



**RALLIS INDIA LIMITED**

**Corporate Identity No. L36992MH1948PLC014083**

2nd Floor Sharda Terraces Plot No 65 Sector 11 CBD Belapur Navi Mumbai 400 614  
Tel 91 22 6776 1657 Fax 91 22 6776 1775 email pmeherhomji@rallis.co.in

**Mrs P S Meherhomji**  
Company Secretary

22<sup>nd</sup> January, 2018

The General Manager  
Corporate Relationship Dept.  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001  
Fax No. 2272 2039/ 2272 2041

Asst. Vice President  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C/1, G Block  
Bandra - Kurla Complex  
Bandra (E)  
Mumbai 400 051  
Fax No. 2659 8237/ 2659 8238

Dear Sir,

With regard to the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2017, we are enclosing the Press Release in respect of the same for your reference.

Thanking you,

Yours faithfully,  
RALLIS INDIA LIMITED

(P. S. MEHERHOMJI)

Encl.: a/a



## RALLIS INDIA LIMITED

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For immediate use

PRESS RELEASE

**Q3 Revenues rise 12% to ₹ 390 crs,  
Total Comprehensive Income ₹ 26 crs**

**Mumbai, 22<sup>nd</sup> January, 2018:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter ended 31<sup>st</sup> December, 2017.

According to the requirement of Ind AS and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the corresponding previous quarter ended 31 December, 2016, for the nine months ended 31 December, 2016 and year ended 31 March, 2017 were and are reported inclusive of Excise Duty.

The Government of India has implemented Goods and Service Tax ('GST') from 1 July, 2017 replacing Excise duty, Service Tax and various other indirect taxes. As per Ind AS 118, the revenue for the quarters ended 31 December, 2017 and 30 September, 2017 is reported net of GST.

### **Consolidated Key Highlights – Q3**

- Rallis registered revenues of ₹ 390 crs (PY ₹ 350 crs) for the quarter ended 31<sup>st</sup> December 2017. Profit before tax (before exceptional items) at ₹ 28 crs (₹ 32 crs); Total comprehensive income at ₹ 26 crs (PY ₹ 25 crs).

### **Standalone Key Highlights – Q3**

Rallis registered revenues of ₹ 357crs (PY ₹ 327 crs) for the quarter ended 31<sup>st</sup> December 2017. Profit before tax (before exceptional items) at ₹ 38 crs (₹ 40 crs); Total comprehensive income at ₹ 34 crs (PY ₹ 34 crs).

**Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "I am happy to report better market performance over last year on the back of an improved water storage levels in major reservoirs. Northeast monsoon which was forecasted to be normal ended at 11% departure though there was good rainfall in key southern states. The cropping

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acres has been up in most crops, except Wheat and Oil seeds. Our broad based portfolio of solutions and robust farmer relationship have been instrumental in driving our revenue growth during the quarter. Despite market challenges and pricing pressure our quality of operations stood ground driven by Rallis Samrudh Krishi ® (RSK) and our digital initiatives.

Our suite of solutions has enabled us to help farmers in multiple crops and notably in Paddy which has grown. The recent set of products have received encouraging response from farmers. Our performance in the International business continues to be better than last year due to improving situation in key markets such as Brazil and strong demand for herbicides. I do expect with Rabi sowing picking up, we look forward for a good Rabi season".

### **About Rallis India**

Rallis India Ltd. is one of India's leading Crop Solution Companies, with more than 160 years of experience of servicing Rural Markets and with the most comprehensive portfolio of crop protection chemicals for Indian farmers. Rallis is known for its deep understanding of Indian Agriculture, sustained contact with farmers, quality agrochemicals, branding & marketing expertise along with its strong product portfolio. Rallis has marketing alliances with several multinational agrochemical companies.

Rallis is also known for its manufacturing capabilities and ability to develop new processes and formulations, hence is considered as a preferred partner for contract manufacturing by leading global corporations