limited Review" for the said Financial Results.
5. CARE (Credit analysis and Research Limited) has upgraded Credit ratings. The long term bank facilities with an existing rating of "BBB+" have been upgraded to "A-; Stable". Also the short term bank facilities with existing rating of "CARE A3+" have been upgraded to "CARE A2".
6. The figures have been re-grouped / rearranged wherever necessary.

**By order of the Board**



**Rajiv Gandhi**
**CEO & Managing Director**

**Place:** Ahmedabad
**Date:** 19.01.2017

# Apaji Amin & Co LLP
CHARTERED ACCOUNTANTS

Partners :
**Tehmul B. Sethna**
B. Com., F.C.A.
**Rity M. Malhotra**
M. Com., A.C.A.
**Chirag R. Ganatra**
B. Com., A.C.A

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Regd. Office: 304,
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Navrangpura,
Ahmedabad-380009


**The Board of Directors**
**Hester Biosciences Ltd**
**Ahmedabad.**

## LIMITED REVIEW REPORT

"We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **HESTER BIOSCIENCES LIMITED** for the quarter and nine months ended on 31th December 2016. This statement is the responsibility of the company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review of Statement in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI ( Listing Obligations and Disclosure Requirements ) Regulations,2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

Place: Ahmedabad
Date: 19th January, 2017

For Apaji Amin & Co. LLP
Chartered Accountants
Firm Regn No.: 100513W/W100062

APAJI AMIN & CO. LLP * FIRM REGN. NO. 100513W/W100062 * CHARTERED ACCOUNTANTS *

Tehmul .B. Sethna
Partner
Membership No.: 035476

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# Press Release

**19 January 2017**

## Q3FY17 Results: Sales up by 18%, Profitability up by 22%

## Nine Months FY17 Results: Sales up by 21%, Profitability up by 30%

## Launch of Brucella Vaccine for Cattle

| | FY17 - FY16 Q3 Comparison | | | FY17 - FY16 Nine Month Comparison | | |
|---|---|---|---|---|---|---|
| | **FY17** | **FY16** | **Growth** | **FY17** | **FY16** | **Growth** |
| **Net Sales (INR Million)** | 285.23 | 241.77 | 18% | 882.85 | 727.11 | 21% |
| **Net Profit (INR Million)** | 58.01 | 47.58 | 22% | 177.68 | 137.18 | 30% |
| **EPS (INR)** | 6.82 | 5.59 | 22% | 20.89 | 16.13 | 30% |

**Q3 Highlights**

1. Hester has reported a Net Sales of INR 285.23 Mn in Q3FY17 as compared to INR 241.77 Mn for the previous corresponding period, thereby registering a growth of 18%.
2. Net Profit for Q3FY17 is recorded at INR 58.01 Mn as against INR 47.58 Mn for the previous corresponding period, thereby registering a growth of 22%.
3. Earnings Per Share for the Q3FY17 is at INR 6.82 as against INR 5.59 for Q3FY16.

**Nine Months Highlights**

1. Hester has reported a Net Sales of INR 882.85 Mn in Nine months ended FY17 as compared to INR 727.11 Mn for the previous corresponding period, thereby registering a growth of 21%.
2. Net Profit for Nine months ended FY17 is recorded at INR 177.68 Mn against INR 137.18 Mn for the previous corresponding period, thereby registering a growth of 30%.
3. Earnings Per Share for Nine months ended FY17 is at INR 20.89 as against INR 16.13 for the Nine months ended FY16.

**Business Overview**

1. Growth in sales and profitability is as per budget. Margins have improved due to continious focus on credit control, inventory management and better product mix.
2. Export sales have been slower than anticipated, would remain to be slow in this financial year. The distribution infrastructure creation mainly in Africa is as per schedule but product registrations in various countries is going on slower than anticipated, a situation beyond our internal control. This slower growth in exports would be compensated by higher domestic sales, thereby hoping to achieve the FY17 targeted sales.
3. The company has launched its Brucella vaccine for cattle. The vaccine has a good market in India as well as internationaly, in our target markets.
4. Nepal plant has commenced commercial production on 15 November 2016.

**Credit Ratings**

CARE has recently upgraded our long term and short term credit ratings



**Rajiv Gandhi**
**Hester Biosciences Limited**
**CEO & Managing director**