

Welcome!

Q2 and H1

2012–13

Performance

V Shankar
18th October 2012

Highlights

H1 revenues up 14%; gross sales cross Rs 875 crores

Consolidated Net Profit at Rs. 86 Crs

Interim Dividend Re. 1 per share (100%)

Financial Performance : Key Highlights

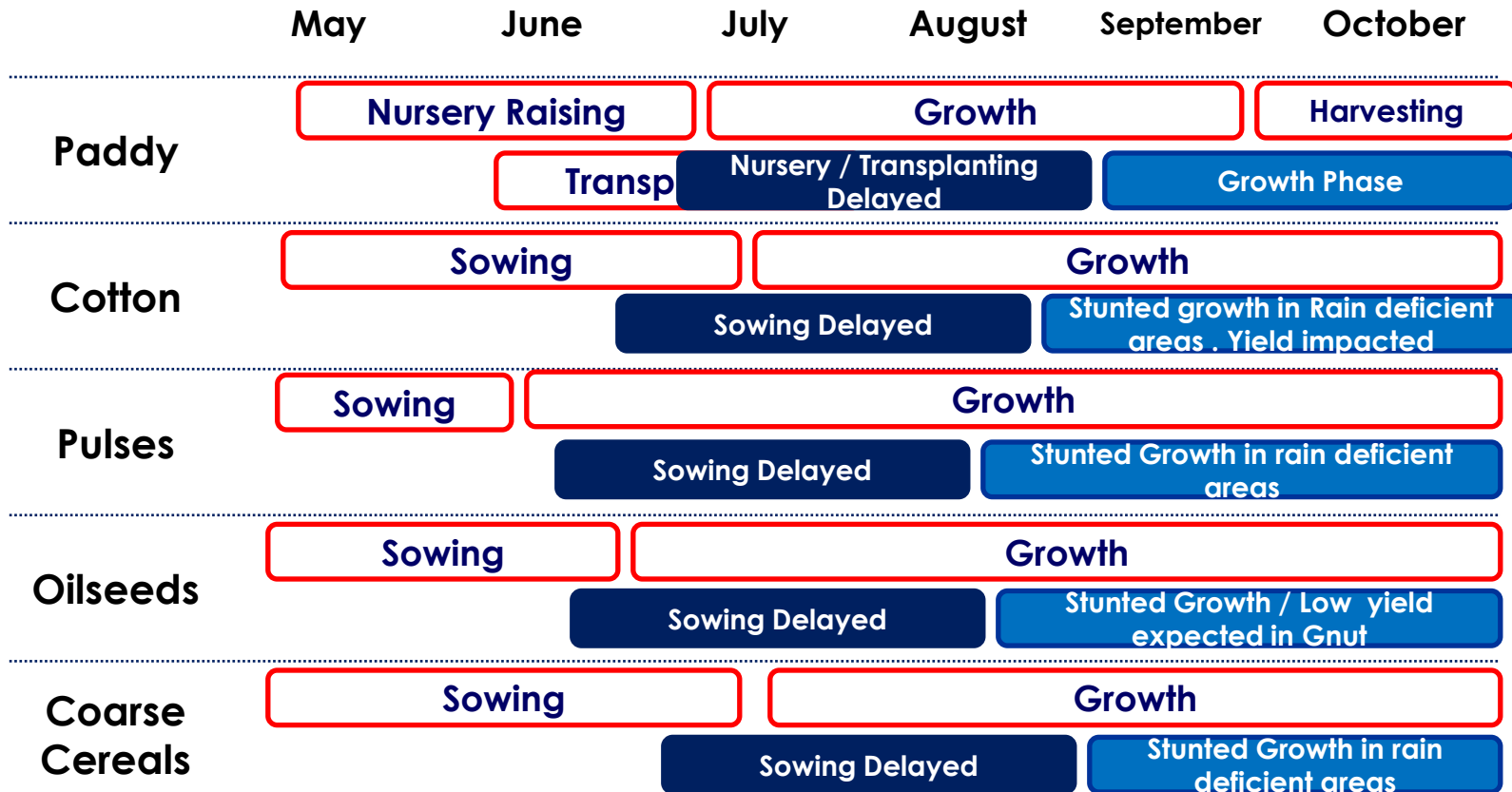
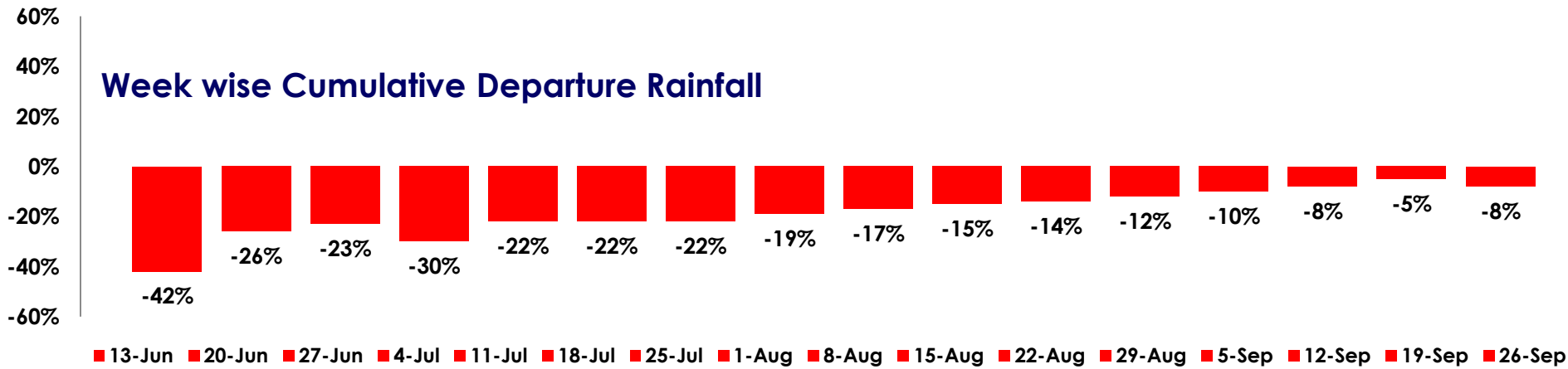
Consolidated

₹ Crs

	Q 2 2011-12	Q 2 2012-13	H 1 2011-12	H 1 2012-13
Net Sales	432.1	480.6	723.7	821.6
Profit before tax	86.6	87.8	122.0	121.1
Net Profit	57.1	60.5	84.7	87.6
Net Profit after Minority Interest*	58.5	61.6	81.6	85.7

*Rallis stake in Metahelix is 75.64% in current quarter as against 60.21% for Q2 2011-12

Week wise Cumulative Departure Rainfall



Financial Performance : Key Highlights

Rallis Standalone

₹ Crs

	Q 2 11-12	Q 2 12-13	H 1 11-12	H 2 12-13
Net Sales	428.8	461.2	661.6	726.7
Profit before tax	91.4	93.0	115.7	114.7
Net Profit	61.9	65.7	78.4	81.1

EBITDA - Standalone

₹ Crs

	Q-2 11-12	Q-2 12-13
Gross Sales (Incl.Excise)	462.5	499.1
Net Sales (Line no 1 a)	428.8	461.2
Profit from operations (Line no 3)	98.7	92.8
Add Depreciation (Line no 2 e)	7.0	7.1
EBITDA *	105.7	99.9
EBITDA %	24.6%	21.7%

* Excludes forex gain of ₹ 2.4 crs for the Q2 12-13 against loss of ₹ 6.7 crs in Q2 11-12.



Performance Highlights - Metahelix (Consolidated)

₹ Cr

	Q-2 11-12	Q-2 12-13	H1 11-12	H1 12-13
Net Sales (Net of Discount)	5.9	14.4	54.6	80.7
PAT	(4.8)	(4.4)	6.6	7.6

Performance Highlights

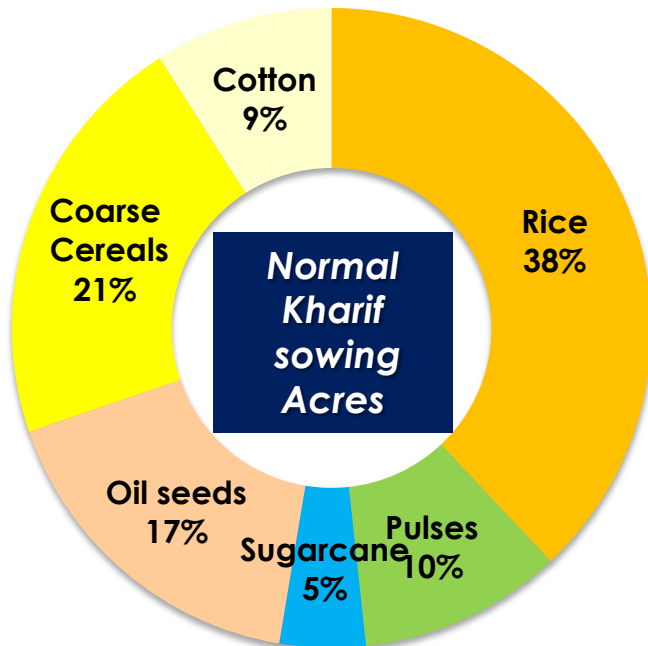


- ❑ H1 Performance has been one of the best in the industry in multiple crops despite erratic monsoon
- ❑ Dhaanya has significantly improved volumes as well as market shares
- ❑ Products performance across crops and geographies was quite encouraging; product differentiation activities are going on in preparation for next year sales

Crops Sowing

Area in Lakh Hectares

Crop	Normal area for Whole Kharif	Normal area for Sep sowing	Area sown on 28th Sep 2012	Area sown on 30th Sep 2011	% Change from last year	% Sowing of the Normal Kharif Area
Rice	393.6	361.3	367.7	383.7	-4%	2%
Pulses	106.5	106.9	101.2	110.1	-8%	-5%
Sugarcane	45.0	47.2	52.9	50.9	4%	12%
Oil seeds	177.2	176.2	175.4	179.6	-2%	0%
Coarse Cereals	219.9	208.5	175.9	200.2	-12%	-16%
Cotton	93.6	109.2	116.0	120.2	-3%	6%



Pulses acreages were impacted in Maharashtra and Karnataka

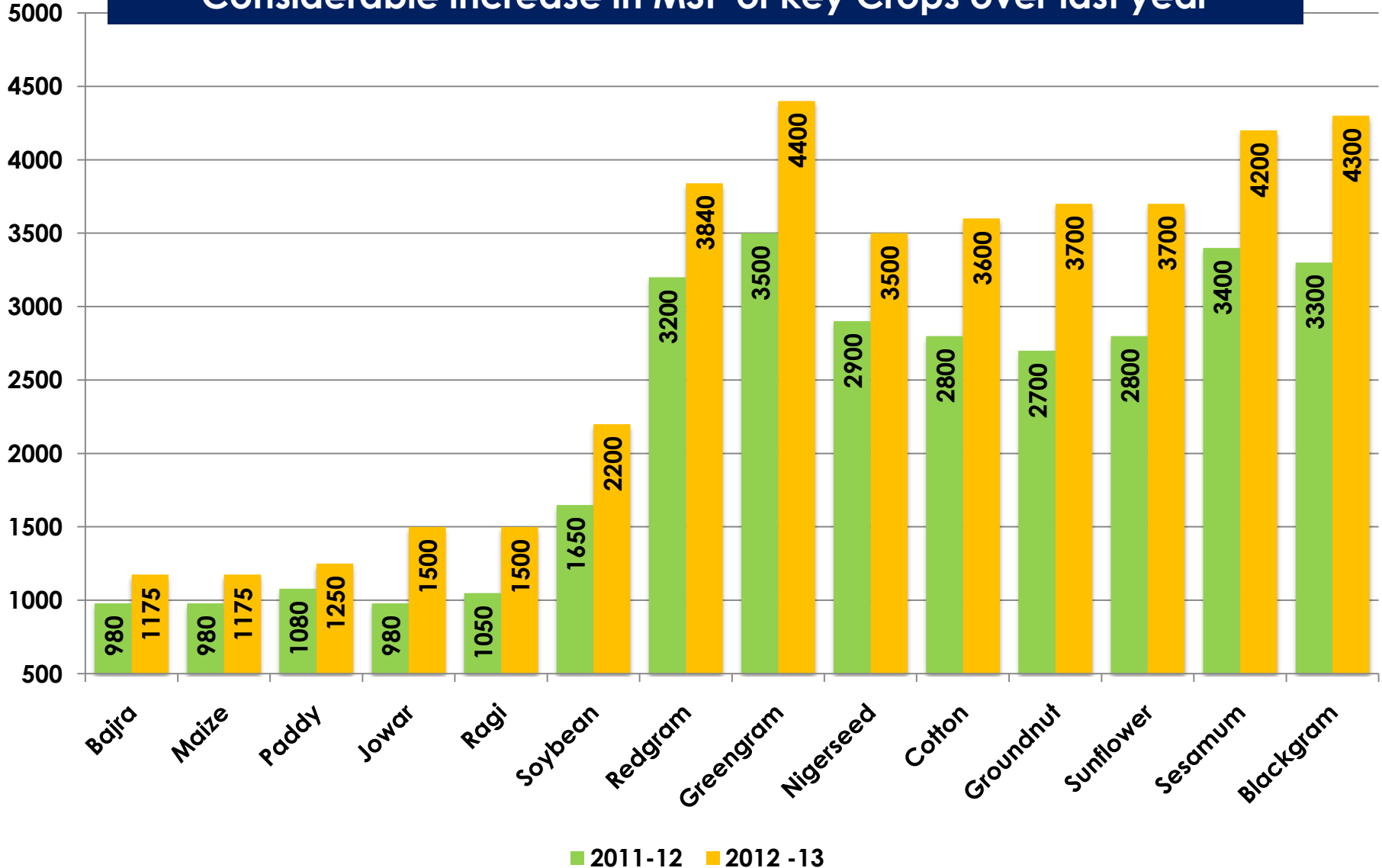
Paddy acreages impacted in AP, Karnataka Eastern States and North India

Groundnut was severely impacted in Gujarat while soyabean revived in MP

Coarse cereals were impacted in almost all growing areas due to erratic rainfall

Crops MSP in Rs / Quintal

Considerable increase in MSP of key Crops over last year



Crop Economics

Other input cost such as fertilizers have increased

Irrigation cost increased with increase in diesel prices and Delayed monsoon in many States

Overall cost of production for various crops have increased over last year

Agrochemical Scenario



Herbicides

- Growth due to delay and deficit in monsoon
- High weed emergence in paddy crop
- Pre emergent herbicides also performed well in Cotton
- Shift to Soyabean also helped in herbicides demand



Insecticides

- Missed Sprays for sucking pest molecules on cotton crop
- Insecticides usage on paddy was also delayed



Fungicides

- Low Fungal attack on Kharif crops due to dry weather conditions

Conditions Snapshot

Parameters	H1 2011-12	H1 2012-13
Monsoon	Overall Positive (1%)	Deficit (-8%)
Crop Sowing	Normal	Delayed
Crop Condition	Normal	Affected
Crop Production	Highest Ever	Lower than P.Y.
Farmer Sentiments	Positive	Skeptical
Usage of Ag.Chem.	Normal	Affected
Crop Economics	Positive	?
Opening Inventories for the season	Low	High

Overall market conditions for H1 were tougher as compared to last year

- **Improved price realization**
 - **Focus on key brands, better product mix**
 - **Growing the speciality nutrition PGN portfolio**
 - **Timely identification of opportunities**
-
- Identified crop shifts like gaur in Punjab, Gujarat & Rajasthan from cotton / rice
 - Shift to soybean from cotton in MP and Maharashtra
 - Growing the herbicide opportunity



MoPu Project Status at a glance

Covered **4** crops in **331** Villages across **4** states



60,000 acres of area covered in demonstrations,

Over **220** Training sessions conducted

29,546 Farmers trained so far for Tur, Urad & Moong





Inauguration Rallis Research Centre – Bengaluru

- ✓ Dedicated building with world class DSIR certified research facilities
- ✓ Qualified R&D Employees based at research center
- ✓ Major Activities – Chemistry, Product Development & Regulatory





Launch of Tata Innoverse Innovation Hub



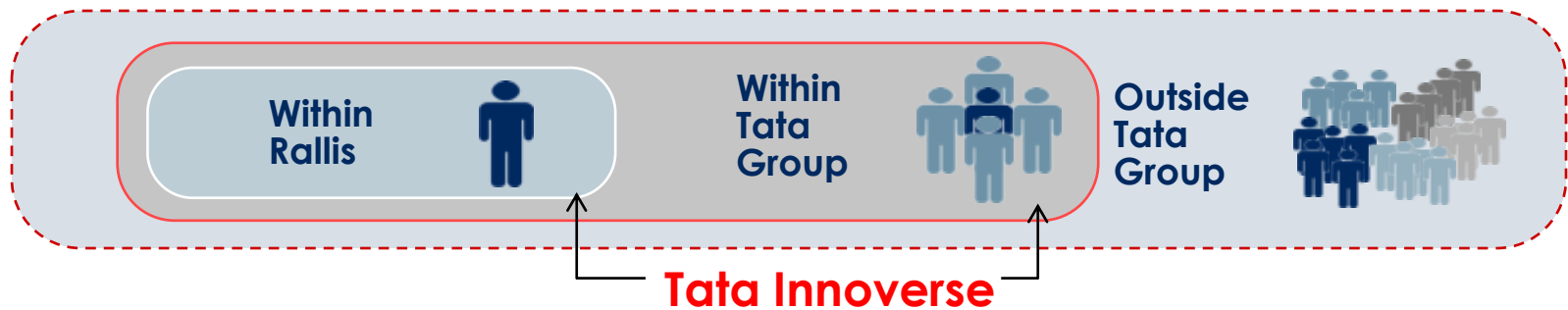
Tata Innoverse is an collaborative innovation platform by **TQMS**

It allows Ralliites to respond to a challenge raised by Rallis or other Tata companies. Users may also submit their own ideas to any of the participating companies



Key Objectives

- Embedding Innovation in the strategy of organization
- Innovation through collaboration





EHS

National Safety Council Maharashtra Chapter Award for Akola Unit



Office Safety Workshop Conducted with Rallis Employees



- Key Topics*
- Hazard Control*
- First Aid Training*
- Fire Fighting*
- Emergency Preparedness*



Reservoir Status

India's 84 important reservoirs are filled to **74 % capacity**, which is nearly **89 % of last year's** storage and **105% of the average of last ten years**.

Basin wise storage position:

- ❖ **Better than normal:**
Ganga, Indus, Narmada, Tapi, Mahi, Sabarmati and Mahanadi
- ❖ **Close to normal:**
Godavari and West Flowing Rivers of South
- ❖ **Deficient:**
Krishna, Rivers of Kutch and Cauvery



