



RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

For immediate use

PRESS RELEASE

**H1 Consolidated Revenues at Rs. 963 crs
Net profit after tax at Rs. 90 crs**

Mumbai, 23rd October, 2015: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and six months ended 30th September, 2015.

Consolidated Key Highlights – Q2

During the quarter ending 30th September, 2015, Rallis India registered net sales of Rs. 500 crs (Rs. 636 crs previous quarter). Net Profit After Tax and Minority Interest at Rs. 57 crs (Rs. 73 crs previous quarter).

Standalone Key Highlights – Q2

Net sales of Rs. 462 Cr (Rs. 578 crs previous quarter). Net profit after tax (PAT) stands at Rs. 65 crs (Rs. 76 crs previous quarter). Q2 EBITDA margin improves by 100 Bps to 22.3 %, with EBITDA at Rs. 103 crs (Rs. 123 crs previous quarter).

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "We have seen very challenging times in Indian agriculture, with back to back drought year accompanied with low farmer netbacks and tough market conditions.

The southwest monsoon commenced well in the latter half of June but July onwards season went dry, which impacted kharif crops such as Cotton, Soybean, Paddy etc. Sowing of crops picked up well initially but slowed down with cotton acreages coming down drastically and other crops too got affected.

I am happy that against this backdrop, our new products such as **Hunk** and **Origin** have received excellent response from our farmers. Overall due to monsoon deficiency, the crop acreages growth and yields have been impacted. Coupled with lower netbacks for farmers, it has put enormous pressure for the industry.

Current reservoir levels in Maharashtra & southern States of India are low though showers received towards the end of September have increased overall sentiments for Q3.



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The international business also faced pressure in the major markets of Brazil & USA. Brazil is reeling from its worst drought of over 80 years and currency devaluation impacting demand. In USA, lower crop commodity prices and higher Inventory impacted consumption. We look forward to market picking up in the latter half of the year."

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.