



RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

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PRESS RELEASE

Gross Revenues to date Crosses ₹ 1500 Crs.

PAT at ₹ 136 Crs.

Mumbai, 20th January, 2015: Rallis India Limited, a TATA Enterprise and a leading player in Crop solutions in India announced its financial results for the quarter and nine months ended 31st December, 2014.

Standalone Key Highlights – Q3

The Company recorded net sales of ₹ 350 crs (₹ 374 crs), for the quarter ended 31st December, 2014. EBITDA was at ₹ 57 crs (₹ 62 crs) and Profit before tax was at ₹ 45 crs (₹ 53 crs). Net profit was ₹ 33 crs in Q3 this year (₹ 35 crs).

Consolidated Key Highlights – Q3

Rallis recorded revenues of ₹ 385 crs (₹ 396 crs) for the quarter ended 31st December, 2014. Profit before tax was at ₹ 36 crs (₹ 47 crs) and EBITDA was at ₹ 50 crs (₹ 58 crs). Net profit after minority interest was at ₹ 25 crs (₹ 30 crs).

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "I am pleased that we set a new milestone of gross sales ₹ 1,500 Crores till date and ₹ 400 Crores for the third quarter. The quarter saw reduced farmer sentiments due to impacted Kharif yields and lower prices of key crops. Deficiency in NE Monsoon also reduced the crop acreages in Andhra Pradesh, Maharashtra and Gujarat. Our strong brands and effective farmer relationship programs drove our market performance along with the new product introductions notably ORIGIN, HUNK, EPIC & BLEND. We have continued our focus on working capital and placing stocks to align with market requirements. International business also contributed well though there have been competitive pressures and softening in demand. We have encouraging response to our new introductions in hybrid Corn and Paddy seeds".

About Rallis India

Rallis is known for its manufacturing capabilities in crop solution space 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 crop solutions 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.