



**RALLIS INDIA LIMITED**

16<sup>th</sup> January, 2020

The General Manager  
Corporate Relationship Dept.  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001  
Scrip Code: 500355

Asst. Vice President  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C/1, G Block  
Bandra - Kurla Complex  
Bandra (E), Mumbai 400 051  
Symbol: RALLIS

Dear Sir,

**Sub: Press release on Unaudited Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2019**

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With regard to the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2019, we are enclosing the Press Release in respect of the same for your reference.

Thanking you,

Yours faithfully,  
RALLIS INDIA LIMITED

 YASH SHETH  
COMPANY SECRETARY

Encl.: a/a

Corporate Office 2nd Floor Sharda Terraces Plot No 65 Sector 11 CBD Belapur Navi Mumbai 400 614  
Tel 91 22 6776 1700 Fax 91 22 6776 1634

Registered Office 23rd Floor Lodha Excelus New Cuffe Parade Off Eastern Freeway Wadala Mumbai 400 037  
Tel 91 22 6665 2700 website www.rallis.co.in  
Corporate Identity No. L36992MH1948PLC014083

**A TATA Enterprise**



## RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

Rallis/PR/06-1920/Corp  
Q3FY1920 Press Release

### Rallis reports positive performance with Consolidated Revenues at ₹ 534 Crores, up 28% QoQ Consolidated PAT at ₹ 38 Crores, up 177% QoQ

**Mumbai, 16 January, 2020:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and nine months ended 31 December, 2019.

**Announcing the results, Mr. Sanjiv Lal, Managing Director and CEO, Rallis India** said, *“During the current crop season our business was supported by positive farmer sentiment, new product launches and refreshed trade policies. Our international business continued to perform positively amidst certain headwinds. Our capacity expansion at Dahej is progressing well. Our investments in R&D along with new products will continue to drive our long term growth. I am pleased to announce that the Board of Rallis has approved setting up of a new ‘state of the art’ R&D facility in Bengaluru to drive further growth”.*

#### Consolidated Key Highlights – Q3

The company recorded consolidated revenues of ₹ 534 crs for the quarter ended 31 December, 2019, a growth of 28% over PY ( ₹ 417 crs). Profit before tax (before exceptional items) was at ₹ 48 crs, a growth of 146% over PY ( ₹ 20 crs) and the profit after tax was ₹ 38 crs, a growth of 177% over PY ( ₹ 14 crs).

#### Standalone Key Highlights – Q3

Rallis standalone recorded revenues of ₹ 533 crs for the quarter ended 31 December, 2019, a growth of 28% over PY ( ₹ 417 crs). Profit before tax (before exceptional items) was at ₹ 47 crs, a growth of 148% over PY ( ₹ 19 crs) and the profit after tax was ₹ 37 crs, a growth of 183% over PY ( ₹ 13 crs).

#### Consolidated Key Highlights – 9M

The company recorded consolidated revenues of ₹ 1,906 crs for the nine months ended 31 December, 2019, a growth of 16% over PY ( ₹ 1,644 crs). Profit before tax (before exceptional items) was at ₹ 240 crs, a growth of 12% over PY ( ₹ 215 crs) and the profit after tax was ₹ 183 crs, a growth of 20% over PY ( ₹ 153 crs).

#### Standalone Key Highlights – 9M

Rallis standalone recorded revenues of ₹ 1,905 crs (PY ₹ 1,645 crs) for the nine months ended 31 December, 2019, a growth of 16% over PY ( ₹ 1,645 crs). Profit before tax (before exceptional items) was at ₹ 239 crs, a growth of 11% over PY ( ₹ 215 crs) and the profit after tax was ₹ 183 crs, a growth of 19% over PY ( ₹ 153 crs).

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### Key Developments –

- Introduced two new formulations Sarthak{9(3) registration} and Impeder{Co-marketing}
- In Q3 ,Domestic Business grew by 35% and International Sales by 24%
- Metribuzin Phase II expansion of 500MTPA is expected to be commercialized by Feb 1, 2020
- Rallis standalone financials is drawn as per merged entity and for reasons of comparability; previous year figures are restated in accordance with the guidance set out in Ind AS Transition Facilitation Group (ITFG) Clarification Bulletin 14 (Issue 4)

### About Rallis India

Rallis India Ltd. is a subsidiary of Tata Chemicals and a part of over US\$ 110bn Tata Group. It is one of India's leading Agro Sciences Companies, with more than 160 years of experience of servicing Rural Markets and with the most comprehensive portfolio of products/solutions for Indian farmers. Rallis is known for its deep understanding of Indian Agriculture, sustained contact with farmers, quality agrochemicals, branding & marketing expertise along with its strong product portfolio. Rallis has marketing alliances with several multinational agrochemical companies. Rallis is also known for its manufacturing capabilities and ability to develop new processes and formulations, hence is considered as a preferred partner for contract manufacturing by leading global corporations.

### For more information please contact:

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