



RALLIS INDIA LIMITED

Press Release

Rallis Q2 net rises 28%

Board to meet on Tuesday to consider interim dividend

Mumbai, October 14th, 2010. Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry, today announced its financial results for the quarter ended 30th September, 2010.

Q2 Performance:

Net sales from operations has registered a growth of **15%** at Rs.363 Crs as compared to Rs.317 Crs during the same period in 2009-10.

The Company has achieved EBITDA of Rs. 89.4 Crs (previous year Rs. 73.5 Crs) reflecting a growth of **22%**. The EBITDA margin improved to 25% against the previous year 24%.

PBT of Rs. 85.5 Crs during Q1, increased by **24%** from last year's figure of Rs.68.7 Crs.

Net profit for the period was Rs.58.7 Crs as compared to Rs. 45.7 Crs last year, a growth of **28%**.

Commenting on the Company's performance, Mr. **V Shankar**, Managing Director and CEO, Rallis India said, **"I am happy that we have set a new H1 record of Gross Sales crossing Rs 600 crores and operational Profit Rs 100 crores. The improved Company performance has delivered Q2 PBT of Rs.85 Crs, the highest ever quarterly operating profit. The new product solutions offered to farmers such as Ralligold, Ergon and Taarak have received encouraging response and contributed well. In addition, good operating efficiencies and continued focus on working capital productivity have improved EBITDA margin and cash generation. We continue to drive our Rallis Poised growth agenda satisfactorily"**.

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A **TATA** Enterprise



Commenting on other business aspects Mr Shankar added "The monsoon has been normal overall though there it followed an erratic pattern and parts of the country suffered by both floods and drought conditions. Our domestic business performed well though spraying was affected due to continuous rains. The international business recorded improved performance with revival in many global markets. We also commissioned expansion of fungicide facility at Ankleshwar Unit. We have received recognition from the Authorities on safety performance".

Rallis, a subsidiary of Tata Chemicals Limited, is known for its manufacturing capabilities in crop protection chemicals and various types of chemistries with ability to develop new processes and formulations supported by the capability to register new products. It has contract manufacturing alliances with several multinational agrochemical companies.

Rallis is one of India's leading agrochemicals companies, with a century old tradition of servicing rural markets and a comprehensive portfolio of pesticides for Indian farmers. The Company is known for its deep understanding of Indian agriculture, sustained relationships with farmers, quality agrochemicals, branding and marketing expertise and its strong product portfolio.

During the financial year 2009-10, the Company had posted Net Profit of Rs. 101 Cr. and Revenues of Rs. 933 Cr.