



RALLIS INDIA LIMITED

Press Release

V Shankar
Managing Director & CEO

Rallis PAT crosses Rs.100 crores for the first time
Board recommends 1 for 2 Bonus and Rs.10/- per share final dividend

Mumbai, April 22nd, 2010 Rallis India, a TATA Enterprise and a leading player in the Indian crop protection industry, has posted the highest ever net profit after tax of **Rs.101 Crores** for the year ended 31st March, 2010. The Profit before Tax (bei) at Rs.164 crores grew 37 % compared to the previous year.

During the year, the Company improved its profitability significantly with a record EBIDTA of 21%. This was achieved through a revitalized product mix and tremendous cost control. In addition to the PAT of Rs.101 Crores, the company has been able to release about Rs. 65 Crores from its working capital.

Gross sales at **Rs. 937 Crores** increased by 3% compared to Rs. 911 Crores last year.

Recognizing the excellent performance the Board, at its meeting today recommended a final dividend of Rs.10/- per share on the existing shares. With this, the total dividend for the year will be Rs.18/- per share. The Board has proposed an issue of Bonus shares in the proportion of one share for every two shares held.

Growth

Apart from the significant improvements in operational efficiencies; the company has successfully augmented its manufacturing capacities. A new, Rs.150 crores multi-product factory at Dahej is scheduled to commence production by July,2010.

Rallis has for many years offered practical farm solutions through village level farmer's meetings, field demonstrations and building trust with the farmer. A major expansion to build Rallis Kisaan Sansaar membership and a suitable data was successfully undertaken during the year. Within a few years the RKK initiative is likely to touch over a million farmers nationally.



RALLIS

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.100 crores PAT recording the highest ever profit from operations. Our value creating crop protection solutions have been well received by the farmers and recent introductions such as Applaud ,Taqat,Takumi,Ralligold and Ergon are strong brands. Operational efficiencies improvement and continued focus on working capital reduction have substantially enhanced the cash generation in the business. This has enabled us to invest well into our Dahej plant which should be commissioned by mid- year.

Commenting further on the company's performance **Mr V Shankar** added "I am also delighted that our continuous performance improvement has been acknowledged well and the Board has announced a bonus of one share for every two shares held. With the final dividend now recommend, the total dividend will be Rs.18/- per share".

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 pesticides 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.

During the financial year 2008-09, the Company had posted Profit after Tax of Rs. 72 Crores and Revenues of Rs. 910 Crores.