



# ***Welcome!***

## ***Q1***

## ***Performance***

**V Shankar**  
**24<sup>th</sup> July 2012**

## Highlights : Performance First Quarter

- Revenue up 16 %
- Gross sales cross milestone of ₹ 350 Cr.
- Launch of GeoGreen and Tata Uphaar, Soil and plant nutrition solutions
- Expansion of MoPu in Maharashtra, MoU with Banks



## Performance Highlights (Consolidated)

₹ Cr

	Q-1 11-12	Q-1 12-13
<i>Gross Sales</i>	305.5	355.7
<i>PAT</i>	23.1	24.2

### For the Quarter

Gross Sales up by : 16 %  
PAT up by : 5 %

## RALLIS INDIA LIMITED

A TATA Enterprise

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

PART I

₹ lacs

## STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2012

Particulars	3 months ended 30 June 2012	Preceding 3 months ended 31 March 2012	Corresponding 3 months ended 30 June 2011 in the previous year	Year ended 31 March 2012
	Unaudited	Audited	Unaudited	Audited
<b>(Refer Notes Below)</b>				
<b>1 Income from Operations</b>				
a) Net sales/income from operations (Net of excise duty)	33,831	20,573	29,159	1,24,524
b) Other operating income	698	1,027	545	2,963
<b>Total income from operations (net)</b>	<b>34,529</b>	<b>21,600</b>	<b>29,704</b>	<b>1,27,487</b>
<b>2 Expenses</b>				
a) Cost of materials consumed	21,827	10,634	16,246	67,124
b) Purchase of stock-in-trade	4,096	661	4,281	8,732
c) Changes in inventories of finished goods, work-in-progress and stock in	(6,979)	1,231	(3,887)	(1,577)
d) Employee benefits expense	2,680	2,071	2,397	9,024
e) Depreciation and amortisation expense	740	871	544	2,866
f) Other expenses	8,757	5,766	6,357	22,921
<b>Total Expenses</b>	<b>31,121</b>	<b>21,234</b>	<b>25,938</b>	<b>1,09,090</b>
<b>3 Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>3,408</b>	<b>366</b>	<b>3,766</b>	<b>18,397</b>
4a. Other Income	941	263	77	687
4b. Exchange Gain / (Loss)	(500)	440	29	(967)
<b>5 Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4a + 4b)</b>	<b>3,849</b>	<b>1,069</b>	<b>3,872</b>	<b>18,117</b>
6 Finance costs	520	276	330	1,459
<b>7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)</b>	<b>3,329</b>	<b>793</b>	<b>3,542</b>	<b>16,658</b>
8 Exceptional Items - Cessation cost	-	(705)	-	1,719
<b>9 Profit / (Loss) from ordinary activities before tax (7 - 8)</b>	<b>3,329</b>	<b>1,498</b>	<b>3,542</b>	<b>14,939</b>
10 Tax expense	620	572	777	4,870
<b>11 Net Profit / (Loss) from ordinary activities after tax (9-10)</b>	<b>2,709</b>	<b>926</b>	<b>2,765</b>	<b>10,069</b>
12 Minority Interest	292	(62)	453	151
<b>13 Net Profit after taxes and minority interest (11-12)</b>	<b>2,417</b>	<b>988</b>	<b>2,312</b>	<b>9,918</b>
14 Paid-up equity share capital (Face value ₹ 1 per share)	1,945	1,945	1,945	1,945
15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	53,357
<b>16 Earnings per Share (EPS) (of ₹ 1 each)(not annualised):</b>				
a) Basic	1.24	0.51	1.19	5.10
b) Diluted	1.24	0.51	1.19	5.10

## EBITDA Q1 2012-13 (Consolidated)

₹ Cr

	Q-1 11-12	Q-1 12-13
Gross Sales (Incl.Excise)	305.5	355.7
Net Sales (Line no 1 a)	291.6	338.3
Profit from operations ( Line no 3)	37.7	34.1
Add Depreciation (Line no 2 e)	5.4	7.4
<b>EBITDA</b>	<b>43.1</b>	<b>41.5</b>
<b>EBITDA %</b>	<b>14.8%</b>	<b>12.3%</b>

## Performance Highlights (Standalone)

₹ Cr

	Q-1 11-12	Q-1 12-13
<b>Gross Sales</b>	246.6	280.2
<b>PAT</b>	16.5	15.4

## EBITDA Margin Q1 Standalone



**FOREX**  
**RM Cost Increase**  
**Investment in**  
**Brands and Farmer**  
**relationship**



**Price Increase**  
**Volume Increase**  
**FOREX**



# ***Metahelix***





**24** crops in the BT Pipeline and over **150** in Hybrid Pipeline



### The Metahelix portfolio

- **Corn**
- **Millets**
- **Hybrid Paddy**
- **Cotton**
- **Vegetables**

### Q1 Business Scenario

- Placements in Market
- Season delayed in Hybrid Paddy and Coarse Cereals
- Situation has improved after a few spells last week.

## Metahelix Financial Performance : Key Highlights

₹ Crs

	Q 1 11-12	Q 1 12-13
<b>Net Sales</b>	<b>62</b>	<b>82</b>
<b>Net Profit</b>	<b>11</b>	<b>12</b>
<b>Net Profit after Minority Interest</b>	<b>7</b>	<b>9</b>



## ***Domestic Business***

# Monsoon

**Arrival : Delayed**  
**Progress : Slow**  
**Intensity : Low (Barring N East)**



**May**  
 ❖ Varying reports for monsoon



**June**  
 ❖ Delays from 5 - 15 days across the country  
 ❖ Intensity was low  
 ❖ Erratic rainfall



**July**  
 ❖ On 10<sup>th</sup> July Monsoon covered the country  
 ❖ Intensity was low  
 ❖ Erratic rainfall

**South-west monsoon likely to set in over Kerala on June 1**  
 P. Sunderarajan  
 NEW DELHI: The much-awaited south-west monsoon is finally being expected to set in over Kerala on June 1, according to meteorologists at IMD, the earliest recorded onset since 1918.

**IMD predicts a normal monsoon**  
 RASHMEE SEHGAL  
 NEW DELHI, APRIL 26

Indian farmers can heave a sigh of relief as the Meteorological Department has forecast a normal monsoon for 2012 with the rains expected to hit Kerala on June 1. This will be the third normal monsoon in three consecutive years.

Science and technology minister Anandiben Deveshwar said the monsoon is classified as "normal" if the rainfall is between 96 and 104 per cent of the average seasonal rainfall. This year the rainfall is expected to be around 99 per cent of the average.

But the IMD has qualified the prediction by adding a note of caution: there remains a 24 per cent chance of deficient rainfall.

Scientist D.S. Pai, who heads the Pune Long Forecasting Division, said there had been an initial scare relating to El Nino developments but it is under "neutral conditions as of now".

"There is an approximately 39 per cent probability of the emergence of weak El Nino conditions during the latter part of the monsoon season but the Met department does not expect this to affect the monsoon," Dr. Pai also pointed out that the moderate La Nina conditions had disappeared in 2011 but these re-emerged in a weaker manner and have continued till the first half of February 2012. "These also have got neutralised," Dr. Pai added.

The Met department is expecting normal rains because of the absence of any "extreme indicators". Some foreign forecasters had warned that India would witness a deficient monsoon this year.

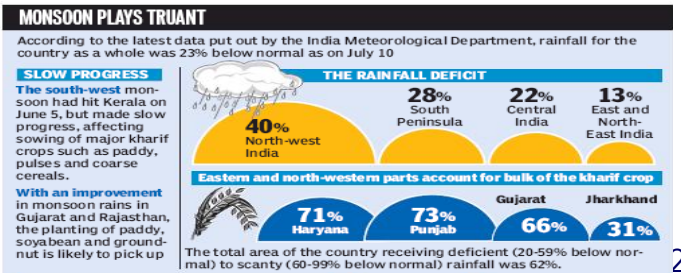
**El Nino possibility can't be ruled out :**  
**D Sivananda Pai**  
**Possibility of a normal monsoon is less than half :**  
**Ashok Gulati**

## Monsoon still 23% deficient: IMD

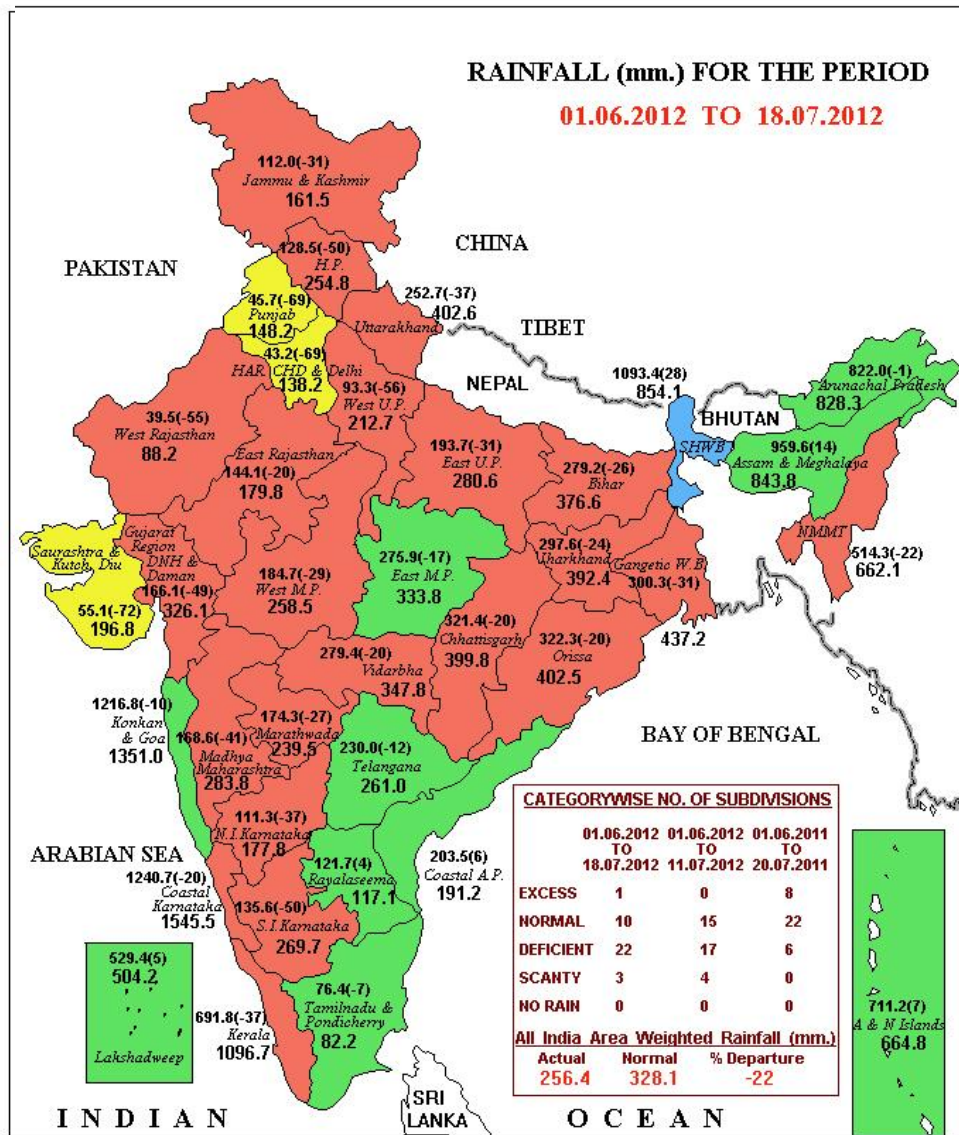
Zia Haq  
 zia.haq@hindustantimes.com

**NEW DELHI:** India's monsoon, vital for Asia's third-largest economy, remains 23% deficient overall, fueling concerns that the country may end up with a lower annual food output and higher prices.

The patchy rains have hit planting of key summer crops even as major food-bowl states are well into their peak sowing period, typically the first fortnight of July. The rains are critical as two-thirds of India's population depend on farm income and 60% of croplands do not have assured irrigation. The monsoon also replenishes 51 nationally monitored water reservoirs vital for drinking



# Progress till date



Rainfall till 1 <sup>st</sup> week July	2010 -11	2011 -12	2012-13
Excess	7	6	1
Normal	16	22	10
Deficient	13	8	22
Scanty	0	0	3
No Rain	0	0	0
All India Departure	-14%	-1%	-22%

**25 Subdivisions have reported below normal rainfall**

**Departure was highest in Punjab , Haryana and Saurashtra area of Gujarat of 70% from Normal**

## Crop Prices in India

12 - 13

16%

30%

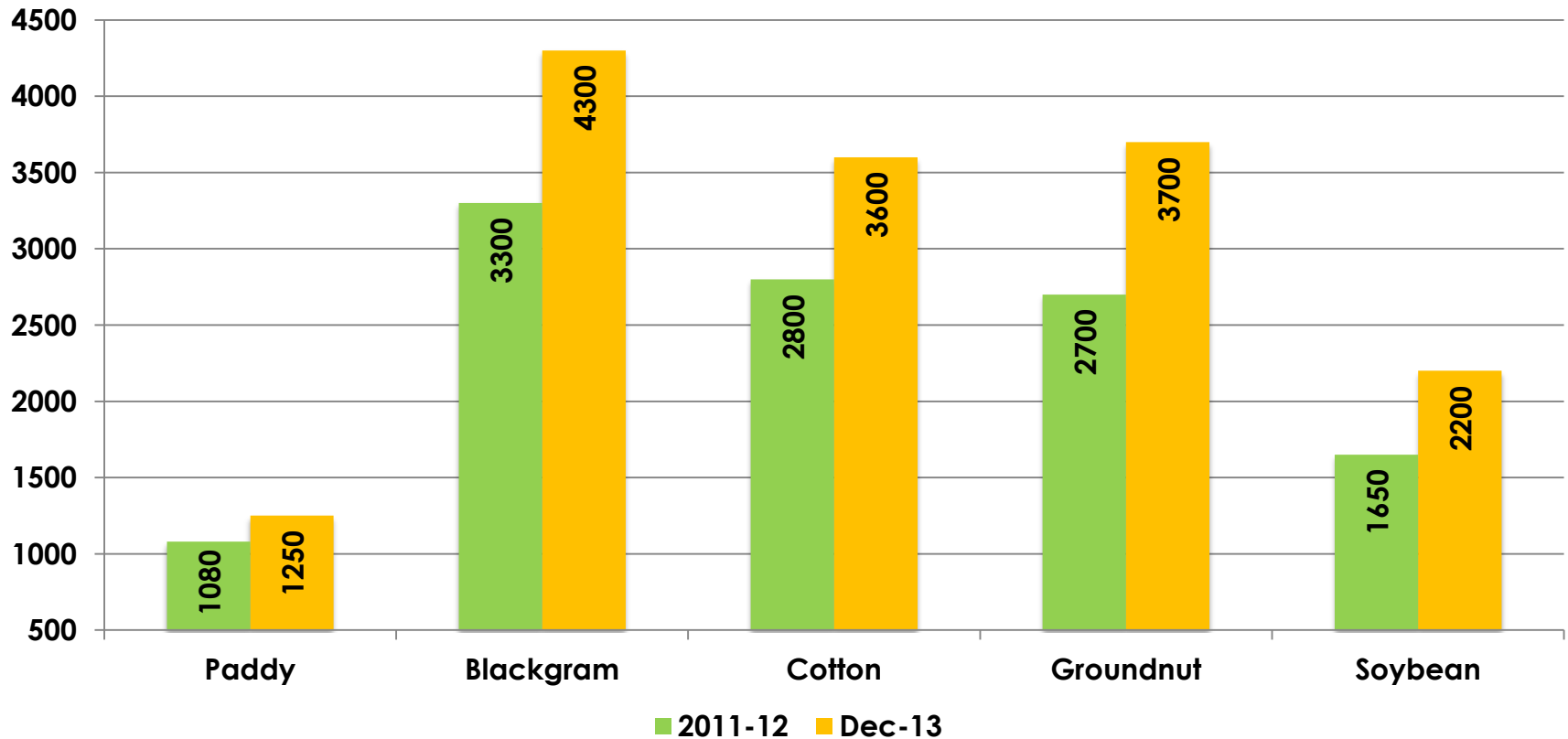
29%

37%

33%

11 - 12

Considerable increase in MSP of key Crops over last year



# Q-1 WINS





Responsible Care®

Presented to  
**RALLIS INDIA LTD.**

With permission to use the RC Logo  
[Valid from **JUNE 2012 TO MAY 2015**]



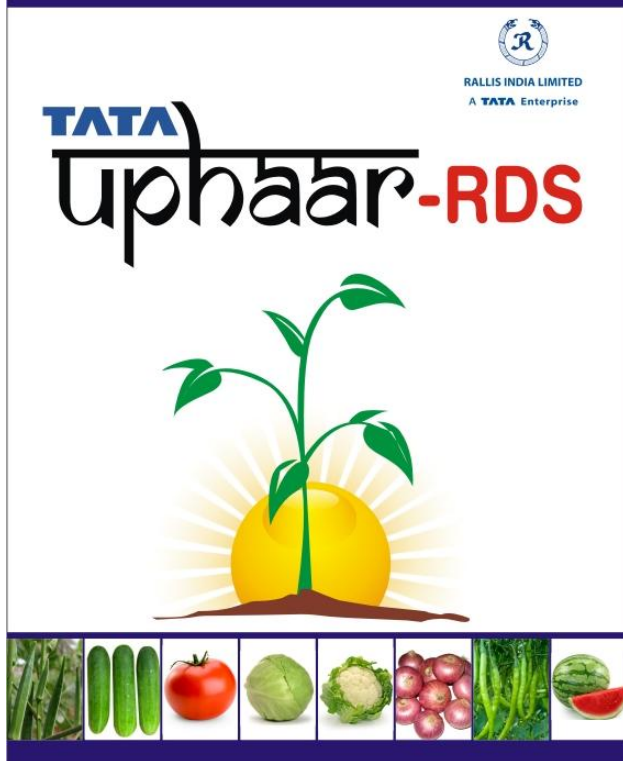
**ICC**  
Indian Chemical Council

*Rallis is a*  
Responsible Care®  
*Company*





## Tata Uphaar Launched



### Plant Growth Nutrient

- ✓ Product launched during strategy meets
- ✓ Target segment – Vegetables
- ✓ USP – water soluble pouch



## MoU Signing with Govt. Of Maharashtra

**Government of Maharashtra and Rallis will be working together to cover 1 Lakh Hectares of land under pulses crops cum. over 5 years.**

**The MoU envisages sustainable livelihood model in the pulses belt of Maharashtra to bring prosperity in the rural belt.**



**SBI will provide financial assistance to farmers engaged with Rallis under MoPu<sub>8</sub>**

## Samrudh Krishi

### Samrudh Krishi :

Increase in Farmer Enrolment in Grapes



#### LEARNING FROM SK IN NASHIK

- **ADDL CROP PROTECTION SPRAYS – REDUCED**
- **SHARE OF EXPORTS INCREASES**
- **SHARE OF WALLET IMPROVED**



# TATA GeoGreen™

SCIENTIFICALLY ENRICHED ORGANIC COMPOST BASED ON SUGARCANE BAGASSE



Pooja at Retailer shop

**TATA जिओग्रीन**  
एक आधुनिक सेंद्रिय खत.

**वैशिष्ट्ये :**

- हे स्थिर व चांगले कुजलेले सेंद्रिय खत असल्याने जास्त काळापर्यंत मुलद्रव्य पिकाला सतत उपलब्ध करून देते.
- ७५ विविध प्रकारच्या उपयुक्त जिवाणूंचा समावेश.
- जिओग्रीन चा कर्ब : नत्र (C:N) गुणोत्तर १०:१ आहे.

**फायदे :**

- पिकांचे उत्पादन १५ ते २०% वाढविते.
- जमिनीचा सामू निर्यंत्रीत करते.
- पाणी धरून ठेवण्याची क्षमता वाढविते.
- सेंद्रिय कर्बात वाढ होवून रासायनिक खतांचा वापर कमी होतो.

मात्रा : वार्षिक पिके : १ ते १.५ टन  
हंगामी पिके : ४ ते ६ महिने : ५०० ते ६०० किलो  
फळपिके : (संदर्भ - माहिती पत्रिका)

**RALLIS INDIA LIMITED A TATA Enterprise**

पिंपळगांव (म.) : १४२२२३८३२८ / १८२१४०१६१५, मालेगांव : १४२२४०४३४१, नासिक : १४२३५५५५१ / १४२२१०८९८६,  
नरार : १४२०३८९२१६ / १४२२१०२२६७, जळगाव : १४२२२१५४१२, धुळे : १८२३५९१५३५

Size : 12 x 10 Sqcm.

## Newspaper Advt.



Farmer Training

## Reservoir Status

India's 84 important reservoirs are filled **only to 19% capacity**, which is **41% lower than last year**.

### Rains required to bring up Reservoir Level

In MM

	June	July	August	September
<b>Normal</b>	<b>139</b>	<b>428</b>	<b>662</b>	<b>889</b>
<b>Actual</b>	<b>109</b>	<b>256 (Till Date)</b>	(IMD) has forecasted 96% rains in August	
<b>Deviation</b>	<b>- 23 %</b>			

**Normal reservoir levels are required for better prospects of Rabi Crops**

## Progress in July

Lakh hectares

Crop	Area on 20.7.2012	Area on 13.7.2012 (last week)
Rice	144.59	96.79
Coarse cereals	95.43	39.76
Pulses	40.19	20.54
Oilseeds	108.84	67.7
Sugarcane	52.81	52.81
Cotton	83.74	65.22
Jute and Mesta	8.27	8.18

**Substantial improvement in the Acreage of Paddy ,Coarse Cereals ,Oilseeds and Pulses over last week**

# The Growth Agenda



