



RALLIS INDIA LIMITED

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PRESS RELEASE

Rallis/PR/01-1920/Corp
Q4FY1819 Press Release

**FY19 Total income crosses ₹2000 Crores
FY 19 PAT at ₹155 Crores
Dividend retained at ₹2.50 per share**

Mumbai, 25 April, 2019: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced its financial results for the quarter and year ended 31 March, 2019.

Announcing the results, Mr. Sanjiv Lal, Managing Director and CEO, said, *“While we have witnessed tough conditions in the domestic business, Rallis is reorienting and is committed to continued investments to grow the business. Rallis is therefore putting in place various measures to strengthen its market position and distributor network while stepping up the R&D effort in bringing new products for the domestic market. There has been strong growth in our international business and this momentum is expected to continue. Investments and capacity expansion at its Dahej site is presently underway to meet the growing demand of our international customers. We remain confident of our growth trajectory on the basis of these efforts.”*

Consolidated and Standalone Key Highlights – FY19

- The company recorded consolidated revenues of ₹1984 crs (PY ₹1808 crs) for the year ended 31 March, 2019, grew by 10%. Profit before tax (before exceptional items) was at ₹220 crs and the profit after tax was ₹154.78 crs.
- Rallis standalone recorded revenues of ₹1672 crs (PY ₹1516 crs) for the year ended 31 March, 2019. Profit before tax (before exceptional items) was at ₹188 crs and the profit after tax was ₹ 128.98 crs.

Consolidated and Standalone Key Highlights – Q4

- The Company recorded consolidated revenues of ₹340 crs (PY ₹371 crs) for the quarter ended 31 March, 2019, down by 8%. Profit before tax (before exceptional items) was at ₹6 crs and the profit after tax was ₹1.35 crs.
- Rallis standalone recorded revenues of ₹318 crs (PY ₹349 crs) for the quarter ended 31 March, 2019. Profit before tax (before exceptional items) was at ₹19 crs and the profit after tax was ₹ 11.39 crs.
- The company incurred one-time charge of ₹7.2 crs on account of retiral benefits and ₹ 5 crs contribution to electoral fund in the standalone accounts.

Key Developments –

- International business and seeds business grew by 36% and 5% respectively
- Despite tough market conditions, domestic business was maintained at the same level
- Revised channel credit policies and motivation schemes were revamped



- Specialty product launches continues to remain the focus
- Investing in capacity expansion at Dahej is underway

About Rallis India

Rallis India Ltd. is a subsidiary of Tata Chemicals and a part of US\$ 110 bn Tata Group. It is one of India's leading Agro Sciences Companies, with more than 160 years of experience of servicing Rural Markets and with the most comprehensive portfolio of products/solutions 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

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