



RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

PRESS RELEASE

For immediate use

PRESS RELEASE

Q4 revenues up 9%

Board recommends dividend of ₹ 2.50 per share

Mumbai, 26th April, 2016: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and year ended 31st March 2016.

Consolidated Key Highlights – Q4

During the quarter ending 31st March 2016 (Q4), Rallis India net sales grew by 9 % to Rs. 342 crs and Profit after Tax (PAT) increased to Rs.32 crs (Rs. 21.5 crs previous year).

Consolidated Key Highlights – FY16

For the financial year ended 31st March 2016, Net sales were at 1,612 crs (Rs. 1,800 crs previous year). PAT (after MI) was at Rs. 143 crs (Rs. 157 crs). EBITDA margin for the year was at 14.3%

Commenting on the performance, Mr. V Shankar, Managing Director and CEO, Rallis India said, "We have witnessed tough conditions during the quarter with severe water stress environment in most areas. I am pleased that while we have nevertheless held ground in domestic, there has been upside on the international side delivering the revenue growth. Our continued focus on quality of operations have not only held on to the margins but also significantly improved our working capital situation. With emphasis on cash we are now to a near zero debt status.

Our suite of solutions has enabled us to help farmers in multiple crops and notably in Fruits and Vegetables which has grown. The recent set of products such as ORIGIN and HUNK have received encouraging response from farmers. Our performance in Seeds for paddy, millets and vegetables has also been satisfying. During the quarter we have taken up the balance stake in Metahelix with the holding going up to 100% now. We continue on our farmer relationship endeavor Rallis Kisan Kutumba to help farmers with good agronomy practices to drive up productivity. We have initiated some ICT initiatives to serve farmer needs better which will be scaled up this year. The forecast for normal monsoon augurs well for coming Kharif season".



RALLIS

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. Rallis is increasingly marking its presence as a holistic agri solutions Company by helping farmers with its technical expertise, range of agri products from seeds to nutrition to protection and agronomy knowledge, to drive agricultural productivity adding value and changing the lives of farmers.