



## RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

For immediate use

**PRESS RELEASE**

### Revenues up 11% Net profit rises to ₹ 85 crs

**Mumbai, 23<sup>rd</sup> Oct, 2018:** Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and six months ended 30<sup>th</sup> September, 2018.

#### Consolidated Key Highlights – Q2

Rallis registered revenues of ₹ 654 crs (₹ 588 crs) up by 11% for the quarter ended 30<sup>th</sup> September 2018. Total comprehensive income at ₹ 85 crs also rose 11% over last year.

#### Consolidated Key Highlights – H1

The Company totalled revenues of ₹ 1227 crs (₹ 1047 crs) up 17% for the six months ended 30<sup>th</sup> September 2018. Total comprehensive income was at ₹ 140 crs (₹ 120 crs) which too registered an increase of 17%.

#### Standalone Key Highlights – Q2

Rallis registered revenues of ₹ 613 crs (₹ 549 crs) up by 12% for the quarter ended 30<sup>th</sup> September 2018. Total comprehensive income at ₹ 88 crs increased 8% over last year.

#### Standalone Key Highlights – H1

The Company totalled revenues of ₹ 966 crs (₹ 810 crs) up by 19% for the six months ended 30<sup>th</sup> September 2018. Total comprehensive income was at ₹ 96 crs (₹ 81 crs), a 19% growth.

**Commenting on the performance and developments, Mr. V Shankar, Managing Director and CEO, Rallis India** said, "I am pleased to share our good performance across business segments despite the erratic South-West monsoon this Kharif. Though classified normal at a deficit of 9.4% against Long Period Average, only 68% of area received normal rainfall. Cropping acreages were lower by 2% over last year. We experienced continuous dry spell in July, followed by cyclone (Cyclone Daye) and deluge in few States.

Our close working with farmers through our Rallis Samrudh Krishi® (RSK) providing knowledge, products and information to deliver better value out of crops, delivered robust growth in the domestic space. This despite market challenges, increased raw material prices with pricing pressure and fluctuating commodity prices.

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Our performance in the International business was good due to improving situation in key markets such as Brazil and a strong demand for herbicides.

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

Rallis Samrudh Krishi®(RSK) intends to create value to farmers through close field level working disseminating the right growing practices, products and information. This leads to a better quality crop along with optimized cost and delivering improved yields

e-interventions – Drishti, Samadhan & Sampark are key enablers in the execution. Drishti provides Predictive advisory services - accurate pest forecast (critical pest only, where support is a delight factor), Samadhan app gives access to farmers for Customized package of practices, weather forecast, latest update on crop output prices, flash news on agriculture, connect to our expert for problem solving etc. Sampark app gives access to our field force on complete crop practices besides full detail on our portfolio of solutions.

#### **About Rallis India**

Rallis India Ltd. is one of India's leading Crop Solution Companies, with more than 160 years of experience of servicing Rural Markets and with 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 leading global corporations.