



**RALLIS INDIA LIMITED**  
Corporate Identity No. L36992MH1948PLC014083

**V Shankar**  
Managing Director & CEO

RALLIS INDIA LIMITED						
A TATA Enterprise						
Registered Office: 156/157, Nariman Bhawan, 15th Floor, 227 Nariman Point, Mumbai - 400 021.						
PART I						₹ lacs
STATEMENT OF STANDALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND FOR THE YEAR ENDED 31 MARCH, 2014						
	Particulars	3 months ended 31 March 2014	Preceding 3 months ended 31 December 2013	Corresponding 3 months ended 31 March 2013 in the previous year	Year ended 31 March 2014	Previous year ended 31 March 2013
	(Refer Notes Below)	Audited (Refer Note 8)	Unaudited	Audited (Refer Note 8)	Audited	Audited
1	<b>Income from operations</b>					
a)	Net sales/income from operations(Net of excise duty)	30,356	37,350	25,927	1,51,024	1,30,634
b)	Other operating income	758	475	599	2,060	1,744
	<b>Total income from operations (net)</b>	<b>31,114</b>	<b>37,825</b>	<b>26,526</b>	<b>1,53,084</b>	<b>1,32,378</b>
2	<b>Expenses</b>					
a)	Cost of materials consumed	15,751	20,107	12,232	78,143	68,567
b)	Purchases of stock-in-trade	1,608	4,654	1,472	18,910	12,433
c)	Changes in inventories of finished goods, work-in-progress and stock-in-	878	(1,758)	3,432	(3,718)	2,419
d)	Employee benefits expense	2,052	2,402	1,797	8,869	7,784
e)	Depreciation and amortisation expense	1,217	818	758	3,597	2,881
f)	Other expenses	6,041	6,264	4,554	26,150	20,853
	<b>Total expenses</b>	<b>27,547</b>	<b>32,487</b>	<b>24,245</b>	<b>1,31,951</b>	<b>1,14,937</b>
3	<b>Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>3,567</b>	<b>5,338</b>	<b>2,281</b>	<b>21,133</b>	<b>17,441</b>
4	Other Income	94	200	88	576	1,145
5	<b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4)</b>	<b>3,661</b>	<b>5,538</b>	<b>2,369</b>	<b>21,709</b>	<b>18,586</b>
6	Finance costs	116	192	184	805	1,251
7	<b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)</b>	<b>3,545</b>	<b>5,346</b>	<b>2,185</b>	<b>20,904</b>	<b>17,335</b>
8	Exceptional Items	-	-	-	-	-
9	<b>Profit / (Loss) from ordinary activities before tax (7 - 8)</b>	<b>3,545</b>	<b>5,346</b>	<b>2,185</b>	<b>20,904</b>	<b>17,335</b>
10	Tax expense	1,031	1,851	834	6,268	5,397
11	<b>Net Profit / (Loss) for the period (9 - 10)</b>	<b>2,514</b>	<b>3,495</b>	<b>1,351</b>	<b>14,636</b>	<b>11,938</b>
12	Paid-up equity share capital (Face value ₹ 1 per share)	1,945	1,945	1,945	1,945	1,945
13	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year				69,380	60,205
14	<b>Earnings per Share (EPS) (of ₹ 1 each)(not annualised):</b>					
a)	Basic	1.29	1.80	0.69	7.53	6.14
b)	Diluted	1.29	1.80	0.69	7.53	6.14
15	Debt Service Coverage Ratio (see note 7)				3.02	16.30
16	Interest Service Coverage Ratio (see note 7)				32.63	18.06



RALLIS

PART II

Select Information for the Quarter and Year ended 31 March 2013

	Particulars	3 months ended 31 March 2014	Preceding 3 months ended 31 December 2013	Corresponding 3 months ended 31 March 2013 in the previous year	Year ended 31 March 2014	Previous year ended 31 March 2013
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
1	Public Shareholding					
	- Number of Shares	9,70,52,280	9,70,52,280	9,70,52,280	9,70,52,280	9,70,52,280
	- Percentage of shareholding	49.91%	49.91%	49.91%	49.91%	49.91%
2	Promoters and Promoter Group Shareholding					
a)	Pledged/Encumbered					
	- Number of shares	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA
	- Percentage of shares (as a% of the total share capital of the company)	NA	NA	NA	NA	NA
b)	Non-encumbered					
	- Number of shares	9,74,16,610	9,74,16,610	9,74,16,610	9,74,16,610	9,74,16,610
	- Percentage of shares (as a% of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
	- Percentage of shares (as a % of the total share capital of the company)	50.09%	50.09%	50.09%	50.09%	50.09%

	Particulars	3 months ended 31 March 2014
<b>B</b>	<b>INVESTOR COMPLAINTS</b>	
	Pending at the beginning of the quarter	-
	Received during the quarter	1
	Disposed of during the quarter	1
	Remaining unresolved at the end of the quarter	-

₹ lacs

Standalone Statement of Assets and Liabilities		As at year end 31 March 2014	As at year end 31 March 2013
Particulars		Audited	Audited
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
1	Shareholders' funds		
	(a) Share capital	1,945	1,945
	(b) Reserves and surplus	69,380	60,205
	<b>Sub-total - Shareholders' funds</b>	<b>71,325</b>	<b>62,150</b>
2	Non-current liabilities		
	(a) Long-term borrowings	2,257	842
	(b) Deferred tax liabilities (Net)	3,301	2,864
	(c) Other Long term liabilities	-	588
	(d) Long-term provisions	1,417	1,526
	<b>Sub-total - Non-current liabilities</b>	<b>6,975</b>	<b>5,820</b>
3	Current liabilities		
	(a) Short-term borrowings	1,642	-
	(b) Trade payables	24,140	21,313
	(c) Other current liabilities	3,827	12,247
	(d) Short-term provisions	5,745	5,101
	<b>Sub-total - Current liabilities</b>	<b>35,354</b>	<b>38,661</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,13,654</b>	<b>1,06,631</b>
<b>B</b>	<b>ASSETS</b>		
1	Non-current assets		
	(a) Fixed assets	40,775	39,866
	(b) Non-current investments	21,878	19,244
	(c) Long-term loans and advances	9,014	8,675
	<b>Sub-total - Non-current assets</b>	<b>71,667</b>	<b>67,785</b>
2	Current assets		
	(a) Current investments	-	104
	(b) Inventories	23,851	19,035
	(c) Trade receivables	13,810	14,376
	(d) Cash and cash equivalents	669	2,444
	(e) Short-term loans and advances	3,408	2,622
	(f) Other current assets	249	265
	<b>Sub-total - Current assets</b>	<b>41,987</b>	<b>38,846</b>
	<b>TOTAL - ASSETS</b>	<b>1,13,654</b>	<b>1,06,631</b>



**Notes :**

- 1 The above results were reviewed by the Audit Committee, and approved by the Board of Directors at its meeting held on 22 April 2014, and the Statutory auditors of the Company have conducted a "Audit" of the financial statements as at and for the year ended 31 March, 2014.
- 2 The Company's business is seasonal in nature and the performance can be impacted by weather conditions and cropping pattern.
- 3 The Company has one reportable business segment viz. "Agri-Inputs".
- 4 Pursuant to Share Purchase Agreement dated 9 December, 2010 the Company has acquired additional stake of equity shares in Metahelix Life Sciences Limited (Metahelix) during the quarter ended 31 December 2013, consequently the shareholding of the Company in Metahelix has increased from 77.02% to 80.51% as at 31 March 2014.
- 5 Pursuant to Share Purchase Agreement dated 23 April, 2012 the Company has acquired additional stake of equity shares in Zero Waste Agro Organics Limited (ZWAOL) during the quarter ended 31 December 2013, consequently the shareholding of the Company in ZWAOL has increased from 27.75% to 51.02% as at 31 March 2014.
- 6 The Board has recommended payment of Final Dividend of ₹ 1.40 per share (140%) to the equity shareholders on the Ordinary (Equity) shares of the Company. With this, the total dividend for the year (including interim dividend of ₹ 1 per share paid during the year) is ₹ 2.40 per share (240%).
- 7 Formula used for calculation of ratios are as below;
  - a. Debt Service Coverage Ratio = Profit before Depreciation, Interest and Tax / ( Interest+Principal repayment of long term loans)
  - b. Interest Service Coverage Ratio = Profit before Depreciation, Interest and Tax / Interest
- 8 The figures for three months ended 31 March 2014 and 31 March 2013, are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto nine months of the relevant financial year.
- 9 Figures for the earlier periods have been regrouped / recast wherever necessary.

**For and on behalf of  
Rallis India Limited**

**V Shankar  
Managing Director & CEO**

**Mumbai, 22 April 2014**



**RALLIS INDIA LIMITED**  
Corporate Identity No. L36992MH1948PLC014083

**V Shankar**  
Managing Director & CEO

RALLIS INDIA LIMITED						
A TATA Enterprise						
Registered Office: 156/157, Nariman Bhawan, 15th Floor, 227 Nariman Point, Mumbai - 400 021.						
PART I						₹ lacs
STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2014						
	Particulars	3 months ended 31 March 2014	Preceding 3 months ended 31 December 2013	Corresponding 3 months ended 31 March 2013 in the previous year	Year ended 31 March 2014	Previous year ended 31 March 2013
	(Refer Notes Below)	Audited (Refer Note 9)	Unaudited	Audited (Refer Note 9)	Audited	Audited
<b>1</b>	<b>Income from Operations</b>					
a)	Net sales/income from operations (Net of excise duty)	32,377	39,593	27,865	1,72,568	1,44,009
b)	Other operating income	769	483	624	2,088	1,809
	<b>Total income from operations (net)</b>	<b>33,146</b>	<b>40,076</b>	<b>28,489</b>	<b>1,74,656</b>	<b>1,45,818</b>
<b>2</b>	<b>Expenses</b>					
a)	Cost of materials consumed	17,520	21,543	14,344	87,412	77,329
b)	Purchase of stock-in-trade	1,073	4,438	1,284	17,087	11,552
c)	Changes in inventories of finished goods, work-in-progress and stock in trade	387	(2,560)	1,958	(3,656)	(1,093)
d)	Employee benefits expense	2,522	2,911	2,185	11,050	9,439
e)	Depreciation and amortisation expense	1,354	936	842	4,066	3,153
f)	Other expenses	7,470	7,937	5,809	36,635	27,534
	<b>Total Expenses</b>	<b>30,326</b>	<b>35,205</b>	<b>26,422</b>	<b>1,52,594</b>	<b>1,27,914</b>
<b>3</b>	<b>Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>2,820</b>	<b>4,871</b>	<b>2,067</b>	<b>22,062</b>	<b>17,904</b>
<b>4</b>	<b>Other Income</b>	<b>146</b>	<b>142</b>	<b>92</b>	<b>638</b>	<b>1,174</b>
<b>5</b>	<b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4)</b>	<b>2,966</b>	<b>5,013</b>	<b>2,159</b>	<b>22,700</b>	<b>19,078</b>
<b>6</b>	<b>Finance costs</b>	<b>221</b>	<b>313</b>	<b>331</b>	<b>1,260</b>	<b>1,849</b>
<b>7</b>	<b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)</b>	<b>2,745</b>	<b>4,700</b>	<b>1,828</b>	<b>21,440</b>	<b>17,229</b>
<b>8</b>	<b>Exceptional Items</b>	-	-	-	-	-
<b>9</b>	<b>Profit / (Loss) from ordinary activities before tax (7- 8)</b>	<b>2,745</b>	<b>4,700</b>	<b>1,828</b>	<b>21,440</b>	<b>17,229</b>
<b>10</b>	<b>Tax expense</b>	<b>936</b>	<b>1,851</b>	<b>786</b>	<b>6,173</b>	<b>5,349</b>
<b>11</b>	<b>Net Profit / (Loss) for the period (9-10)</b>	<b>1,809</b>	<b>2,849</b>	<b>1,042</b>	<b>15,267</b>	<b>11,880</b>
<b>12</b>	<b>Minority Interest</b>	(121)	(186)	(84)	80	(22)
<b>13</b>	<b>Net Profit after taxes and minority interest (11-12)</b>	<b>1,930</b>	<b>3,035</b>	<b>1,126</b>	<b>15,187</b>	<b>11,902</b>
<b>14</b>	<b>Paid-up equity share capital (Face value ₹ 1 per share)</b>	<b>1,945</b>	<b>1,945</b>	<b>1,945</b>	<b>1,945</b>	<b>1,945</b>
<b>15</b>	<b>Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b>				<b>69,855</b>	<b>60,129</b>
<b>16</b>	<b>Earnings per Share (EPS) (of ₹ 1 each)(not annualised):</b>					
a)	Basic	0.99	1.56	0.58	7.81	6.12
b)	Diluted	0.99	1.56	0.58	7.81	6.12
<b>17</b>	<b>Debt Service Coverage Ratio (see note 8)</b>				<b>3.02</b>	<b>16.30</b>
<b>18</b>	<b>Interest Service Coverage Ratio (see note 8)</b>				<b>32.63</b>	<b>18.06</b>



**RALLIS**

**PART II**

**Select Information for the Quarter and Year ended 31 March 2014**

	Particulars	3 months ended 31 March 2014	Preceding 3 months ended 31 December 2013	Corresponding 3 months ended 31 March 2013 in the previous year	Year ended 31 March 2014	Previous year ended 31 March 2013
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
1	Public Shareholding					
	- Number of Shares	9,70,52,280	9,70,52,280	9,70,52,280	9,70,52,280	9,70,52,280
	- Percentage of shareholding	49.91%	49.91%	49.91%	49.91%	49.91%
2	Promoters and Promoter Group Shareholding					
a)	Pledged/Encumbered					
	- Number of shares	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA
	- Percentage of shares (as a% of the total share capital of the company)	NA	NA	NA	NA	NA
b)	Non-encumbered					
	- Number of shares	9,74,16,610	9,74,16,610	9,74,16,610	9,74,16,610	9,74,16,610
	- Percentage of shares (as a% of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
	- Percentage of shares (as a % of the total share capital of the company)	50.09%	50.09%	50.09%	50.09%	50.09%

Particulars	3 months ended 31 March 2014
<b>B</b>	<b>INVESTOR COMPLAINTS</b>
Pending at the beginning of the quarter	-
Received during the quarter	1
Disposed of during the quarter	1
Remaining unresolved at the end of the quarter	-

₹ lacs

Consolidated Statement of Assets and Liabilities		As at year end 31 March 2014	As at year end 31 March 2013
Particulars		Audited	Audited
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
1	Shareholders' funds		
	(a) Share capital	1,945	1,945
	(b) Reserves and surplus	69,855	60,129
	<b>Sub-total - Shareholders' funds</b>	<b>71,800</b>	<b>62,074</b>
2	Minority Interest	1,046	469
3	Non-current liabilities		
	(a) Long-term borrowings	2,612	1,074
	(b) Deferred tax liabilities (Net)	3,301	2,864
	(c) Other Long term liabilities	351	596
	(d) Long-term provisions	1,451	1,577
	<b>Sub-total Non-current liabilities</b>	<b>7,715</b>	<b>6,111</b>
4	Current liabilities		
	(a) Short-term borrowings	4,838	4,327
	(b) Trade payables	30,507	25,027
	(c) Other current liabilities	8,109	15,815
	(d) Short-term provisions	5,849	5,194
	<b>Sub-total - Current liabilities</b>	<b>49,303</b>	<b>50,363</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,29,864</b>	<b>1,19,017</b>
<b>B</b>	<b>ASSETS</b>		
1	Non-current assets		
	<b>Non Current assets</b>		
	(a) Fixed assets	43,928	42,228
	(b) Goodwill on consolidation	18,595	16,764
	(c) Non-current investments	1,869	1,869
	(d) Deferred tax assets (net)	147	52
	(e) Long-term loans and advances	9,774	9,177
	<b>Sub-total - Non-current assets</b>	<b>74,313</b>	<b>70,090</b>
2	Current assets		
	(a) Current investments	642	104
	(b) Inventories	32,953	26,718
	(c) Trade receivables	16,787	16,477
	(d) Cash and cash equivalents	887	2,584
	(e) Short-term loans and advances	4,023	2,770
	(f) Other current assets	259	274
	<b>Sub-total - Current assets</b>	<b>55,551</b>	<b>48,927</b>
	<b>TOTAL - ASSETS</b>	<b>1,29,864</b>	<b>1,19,017</b>



RALLIS

**Notes :**

- 1 The above results were reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 22 April 2014, and the Statutory Auditors of the Company have conducted a "Audit" of the consolidated financial statements as at and for the year ended 31 March, 2014.
- 2 The business of the Company and its subsidiaries is seasonal in nature and the performance can be impacted by weather conditions and cropping pattern.
- 3 The Company and its subsidiaries have one reportable business segment viz. "Agri-Inputs".
- 4 The Standalone results of the Company for the quarter and year ended 31 March 2014 are as follows:

(₹ in lacs)

Particulars	3 months ended 31 March 2014	Preceding 3 months ended 31 December 2013	Corresponding 3 months ended 31 March 2013 in the previous year	Year ended 31 March 2014	Previous year ended 31 March 2013
Turnover (net of excise)	30,356	37,350	25,927	1,51,024	1,30,635
Profit Before Tax	3,545	5,346	2,185	20,904	17,335
Net Profit After Tax	2,514	3,495	1,351	14,636	11,938

- 5 Pursuant to Share Purchase Agreement dated 9 December, 2010 the Company has acquired additional stake of equity shares in Metahelix Life Sciences Limited (Metahelix) during the quarter ended 31 December 2013, consequently the shareholding of the Company in Metahelix has increased from 77.02% to 80.51% as at 31 March 2014.
- 6 Pursuant to Share Purchase Agreement dated 23 April, 2012 the Company has acquired additional stake of equity shares in Zero Waste Agro Organics Limited (ZWAOL) during the quarter ended 31 December 2013, consequently the shareholding of the Company in ZWAOL has increased from 27.75% to 51.02% as at 31 March 2014.
- 7 The Board has recommended payment of Final Dividend of ₹ 1.40 per share (140%) to the equity shareholders on the Ordinary (Equity) shares of the Company. With this, the total dividend for the year (including interim dividend of ₹ 1 per share paid during the year) is ₹ 2.40 per share (240%).
- 8 Ratios are based on Standalone Financial Results. Formula used for calculation of ratios are as below;
  - a. Debt Service Coverage Ratio = Profit before Depreciation, Interest and Tax / ( Interest+Principal repayment of long term loans)
  - b. Interest Service Coverage Ratio = Profit before Depreciation, Interest and Tax / Interest
- 9 The figures for three months ended 31 March 2014 and 31 March 2013, are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto nine months of the relevant financial year.
- 10 Figures for the earlier periods have been regrouped / recast wherever necessary.
- 11 The standalone results of the Company are available for investors at [www.rallis.co.in](http://www.rallis.co.in), [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

For and on behalf of  
Rallis India Limited

V Shankar  
Managing Director & CEO

Mumbai, 22 April 2014