



RALLIS INDIA LIMITED

V Shankar
Managing Director & CEO

PRESS RELEASE

**Revenues grow 20%
Net up 14%.**

Mumbai, 18th July, 2013: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter ended 30th June, 2013.

Consolidated Key Highlights – Q1

Rallis recorded a 20% growth in revenues with net sales scaling a new milestone at Rs 409 crores, for the quarter ended 30th June, 2013. Profit from operations before exceptional items rose Rs 46 crs (Rs 34 crs), an increase of 36%. EBITDA grew by 33% to Rs 55 crs (Rs 42 crs). Net Profit was up 14% to clock Rs 27 crs.

Metahelix the Seeds entity registered a handsome sales growth of 81% to nearly Rs 150 crores. Net Profit also rose to Rs 28 crores more than doubling the previous year Q1 net of Rs 12 crores.

Shareholding of Rallis in Metahelix at 30th June, 2013 was 77.02% as against 75.64% as at 30th June, 2012.

The above results for the current quarter includes that of the subsidiary company Zero Waste Agro Organics Ltd, which was acquired (22.80% stake with management control) in March 2013.

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "The domestic operations of the Company has registered smart gains buoyed by the excellent progress in sowings with the favourable monsoon. I am happy that our Seeds business is making rapid progress making its mark in the markets providing farmer satisfaction. The Crop Protection business is also well poised for delivery in the Kharif season. Our non-pesticides portfolio is shaping up well with each of the segments such as PGN, Seeds, Agri Services, Contract Manufacturing,... making good progress".

Mr Shankar further added "our focus on better working capital efficiency and cash management continues and this has delivered good results in Q1. Our interest costs are down 35%".



RALLIS

The Company continued its investments in strengthening its market reach and farmer connect through its flagship programme *Rallis Kisan Kutumba*.

Geogreen, the new Organic soil conditioner introduced during the year, has been accepted well by the farmers, who are able to see crop productivity improvement by its usage.

The progress of the monsoon in July and August will be an important determinant on how the overall Kharif season shapes up.

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.