



# ***Welcome!***

## ***Q1***

## ***2013-14***

## ***Performance***

**V Shankar**  
**19<sup>th</sup> July 2013**

## **Highlights : Performance Q1 2013-14**

- ✓ **Sales up by 20% ; Consolidated turnover crosses Rs. 400 Crs.**
- ✓ **Metahelix grows by 80% to a new milestone ~ Rs. 150 Crs.**
- ✓ **Profit from operations rise 36% to Rs 46 Crs.**
- ✓ **EBIDTA rises 33% to Rs 55 Crs.**
- ✓ **Finance costs reduce 35% to Rs. 3.4 Crs.**
- ✓ **PAT Rs. 27 Crs (+14%)**

# Financial Performance

## Rallis Consolidated

₹ Crs

	Q 1 12-13	Q 1 13-14	
<b>Net Sales</b>	341.0	409.3	20%
<b>Profit before tax</b>	33.3	35.9	
<b>Net Profit After Tax (After MI)</b>	24.2	27.4	14%
<b>EBITDA*</b>	41.6	55.2	33%

• Excludes Exchange Loss (Line 4b)

# Financial Performance

## Rallis Standalone


₹ Crs

	Q 1 12-13	Q 1 13-14
<b>Net Sales</b>	265.5	267.6
<b>Net Profit</b>	15.4*	6.0

# Key Business Growth Drivers : Domestic Business

**Sowing recording good progress**


**Incidences**



**Weeds**      **Pest**

**Diseases**

**Crop Economics**



**Monsoon**

	June-2013
	27 %
Southwest Monsoon	16 <sup>th</sup> July-2013
	16 %

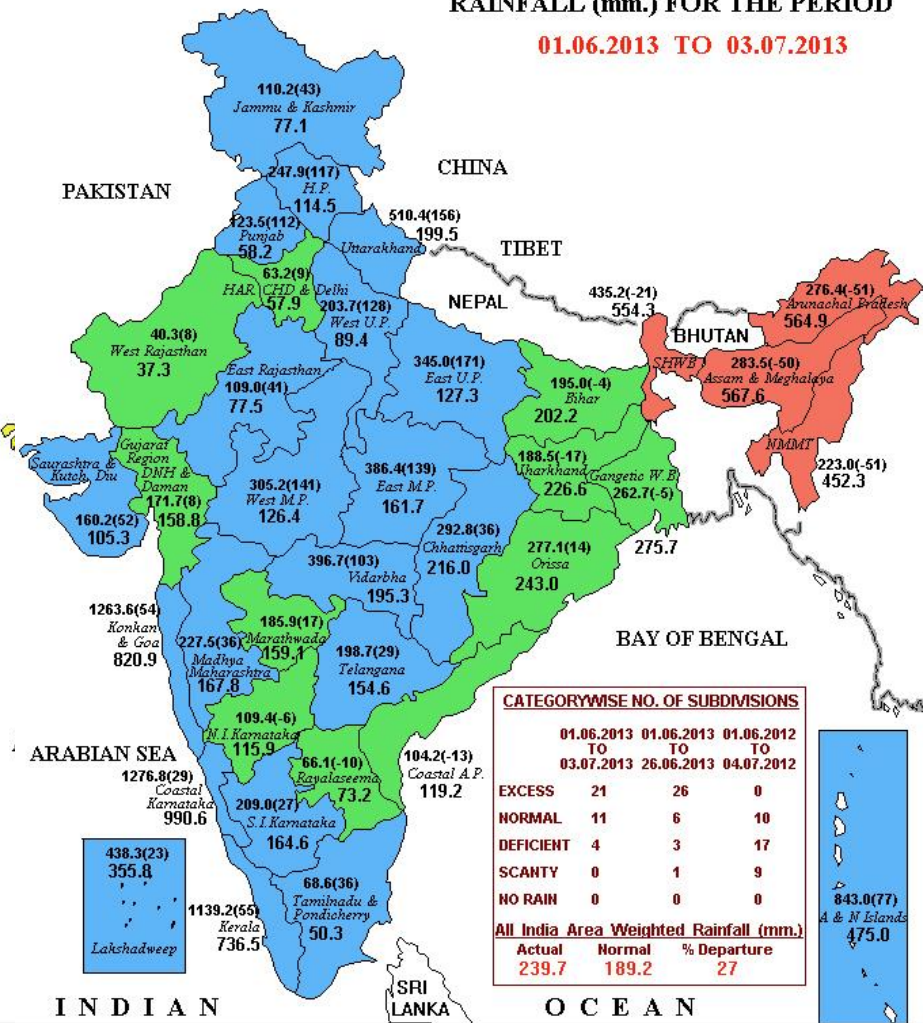
**Moderate increase in MSPs over last years**



**Excellent coverage in June; July/August progress crucial**

# Monsoon till June end

**RAINFALL (mm.) FOR THE PERIOD  
01.06.2013 TO 03.07.2013**



	01.06.2013 TO 03.07.2013	01.06.2013 TO 26.06.2013	01.06.2012 TO 04.07.2012
EXCESS	21	26	0
NORMAL	11	6	10
DEFICIENT	4	3	17
SCANTY	0	1	9
NO RAIN	0	0	0

	Actual	Normal	% Departure
	239.7	189.2	27

Rainfall till June End	2011 -12	2012-13	2013-14
Excess	16	2	21
Normal	10	7	11
Deficient	8	16	4
Scanty	2	11	0
No Rain	0	0	0
All India Departure	12%	-28%	27%

**32 Subdivisions have reported normal rainfall**

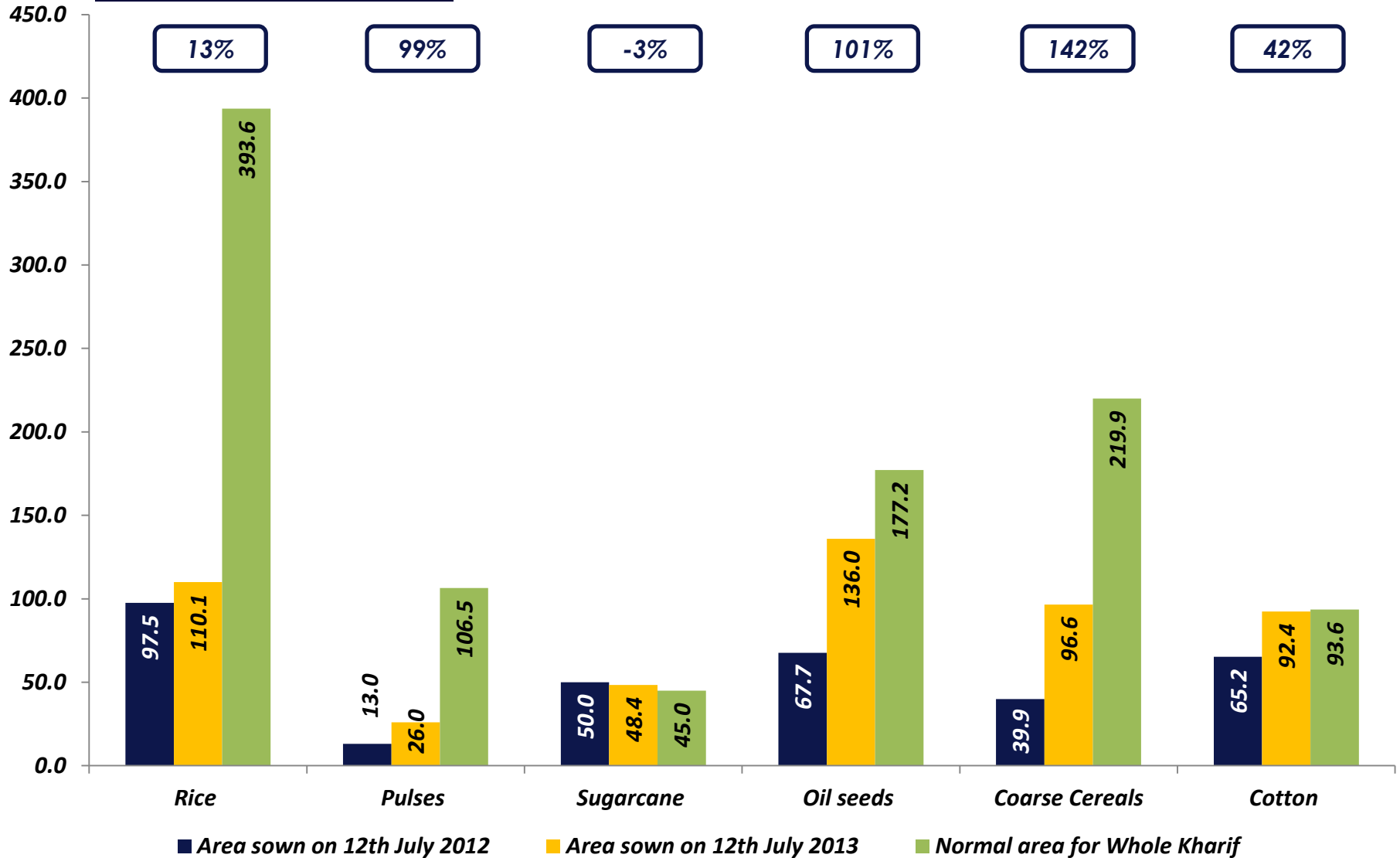
- ❖ This year we achieved 216.3 mm in the month of June.
- ❖ This was the best June monsoon in last 12 Years

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

**% Increase in sowing Area over last year**

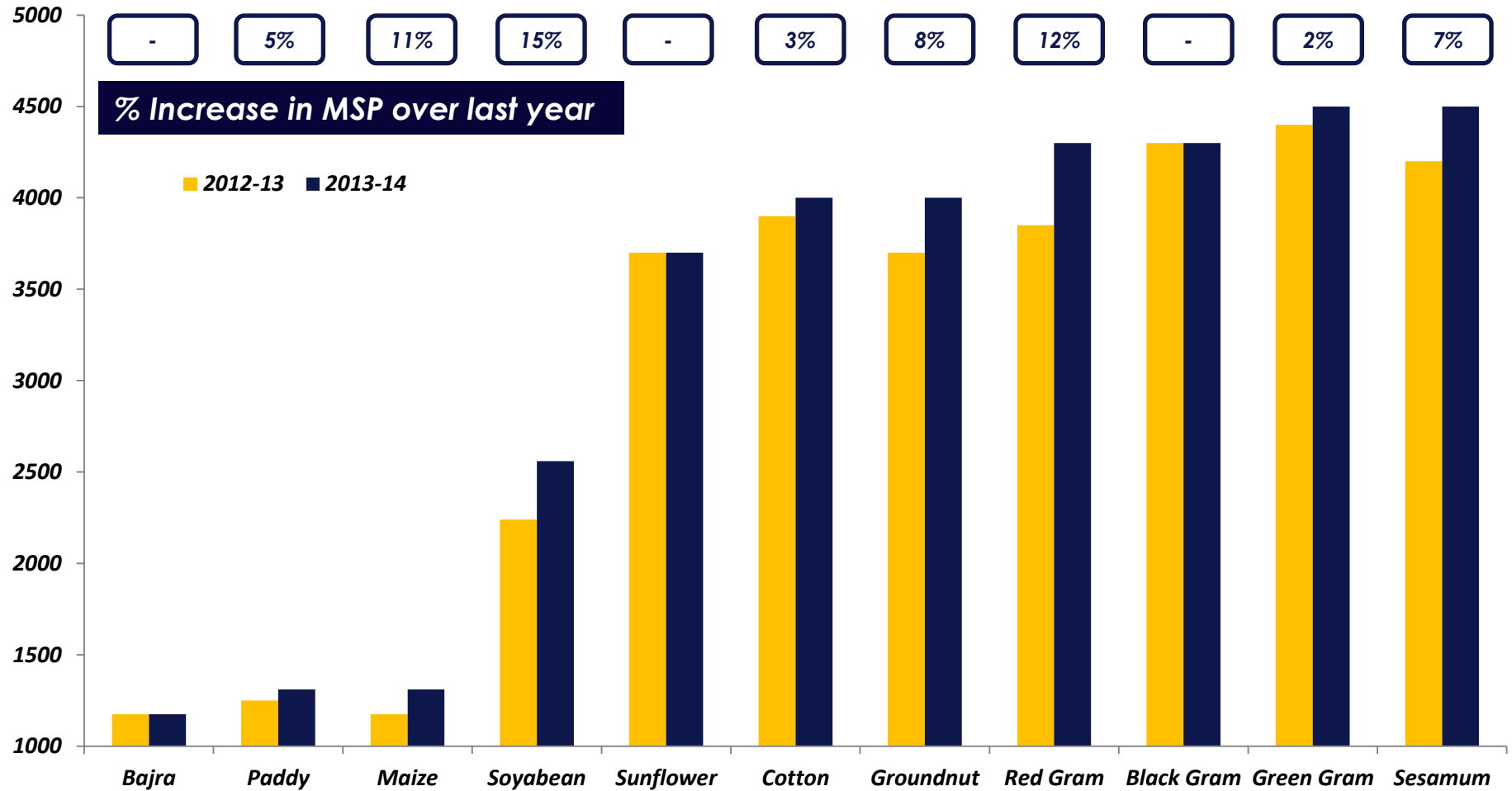
## Crops Sowing

**Area in Lakh Hectares**



# Key Crops – MSP Kharif

₹ / Quintal



Hikes in MSPs have been significantly lower than the trend witnessed since last 2-3 years



# Rallis Business Portfolio

Crop Solutions : Farmer - centric

Greener Portfolio : Sustainability

