



Welcome!

2010-11 Performance

V Shankar
2nd May 2011

Highlights : Performance 2010-11

- Sales up by 20% ; crosses ₹ 1000–cr milestone
- EBIDTA crosses ₹ 200–cr landmark
- Net profit at ₹ 126 crores registers 25% growth
- Board recommends Final Dividend of ₹ 11 per share
 - Total Dividend ₹ 20 per share (200%) on expanded capital base post bonus of 1:2 given last year
- Board recommends share split from ₹ 10 to ₹ 1 face value

Financial Performance : Key Highlights

₹ Crs

	09-10	10-11	
Gross Sales	933	1128	21%
EBITDA	170	203	19%
Profit before tax	152	184	21%
Net Profit	101	126	25%

Domestic Business Q4 Environment

CROPS.

- Unseasonal rainfall in the southern part of India affected paddy.
- Eastern India saw a virtually disease free season with Healthy crop of potato and vegetables.

MARKET.

- Both the South and the East Indian market carried huge market inventories due to failure of seasons.
- Competitive pressures high

CLIMATE

- Late and unseasonal rainfall damaged the onion and the paddy crops; sprays missed
- Rainfall also affected the cumin crop in Gujarat

Financial Performance : Key Highlights

Q4 Jan – Mar, 2011

₹ Cr

	Q 4 09-10	Q 4 10-11
Gross Sales *	202	234
EBITDA	39	36
Profit before tax	33	29
Net Profit	22	19

* Sales includes Excise duty

Domestic Formulation: Top Brands

Brand Name	Rallis competitive position in the segment
<i>Applaud</i>	<i>No. 1</i>
<i>Takumi</i>	<i>No. 4</i>
<i>Contaf & Plus</i>	<i>No. 1</i>
<i>Asataf 75 SP</i>	<i>No. 1</i>
<i>Ergon</i>	<i>Leading Brand</i>
<i>Taqat</i>	<i>Leading Brand</i>
<i>Fujione</i>	<i>Leading Brand</i>

Rallis Kisan Kutumba (RKK) crosses 550,000 farmers



AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2011

(Rs. lacs)

		Standalone for the Year Ended 31st March,		Consolidated for the Year Ended 31st March,	
		2011	2010	2011	2010
1	a) Net Sales/Income from operations	104,672	87,513	106,570	87,867
	b) Other operating income	2,750	2,184	2,773	2,184
	Total Income	107,422	89,697	109,343	90,051
2	Expenditure:				
	a) (Increase)/decrease in stock in trade & work in progress	(3,950)	(1,000)	(4,172)	(902)
	b) Consumption of raw & packing materials	57,805	45,158	58,563	45,272
	c) Purchase of traded goods	8,970	6,181	8,970	6,181
	d) Employees cost	6,958	6,673	7,288	6,727
	e) Depreciation	1,716	1,523	1,748	1,523
	f) Other expenditure	17,920	15,241	18,788	15,277
	Total Expenditure	89,419	73,776	91,185	74,078
3	Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	18,003	15,921	18,158	15,973
4	Other Income	540	658	540	658
5	Profit before Interest and Exceptional Items (3+4)	18,543	16,579	18,698	16,631
6	Interest (net)	186	227	251	227
7	Profit after Interest but before Exceptional Items (5-6)	18,357	16,352	18,447	16,404
8	Exceptional Items				
	- Accelerated depreciation / amortisation	-	308	-	308
	- Ex-gratia and amortisation of Voluntary Retirement Scheme cost	-	825	-	825
9	Profit from Ordinary Activities before tax (7-8)	18,357	15,219	18,447	15,271
10	Tax expense				
	- Current tax	5,070	4,507	5,139	4,514
	- Taxes of earlier years	(212)	182	(212)	182
	- Deferred tax	878	426	878	426
	Total Tax expenses	5,736	5,115	5,805	5,122
11	Net Profit from Ordinary Activities after tax (9-10)	12,621	10,104	12,642	10,149

Sales crossed
1000 crCash tax rate
reduced by
2%

Audited Financial Results for the year ended 31st March, 2011

		Standalone for the Year Ended 31st March,		Consolidated for the Year Ended 31st March,	
		2011	2010	2011	2010
12	Extraordinary Item (net of tax expense Rs Nil)	-	-	-	-
13	Minority Interest	-	-	39	-
14	Net Profit from Ordinary Activities after tax and minority interest (11-12-13)	12,621	10,104	12,603	10,149
15	Paid-up equity share capital (Face value Rs.10/- per share)	19,446,889	12,964,593	19,446,889	12,964,593
16	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	50,877	40,983	51,034	41,149
17	Debt Service Coverage Ratio (see note 7)	95.56	59.13	29.04	59.31
18	Interest Service Coverage Ratio (see note 7)	108.92	74.75	81.46	74.98
19	Earnings per Share (EPS) (see note 4)				
a)	Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (Rs.)	64.90	52.21	64.81	52.45
b)	Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (Rs.)	64.90	52.21	64.81	52.45

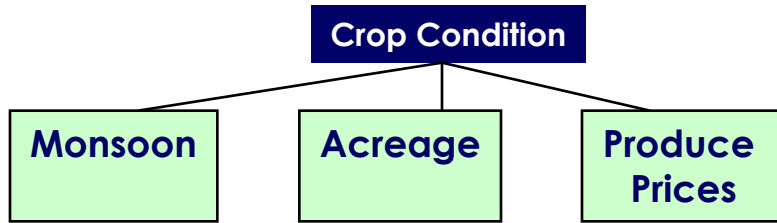
**EPS increased
by 24%**

EBITDA from Operations : April – March Period ₹ Cr

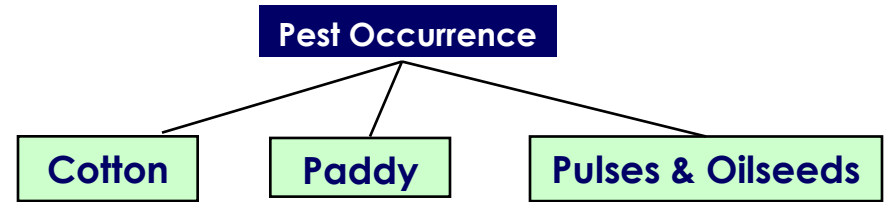
	2009-10	2010-11
PBT (Line no 7)	164	184
Add Depreciation (Line no 2 e)	15	17
Add Interest (Line no 6)	2	2
EBITDA	181	203
EBITDA (aei)	170	203
Net Sales (Line no 1 a)	875	1047
EBITDA %	19%	19%

EBITDA of 200+
A Milestone

Domestic Business



- SW Monsoon set on time but progressed slowly – Overall good however erratic
- Acreages sown: **Kharif (-1%)** & **Rabi (6.7%)**
- Unseasonal rains: damage to paddy, vegetable, onion, etc crops, delay in Rabi sowing
- Acreages: slow down n rice, improvement in Pulses, Wheat & Oilseeds
- Produce Prices : Remunerative in general



- Increased usage for herbicides
- Continuous rainfall in the end of Kharif resulted into escape for a few sprays
- Leaf folder attack in paddy, Sheath Blight and BPH in Kharif only, Blast in Rabi
- Sucking Pest in Cotton
- Low Caterpillar attack in Cotton & Soybean

IBD – Business Environment (2010)

- **The global crop protection market is estimated to have increased by 0.9% to reach a total value of \$38,200 mill**
- **LATAM market recorded the strongest growth, benefitting from the high disease pressure on soybeans as well as increasing demand for cotton and sugarcane.**
- **Asian markets (excluding India) were softer in 2010 than 2009**
- **China, Vietnam, Europe and Russia affected by weather conditions**
- **NAFTA market was affected by lower Glyphosate prices, better weather conditions for maize planting and a more profitable ethanol sector, but poor weather affected soybean planting and the harvest season.**

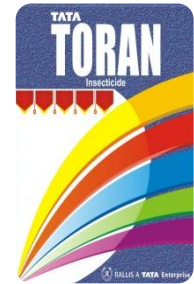
The Growth Agenda





3 New Products

Launch of TARAK (Paddy herbicide)



TORAN (Insecticide for Cotton sucking pests)



Launch of RALLIGOLD (Plant Growth Nutrient)

Ralligold	Taarak	Toran
<ul style="list-style-type: none"> Improved Root growth High Germination% Vigorous Growth High Yield 	Broad Spectrum	Sucking pests
<ul style="list-style-type: none"> Seed Treatment Sprays Drenching Root Treatment Broadcasting 	Post Emergence Application even at 15-20 DAT	Systemic insecticidal sprays when ever insects were seen during the crop period
Cotton, Groundnut, Paddy, Vegetables, Soybean, Pulses, etc	Effective in Paddy Nursery Transplanted Rice Direct Seeded Rice	Effective against aphids, Jassids, whiteflies and mealybug in cotton

ENVIRONMENT



- ❑ Commissioning of Ankleshwar ETP and STP
- ❑ Commissioning of Ankleshwar New Incinerator

Incinerator



ETP



STP



SAFETY



PSM Training through DuPont at Dahej



Behavior Safety Training at Lote



First Aid training during NS week at Turbhe



Safety day celebration at Ahemdabad



EHS Recognition



<<< Silver Safety Award from National Safety Council for Lote



<<< National Safety Award from Min of Labour & Emp (Gol) for Lote



National Safety Council –Maharashtra Chapter Certificate of Merit for Accident Free year



Turbhe



Akola



Lote

Metahelix Acquisition



MoPu – i Shakti Launch



Chemistry of pulses

Sayantani Kar

...ic shortage not yet addressed by the government (unlike the crisis in edible oils), Tata Chemicals has been running a pilot in Tamil Nadu for the last one-and-a-half years. Pulse prices have risen sharply in the last few years, because of the poor supply, not compensated even through imports. "Pulses are produced by few farmers and those who do have low productivity. This despite high consumption in our country," says Hiran. In the company's annual demand

...ductivity, keeping the farmer disinterested in the crop, according to Hiran. Experts point out that yields in India are as low as just 50 to 55 per cent of that in neighbouring countries such as Bangladesh (over 800 kg per hectare) and Sri Lanka (over 950 kg per hectare). Pulse production has grown at a rate (0.7 per cent) way lower than population growth in the last 30 years. Tata Chemicals plans to move such supply issues, coaxing more farmers to up pulses for farming. Hiran says, "It is ready to get on treating pu

TATA JOINS THE FARM TO FORK BANDWAGON

Tata Chemicals, which has just become the first branded national player in pulses, expects to team up with five million farmers



Recipe Booklet Inside

...s in this business. Tata has an 8 per cent market share in the salt market with 700,000 tonnes of salt. Tata Chemicals has a forerunner supply chain in the country, which is fertilisers to farmers. The company, which is the largest producer, consumer and largest importer of pulses in India, is the main reason for offer quality branded

Tata Chemicals MD R Mukundan. The company can bank on its huge distribution network (1.5 million-plus outlets) which has helped it to maintain a dominant position in salts despite the presence of many strong domestic players. Tata Chemicals has 58 per cent market share in the packaged salt market. The background work done for the foray into pulses was exhaustive. Tata Chemicals and its subsidiary Rallis India initiated the mission on pulses in April, last year. The companies teamed up with the Tamil Nadu government to cultivate pulses using modern farming practices at Pudukottai in Tamil Nadu.



...and creates a passion for the brand among consumers. "Pulses are the cheapest and the richest source of protein for the vegetarian Indian. i-Shakti Dal was launched with the mission of not only increasing production of pulses in India to help bridge the existing gap between demand and supply of pulses in the country, but also provide better reliable quality, hygienic pulses to Indian households," says R. Mukundan, managing director of Tata Chemicals. Tata Chemicals has plans to launch more brands in food retailing, but will not reveal the plans at this moment.

...enefits of stronger supply base to provide the information to improve farm-to-fork team-tivation". 5 million farmers per hectare from Myanmar and seeds, and thin farmers. The strategy is on "local" with per colour, from pro-sorted, and uncut. Other also high-quality expected. Similar to "local" associated with a feeling of safety and trust.



Tata Innovista National Award



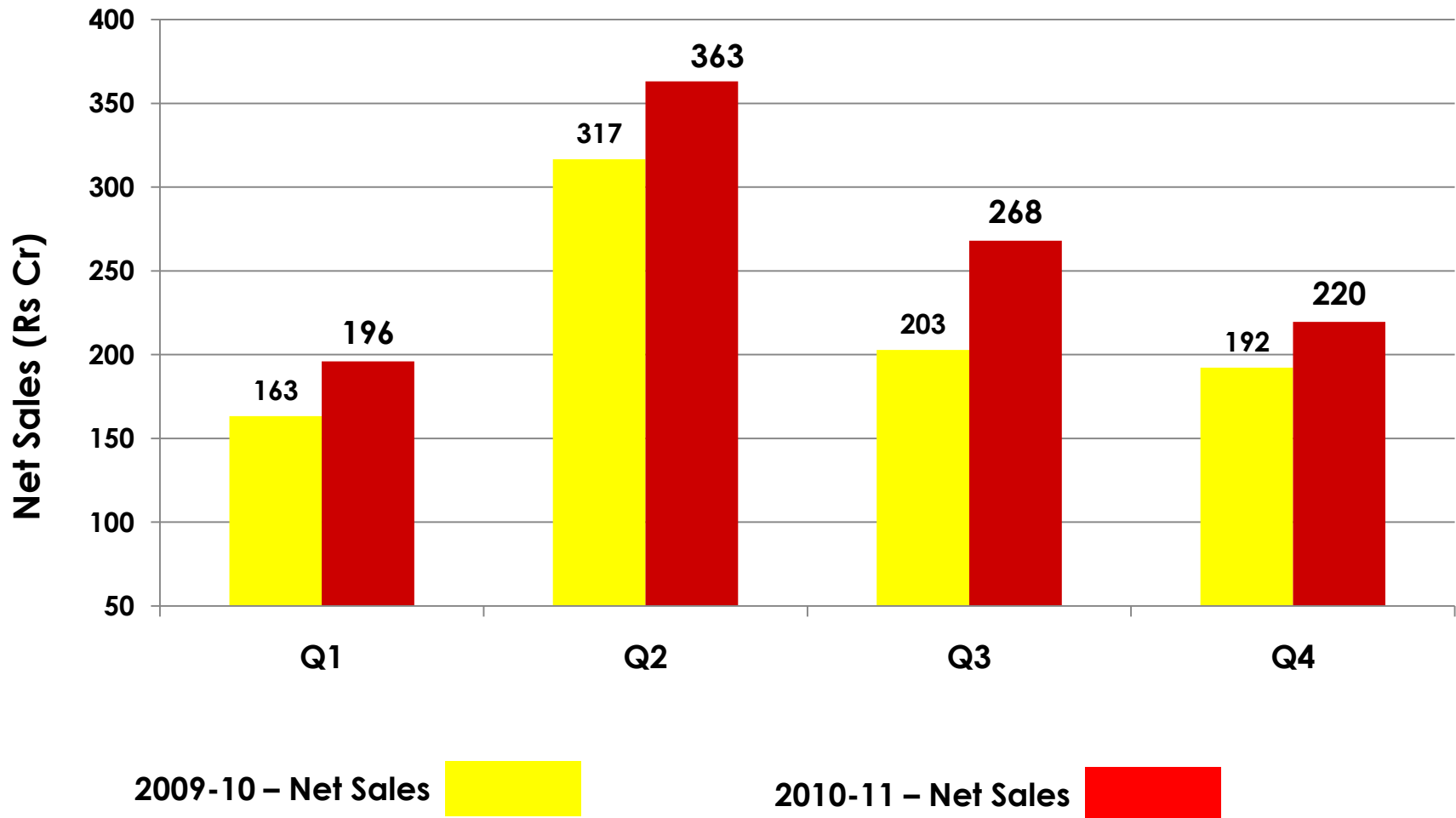
Tata Innovista Award for Grow More Pulses project under Business Model category



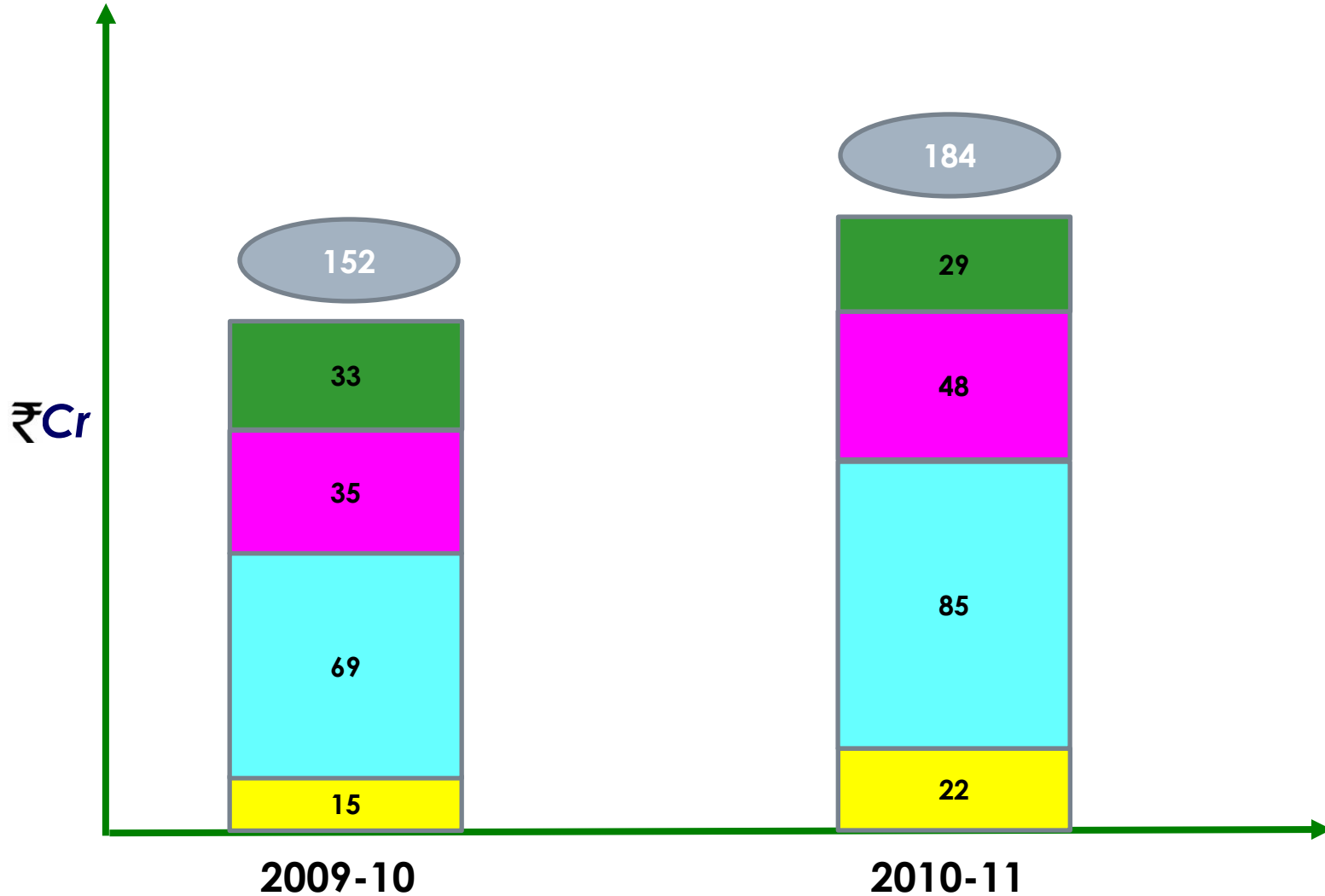
Plant at Dahej:



Net sales over Quarters



Performance journey PBT



Financial Performance : H1 & H2 Highlights

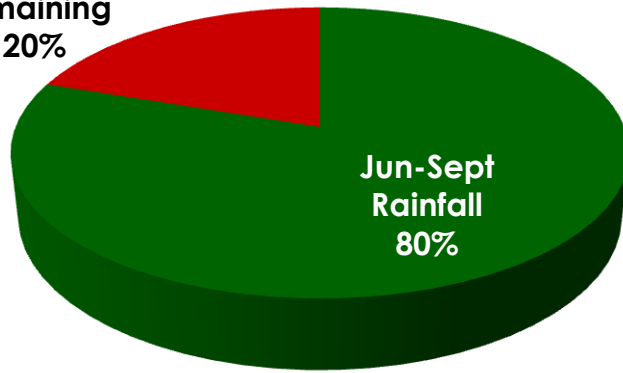
	H 1 09-10	H 1 10-11
<i>Gross Sales</i>	513	604
<i>EBITDA (Rs Cr.) (bei)</i>	96	114
<i>EBITDA (Rs Cr.) (aei)</i>	92	114
<i>Profit before tax</i>	84	107
<i>Net Profit</i>	55	74

Financial Performance : H1 & H2 Highlights

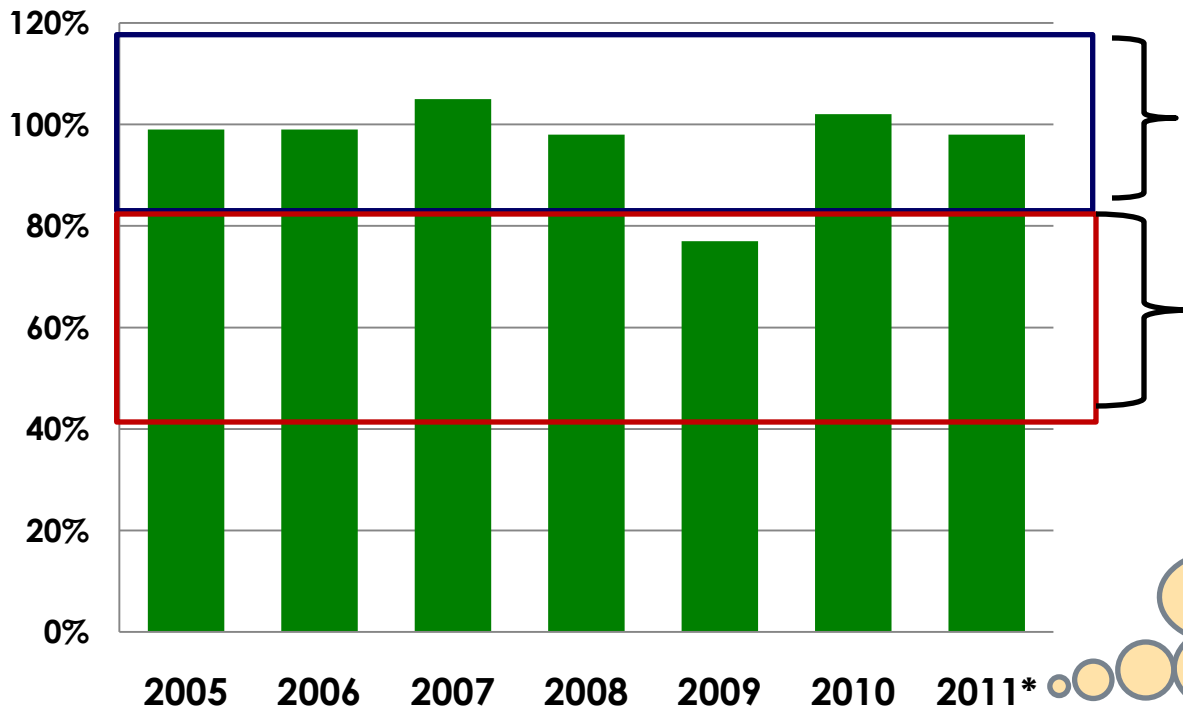
	H 1 09-10	H 1 10-11	H 2 09-10	H 2 10-11
Gross Sales	513	604	420	524
EBITDA (Rs Cr.) (bei)	96	114	85	89
EBITDA (Rs Cr.) (aei)	92	114	78	89
Profit before tax	84	107	68	77
Net Profit	55	74	46	52

Outlook 2011

Rainfall during remaining period 20%



- Delay in onset
- Variability over time
- Spatial distribution

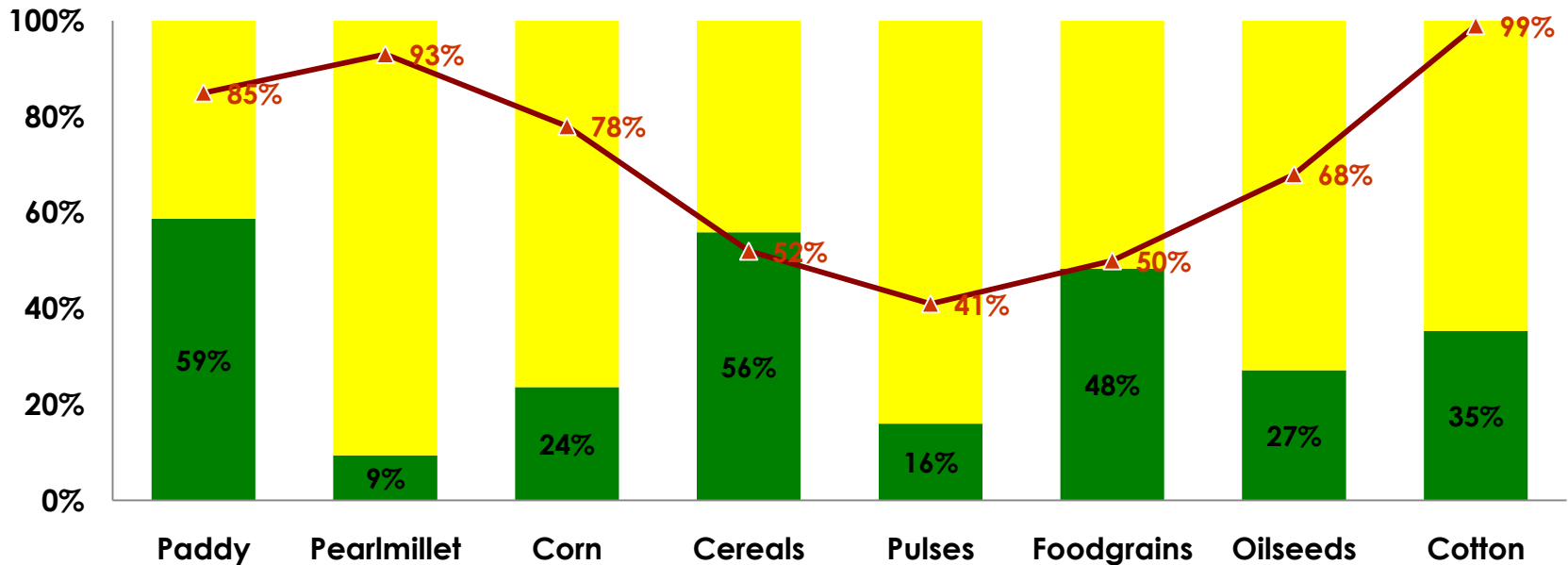


Normal Monsoon
+19% to -19%

Deficit
(-20% to -59%)

Based on past trends and IMD forecast ~ 60-76% of the district will receive normal rainfall

Importance of Rainfall



% Area under Irrigation

% Area under Rainfed

% Share in Kh output



The appropriate rainfall is crucial for :

- Kharif output from rainfed areas
- Canal water irrigation

Outlook indicators 2011

- **Forecast of normal monsoon**
- **Foodgrain production estimate and agriculture growth high; Govt support**
- **Sentiments upbeat on cotton, soyabean, corn, rice, vegetables**
- **Bt Cotton seeds price increased**
- **Farm output prices remunerative**
- **Demand for good quality solutions high – increasing trend for herbicides, higher value products**
- **Farmers looking for technology support**
- **International business expected to be stable**

