

**RALLIS INDIA LIMITED**

For immediate use

PRESS RELEASE**Rallis Q3 net rises 38% to Rs. 30 crs****Profit for 9 months Rs. 132 cr exceeds full year FY13**

Mumbai, 16th January, 2014: 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 31st December, 2013.

Q3 Performance (consolidated)

Net sales rose 17 % to reach Rs 396 Crs as compared to Rs 340 Crs during the same period previous year. Net profit (after minority interest) for Q3 FY14 grew 38% to Rs **30 Crs** (Rs **22 Crs** for Q3 PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for the quarter increased 18% reaching Rs **46 Crs** as against previous year Q3 profit of Rs **39 Crs**.

9-month Performance (consolidated)

Net sales registered a growth of 21% to reach Rs 1402 Crs as compared to Rs 1161 Crs for the same period in previous year. Net profit (after minority interest) grew 23% for nine months ended FY14 to reach Rs **133 Crs** (Rs **108 Crs** for nine months of PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for nine months increased by 26% to Rs **205 Crs** as against previous year nine months of Rs **163 Crs**.

Commenting on the performance, **Mr. V Shankar**, Managing Director and CEO, Rallis India said, "I am pleased that we have reached new highs in this quarter both in revenues and profits. While the domestic business stood its ground with strengthening relationship through the farmer programmes, international business grew well due to robust demand of the key products. Our continued focus on connecting with farmers through Rallis Kisan Kutumba initiatives, strong brands and value creating initiatives in agri space led to robust revenue growth and exceeding the full year profit of previous year by 11% in the nine months".

Further, Mr. Shankar commented that "there were shifts in farmer preferences for crops and Rallis, with the help of a strong understanding of the field level changes, moved with agility to cater to the changing needs. Our focus on the new initiatives such as More Pulses programme, Samrudh Krishi, etc. continued with vigour. Our new products in the Plant Growth Promoter segment did well and our key brands recorded good growth"

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The three cyclones affected standing crops in certain areas and also led to drop in yields. Rabi sowings registered an increase of 5.4 % and should translate into an increased foodgrain and pulses production. The good rainfall during these months have increased soil moisture content which should augur well going forward into the Rabi season.

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 2012-13, Rallis registered consolidated revenue of Rs 1440 Crs and a consolidated net profit of Rs 119 Crs.