



RALLIS INDIA LIMITED

Corporate Identity No. L36992MH1948PLC014083

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Q4 profits rise 10%

Board recommends final dividend of Rs. 1.50 per share (Total Rs. 2.50 per share)

Mumbai, 22nd April, 2015: Rallis India Limited, a TATA Enterprise and a leading player in the Indian crop protection industry announced the financial results for the quarter and year ended 31st March 2015.

Consolidated Key Highlights – Q4

During the quarter ending 31st March 2015 (Q4), Rallis India registered net sales of Rs. 315 crs (Rs. 324 crs previous year) and Profit After Tax (PAT) rose 10% to Rs. 21 crs (Rs. 19 crs previous year). EBITDA margin at 14.1% recorded an improvement of 120bps over the previous year's EBITDA.

Consolidated Key Highlights – FY15

For the financial year ended 31st March 2015, Net sales crossed a new high of Rs. 1,800 crs (Rs. 1,726 crs previous year). PAT increased to Rs. 157 crs (Rs. 152 crs). EBITDA margin for the year also improved by 30 bps to 15.4%.

Commenting on the performance, Mr. V Shankar, Managing Director and CEO, Rallis India said, "I am pleased that we crossed a new milestone of gross sales exceeding Rs.1900 Crores for FY15. We faced unfavorable agro climatic conditions through both Kharif and Rabi seasons. The year saw farmer sentiments affected due to impacted crop yields coupled with lower prices of key crops. Crop acreages in Rabi also dropped in Andhra Pradesh, Maharashtra and Gujarat. Our strong brands and effective farmer relationship programs assisted us in upholding business performance. New launches of crop protection products notably DUTON, ORIGIN and HUNK have received encouraging responses from farmers. International business also contributed well despite softening in demand in some geographies. New hybrids launched of Corn and Paddy have been received well too. Our flagship Rallis Kisan Kutumba program received further impetus during the year with close contact activities on crop extension and agronomy programmes"

The Board has recommended a Final Dividend of **Rs. 1.50** per share, taking the total dividend for the year to **Rs. 2.50** per share (250%).

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About Rallis India

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 capacity 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 Indian agriculture, sustained relationships with farmers, quality agrochemicals, branding and marketing expertise and its strong product portfolio. Rallis is increasingly marking its presence as a holistic agri solutions Company by helping farmers with its technical expertise, range of agri products from seeds to nutrition to protection and agronomy knowledge, to drive agricultural productivity adding value and changing the lives of farmers.