



RALLIS INDIA LIMITED

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RALLIS GENERATES GREEN POWER, A FIRST

Q3 NET AT ₹ 20 CRS

Mumbai, 18th January, 2016: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and nine months ended 31st December, 2015.

Consolidated Highlights – Q3

Rallis clocked revenues of ₹ 306 crs (previous year ₹ 385 crs) for the quarter ended 31st December, 2015. EBITDA margins was at 11.5% (previous year 13.1%) and Net profit after minority interest was ₹ 20 crs (previous year ₹ 25 crs).

Standalone Highlights – Q3

The Company recorded net sales of ₹ 277 crs (previous year ₹ 350 crs), for the quarter ended 31st December, 2015. EBITDA margins was at 14.5% (previous year 16.3%) and Net profit after tax at ₹ 26 crs (previous year ₹ 33 crs).

Rallis has commissioned a 4.4 MWp solar PV power plant at Dahej, for captive consumption across its units in Gujarat, through Long Term Open Access mechanism. This model of wheeling and distribution of green energy for captive consumption is first of its kind in Solar Power sector in Gujarat.

Besides progressing in a definitive way in its sustainability strategy, this bulk power will cater to a great extent to the power demand of its Units.

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "2015 has been a "difficult year" for farmers and farming, impacted by climatic turbulence. The quarter saw muted farmer sentiments due to reduced Kharif yields and lower prices of key crops. Deficiency in North East monsoon and lower level of reservoirs across key Rabi crop growing States also affected the crop acreages and health.

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Consequent drop in usage of crop protection solutions have impacted sales of some key Rallis brands for paddy and pulses.

International business continued to face pressure in the major markets of Brazil & USA. Lower crop commodity prices and higher Inventories affected consumption. We look forward to market picking up in the first half of 2016 - 17.

The Company has been awarded the Certificate of Recognition for adopting Exemplary Corporate Governance Practices by the Institute of Company Secretaries of India (ICSI). The National Awards for Excellence in Corporate Governance have been instituted by ICSI for annually recognizing and awarding the best governed Companies in India."

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.