



RALLIS INDIA LIMITED

V Shankar  
Managing Director & CEO

**Press Release**

**Rallis Revenues up 20% to cross Rs 1000 crores; PAT rises 25%**

**Board recommends Rs. 11/- per share final dividend on enhanced equity**

**Board approves sub division of shares Rs.10 to Re.1 face value**

**Mumbai, 29 April, 2011** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry, has posted the highest ever net profit after tax of **Rs.126 Crores** for the year ended 31<sup>st</sup> March, 2011 reflecting an increase of 25%. Sales rose by 20% to reach a new high of Rs 1047 crores. EBIDTA crossed the milestone of Rs 200 crores for the first time ever. The Earnings per Share grew by 25% to Rs 65 per share.

Recognizing this sterling performance the Board, at its meeting today recommended a final dividend of Rs.11/- per share (110%) With this, the total dividend for the year will be Rs. 20/- per share (200%) on the post bonus issue capital.

To enhance liquidity in the shares, the Board approved sub-division of each of the equity share of the face value of Rs.10 each fully paid-up into 10 equity shares of Re.1 fully paid-up.

**Growth**

The Company posted a handsome increase in sales both in the domestic and international business. The overall increase of 20% in sales reflects the healthy volume growth in the domestic formulation business as well as the international business which grew by 17% and 35% respectively. With the continued focus on international business through its APOLLO initiative, the share of international revenues accounted for 25% of the total sales.

Acquisition of Metahelix end December 2010 puts the Company into a firm footing into the Seeds business. With a good pipeline and increasing presence in Rice,



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Maize, Millet, Cotton and Vegetables portfolio, the Metahelix presence provides a robust opportunity to increase presence in this fast growing agri input segment which is critical to raise productivity.

The presence in manufacturing is also being strengthened by certain capacity expansions in existing Units as well as investment in a new Unit at Dahej, This Unit should be operational into commercial production in this quarter and provides a growth platform for the contract manufacturing business.

Rallis has for many years offered practical farm solutions through village level farmer intensive interactions and field demonstrations building trust with the farmer. The initiative MoPu (Grow More Pulses) piloted in this year will unfold into a major relationship endeavour over the next few years. The Rallis Kisan Kutumba programme continued to receive focus with over 550,000 farmers coming into this fold.

Commenting on the Company's performance, **Mr V Shankar, Managing Director and CEO, Rallis India** said, "I am pleased we have crossed the milestone of Rs.1000 crores of sales and also PAT recording the highest ever profit from operations. Our value creating crop protection solutions have been well received by the farmers and new introductions such Toran, Ralligold and Taarak are already showing encouraging market acceptance. Our Dahej facility should shortly get into commercial production and provide the base for growing the contract manufacturing business".

Commenting further on the Company's performance **Mr V Shankar** added "I am delighted that we now have a firm base in the Seeds segment with our acquisition of Metahelix. With a strong pipeline of good technologies and hybrids this important fast growing segment wil provide us an exciting opportunity to serve the farmers better".

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 capability 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



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Indian agriculture, sustained relationships with farmers, quality agrochemicals, branding and marketing expertise and its strong product portfolio.

During the financial year 2009-10, the Company had posted Profit after Tax of Rs. 101 Crores and Revenues of Rs. 875 Crores.