



Welcome

Q1

2011-12 Performance

V Shankar
22nd July 2011

Financial Performance : Key Highlights

₹ Crs

	Q 1 10-11 Standalone	Q 1 11-12 Standalone	
Net Sales	196	233	19%
Profit from operations (Line 3)	19.5	26	34%
Profit before tax	22	24	13%
Net Profit	15	17	12%

Published
Financial Performance : Key Highlights
₹ Crs

	Q 1 10-11 (excl'd Metahelix)	Q 1 11-12 (incl'd Metahelix)
Net Sales	196	291
EBIDTA	24	44
Profit before tax	22	38
Net Profit	15	28
Net Profit after Minority Interest	15	23



Published Results

RALLIS INDIA LIMITED

A TATA Enterprise

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

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE PERIOD ENDED 30TH JUNE, 2011

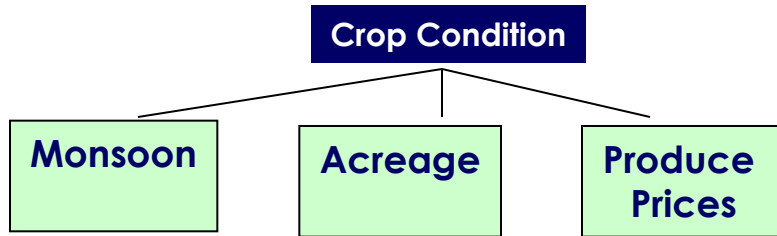
(₹ lacs)

Particulars	Consolidated		
	Three Months Ended 30th June,		Year Ended 31st March,
	2011	2010	2011
	Unaudited	Unaudited	Audited
1 a) Net Sales/Income from operations	29,159	19,604	1,06,570
b) Other operating income	592	698	2,800
Total Income	29,751	20,302	1,09,370
2 Expenditure:			
a) (Increase)/decrease in stock in trade & work in progress	(3,887)	(2,137)	(4,172)
b) Consumption of raw & packing materials	16,246	11,522	58,563
c) Purchase of traded goods	4,281	2,805	8,970
d) Employees cost	2,397	1,855	7,288
e) Depreciation	544	358	1,748
f) Other expenditure	6,366	3,973	18,787
Total Expenditure	25,947	18,376	91,184
3 Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	3,804	1,926	18,186
4 Other Income	21	117	513
5 Profit before Interest and Exceptional Items (3+4)	3,825	2,043	18,699
6 Interest (net)	283	(90)	251
7 Profit after Interest but before Exceptional Items (5-6)	3,542	2,133	18,448
8 Exceptional Items	-	-	-
9 Profit from Ordinary Activities before tax (7-8)	3,542	2,133	18,448

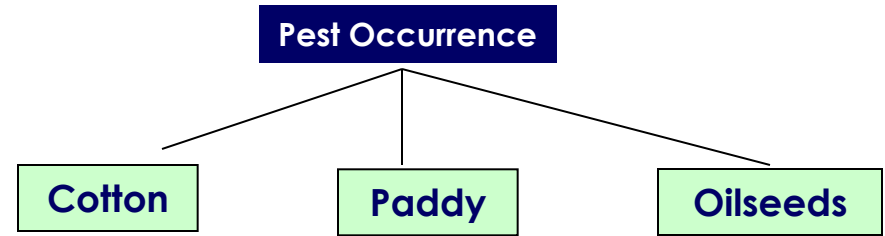
Published EBITDA Q1
₹ Crs

	Q 1 2010-11	Q 1 2011-12
PBT (Line no 9)	21.3	35.4
Add Depreciation (Line no 2 e)	3.6	5.5
Add Interest (Line no 6)	(0.9)	2.8
EBITDA	24.0	43.7
Net Sales (Line no 1 a)	196.0	291.6
EBITDA %	12.2%	15.0%

Key Business Growth Drivers : Q 1 Status

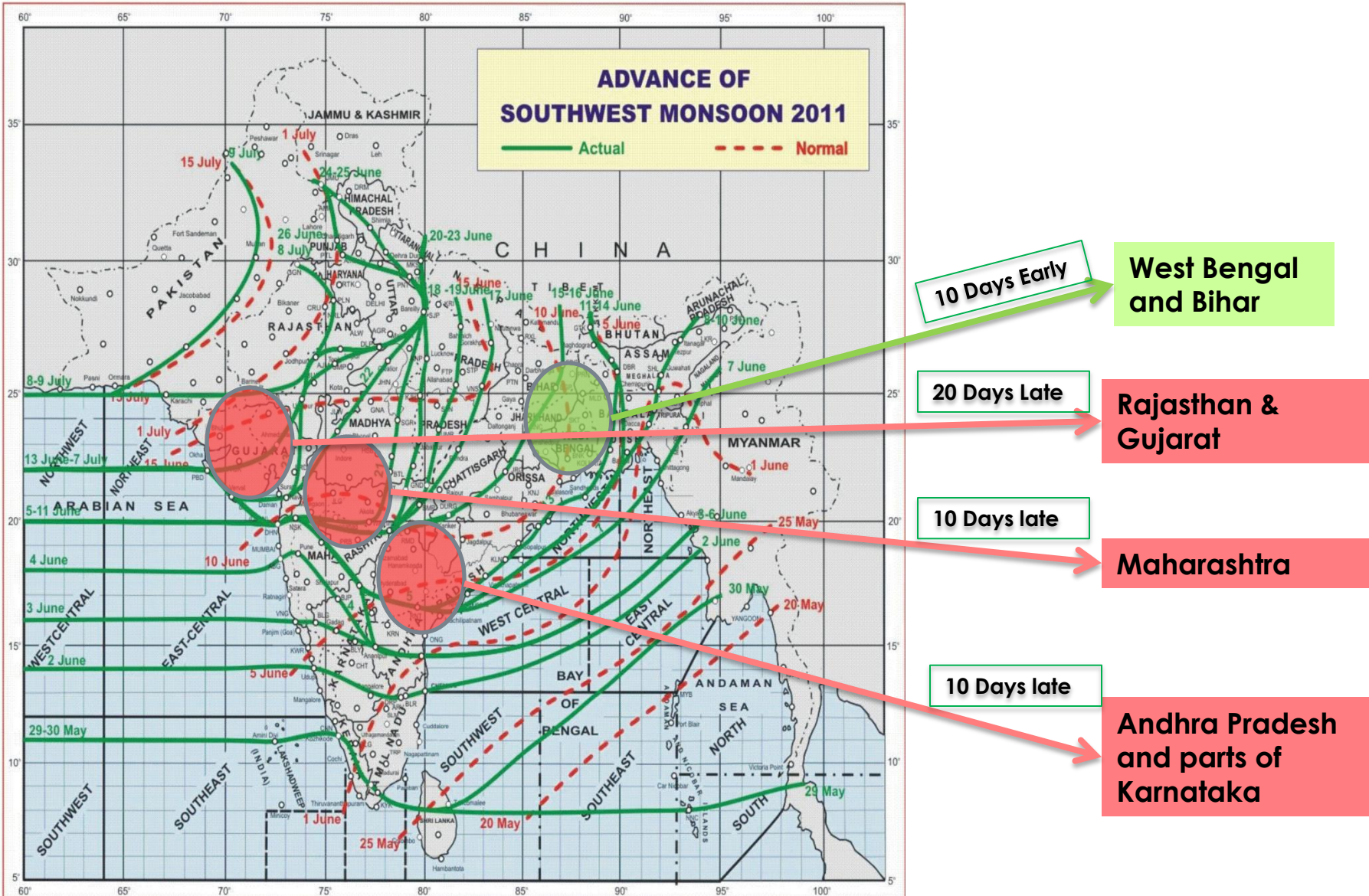


- SW Monsoon set on time but progressed very slowly –1% deficient (up to 19th July).
- Acreage and Sowing: marginally up in Rice, trailing in Pulses, Cotton & Oilseeds
- Sowing delayed for
 - Cotton, Tur, G nut
- Produce prices remunerative, Paddy subdued



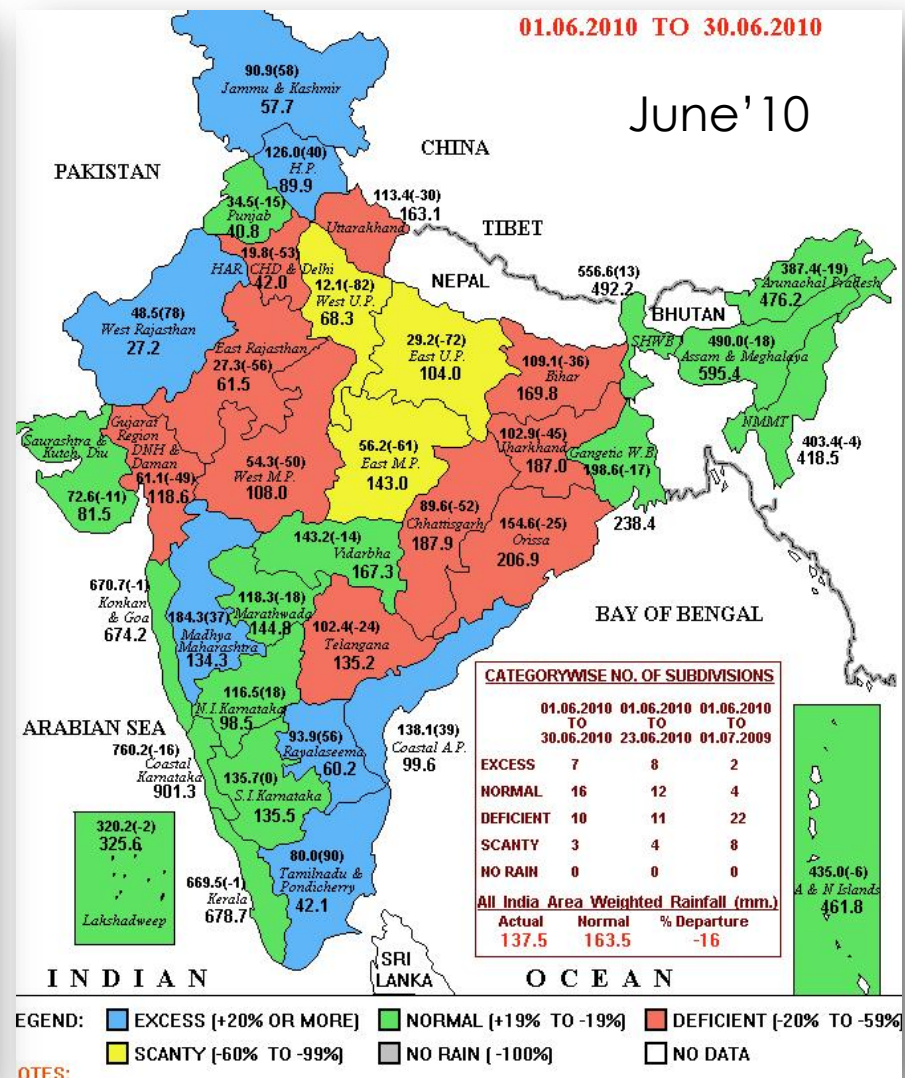
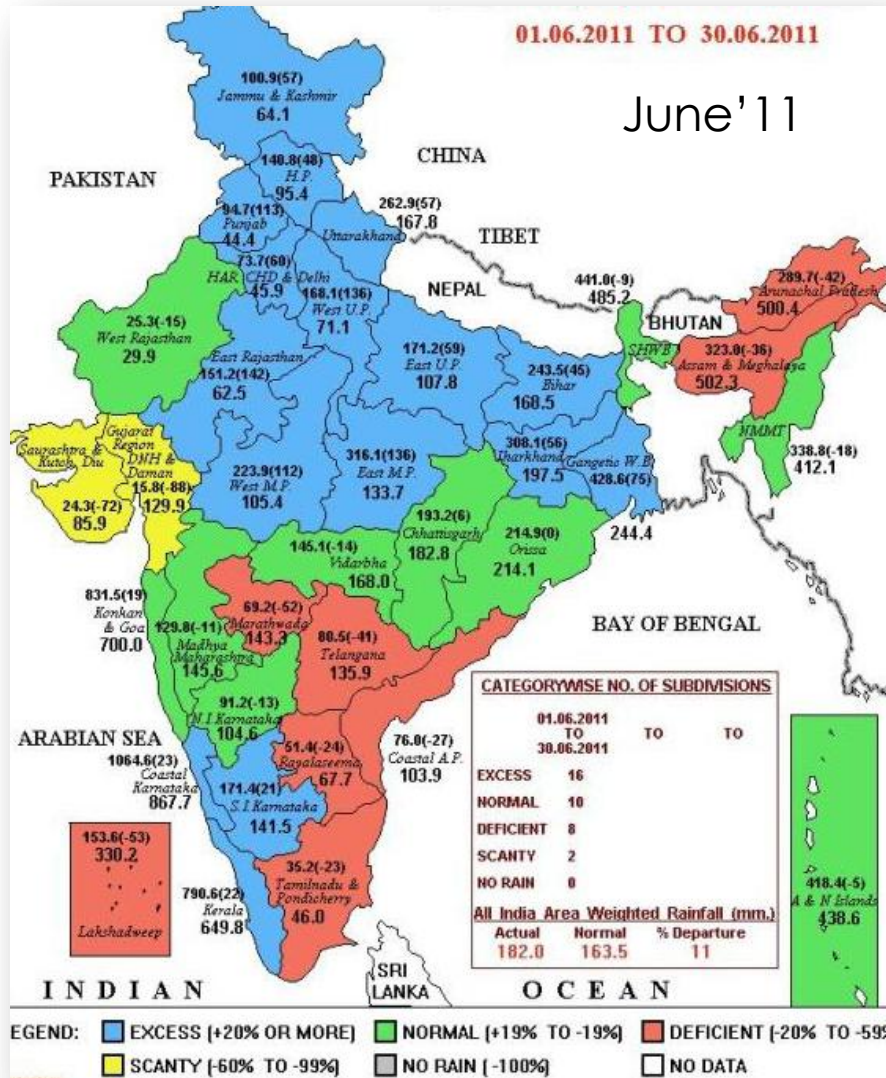
- Season being late with delayed monsoon, sprays yet to commence
- Usage largely limited to herbicides in Paddy and some belts of cotton

The arrival of southwest monsoon current over the south Bay of Bengal and south Andaman Sea was delayed by about 10 days



Source: IMD Press Release

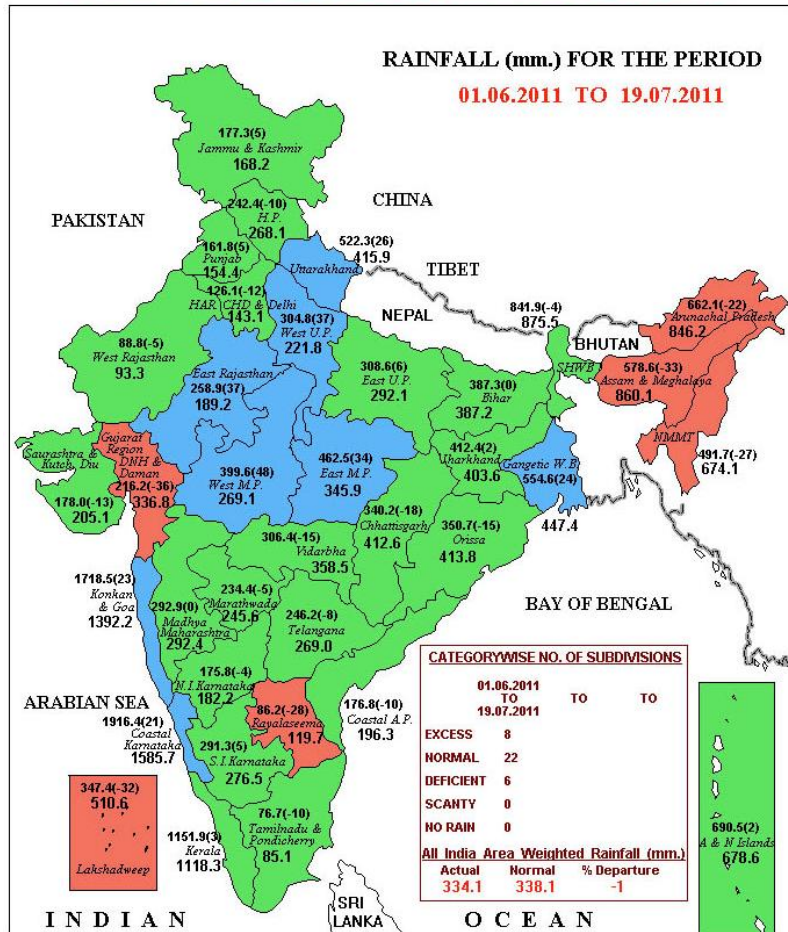
Comparison of Rainfall for June



Jun '11 rainfall is better Jun '10

Current Status of Monsoon*

भारत मासम विज्ञान विभाग
INDIA METEOROLOGICAL DEPARTMENT



- Overall **1%** deficit from Normal
- Most affected areas: Gujarat Region (**36%**), Rayalaseema (**28%**) and North East States (**33%**).
- The Monsoon is normal but delayed for Southern India, Saurashtra and Maharashtra.

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

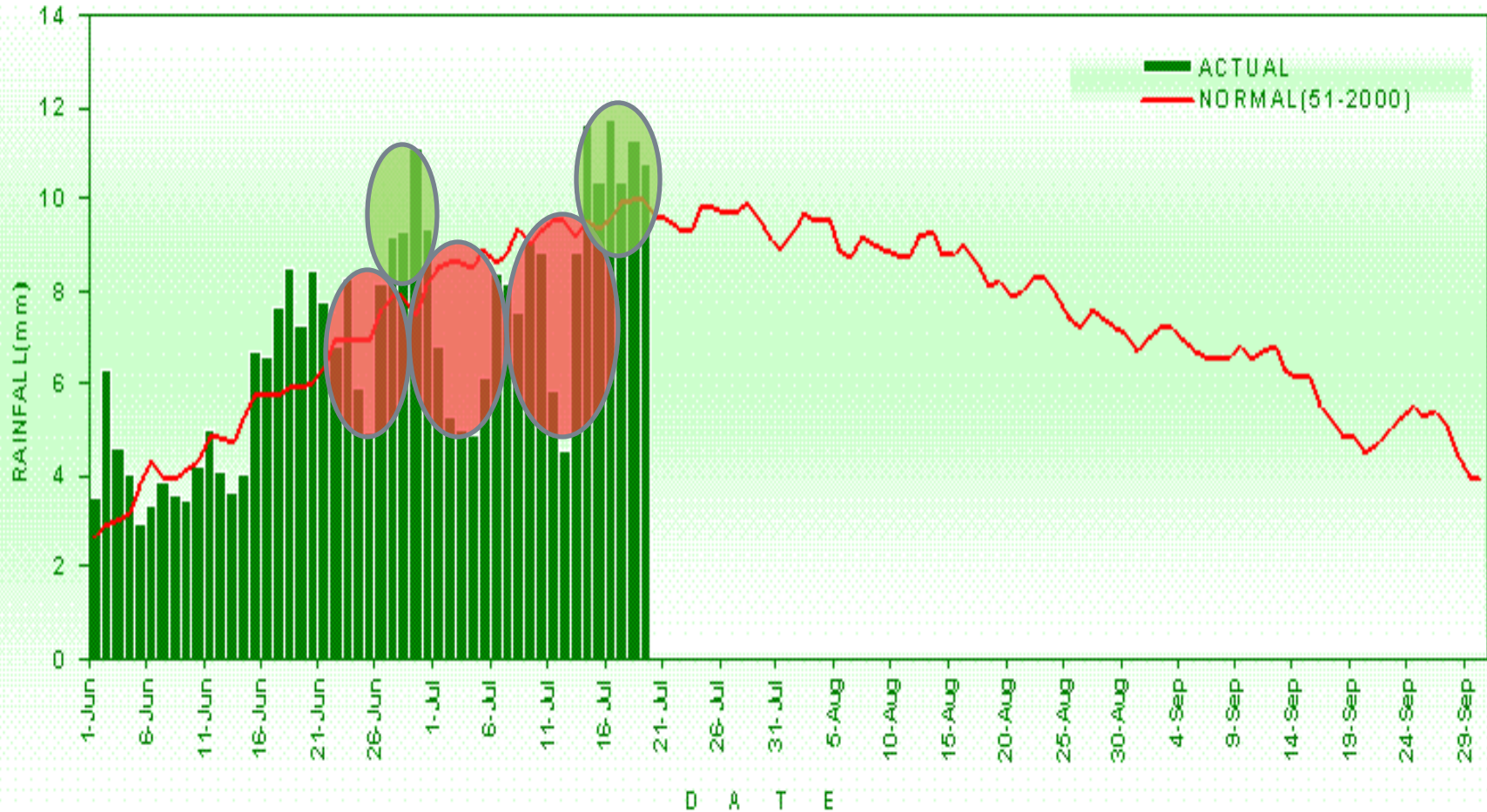
NOTES:
 [a] Rainfall figures are based on operational data.
 [b] Small figures indicate actual rainfall (mm.), while bold figures indicate Normal rainfall (mm.). Percentage Departures of Rainfall are shown in Brackets.

* Status as on 19th July, 2011
 * Source IMD

Rainfall Pattern

Country as a whole
-1%

DAILY MEAN RAINFALL (mm) OVER THE COUNTRY AS A WHOLE (2011)



* Status as on 19th July, 2011

* Source IMD

Area under major Kharif Crops

* Status as on 15th July, 2011

* Area (in Lac Ha)

Crop	Normal area for Whole Kharif	Area sown on 15 th July, 2011	2010	% Change	% of Normal Area
Rice	394	115	115	0%	29%
Pulses	107	36	43	-16%	34%
Sugarcane	45	51	49	5%	114%
Oil seeds	177	99	102	-4%	56%
Cotton *	94	59	84	-30%	63%

Oilseeds

Soyabean	96	74	65	14%	77%
Groundnut	56	19	30	-37%	34%
Sesame	18	5	4	9%	26%

Pulses

Red Gr	36	12	19	-37%	34%
Green Gr	26	8	11	-31%	30%
Black Gr	23	8	9	-9%	35%

Paddy :

Sowing normal in North and Eastern India ,its delayed in South India.

Cotton :

Sowing normal in North India but delayed in Gujarat / Maharashtra which are the major contributors .

Oilseeds :

Sowing for the Soya is encouraging but G Nut is delayed due to scanty rainfall in Gujarat.

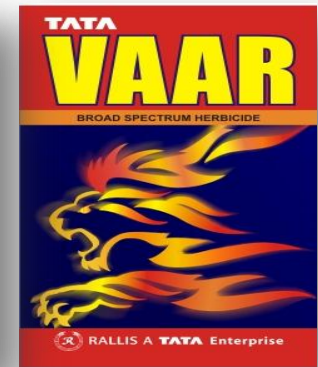
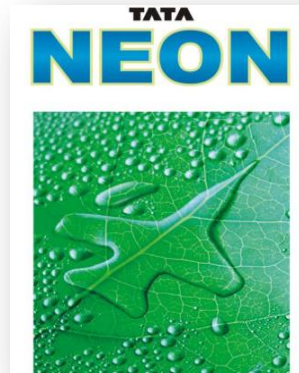
*** As per AMO, Cotton acreages since last press release has improved.**

Key Events & Outlook

□ Dahej Commercial production started from 15th June 2011.

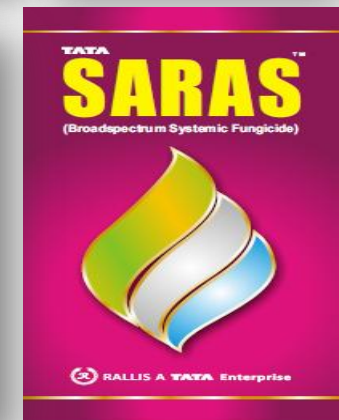
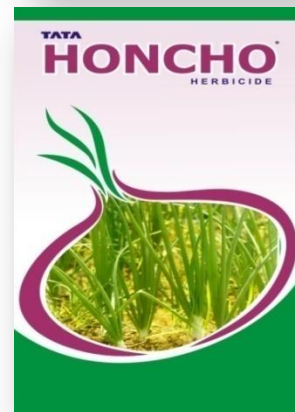
□ Launched 3 products

- Neon (I)
- Sonic (I)
- Vaar (H)



□ Launches imminent

- Honcho (H)
- Cylo (H)
- Saras (F)



Rallis Brand Strengths in Indian Crop Protection Market

Awareness of brands - 2010

Brand Names	
Confidor	(Bayer)
Asataf	(Rallis)
Rogor	(Rallis)
Tata Mida	(Rallis)
Contaf	(Rallis)
Antracol	(Bayer)
Thiodon	(Bayer)
Andro Sulpher	
Contaf Plus	(Rallis)
Tata Mono	(Rallis)
Tata Fen	(Rallis)
Fujion	(Rallis)
Bilzeb	(Bayer)
Hostathion	(Bayer)
Larvin	(Bayer)
Metacid	(Bayer)

**Eight Rallis brands among
top Twelve in 2010**

**Seven Rallis brands among
top Twelve in 2009**

Source : Unaided recall, Gallup Customer Engagement Survey

Infrastructure & Contract Manufacturing

New Plant at Dahej



Commercial Production Started from 15th June 2011



The Growth Agenda



