



RALLIS INDIA LIMITED

**V Shankar**  
Managing Director & CEO

## **PRESS RELEASE**

**Revenues up 12% till December  
Net Profit to date crosses Rs 100 crores**

**Mumbai, 24<sup>th</sup> January, 2013:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and nine months ended 31<sup>st</sup> December, 2012.

### **Consolidated Q3 Performance:**

Net sales registered a growth of 7% at ₹ 339.81 Crs as compared to ₹ 317.65 Crs during Q3 of the previous year. Net profit (after minority interest) for the Q3 FY13 was ₹ 22.03 Crs (₹ 7.66 Crs for Q3 PY).

Profit before Tax (bei) for the quarter was ₹ 32.88 Crs as against previous quarter profit of ₹ 36.65 Crs.

### **Consolidated Nine Months (April – December) Performance:**

Net sales registered a growth of 12% at ₹ 1161.44 Crs as compared to ₹ 1041.36 Crs during the same period in previous year.

Net profit (after minority interest) for the Nine months ended 31<sup>st</sup> December, 2012 was ₹ 107.76 Crs (₹ 89.30 Crs for the same period in previous year).

Profit before Tax (bei) for the nine months ended 31<sup>st</sup> December, 2012 was ₹ 154.01 Crs as against the same period in previous year profit of ₹ 158.65 Crs.

During the quarter ended 31 December 2012, the Company has acquired / subscribed to shares comprising 22.81% of the equity shares of Zero Waste Agro Organics Private Limited (ZWAOP). Rallis has certain rights under the Shareholder Agreement which requires ZWAOP to be treated as a subsidiary of the Company and hence it is consolidated. The results for the quarter and nine months ended 31 December 2012 are not materially affected as a consequence of this acquisition.

Pursuant to Share Purchase Agreement dated 9<sup>th</sup> December, 2010 the Company has acquired additional stake of equity shares in Metahelix Life Sciences Limited (Metahelix) during the quarter ended 31<sup>st</sup> December 2012, consequently the shareholding of the Company in Metahelix has increased from 75.64% to 77.02% as at 31<sup>st</sup> December 2012.



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**Commenting on the performance, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "I am pleased that we have registered a 12% growth in revenues so far this year despite rather difficult environment both for agriculture and markets. Our focus and activities around farmer relationships and Brands have helped us to strengthen our market position. The recognition we have received winning the CII EXIM Prize for Business Excellence affirms our commitment to build robust processes to drive performance excellence".

#### **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.