



## RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

For immediate use

**PRESS RELEASE**

**Q2 Revenues rise 9% to ₹ 588 crs,  
Net profit at ₹ 77 crs**

**Mumbai, 24<sup>th</sup> Oct, 2017:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter ended 30<sup>th</sup> September, 2017.

According to the requirement of Ind AS and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the corresponding previous quarters ended 30 June, 2017 and 30 September, 2016, for the six months ended 30 September, 2016 and year ended 31 March, 2017 were and are reported inclusive of Excise Duty.

The Government of India has implemented Goods and Service Tax ('GST') from 1 July, 2017 replacing Excise duty, Service Tax and various other indirect taxes. As per Ind AS 118, the revenue for the quarter ended 30 September, 2017 is reported net of GST.

### **Consolidated Key Highlights – Q2**

Rallis registered revenues of ₹ 588 crs (on the same basis PY ₹ 539 crs) for the quarter ended 30<sup>th</sup> September 2017. Profit before tax (before exceptional items) was at ₹ 112 crs (PY ₹ 96 crs); Total comprehensive income was at ₹ 77 crs (PY ₹ 65crs).

**Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "The Southwest monsoon on cumulative basis was near normal at 95% of long period average, but only 65% of area received normal rainfall. Cropping acreages however were nearly same as last year, except cotton. Our broad based portfolio of solutions and robust farmer relationship has driven our revenue growth during the quarter. A combination of right product mix as well as cost control measures had resulted in healthier quality of operations during the quarter.

Rallis Samrudh Krishi ® endeavors was rolled out all over the country supported by a slew of digital initiatives. During the quarter, we introduced three new products Cenator (fungicide for the management of sheath blight in Paddy), Pulito (a broad spectrum fungicide on fruits and vegetables) and Odis (a broad spectrum insecticide for the management of sucking pest) which have started to receive encouraging response from farmers.

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Our performance in the international business was also buoyed by the improving situation in key markets such as Brazil and strong demand for herbicides. We also witnessed a positive impact of advancing of some orders to the second quarter.

I do hope with normal forecast for Northeast monsoon and improving reservoir water level we would have a better Rabi season."

### **About Rallis India**

Rallis India Ltd. is one of India's leading Agrochemical Company, with more than 160 years of experience of servicing Rural Markets and the most comprehensive portfolio of crop protection chemicals for Indian farmers. Rallis is known for its deep understanding of Indian Agriculture, sustained contact with farmers, quality agrochemicals, branding & marketing expertise along with its strong product portfolio. Rallis has marketing alliances with several multinational agrochemical companies.

Rallis is also known for its manufacturing capabilities and ability to develop new processes and formulations, hence is considered as a preferred partner for contract manufacturing by the leading MNC's.