



Q3 Performance 2014-15

RALLIS INDIA LIMITED
A TATA Enterprise

Registered Office: 156/157, Nariman Bhawan, 15th Floor, 227 Nariman Point, Mumbai - 400 021.

PART I
₹ in Cr.
CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2014

Particulars	Current 3 months ended 31 December 2014	Preceding 3 months ended 30 September 2014	Previous Corresponding 3 months ended 31 December 2013	Year to date figures for current period ended 31 December 2014	Year to date figures for previous period ended 31 December 2013	Previous year ended 31 March 2014
(Refer Notes Below)	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1 Income from Operations						
a) Net sales/income from operations (Net of excise duty)	384.70	635.93	395.93	1,485.98	1,401.91	1,725.68
b) Other operating income	4.77	6.01	4.83	13.97	13.19	20.88
Total income from operations (net) (a)+(b)	389.47	641.94	400.76	1,499.95	1,415.10	1,746.56
2 Expenses						
a) Cost of materials consumed	216.29	257.32	216.58	758.69	698.91	874.12
b) Purchase of stock-in-trade	18.54	71.00	44.38	146.85	160.14	170.87
c) Changes in inventories of finished goods, work-in-progress and stock in trade	(30.14)	62.15	(26.76)	(79.26)	(40.44)	(36.56)
d) Employee benefits expense	34.16	30.97	29.11	98.02	85.28	110.50
e) Depreciation and amortisation expense	12.61	12.66	9.36	36.37	27.12	40.66
f) Other expenses	100.16	98.61	79.38	342.91	291.65	366.35
Total Expenses (a)+(b)+(c)+(d)+(e)+(f)	351.62	532.71	352.05	1,303.58	1,222.66	1,525.94
3 Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)	37.85	109.23	48.71	196.37	192.44	220.62
4 Other Income	0.86	0.77	1.42	3.25	4.92	6.38
5 Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4)	38.71	110.00	50.13	199.62	197.36	227.00
6 Finance costs	2.58	2.55	3.13	7.59	10.39	12.60
7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)	36.13	107.45	47.00	192.03	186.97	214.40

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(Refer Notes Below)		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
8	Exceptional Items	-	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax (7- 8)	36.13	107.45	47.00	192.03	186.97	214.40
10	Tax expense	12.83	34.61	18.51	53.48	52.37	61.73
11	Net Profit / (Loss) for the period (9-10)	23.30	72.84	28.49	138.55	134.60	152.67
12	Extraordinary Item	-	-	-	-	-	-
13	Net Profit / (Loss) after taxes but before share of profit / (loss) of associates and minority interest (11-12)	23.30	72.84	28.49	138.55	134.60	152.67
14	Minority Interest	(2.19)	(0.59)	(1.86)	2.65	2.01	0.80
15	Net Profit after taxes and minority interest (13-14)	25.49	73.43	30.35	135.90	132.59	151.87
16	Paid-up equity share capital (Face value ₹ 1 per share)	19.45	19.45	19.45	19.45	19.45	19.45
17	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						698.55
18	Earnings per Share (EPS) (of ₹ 1 each) (not annualised):						
	a) Basic	1.31	3.78	1.56	6.99	6.82	7.81
	b) Diluted	1.31	3.78	1.56	6.99	6.82	7.81
	See accompanying notes to the financial results						

PART II							
SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2014							
	Particulars	Current 3 months ended 31 December 2014	Preceding 3 months ended 30 September 2014	Previous Corresponding 3 months ended 31 December 2013	Year to date figures for current period ended 31 December 2014	Year to date figures for previous period ended 31 December 2013	Previous year ended 31 March 2014
A	PARTICULARS OF SHAREHOLDING						
1	Public Shareholding						
	- Number of Shares	97,052,280	97,052,280	97,052,280	97,052,280	97,052,280	97,052,280
	- Percentage of shareholding	49.91%	49.91%	49.91%	49.91%	49.91%	49.91%
2	Promoters and promoter Group Shareholding						
a)	Pledged/Encumbered						
	- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA	NA
	- Percentage of shares (as a % of the total share capital of)	NA	NA	NA	NA	NA	NA
b)	Non-encumbered						
	- Number of shares	97,416,610	97,416,610	97,416,610	97,416,610	97,416,610	97,416,610
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%	100%
	- Percentage of shares (as a % of the total share capital of the company)	50.09%	50.09%	50.09%	50.09%	50.09%	50.09%
	Particulars	Current 3 months ended 31 December 2014					
B	INVESTOR COMPLAINTS						
	Pending at the beginning of the quarter		1				
	Received during the quarter		1				
	Disposed of during the quarter		2				
	Remaining unresolved at the end of the quarter		-				

Notes :

- 1 The above results were reviewed by the Audit Committee, and approved by the Board of Directors at its meeting held on 20 January 2015, and the Statutory Auditors of the Company have conducted a "Limited Review" of the the above financial results for the quarter and the nine months ended 31 December 2014.
- 2 The business of the Company and its subsidiaries is seasonal in nature and the performance can be impacted by weather conditions and cropping pattern.
- 3 The Company and its subsidiaries have one reportable business segment viz. "Agri-Inputs".
- 4 The Standalone results of the Company for the quarter and nine months ended 31 December 2014 are as follows:

(₹ in cr)

Particulars	Current 3 months ended 31 December 2014	Preceding 3 months ended 30 September 2014	Previous Corresponding 3 months ended 31 December 2013	Year to date figures for current period ended 31 December 2014	Year to date figures for previous period ended 31 December 2013	Previous year ended 31 March 2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Turnover (net of Excise)	350.00	578.42	373.50	1,217.41	1,206.68	1,510.24
Profit Before Tax	45.33	110.73	53.46	175.18	173.59	209.04
Net Profit After Tax	32.50	76.12	34.95	121.70	121.22	146.36

- 5 The Company has reassessed the useful lives of its fixed assets. As a result of the change, the charge on account of depreciation for the quarter and the nine months ended 31 December 2014, is higher by ₹ 1.50 cr and ₹ 4.50 cr respectively compared to the useful lives estimated in earlier periods. In the case of assets whose useful lives have ended, the carrying values as at 1 April 2014 aggregating to ₹ 2.37 cr (net of deferred tax ₹ 1.22 cr) have been adjusted to the opening reserves as on 1 April 2014 pursuant to the provisions of Schedule II to the Companies Act, 2013.
- 6 This quarter has a charge of ₹ 7.11 cr (₹ 1.72 cr related to Dahej land charges and ₹ 5.39 cr for stock related adjustment).
- 7 Figures for the earlier periods have been regrouped / recast, wherever necessary, to conform to the classification of the current period.
- 8 The standalone results of the Company are available for investors at www.rallis.co.in, www.nseindia.com and www.bseindia.com.

**For and on behalf of
Rallis India Limited**

Sd /-

**V Shankar
Managing Director & CEO**

Mumbai, 20 January 2015

Financial Performance : Key Highlights

Rallis Consolidated

₹ Crs

	Q 3 13-14	Q 3 14-15
Net Sales	395.9	384.7
Profit before tax (bei)	47.0	36.1
Net Profit After Tax (After MI)	30.3	25.5

Financial Performance : Key Highlights

Rallis Consolidated

₹ Crs

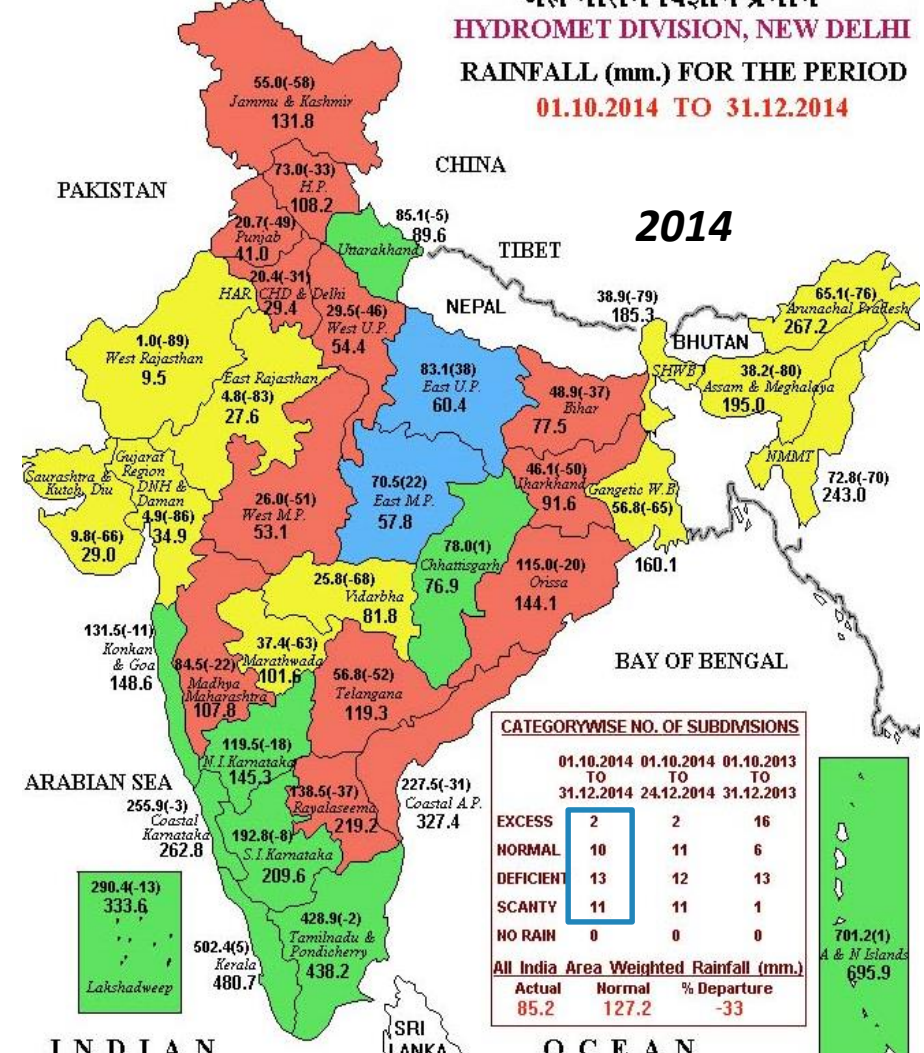
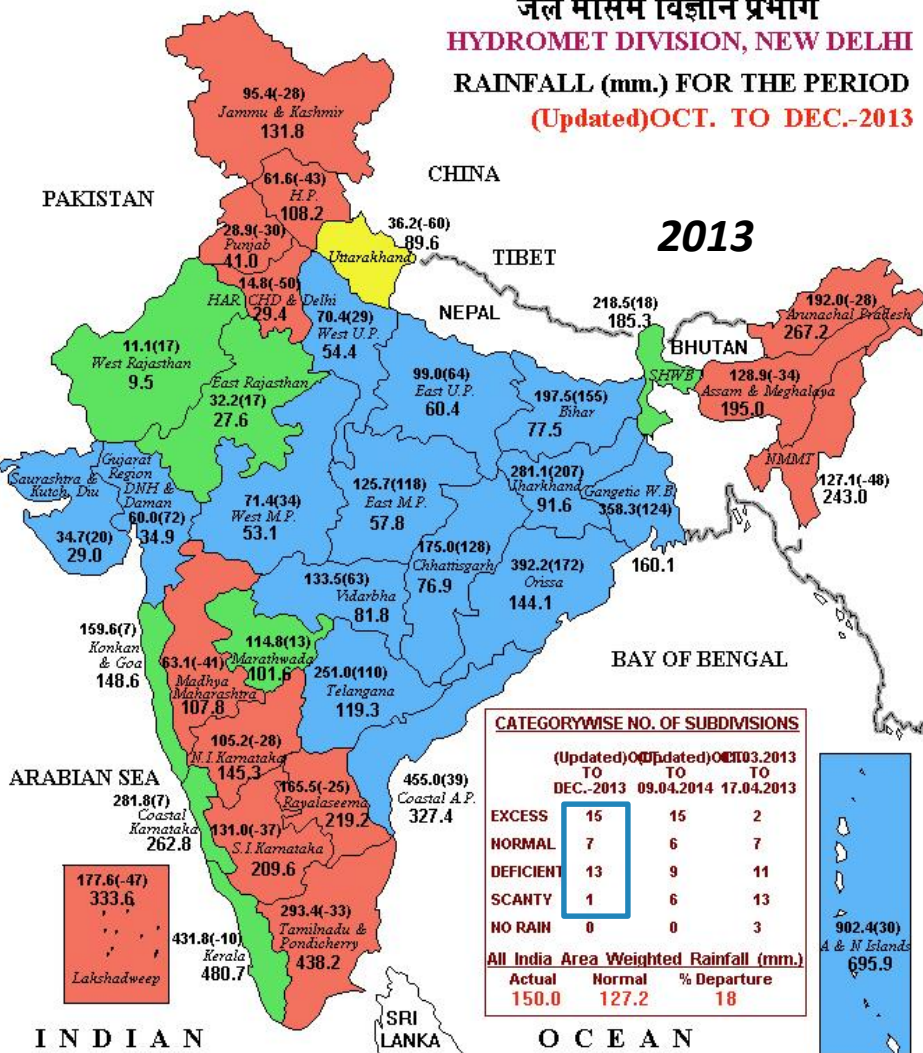
	YTD Dec 13-14	YTD Dec 14-15
Net Sales	1401.9	1485.9
Profit before tax (bei)	186.9	192.0
Net Profit After Tax (After MI)	132.6	135.9

Source : IMD , Govt . Of India

Rainfall (October to December)

जल मौसम विज्ञान प्रभाग
HYDROMET DIVISION, NEW DELHI
RAINFALL (mm.) FOR THE PERIOD
(Updated)OCT. TO DEC.-2013

जल मौसम विज्ञान प्रभाग
HYDROMET DIVISION, NEW DELHI
RAINFALL (mm.) FOR THE PERIOD
01.10.2014 TO 31.12.2014



Key states such as AP , Maharashtra , Gujarat were impacted due to less Rainfall



Production declines in Kharif, food grains output **fall by - 7%**

	Estimates (2013-14)	Estimates (2014-15)	
Rice	92	88	-4%
Maize	18	16	-9%
Coarse Cereals	32	27	-14%
Tur	3	3	-17%
Total Pulses	6	5	-14%
Total Food grains	129	120	-7%
Groundnut	8	5	-36%
Soyabean	12	12	-1%
Total Nine Oilseeds	22	20	-13%
Cotton	37	35	-5%
Sugarcane	350	343	-2%

In million tonnes, cotton in Mn. Bales

Erratic rainfall, dry spells and reduced crop acreages in several parts of the country have impacted productivity of crops

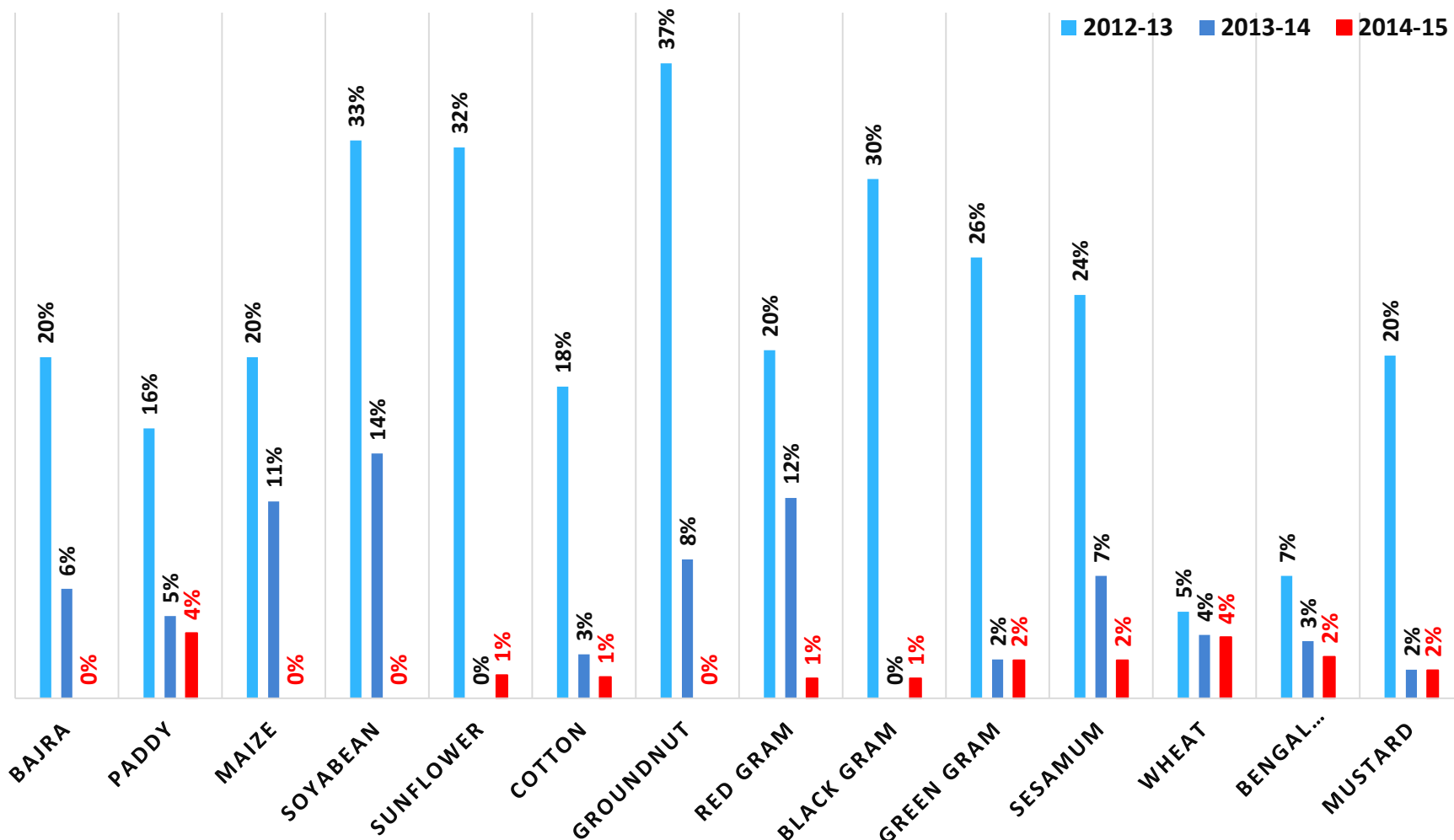
Decline in area has adversely affected production of Jowar, Bajra and Maize in some major states such as AP, Gujrat, Karnataka, Maharashtra and Rajasthan, leading to decline in the total production of Kharif Coarse Cereals

Production of Pulses dropped by a million tonnes on account of reduced acreages and deficient rains

Among Oilseeds, on account of decline in area and productivity in Gujarat, total production of Groundnut in the country has suffered considerably

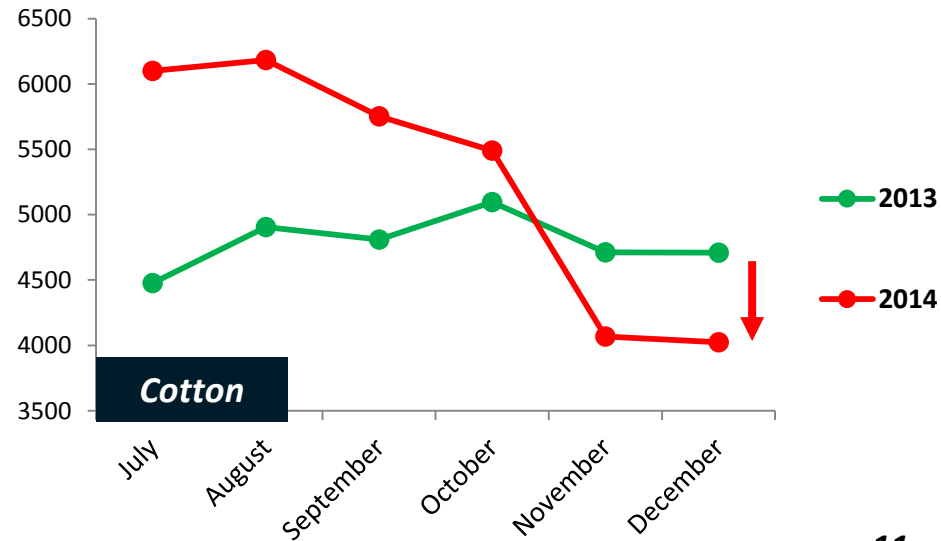
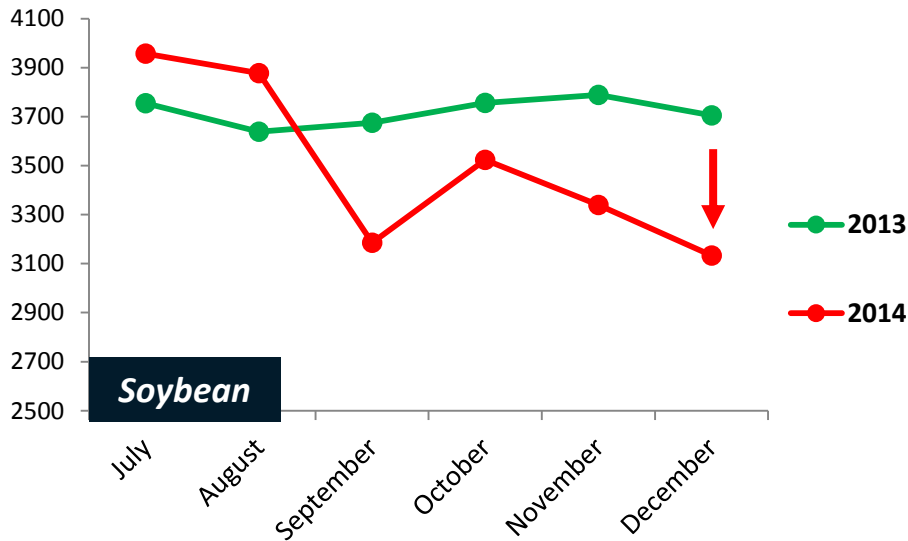
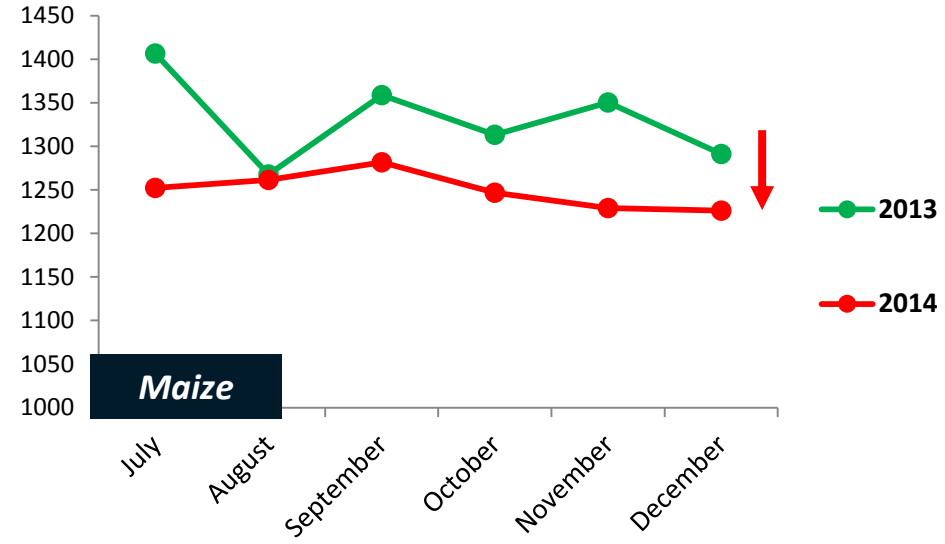
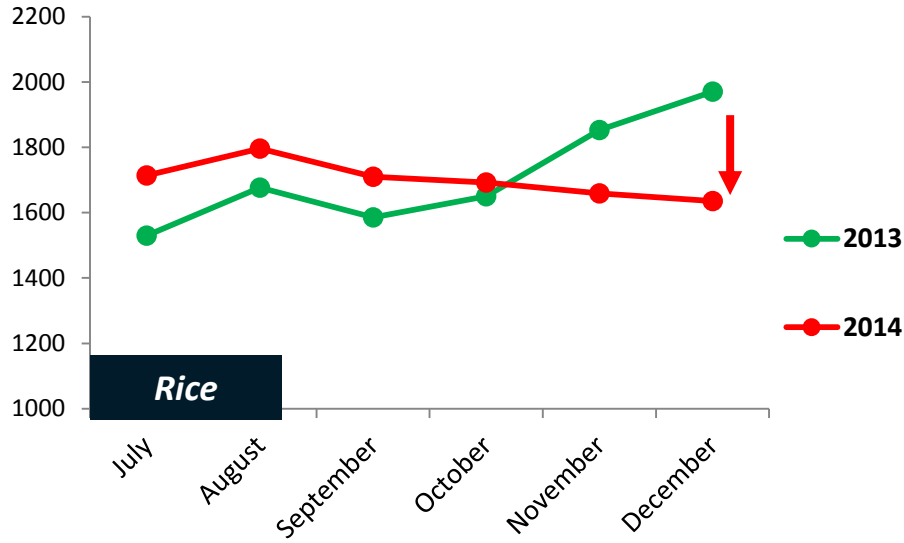


% Growth Trend of MSP's of Key Crops

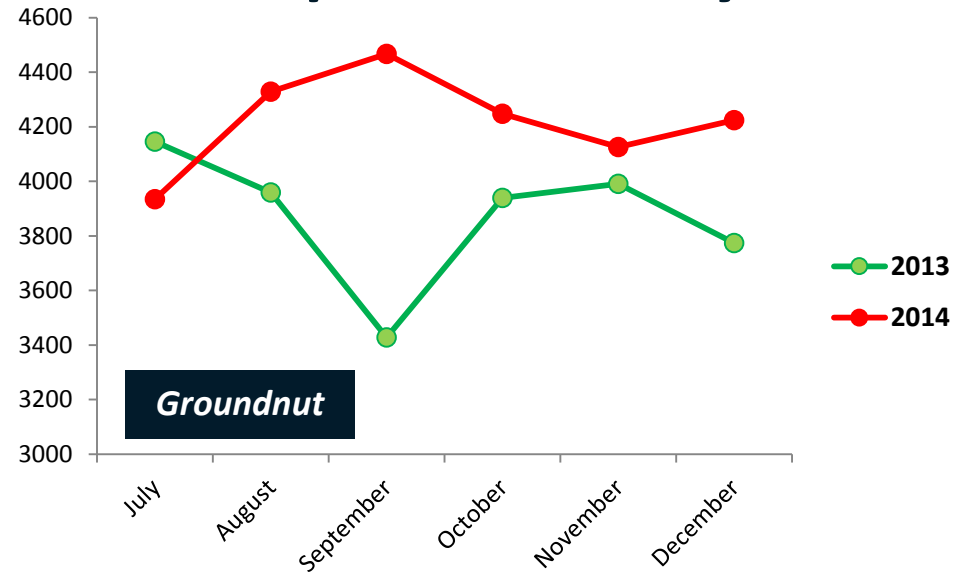
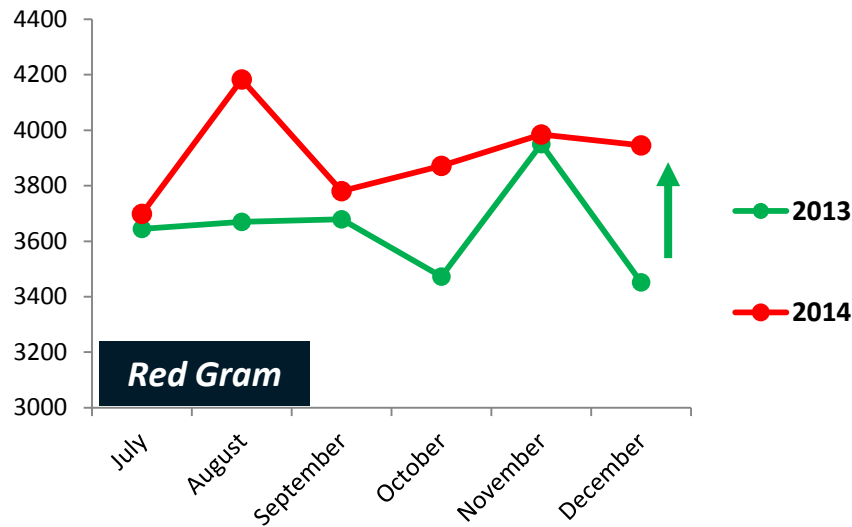


Marginal growth in MSP of Kharif & Rabi Crops over last year

Kharif Commodity Price Trend compared to last year



Kharif Commodity Price Trend compared to last year












- ❖ **Paddy : - 17%**
- ❖ **Maize : - 5%**
- ❖ **Soyabean : - 15%**
- ❖ **Cotton : - 15%**
- ❖ **Redgram : 14%**
- ❖ **Groundnut : 12%**

Apart from Pulses and Groundnut all Commodity prices have fallen from last year leading to less realization by farming community



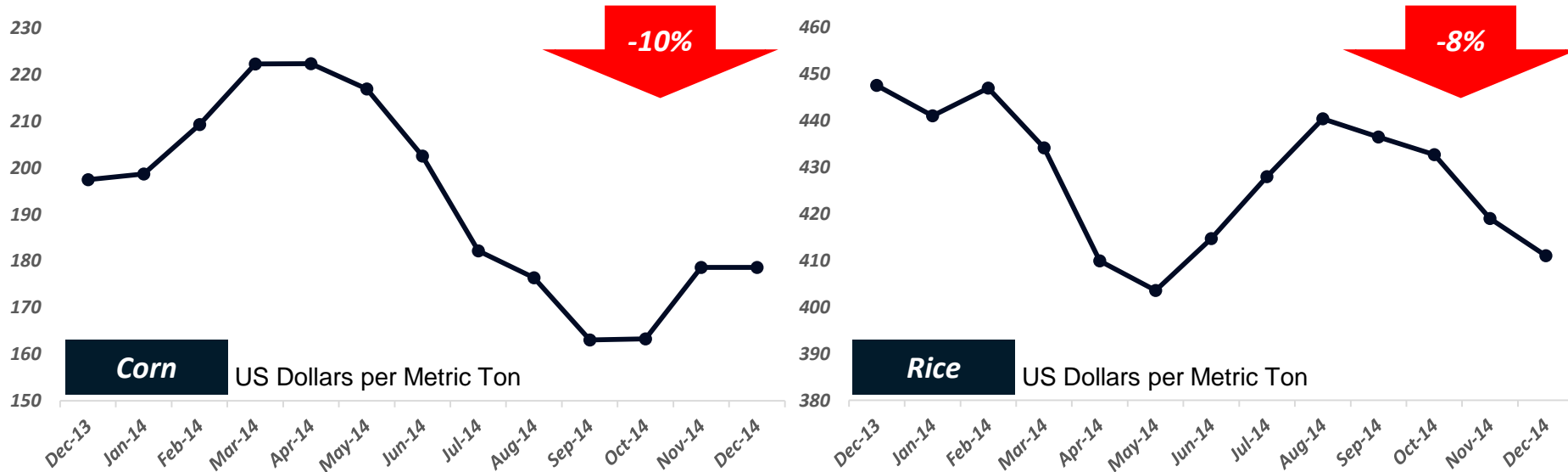
Global Prices

For the month of
November

COMMODITY	UNIT	CURRENT	A YEAR AGO	2 YEARS AGO
 WHEAT	\$/bushel	5.38	6.63	8.65
 CORN	\$/bushel	3.74	4.26	7.40
 RICE	\$/tonne	424	439	579
 SOYBEAN	\$/bushel	10.30	12.57	15.27
 PALM OIL	\$/tonne	710	814	818
 COTTON	Cents/lb	70	84.60	80.30
 SUGAR	Cents/lb	15.93	18.32	19.45
 RUBBER	\$/100kg	171.30	250.25	303.30
 SKIM MILK POWDER	\$/tonne	2,464	4,541	3,325

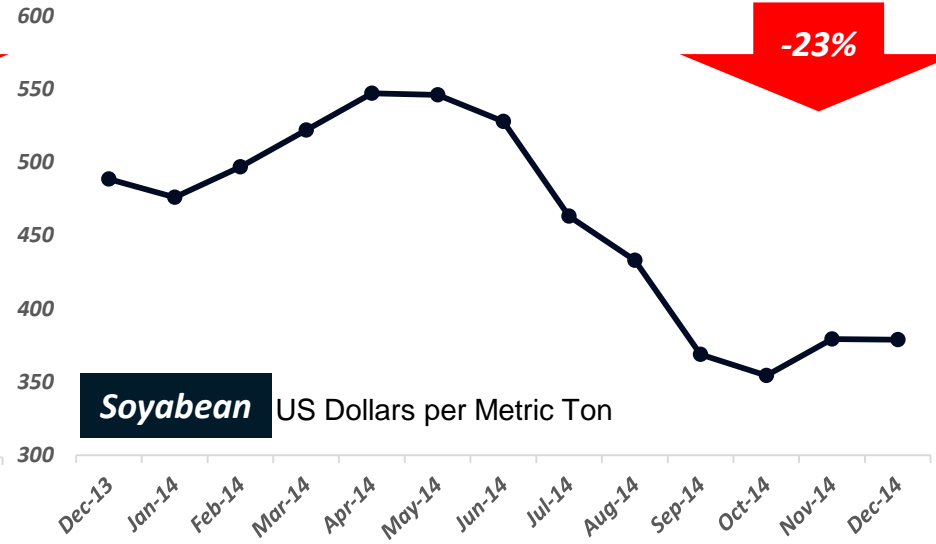
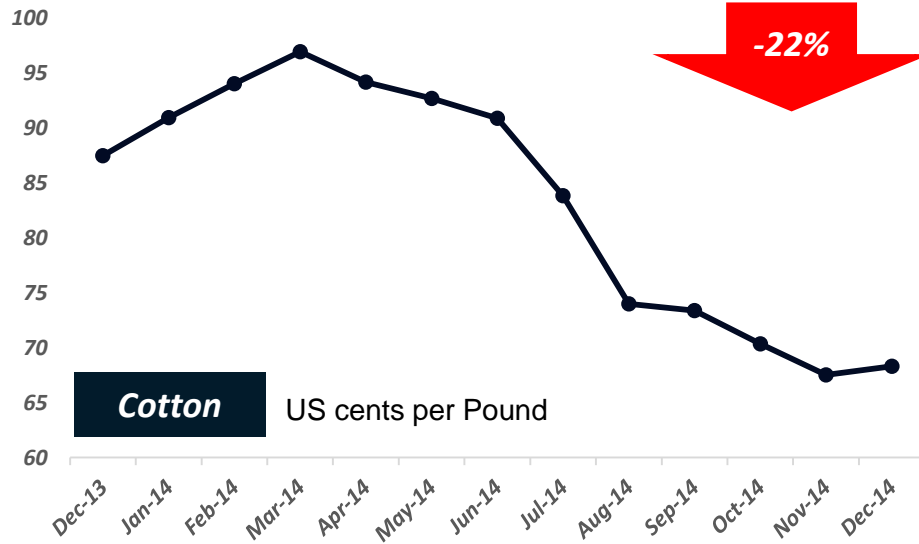
Wheat, corn and soybean prices are CBOT quotes; Rice: Thailand 5% broken; Palm oil: Malaysia futures; Cotton: Cotlook 'A Index'; Sugar: Raw ICE futures; Rubber-RSS-4 Bangkok; Milk Powder: Average Fonterra Global Dairy Trade auction price; One bushel equals 25.4 kg of corn and 27.22 kg of soybean/wheat.

Global Crop Prices from Dec 2013 to Dec 2014



Rising production and large stocks have sent prices of corn down by 25%, and rice by more than 10% from their 2014 highs.

Global Crop Prices from Dec 2013 to Dec 2014



Rising production and large stocks have sent prices of cotton down by 43%, and soyabean by more than 45% from their 2014 highs.

Domestic prices of Cotton and Soyabean is directly linked to the Export prices . The fall in Commodity prices globally has impacted the realization of Indian Farmers



Disease and Pest Incidence Q3



Wheat :

Sucking pest like Aphids, Jassids were medium to above ETL during the crop cycle.

Yellow rust was observed during early vegetative growth.



Paddy

BPH observed at moderate range, Leaf folder and stem borer attack was also moderate. Over all blast and sheath blight incidence was less compared to insect pest.



Bengal Gram

Early rainfall during vegetative stage of the crops increased the incidence of wilting in MH, KA and MP

Pod borer incidence was below ETL in most of key growing states



Cumin

Less acreage and the pest pressure was also low

Farmer Actions / Reactions

❖ **Decline in the commodity prices**

- ❖ Poor realization – In case of commodity sold immediately after harvest
- ❖ Holding the Produce – Poor cash flow in market and increasing outstandings

❖ **Late rains / Floods in Kharif**

- ❖ Damaged standing crops – Less Yield
- ❖ Quality deterioration of the produce – Low produce price

❖ **North East Monsoon**

- ❖ -33% Departure compared to Normal – Less Rabi sowing
- ❖ Erratic – Damage to crops
- ❖ Increased usage of Fungicides

❖ **Pest**

- ❖ Lower Sucking pest occurrence – Low insecticide usage in sucking pest segment
- ❖ Average Caterpillar Occurrence - Usage of Larvicides
- ❖ Less weed emergence : Less usage of herbicides

