



## RALLIS INDIA LIMITED

For immediate use

**PRESS RELEASE**

**Rallis Board declares interim dividend of Re. 1 per share (100%)  
Q2 revenues up 24%. H1 revenues cross Rs.1000 Crs, Net rises above ₹100 Crs.**

**Mumbai, 21<sup>st</sup> October, 2013:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and six months ended 30<sup>th</sup> September, 2013.

### **Consolidated Q2 Performance**

Net sales rose 24% to reach ₹597 Crs as compared to ₹ 481Crs during the same period previous year. Net profit (after minority interest) for the Q2 FY14grew 21% to**₹75Crs(₹62Crs** for Q2 PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for the quarter increased 25% reaching**₹113Crs** as against previous year Q2 profit of **₹ 90Crs**.

### **Consolidated H1 Performance**

Net sales registered a growth of 22% to reach₹1006Crs as compared to ₹822Crs during the H1 PY. Net profit (after minority interest) for H1 FY14 was **₹102Crs(₹ 86Crs** for H1 PY).

Profit from Operations (before exceptional items, other income and forex loss/(gain)) for the half year was**₹159Crs** as against previous half year profit of **₹ 124Crs**.

**Commenting on the performance, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "I am happy that we have established new milestones with revenues crossing ₹ 1000 crs and PAT over ₹ 100 crs recording a healthy growth. Our continued focus on connecting with farmers through Rallis Kisan Kutumba initiatives, strong brands and value creating initiatives in agri space has contributed to strong performance in this Kharif Season. We are delighted that Rallis has been recently awarded the prestigious Porter Prize for 'creating shared value' recognizing these farmer relationship initiatives. The Porter Prize, is named after the renowned thinker, Harvard faculty member and father of modern strategies, Professor Michael E Porter, and awarded by the Institute for Competitiveness, India

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 the dynamic circumstances. Our focus on the new initiatives continued with vigor with MoPu reaching out to more than 25,000 farmers and 60,000 acres in the current season in Maharashtra, Madhya Pradesh, Karnataka & Tamil Nadu. Our new products in the Plant Growth Promoter segment did well and our key brands recorded good growth"



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Monsoon till end of September was 6 % surplus and the best since 1994. Kharif sowings registered an increase of 4.4 % and should translate into an increased foodgrain production. The good rainfall during Kharif have increased ground water and reservoir storage which should augur well for the next 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 ₹1440Cr and a consolidated net profit of ₹ 119Cr.