



RALLIS INDIA LIMITED

A TATA Enterprise

Rallis India Acquires 22.8% Stake in Zero Waste Agro Organics Private Limited

Mumbai, October 18, 2012: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry, today announced acquisition of 22.8% stake in Zero Waste Agro Organics Private Limited (ZWAOPL), a Maharashtra based organic manure and soil conditioners manufacturing company. As announced in April 2012, Rallis had entered into the definitive agreements for the acquisition of ZWAOPL. With this, Rallis completed the First Closing in terms of the agreements, by acquiring the first tranche of shares comprising 22.8% of the Equity.

Announcing the development, **Mr. V. Shankar, Managing Director and CEO, Rallis India** said, *"With this acquisition, Rallis India has further strengthened its product portfolio with organic manure and soil conditioner products to improve deteriorating soil health and drive agriculture productivity. We are confident that with Zero Waste as a part of our business, the organic manure business will spur the Rallis Poised growth strategy."*

ZWAOPL will be Rallis India controlled company through Board Representation and thus, will be a subsidiary of Rallis.

In the first phase, Rallis India will invest Rs.10 Crores on this acquisition, which will include Rs 5 Crores on investment in the company and Rs.5 Crores for purchase of shares from the current shareholders. Rallis has rights to increase its stake to 51% in a year's time as per definitive agreements.

Rallis will also have exclusive sales and marketing arrangements with ZWAOPL for domestic and international markets. Rallis has already initiated distribution of this product in its brand name GeoGreen and the product has found good acceptance with the farmers.

About Rallis India

Rallis is known for its manufacturing capabilities in crop protection chemicals and various types of chemistries with ability to develop new processes and formulations supported by the capacity to register new products. It has contract manufacturing alliances with several multinational agrochemical companies.

Rallis is one of India's leading agrochemicals companies, with a century old tradition of servicing rural markets and a comprehensive portfolio of crop care solutions for Indian farmers. The Company is known for its deep understanding of Indian agriculture, sustained relationships with farmers, quality agrochemicals, branding and marketing expertise and its strong product portfolio.

About ZWAOPL

Zero Waste Agro Organics is a Maharashtra based organic manure and soil conditioners manufacturing company.

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