RALLIS INDIA LIMITED

V Shankar
Managing Director & CEO

PRESS RELEASE

Rallis acquires Organic Manure Business

Board recommends final dividend of Rs. 1.20 per share (Total Rs. 2.20 per share)

Mumbai, 23rd April, 2012: 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 2012

Consolidated Key Highlights - FY12

For the Financial year ended 31st March 2012, Rallis India reported a 17% jump in Net Revenues to reach a new high at ***Rs. 1245 Crores***. The EBIDTA (bei) also smartly rose by 12% to scale up to Rs 212 crores. The Company posted Net profit after tax of ***Rs. 100*** *Crores* after exceptional item of Rs.17 crores.

Consolidated Key Highlights –Q4 FY12

During Q4 FY12, Rallis India reported top line of ***Rs.206 Crores*** largely driven by volumes with operating EBIDTA at Rs.***12 crs***

Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India said, "I am pleased to inform that the company has crossed a new milestone in terms of achieving revenues of ***Rs.1245*** crs registering a healthy growth of 17%, though the year witnessed erratic rainfall and difficult agricultural conditions.

The customer relationship building activities branded under the umbrella of Rallis Kisan Kutumba ***(RKK)*** moved to the next orbit with expansion of ***MoPu*** (grow More Pulses) in Karnataka and Maharashtra and successful introduction of new initiatives such as ***Samrudh Krishi*** (Maharashtra & Gujarat), ***Tata Rallis Agri Input Training Scheme (TRAITS)*** and Advisory Centers (across regions) which played key role in customer relationship building and help increase the farm productivity of our end customers.

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In the International Business, Rallis saw robust growth and revenues rose to near the Rs 400 crore landmark reflecting 33% of sales.

Acquisition of Organic Manure Business:

The Board of Rallis India Limited approved entering into definitive agreements to acquire a majority equity stake of 51% in Zero Waste Agro Organics Private Limited (ZWAOPL), a Maharashtra based organic manure and soil conditioners manufacturing company. The acquisition is an all cash deal for Rs. 29 Crs. Rallis will also have exclusive sales and marketing arrangements with ZWAOPL for domestic and international markets.

With this Rallis strengthens its product portfolio with organic manure and soil conditioner products to improve deteriorating soil health and drive Agriculture productivity. Acquisition of this Organic Manure business will spur the Rallis Poised growth strategy.

Upbeat on the business prospects, Mr. Shankar added, "We expect that the revenue from the business will exceed Rs.100 Cr. cumulative over a 5 year period. The technology fits well with our strategy and supports sustainable agriculture. This is a progressive move forward in providing high performance solutions to help farmers in addressing the challenge of food security."

Business Highlights

- Board recommends Final Dividend of Rs ***1.20*** per share, taking the total dividend for the year to Rs.***2.20*** per share
- The Rallis Kisan Kutumba programme continued to receive focus with over 700,000 farmers coming into this fold
- Dahej facility fully operational

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.