



Welcome !

***Q3 and 9 Months
(2012-13)***

Performance

**V Shankar
24th January 2013**

Highlights

**9 Months revenues up 12 %
Gross sales cross Rs. 1200 Crs**

Net Profit at Rs.108 Crs

Acquisition of 22.81% equity in Zero Waste Agro

Financial Performance : Key Highlights Consolidated

₹ Crs

	Q-3 11-12	Q-3 12-13	YTD Dec 2011-12	YTD Dec 2012-13
Net Sales	317.7	339.8	1041.4	1161.4
Profit before tax (bei)	36.7	32.9	158.7	154.0
Exceptional Item - Cessation Cost	24.2	-	24.2	-
Net Profit After Tax*	7.6	22.0	89.3	107.8

*** Post minority interest**



Financial Performance : Key Highlights
Rallis Standalone

₹ Crs

Net Sales for the quarter – Rs. 320.4 Crs

Net sales YTD – Rs. 1047 Crs

Net Profit YTD Dec – Rs. 106 Crs

Kharif 2012 - 1st Advance production Estimates

Figures in Million Tonnes

* In Million Bales

Crop	L.Y. Kharif Actual	Current Kharif Estimates	Remarks
Food Grains	129.94	117.18	(10%)
Pulses	6.16	5.26	(15%)
Coarse Cereals	32.26	26.33	(18%)
Oil Seeds	20.78	18.78	(10%)
Cotton*	35.2	33.4	(5%)
Rice	91.53	85.59	(6.5%)

Significant reduction in the estimates of production

Figures in Tonnes / Ha

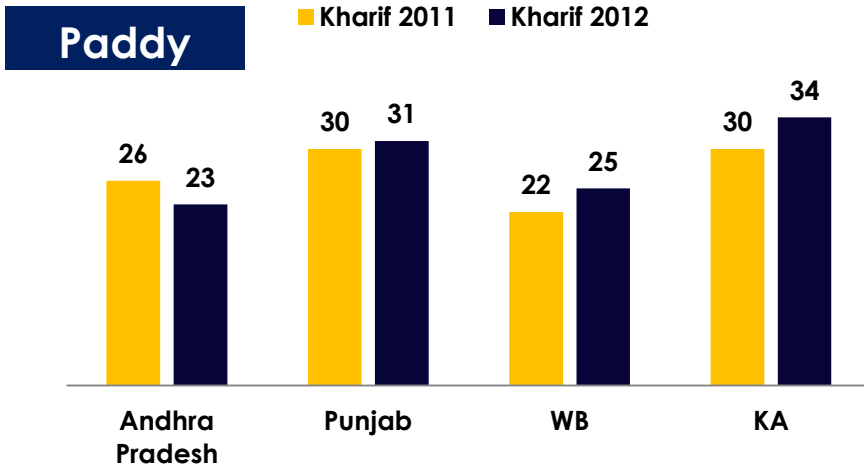
Crop	2011-12	2012-13
Paddy	2.39	2.33
Coarse Cereals	1.61	1.5
Pulses	0.56	0.52
Oilseeds	11.57	10.71
Cotton*	2.93	2.88
Sugarcane	702.27	634.13

There is decrease of 5 to 10 % in the productivity.

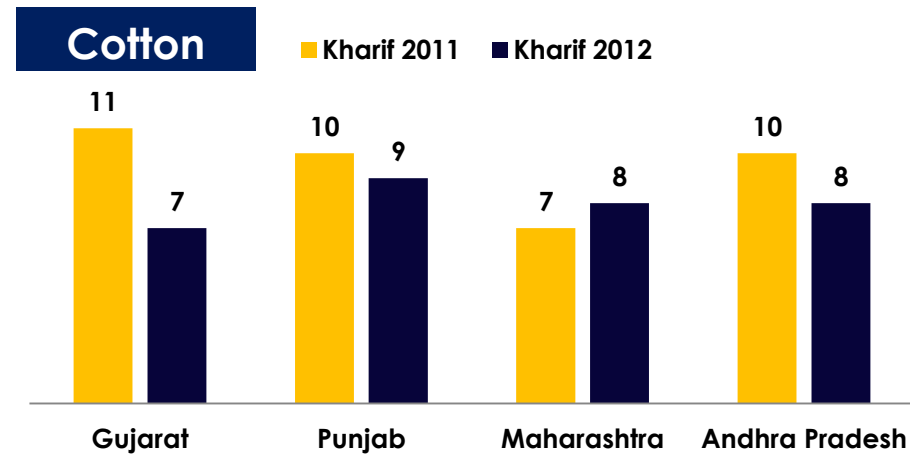
Will impact farmers earnings

Kharif Crops – Dashboard

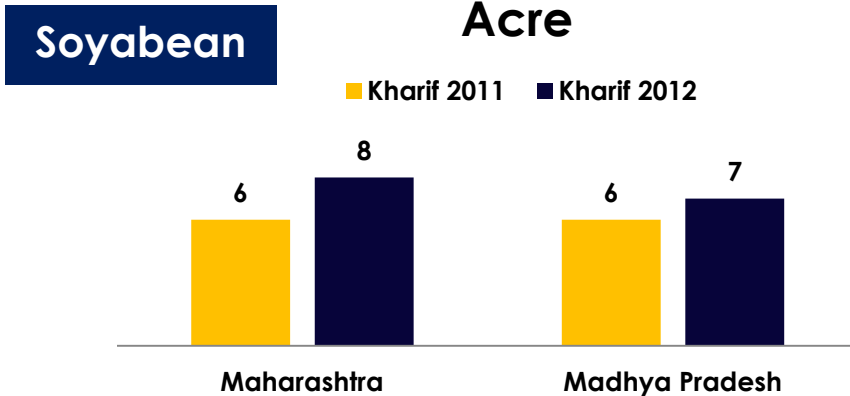
Yield Estimates - Q per Acre



Estimated Yields - Q / acre

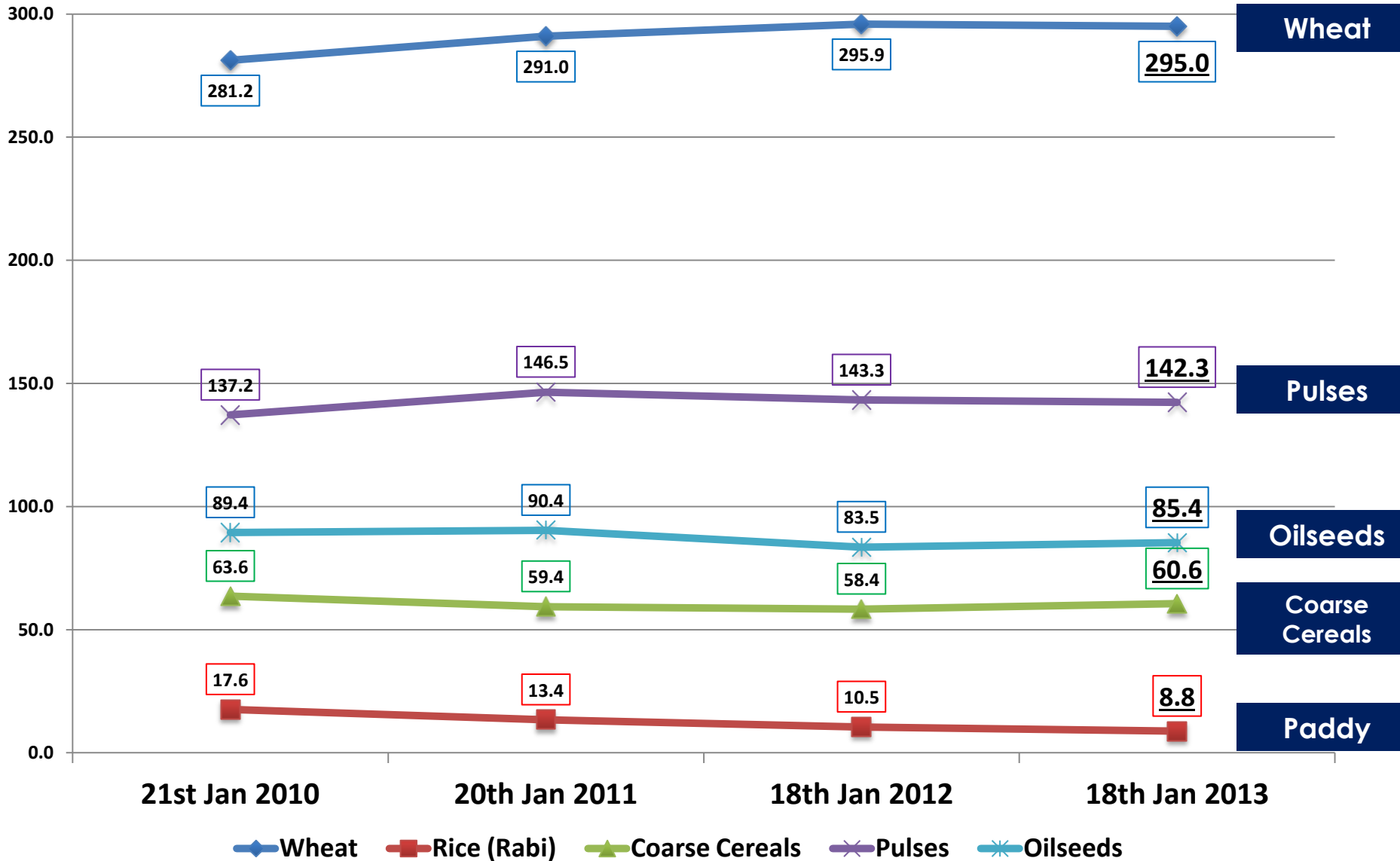


Estimated Yields - Q per Acre



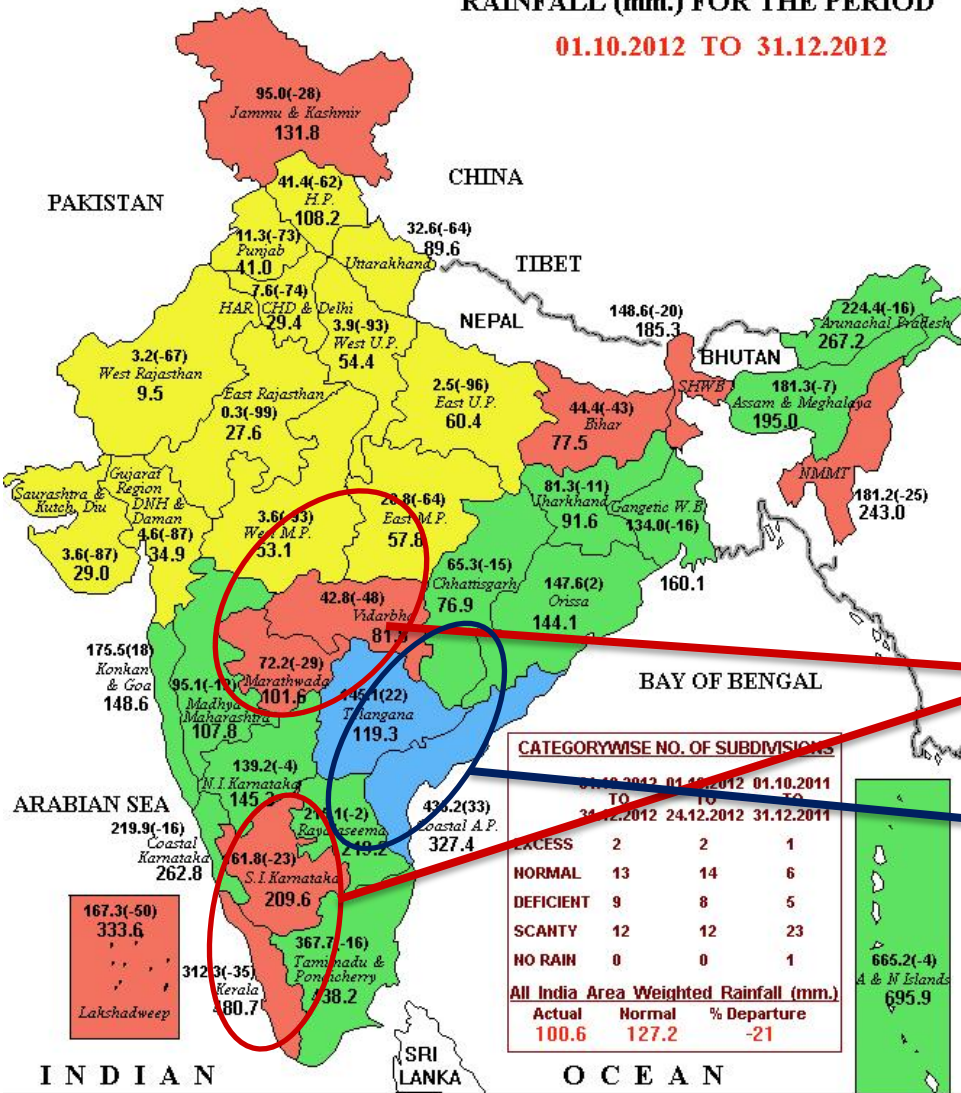
Crops Sowing - Rabi

Area in Lakh Hectares



North East monsoon till December end

RAINFALL (mm.) FOR THE PERIOD
01.10.2012 TO 31.12.2012



21 Subdivisions have reported below normal rainfall which consists of 60 % of the geographical area of India

UP , Maharashtra , Interior Karnataka, Andhra Pradesh (Neelam) and Kerala were worst affected

Less rains in catchment area leading to less water in dams

Impact due to Neelam cyclone

LEGEND: ■ EXCESS (+20% OR MORE) ■ NORMAL (+19% TO -19%) ■ DEFICIENT (-20% TO -59%)
■ SCANTY [-60% TO -99%] ■ NO RAIN [-100%] NO DATA

Crops Sowing – Rabi Paddy

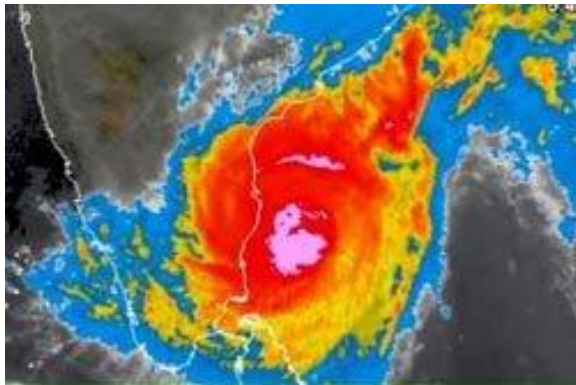
❖ Paddy

Rabi rice crop is lagging behind due to the delay in harvest of the main rice crop and shortage of water in key rabi rice growing states of Tamil Nadu and Andhra Pradesh.

Neelam Cyclone

Tamilnadu , Coastal Andhra Pradesh , Guntur were Severely Impacted

Paddy crop which was ready for harvest was dislodged and submerged



Crop	Area in Acres Damaged
Paddy	7,47,000
Cotton	2,06,000
Black Gram	11,785
Maize	9,582
Bengal Gram	4,465
Tobacco	4,330

Rabi – Southern India – Current Status

Current water supply statistics

Name of the Reservoir	Capacity (TMC*)	Last year's Capacity (TMC)
Osmansagar	0.630	1.645
Himayathsagar	0.553	1.219
Singur	9.670	26.444
Manjeera	1.273	0.587
Akkampally	0.935	1.339
Total	13.061	31.234

*THOUSAND MILLION CUBIC FEET



Water level drops the most in TN

Chennai, Nov. 27:

Tamil Nadu has registered the biggest drop in reservoir levels in the southern region, which is the worst-affected in water storage, according to a CMIE report quoting Central Water Commission's data. The four southern States recorded less-than-normal storage

Drought will be draining for sugarcane growers in 2 States

Drought in parts of Maharashtra and Karnataka has hurt fresh sugarcane planting, which may affect cane availability for sugar year 2013-14 starting October. Areas such as Marathawada, Vidarbha and parts of Northern Karnataka are reeling under the impact of drought induced by erratic monsoon in 2012.

This will impact the growth of Paddy and chilli crops in AP .

Agro chemical sale in Paddy for Tamilnadu and Kerela will be impacted

Glimpses of 3rd Quarter

- ❖ After a gap of 2 years paddy acreages have improved in Coastal Andhra Pradesh and Lucknow
- ❖ Good Bengal Gram season
- ❖ With ample water in MP and parts of Rajasthan the Wheat Acreages have grown. Increased MSP also boosted the growth
- ❖ Farmers in East have started shifting towards commercial cultivation of all crops.
- ❖ Productivity for key crops are increasing in eastern states of India due to combined efforts of GOI and Private sector

Agrochemical Performance



Herbicides

- Growth due to delay and deficit in monsoon
- High weed emergence in paddy crop
- Increased usage of Wheat herbicides



Insecticides

- Missed Sprays for sucking pest molecules on cotton crop
- Skipped sprays due to Neelam cyclone in southern India
- Insecticides usage on paddy was also delayed



Fungicides

- Low Fungal attack on Kharif crops due to dry weather conditions

Q3 was tough for the Indian agrochemical firms with increasing inventories in the market , increased debtors , increasing raw material cost and reduced margins

Q3 Highlights





Rallis wins CII EXIM Bank Award 2012 for Business Excellence



14 companies have received this highest level of recognition in last 19 years. We are proud to be one among them.



Geo Green In line with the strategic aim to grow in Green Portfolio



- ❖ Farmers are happy with the yield increase
- ❖ Various promotional activities done.



Grapes at Sangli

Field day at Sholapur



Bus paintings





Manufacturing

- **Two external laurels for the Unit.**
 - **1st in Safety** in overall Gujarat &
 - **1st in Green Environment** In business sector.



EHS

Dr. Joshi from Rallis receiving Recognition for RC Logo Holder Companies during Vibrant Gujarat 2013



