



RALLIS INDIA LIMITED

PRESS RELEASE

V Shankar
Managing Director & CEO

Rallis Q4 Turnover up 34%. Full year gross sales at Rs. 1500 crs.

Board recommends final dividend of Rs. 1.30 per share (Total Rs. 2.30 per share)

Mumbai, 25th April, 2013: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and year ended 31st March 2013.

Consolidated Key Highlights - FY13

For the Financial year ended 31st March 2013, Rallis India reported a 15% jump in Net Revenues to reach a new high at **Rs. 1440 Crs** (Rs.1249 Crs). PAT also smartly rose by 20% to scale up to **Rs.119 crs** (Rs.99 Crs).

Consolidated Key Highlights –Q4 FY13

During Q4 FY13, Rallis India reported top line of **Rs.279 Crs** (Rs. 208 Crs) an increase of 34% over previous year. EBITDA also grew to Rs. 29 crs (Rs. 12 crs) an increase of 134% largely driven by branded volumes.

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "I am pleased that the Company has crossed a new milestone of Rs. 1500 crs revenues growing 16% over previous year. This is despite tough environment and business conditions during the year.

Our customer relationship building activities Rallis Kisan Kutumba (**RKK**), Grow More Pulses (**MoPU**) etc moved to the next orbit with significant increases in farmer contacts and filed level productivity improvement programmes".

The Company continued its investments in strengthening its key brands and could increase the contribution of these brands in its portfolio.

Dahej Plant operated at full capacity and contributed well to the Company's growth.

Geogreen, the new Organic Manure introduced during the year, has been accepted well by the farmers, who are able to see crop productivity improvement by its usage.



RALLIS

Board recommends Final Dividend of **Rs.1.30** per share, taking the total dividend for the year to **Rs.2.30** per share.

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.