



**RALLIS INDIA LIMITED**

**Corporate Identity No. L36992MH1948PLC014083**

2nd Floor Sharda Terraces Plot No 65 Sector 11 CBD Belapur Navi Mumbai 400 614  
Tel 91 22 6776 1657 Fax 91 22 6776 1775 email pmeherhomji@rallis.co.in

**Mrs P S Meherhomji**  
Company Secretary

26<sup>th</sup> April, 2018

The General Manager  
Corporate Relationship Dept.  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001  
Fax No. 2272 2039/ 2272 2041

Asst. Vice President  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C/1, G Block  
Bandra - Kurla Complex  
Bandra (E)  
Mumbai 400 051  
Fax No. 2659 8237/ 2659 8238

Dear Sir,

With regard to the Audited Financial Results of the Company for the year ended 31<sup>st</sup> March, 2018, we are enclosing the Press Release in respect of the same for your reference.

Thanking you,

Yours faithfully,  
RALLIS INDIA LIMITED

(P. S. MEHERHOMJI)

Encl.: a/a



## RALLIS INDIA LIMITED

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For immediate use

**PRESS RELEASE**

### **FY18 Revenues up at ₹ 1808 Crs Board recommends Dividend of ₹ 2.50 per share**

**Mumbai, 26 April, 2018:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and year ended 31 March, 2018.

According to the requirement of Ind AS and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the corresponding previous quarter ended 31 March, 2017 and year ended 31 March, 2017 are reported inclusive of Excise Duty.

The Government of India has implemented Goods and Service Tax (GST) from 1 July, 2017 replacing Excise duty, Service Tax and various other indirect taxes. As per Ind AS 118, the revenue for the quarters ended 31 March, 2018 and 31 December, 2017 are reported net of GST.

#### **Standalone and Consolidated Key Highlights – Q4**

Rallis standalone recorded revenues of ₹ 349 crs (PY ₹ 347 crs) for the quarter ended 31 March, 2018. Profit before tax (before exceptional items) was at ₹ 35 crs with total comprehensive income at ₹ 26 crs

The Company recorded consolidated revenues of ₹ 371 crs (PY ₹ 367 crs) for the quarter ended 31 March, 2018. Revenue net of Excise was at ₹ 371 crs (PY ₹ 349 crs) grew by 6%. Profit before tax (before exceptional items) was at ₹ 25 crs and Total comprehensive income at ₹ 21 crs.

#### **Standalone and Consolidated Key Highlights – FY18**

Rallis standalone recorded revenues of ₹ 1516 crs (PY ₹ 1490 crs) for the year ended 31 March, 2018. Profit before tax (before exceptional items) was at ₹ 191 crs and Total comprehensive income at ₹ 141 crs .

The company recorded consolidated revenues of ₹ 1808 crs (PY ₹ 1768 crs) for the year ended 31 March, 2018. Revenue net of Excise was at ₹ 1791 crs (PY ₹ 1664 crs) grew by 8%. Profit before tax (before exceptional items) was at ₹ 227 crs (₹ 222 crs) with total comprehensive income at ₹ 167 crs .

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**Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "I am pleased to report better market performance over last year driven by volume growth in both Domestic and International Businesses. Northeast monsoon which was forecasted to be normal ended at below 11% departure. Overall the Rabi cropping acreages were down by 1% while paddy and pulses improved, wheat acreages were down over last year. Our suite of solutions has enabled us to help farmers in multiple crops and notably in paddy which has registered significant growth.

Rallis Samrudh Krishi ® (RSK) our solution based approach to create value for farmers by enhancing productivity through end-to-end Agri solutions has been scaled up to touch 9lakh farmers during the year. We have recorded good improvement in farm yields along with farmer income enhancement driven by improvement in quality and optimization of cost through customized package of practices. This has been an important driver for our revenue growth during the quarter despite market challenges, increased raw material prices and pricing pressure.

Our new launches Odis, Cenator and Pulito have registered good growth in 2017-18 and will be key drivers of growth going forward.

The forecast for a normal monsoon augurs well for the coming Kharif season. Our performance in the International business continues to be better than last year due to improving situation in key markets such as Brazil and strong demand for herbicides".

Rallis Samrudh Krishi ® (RSK) intends to create value to farmers through close field level working disseminating the right growing practices, products and information. This leads to a better quality crop along with optimized cost and delivering improved yields.

The use of e-interventions – Drishti, Samadhan & Sampark will be the key in the execution. Drishti will provide the Predictive advisory services - accurate pest forecast (critical pest only, where support is a delight factor), Samadhan app will give the access to farmers for Customized and dynamic PoP, weather forecast, latest update on crop output prices, flash news on agriculture, can connect with our expert for problem solving etc. Sampark app will give the access to our Crop Advisors on complete PoP besides full details on our basket of products.

### **About Rallis India**

Rallis India Ltd. is one of India's leading Crop Solution Companies, with more than 160 years of experience of servicing Rural Markets and with the most comprehensive portfolio of crop protection chemicals 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