



RALLIS INDIA LIMITED

V Shankar
Managing Director & CEO

PRESS RELEASE

Rallis Board declares interim dividend of Re. 1 per share (100%)

H1 revenues up 14%; Consolidated Net Profit at Rs. 85.73 Crs (PY H1 - Rs. 81.64 Crs)

Mumbai, 17th October, 2012: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and six months ended 30th September, 2012.

Consolidated Q2 Performance

Net sales registered a growth of 11% at ₹ 480.62 Crs as compared to ₹ 432.12 Crs during the previous quarter. Net profit (after minority interest) for the Q2 FY13 was ₹ **61.56 Crs** (₹ **58.52 Crs** for Q2 PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for the quarter was ₹ **89.03 Crs** as against previous quarter profit of ₹ **95.01 Crs**.

Consolidated H1 Performance

Net sales registered a growth of 14% at ₹ 821.63 Crs as compared to ₹ 723.71 Crs during the H1 PY. Net profit (after minority interest) for the H1 FY13 was ₹ **85.73 Crs** (₹ **81.64 Crs** for H1 PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for the half year was ₹ **123.11 Crs** as against previous half year profit of ₹ **132.67 Crs**.

Commenting on the performance, Mr. V Shankar, Managing Director and CEO, Rallis India said, "I am happy that during the first half of the current year, in spite of a delayed and deficient monsoon our revenue grew to ₹ 821.63 Crs and has reported a Net Profit of Rs. 85.73 crs. Our continued focus on connecting with farmers through Rallis Kisan Kutumba initiatives, strong brands and value creating initiatives in agri space has contributed to strong performance in this Kharif Season.

Further, Mr Shankar commented that " there were shifts in farmer preferences for crops and Rallis, with the help of a strong understanding of the market conditions, moved with agility to the changing circumstances. Our focus on the new initiatives continued with vigor with MoPu reaching out to more than 25,000 farmers and 60,000 acres in the current season in Maharashtra, MP , Karnataka & Tamil Nadu. Our new products in the Plant Growth Promoter segment did well and our key brands recorded good growth"



RALLIS

About Rallis India

Rallis 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 capacity 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 crop care solutions 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 year 2011-12, Rallis registered consolidated revenue of ₹ 1249.43 Crs and a consolidated net profit of ₹ 99.18 Crs.