



**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

17<sup>th</sup> July, 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 Unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 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**

### PRESS RELEASE

## Revenues up 30% to ₹ 573 Cr

**Mumbai, 17<sup>th</sup> July, 2018:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter ended 30<sup>th</sup> June, 2018.

#### **Consolidated Key Highlights – Q1**

Rallis registered revenues of ₹ 573 crs (₹ 442 crs) for the quarter ended 30<sup>th</sup> June 2018, a growth of 30% over previous year sales net of excise. Profit before tax was at ₹ 76 crs (₹ 61 crs); Total comprehensive income was at ₹ 54 crs (₹ 43 crs).

#### **Standalone Key Highlights – Q1**

Rallis registered revenues of ₹ 352 crs (₹ 244 crs) for the quarter ended 30<sup>th</sup> June 2018, reflecting an increase of 45% over previous year sales net of excise. Last year had witnessed a disturbance in stocking patterns at the Channel level. Profit before tax was at ₹ 11 crs (₹ 2 crs) and Profit after tax was at ₹ 8 crs (₹ 1 crs).

**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 and value growth in both Domestic and International Businesses. South West monsoon has covered the entire country though the overall deviation is yet to be made up. Sowings are progressing well and we expect that the total acreages will catch up with that of last year. Revision in Kharif MSP brings good tidings and improved farm income will augur well for a strong Kharif crop.

We continued with our focus on working capital and placing stocks to align with market requirements.

Rallis Samrudh Krishi ® (RSK) our solution based approach to create value for farmers by enhancing productivity through end-to-end Agri solutions has been an important driver for our revenue growth during the quarter despite market challenges, increased raw material prices with pricing pressure leading to pressure on margins.

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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 are key enablers in the execution. Drishti provides Predictive advisory services - accurate pest forecast (critical pest only, where support is a delight factor), Samadhan app gives access to farmers for Customized and dynamic package of practices, weather forecast, latest update on crop output prices, flash news on agriculture, can connect with our expert for problem solving etc. Sampark app gives access to our field force on complete crop practices besides full detail on our portfolio of solutions.

#### **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