



Welcome!

***Q4 & FY15
Performance***

V Shankar
27th April 2015



Performance Highlights: Q4 and 12 Months (consolidated)

- ❖ ***Q4 - PAT rises 10% to Rs. 21 Cr.***
- ❖ ***Q4 - EBITDA margin at 14.1% recorded an improvement of 120bps over the previous year's EBITDA.***
- ❖ ***12 Months – Gross sales crossed a new high of Rs. 1900 Cr.***
- ❖ ***12 Months – PAT rises to Rs. 157 Cr.***
- ❖ ***12 Months – EBITDA margin improved by 30bps to 15.4%***
- ❖ ***Board recommends Final Dividend of Rs.1.50 per share; total dividend of Rs.2.50 per share (250%).***



Financial Highlights

Q4

Financial Performance : Key Highlights

Rallis Consolidated

Rs Crs

	Q 4 13-14	Q 4 14-15
Net Sales	323.8	314.9
Profit before tax (bei)	27.5	29.6
Net Profit After Tax (Before MI)	18.1	21.3
Net Profit After Tax (After MI)	19.3	21.4
EBITDA %	12.9%	14.1%



Financial Performance : Key Highlights

Rallis Standalone

Rs Crs

	Q 4 13-14	Q 4 14-15
Net Sales	303.6	280.7
Profit before tax (bei)	35.5	30.6
Net Profit After Tax	25.1	23.7



Financial Highlights

12 Months 2014-15

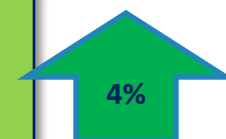
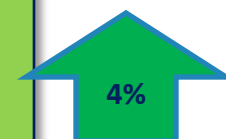


Financial Performance : Key Highlights

Rallis Consolidated

Rs Crs

	Actual 13-14	Actual 14-15
Net Sales	1725.7	1800.8
Profit before tax (bei)	214.4	221.6
Net Profit After Tax (before MI)	152.7	159.8
Net Profit After Tax (after MI)	151.9	157.2
EBITDA %	15.1%	15.4%





Financial Performance : Key Highlights

Rallis Standalone

Rs Crs

	Actual 13-14	Actual 14-15
Net Sales	1510.2	1498.1
Profit before tax (bei)	209.0	205.7
Net Profit After Tax	146.4	145.4

PBT -

CY includes one time charge of Rs.5.40 crs on account of stock adjustments and Rs.1.71 crs on account of Dahej land consolidation and additional provision of depreciation of Rs 6 crs as required by new Companies Act, 2013



Metahelix financials

₹ Crs

	2013-14	2014-15
Net Sales	224.5	309.3
EBIDTA	17.4	24.5
Net Profit after Tax	9.2	16.5

Key wins

- ✓ Growth of 38% in revenues ; profits up 80%
- ✓ Counted amongst industry leaders now in rice, millet and corn
- ✓ MC 13 Hybrid Paddy; MH 2100 Maize for Rabi; MH 7796 Maize for Rainy segment



Business Scenario

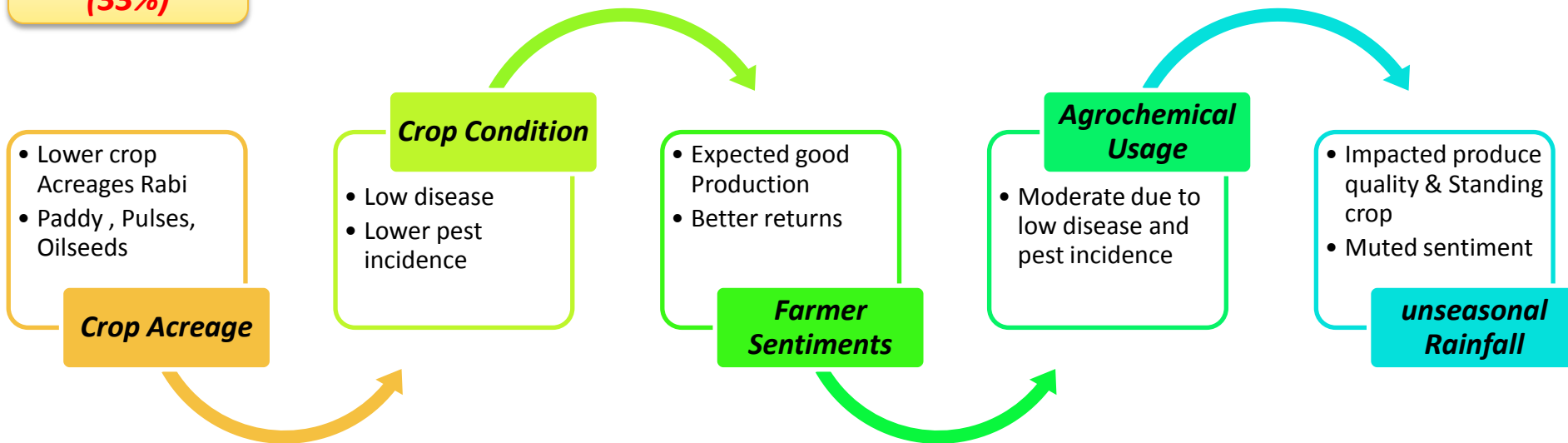


Agriculture Scenario & Rallis Performance: Q4

Q4 : ended on a depressed note for farmers

Shortfall of
SW Monsoon

NE Monsoon
(33%)



Impact on Industry

- ❖ Liquidation of products was impacted
- ❖ Relaxed Credit norms and Increased discounts
- ❖ Increased Working capital , higher channel inventory
- ❖ Muted growth estimated

Impact on Rallis Domestic Business

- ❖ Volumes affected
- ❖ Price increases in select brands
- ❖ Working capital increased

Q4 Pest & Disease Situation

Low **Medium** **Severe**
Intensity of Pest & Disease incidence

Impact on Industry

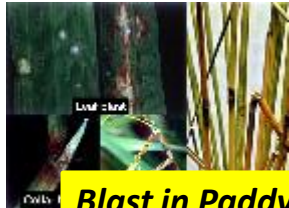
RABI PADDY



Weeds



BPH



Blast in Paddy



BENGAL GRAM



Spodoptera



Heliothis



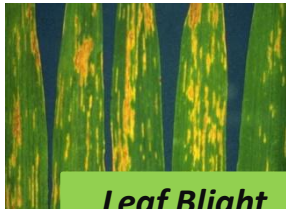
Wilt



WHEAT



Aphids



Leaf Blight



Wheat Rust



CUMIN



Leaf Blight



Wilt



Thrips



Hailstorm & Unseasonal Rains in Q4

Extensive damage to Rabi crops feared

Heavy rain, strong winds lash Punjab and neighbouring Haryana

By Anand Sharma



Life disrupted in Uttarakhand

By Anand Sharma

Governor Narender Kumar Singh said on Monday that the state of Uttarakhand has been severely affected by heavy rain and strong winds, leading to extensive damage to crops and infrastructure. He said that the state government is providing relief to the affected farmers and is also providing financial assistance to the affected farmers.

Triggers in place for agri chemicals

While a normal monsoon is key in the short term, innovative products and the government's thrust on agriculture should boost long-term prospects

By Anand Sharma



STEADY GROWTH



The government's thrust on agriculture should boost long-term prospects. The government is providing financial assistance to the affected farmers and is also providing relief to the affected farmers.

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Centre to increase compensation limit for crop damage: FM

Bundi (Rajasthan), March 29: The Centre will work with state governments to raise the compensation limit for farmers affected by unseasonal rains and hailstorms, finance minister Arun Jaitley said on Sunday.



"The Prime Minister is deeply concerned about the loss to the farmers... The government would raise the compensation limit to help the farmers whose crops have been affected by rain and hailstorm," Jaitley said while interacting with farmers in Timeli, one of the worst-affected villages, about 65 km from district headquarters.

We take the responsibility to help you stand up again after this huge loss of crops and livestock

He noted that Rajasthan was one of the worst-affected by the recent unseasonal rains and that there was major damage to crops in Bundi district. He assured the farmers of all possible help from the Centre.

ARUN JAITLEY,
Finance minister

Unseasonal rains damage rabi crops, mango



FARM PRODUCTION IN 2014-15*

Crops	2013-14	2014-15	% Change
Wheat	95.85	95.76	-0.09
Rice	106.65	103.04	-10.03
Foodgrain	266.57	257.07	-3.20
Pulses	19.78	18.43	-6.82

*Note: The crop year is from July to June. *According to second advanced estimate. Source: Department of Agriculture

SANJEEB MUKHERJEE & VIMUKT DAVE
New Delhi/Rajkot, 2 March

"The recent rains in major parts of northern and central India can have a widespread impact on the wheat and mustard seed crop. While there are reports of water logging in the fields at some places, in others, the crops have flattened due to strong winds. In western India, the impact was widely felt on cereals and coriander."

crop has been sown early, particularly in Rajasthan, the rains could lead to drop in per hectare yields as the showers have been heavy and intense," said another official.

Wheat, mustard and chana are the main crops grown during the rabi season in Punjab, Rajasthan, Haryana, Madhya Pradesh and Uttar Pradesh, which have witnessed heavy unseasonal rains and high winds over the past three days.

According to Skymet

Centre assures help to hailstorm-hit farmers

Agri Min says govt to start disbursing aid in next two-three days

By Anand Sharma

MUMBAI: After complete assessment of crops which were flattened by hailstorms last year in the state, Union Agriculture Minister Radha Mohan Singh said the Centre would start providing financial help to the affected farmers soon.



CROP LOSSES: RS 18,000 EACH TO BE GIVEN TO FARMERS

MUZAFFARNAGAR: The district authorities have announced a compensation of Rs 18,000 each to more than 28,000 farmers who have lost their crops due to unseasonal rains and hailstorms in the state. Crops worth one crore of rupees were estimated to have been damaged due to heavy rains and hailstorms, according to a survey done by authorities here. 28,000 farmers from Jambh, Ghazi, Meerut, and Meerut districts were identified for the relief. Additional District Magistrate C K Sharma said reports of Rs 18,000 each would be provided to them as compensation, he said.

Jaitley said that Prime Minister Narendra Modi had directed central ministers to visit the most affected areas so that assistance and compensation can be facilitated to the farmers.

The Centre in coordination with the state government would provide all possible help to the farmers, said Jaitley, who took an aerial survey to assess the damage

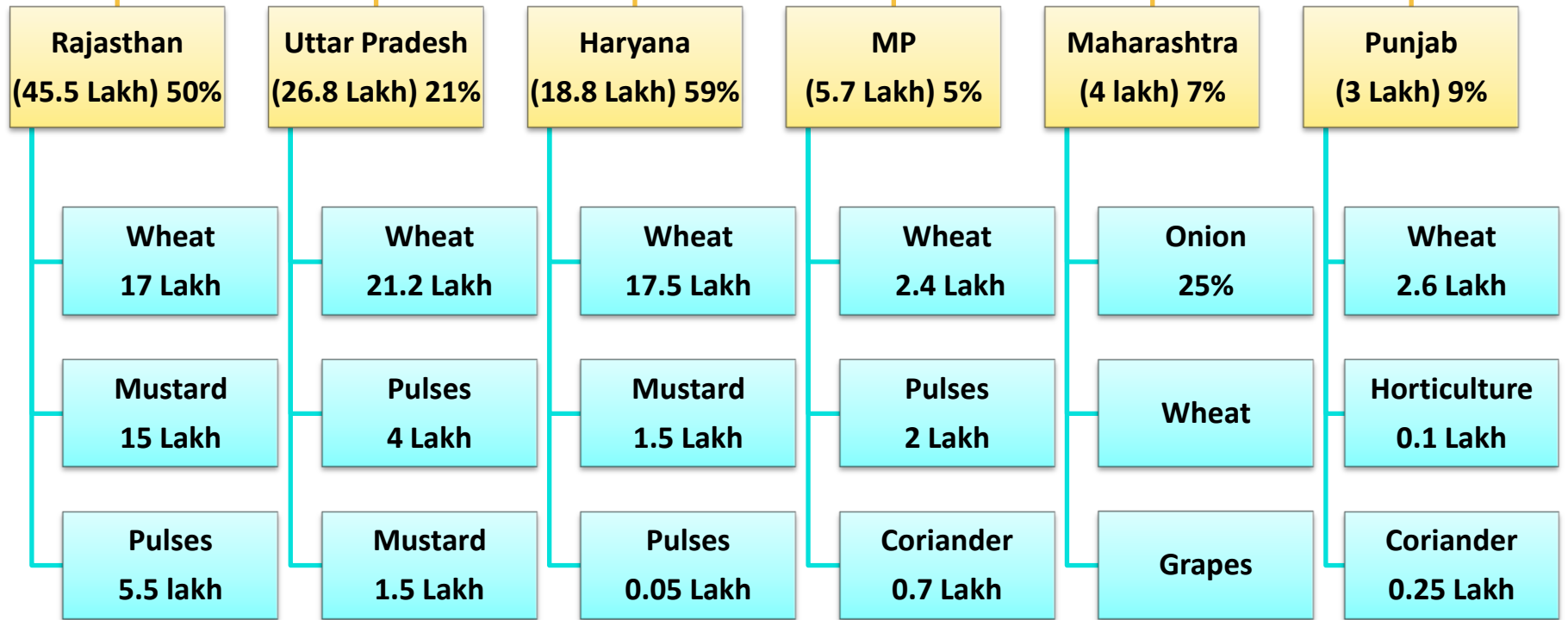
to crops and was briefed by district collector Anand. Jaitley was accompanied by Union minister for small scale industries Giriraj Singh, state agriculture minister Prabhulal Saini, state transport minister and local MLA Babul Verma.

The finance minister visited Mukut Meena, a farmer whose house was damaged in the heavy rains. Jaitley asked him how much it will cost to repair the house.

"The loss and damage is really great," the minister observed. Some of the women spoke to Jaitley about their grievances and he assured them of all help from the Centre as well as the state government.

Untimely Rains & Hailstorms : Impacted Crop produce

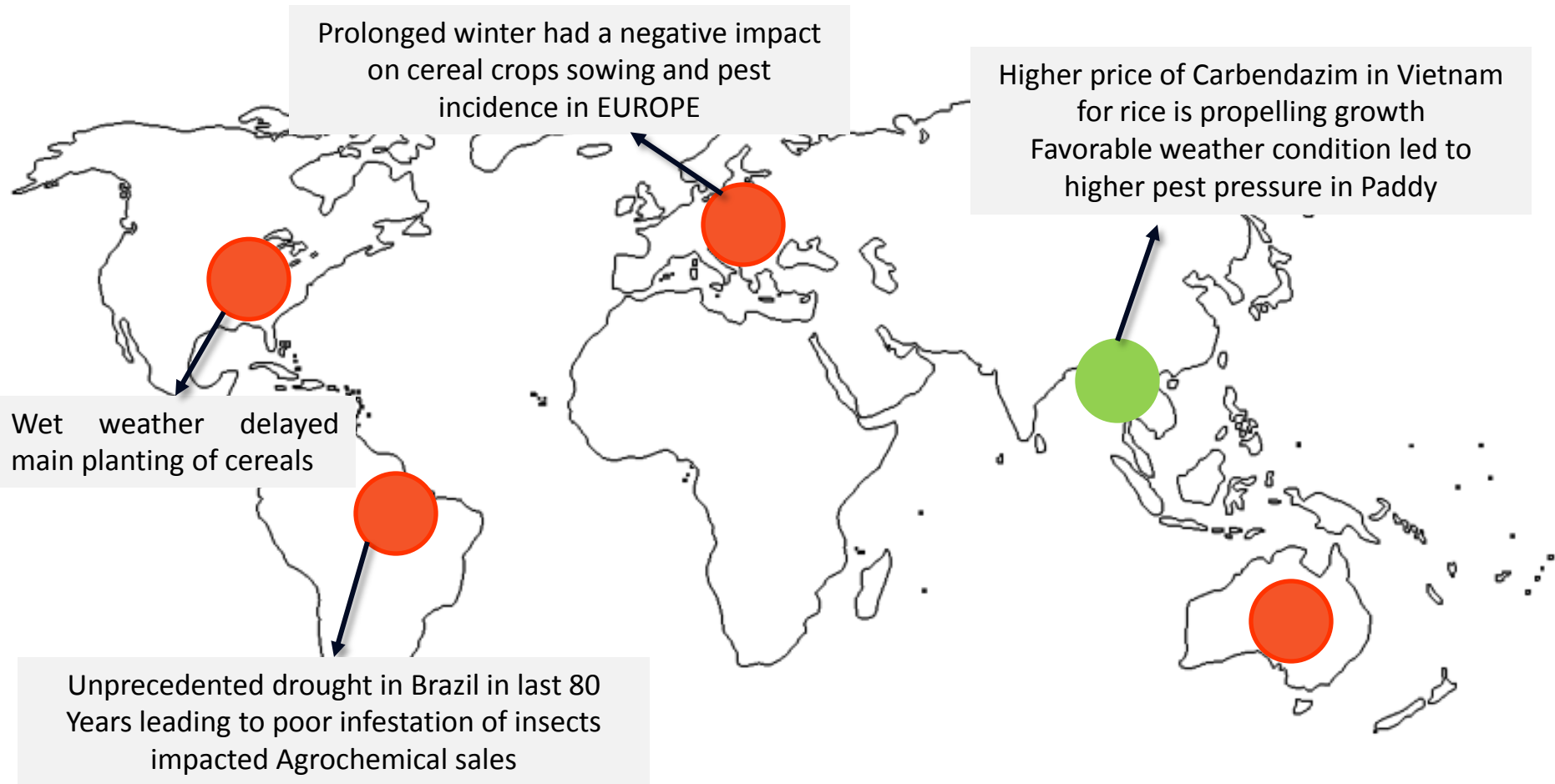
Area & Crops affected due to Unseasonal Rains & Hailstorm



It would impact Cash flow in market and pre placement of products in Q1 2015-16

*Source- PIB, Agril Ministry, GOI dated- 26.03.2015

International Business Q4



The prices of maize/Cereals produce had come down, anticipating these trends, farmers had gone for cheaper options of pest/disease control



2014-15: how the year was for agriculture



Rainfall comparison for the year 2013 &

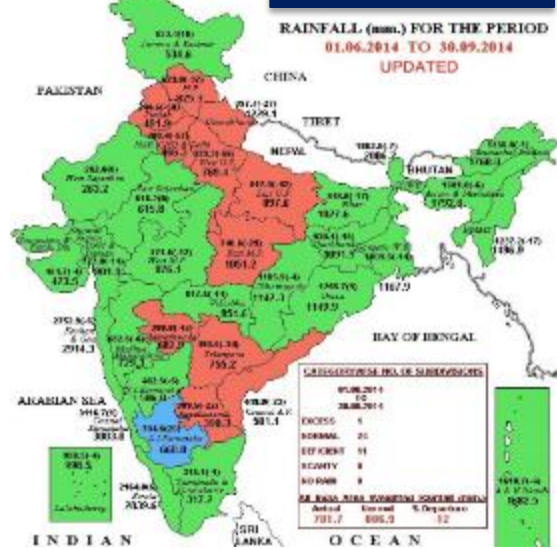
KHARIF 2013



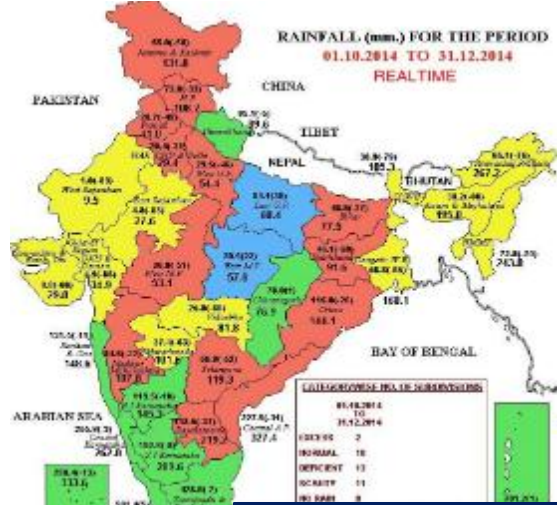
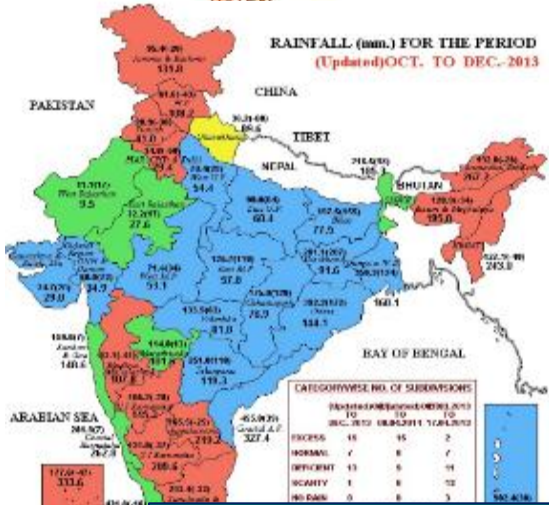
LEGEND: ■ EXCESS (+20% OR MORE) ■ NORMAL (+19% TO -19%) ■ DEFICIENT (-20% TO -59%)
■ SCANTY (-60% TO -99%) ■ NO RAIN (-100%) NO DATA

NOTES:

KHARIF 2014



Year/Season	Deviation
KHARIF 2013	+ 6%
KHARIF 2014	-12%



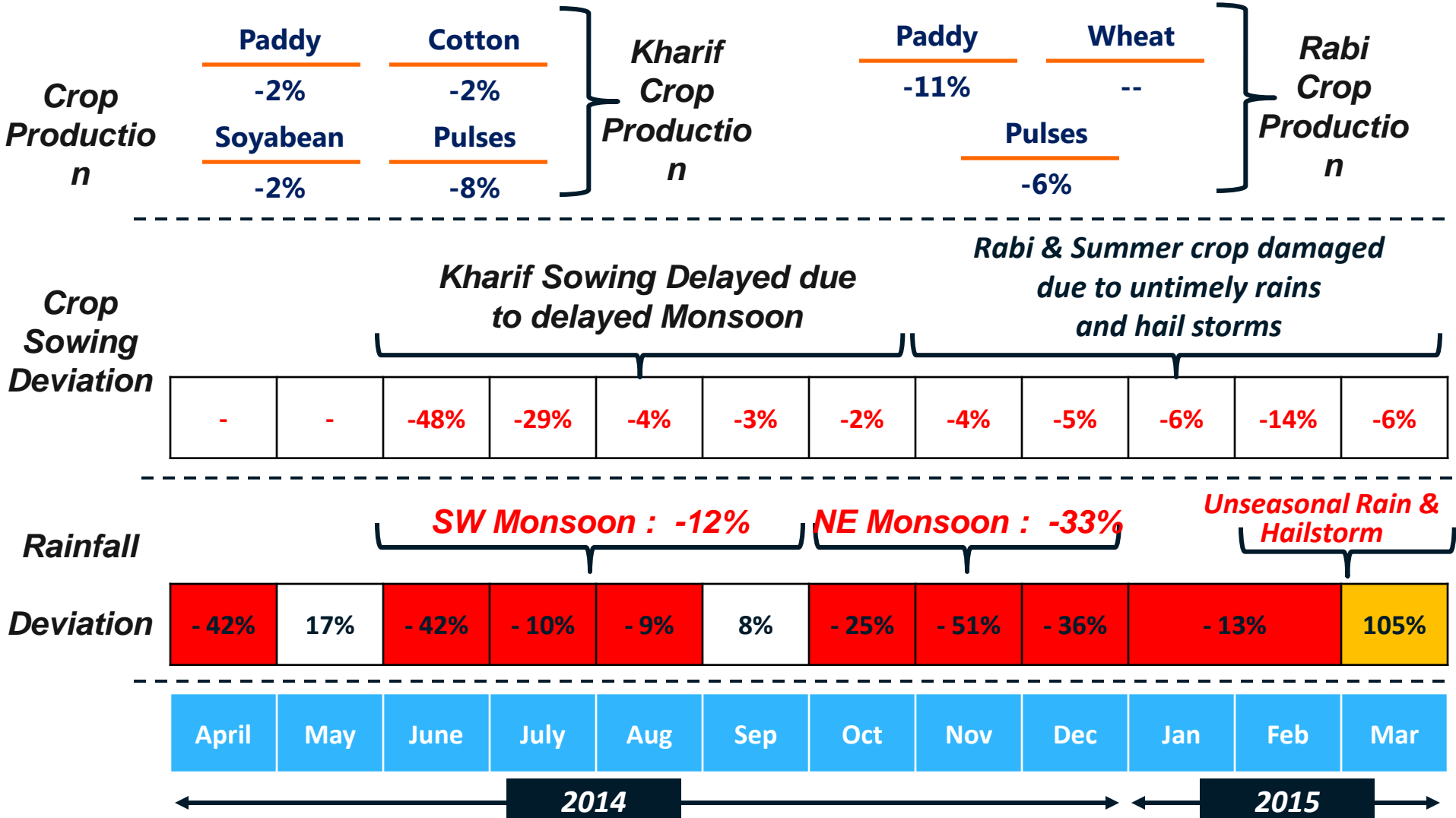
Year/Season	Deviation
Post Monsoon 2013	+ 18%
Post Monsoon 2014	- 33%

Post Monsoon 2013

Post Monsoon 2014



Agriculture 2014-15: Tough year for Farmers & Industry



Agricultural timeline : 2014-15

Unseasonal Rains

Brazil Drought Production impacted : Soyabean (25%), Corn (26%)
Sowing of the Crop delayed, impacted international sales

Urea Shortage leading to
severe cash crunch in the market

Variation in commodity Prices from July to March : Paddy (8%), Soyabean (22%) , Cotton (9%),
Groundnut 19% , Maize 10% , Red Gram 19% due to less production estimates

Shortfall in Kharif production
Paddy (2%), Cotton (2%), Soyabean (2%), Pulses (8%)

Shortfall in Rabi production
Paddy (11%) , Pulses (6%)

(48%) **Kharif Sowing Delayed**

(3%)

(2%) **Shortfall in Rabi Sowing** (6%)

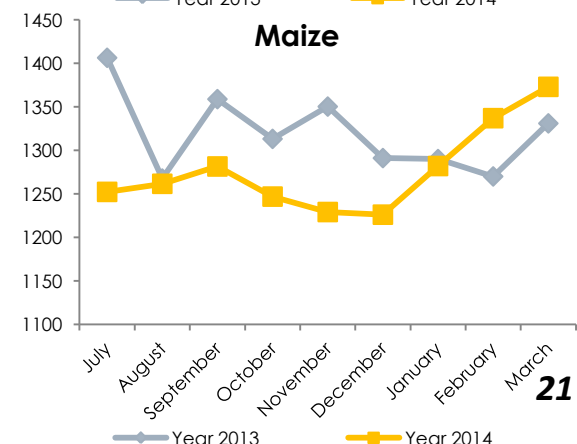
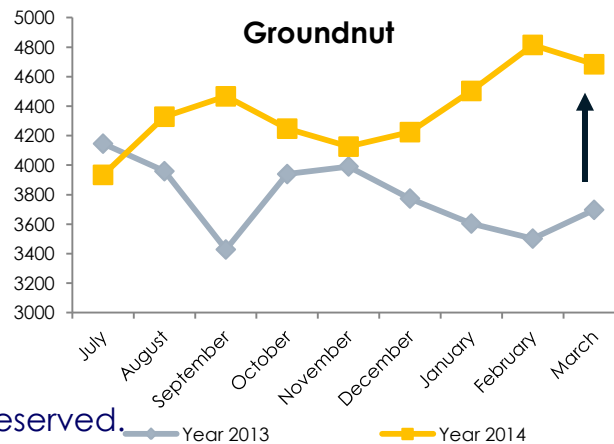
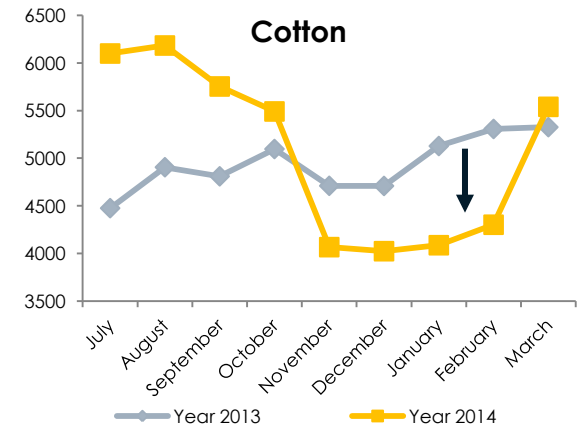
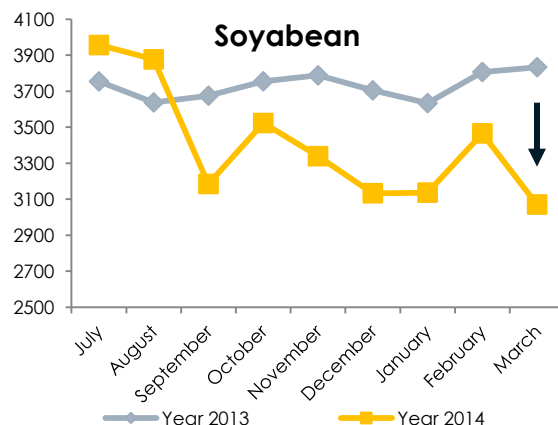
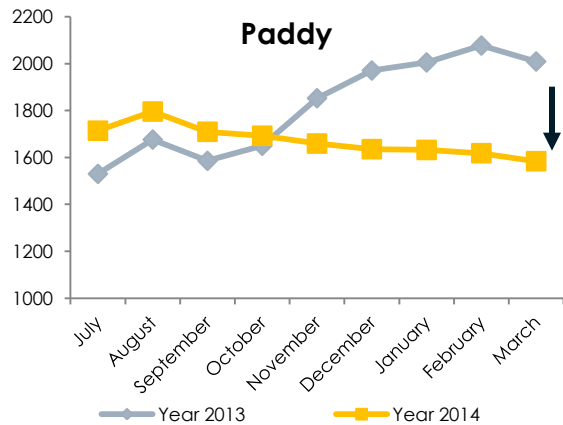
Delayed SW Monsoon ,
(12%) Shortfall

Deficient NE Monsoon ,
(33%) Shortfall

2014 June | July | August | Sep | Oct | Nov | Dec | Jan | Feb | March 2015

Key Commodity Prices: Lower than farmers' expectation

- Paddy, Soyabean & Cotton prices lower than previous year – Impacted farmer earnings
- Groundnut and Maize prices showed an upward trend due to less production than anticipated



Crop Prices Trend

Global Market 2014

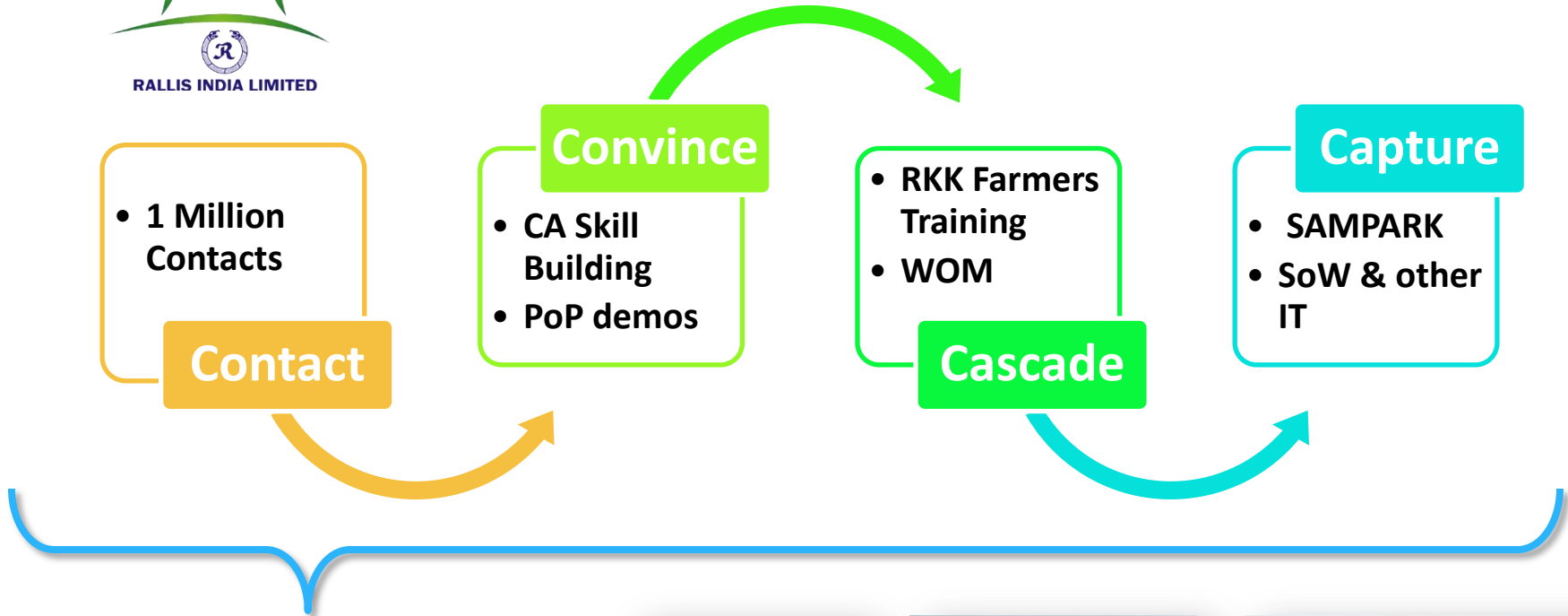
Year	Crop Protection Agrochemicals (\$m)	Non Crop Agrochemicals (\$m)	Total Agrochemicals (\$m)
2009	40147	5860	46007
2010	41291	5880	47171
2011	46539	6290	52829
2012	49549	6372	55921
2013	9.4% ↓ 54208	6481	60689
2014	56145 ↓ 3.3%	6557	62702

Growth in Global Agrochem Market was muted compared to previous year.

* Source:

PMD
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Leveraging RKK Connect



- 1 Million Contacts

Contact

Convince

- CA Skill Building
- PoP demos

- RKK Farmers Training
- WOM

Cascade

Capture

- SAMPARK
- SoW & other IT

Helped in the scale up of New launches such as Origin and Hunk





New Products Launched in 2014-15, set for growth



Duton

- **Herbicide**
- **1st time ever – launch of patented molecule with the inventor**
- **Solution for – Post emergent Herbicide for Paddy crop**



Blend

- **Fungicide for control of Downy Mildew**
- **Technical : Dimethomorph + Ametoctradin**



Hunk

- **Insecticide**
- **1st time ever – High Purity**
- **Solution for – Larve & sucking pests in Paddy and other crops**



Sonic Flo

- **Insecticide for control of Sucking Pest**
- **Technical : Fipronil**



Origin

- **1st ever Insecticide + Fungicide combination product in India**
- **Solution - Leaf folder & Sheath blight in Paddy**



Amplus

- **Plant Growth Nutrient**
- **An innovative & modern technology HYT™ based microbial bio product**



Key Wins



EHS & Sustainability: Recognitions Q1

Environment Health & Safety

**Dahej Administration Building
Got Gold Rating from IGBC**



CSR

Volunteering

*Award 1 : Highest Registration on
TATA Engage*

*Award 2 : Highest Contribution to
experience Hub*





EHS & Sustainability: Recognitions Q2

Environment Health & Safety

- 1. National safety Award for Dahej unit***
- 2. NSC certificate of Merit for Lote unit***
- 3. NSC certificate of Merit for Akola unit***



CSR

Rallis' "Jal Dhan" entry has emerged as the Winner in the 'Community Impact' category of the Tata Sustainability Month 2014 Competition organized by Tata Sustainability Group (TSG)



EHS & Sustainability: Recognitions Q3

Environment Health & Safety

National Safety Council (NSC) awarded

Rallis Ankleshwar unit with “Certificate of Appreciation”



EHS & Sustainability: Recognitions Q4

Environment Health & Safety

1. Behavior Safety

Our BBS practice is rated as one of the Best practice in TATA Group

2. National Safety Council (NSC) awarded

Akola unit with “Certificate of Appreciation”



3. Baroda Productivity Council Award for Best House Keeping & Green Environment in Gujarat

CSR

Volunteering

Two awards in TVW II

- ✓ *Maximum fresh registration in TVW-II*
- ✓ *Maximum sharing of experiences during TVW-II*

Tata Affirmative Action Programme

Two band jump in recent TAAP assessment

Sale of Asataf crosses Rs.100 Cr. for 3rd consecutive year.



IBD- Achieved Milestone of 500Cr. revenue



Signed MOU for MoPu with Madhya Pradesh Govt.



First dispatch of new CM Product from Dahej



Progress on Strategic Investments & Initiatives



1.5 Million
Farmer Base



Cumulative
Revenue of
₹500 Cr in 5 yrs



Cumulative
Revenue of
₹100 Cr in 5 yrs



Cumulative
1 Million farmers
to be benefitted



Cumulative
Revenue of
₹1000 Cr in 5 yrs



Enhance farm
productivity through
advanced
Agricultural Practices



Looking Ahead

Way Forward

Rising population exerts pressure on food production

Decreasing per capita arable land will lead to search for new areas

Concern over depleting soil health

Declining Agri. Labour force

Increasing Urbanization

Trend 1: High Focus on Productivity

To meet the rising demand for food and dietary protein global food production will need to double by 2030

Trend 2: Sustainability & Green Movement

Agricultural management will involve increasing productivity by optimization of natural resources – soil and water.

Trend 3: Farm mechanization will drive Agri. growth in future

With rising pressure on productivity coupled with labour constraints mechanisation will be crucial

Indicative scenario

- ❖ **Weather related losses during Rabi Harvest**
- ❖ **El Niño?**
- ❖ **Monsoon - Varied Predictions**
- ❖ **Commodity Prices – Still to catch up farmers' expectations**



the Rallis factors

- **Farmer relationship : RKK / Branding / ICT initiatives**
- **Suite of solutions : new offering**
- **NPP Growth platforms : Seeds, PGN, CM, GeoGreen,...**
- **Quality of operations : EBIDTA margin, Cash**
- **Sustainability : EHS & CSR**
- **Teamwork : People Engagement**

Rallis – Pillars of growth



