



RALLIS INDIA LIMITED

July 22, 2020

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 500355

National Stock Exchange of India Ltd.
Exchange Plaza
Bandra-Kurla Complex Bandra (E)
Mumbai – 400 051
Symbol: RALLIS

Dear Sir/Madam,

Re: Press Release

Please find enclosed copy of the Press Release with regard to the Unaudited Standalone and Consolidated Financial Results of the Company for the first quarter ended June 30, 2020 for your records.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

**Yash Sheth
Company Secretary**

Encl: As above

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



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For immediate use

PRESS RELEASE

Rallis/PR/01-2021/Corp
Q1FY2021 Press Release

Consolidated Revenues at ₹ 663 Crores, up 6% YoY
PAT at ₹ 92 Crores, up 53% YoY

Mumbai, 22 July, 2020: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter ended 30th June, 2020.

Announcing the results, Mr. Sanjiv Lal, Managing Director and CEO, Rallis India said, *“With timely arrival of the monsoons and positive farmer sentiment, agricultural activity has picked up well. With the ongoing pandemic situation, we are taking all the safety measures at the organisation level as per Govt. guidelines. We have registered a 13.5% revenue growth during Q1 for domestic crop care business on account of robust demand and a 3% revenue growth in seeds sales over the previous year despite the challenges faced. Going forward, we expect the domestic demand to remain buoyant for crop care products and exports to gradually pick up as well.”*

Consolidated Key Highlights – Q1

The Company recorded consolidated revenues of ₹ 663 crs for the quarter ended 30 June, 2020, a growth of 6% over PY of ₹ 623 crs. Profit before tax (before exceptional items) was at ₹ 120 crs, a growth of 38% over PY of ₹ 87 crs and the profit after tax was ₹ 92 crs, registering a growth of 53 % over PY of ₹ 60 crs.

Key Developments –

- High focus on Safety, amidst the pandemic
- Successful launch of 4 new hybrids : Maize (2), Bajra (1), Chilli (1)
- Strong focus on ensuring availability of products at the retail end - Raw material sourcing, production, logistic, dependence on multiple vendors/service providers for packing/processing/production
- Collection focused initiatives have supported strong performance on Collections in both Seeds and Crop Care - highest ever in Q1
- Digital acceleration: Marketing Campaigns, Sales Meetings, Trade Engagement,, Product Trials, Farmer and Employee engagement

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- Capex program, generally on course, although delayed due to Covid lockdown effect. Metribuzin 500MTPA commissioned in July, although production is likely to be low due to market softness. New Formulation plant is expected to be commissioned in phases in Dec 2020 and Mar 2021

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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Corporate Communications

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