

Welcome!

Quarter 3 2010-11 Results

**V Shankar
18th January, 2011**

Financial Performance : Key Highlights

Q3: Sept – Dec, 2010

₹ Cr

	Q 3 09-10	Q 3 10-11	Growth % Over LY
Gross Sales	219	290	32%
Profit before tax	35	48	36%
Net Profit	24	34	40%

Financial Performance : Key Highlights

Nine Months: Apr – Dec, 2010

₹ Cr

	YTD 09-10	YTD 10-11	Growth % Over LY
Gross Sales	731	894	22%
Profit before tax	119	155	30%
Net Profit	79	107	35%

Published Financials

		Three Months ended 31st December,		Year to date figures for the period ended 31st December,		Year ended 31st March,
		2010	2009	2010	2009	2010
		Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Gross Sales/Income from operations	28,969	21,874	89,367	73,127	93,348
a)	Net Sales/Income from operations	26,805	20,287	82,721	68,284	87,513
b)	Other operating income	330	389	1,492	1,122	2,194
	Total Income	27,135	20,676	94,213	69,406	89,697
2	Expenditure:					
a)	(Increase)/decrease in stock in trade & work in progress	(490)	(586)	(4,103)	(1,499)	(1,000)
b)	Consumption of raw & packing materials	15,246	11,492	45,990	36,163	45,158
c)	Purchase of traded goods	1,174	888	7,324	5,171	6,181
d)	Employees cost	1,848	1,615	5,526	4,957	6,673
e)	Depreciation	437	369	1,192	1,153	1,523
f)	Other expenditure	4,236	2,969	13,263	10,926	15,241
	Total Expenditure	22,451	16,767	69,192	56,871	73,776
3	Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	4,684	3,909	15,021	12,535	15,921
4	Other Income	219	274	493	495	658
5	Profit before Interest and Exceptional Items (3+4)	4,903	4,183	15,514	13,030	16,579
6	Interest (net)	105	97	9	175	227
7	Profit after Interest but before Exceptional Items (5-6)	4,798	4,086	15,505	12,855	16,352
8	Exceptional Items					
	- Accelerated depreciation / amortisation	-	308	-	308	308
	- Ex-gratia and amortisation of Voluntary Retirement Scheme cost	-	240	-	647	825
9	Profit from Ordinary Activities before tax (7-8)	4,798	3,538	15,505	11,900	15,219
10	Tax expense					
	- Current tax	1,526	1,128	4,166	3,551	4,507
	- Taxes of earlier years	-	-	38	183	182
	- Deferred tax	(97)	4	578	247	426
	- Fringe benefits tax	-	-	-	-	-
	Total Tax expenses	1,429	1,132	4,782	3,981	5,115
11	Net Profit from Ordinary Activities after tax (9-10)	3,369	2,406	10,723	7,919	10,104
12	Extraordinary Item (net of tax expense Rs Nil)	-	-	-	-	-
13	Net Profit for the period (11-12)	3,369	2,406	10,723	7,919	10,104

32%

36%

40%

EBITDA from Operations

₹ Cr

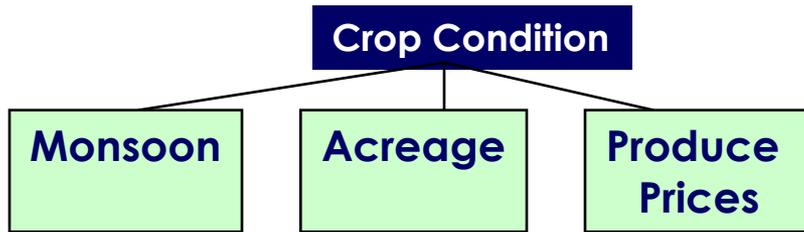
	Q 3 2009-10	Q 3 2010-11
PBT (Line no 7)	41	48
Add Depreciation (Line no 2 e)	4	4
Add Interest (Line no 6)	1	1
EBITDA	46	53
Net Sales (Line no 1 a)	203	268
EBITDA %	22%	20%

15%

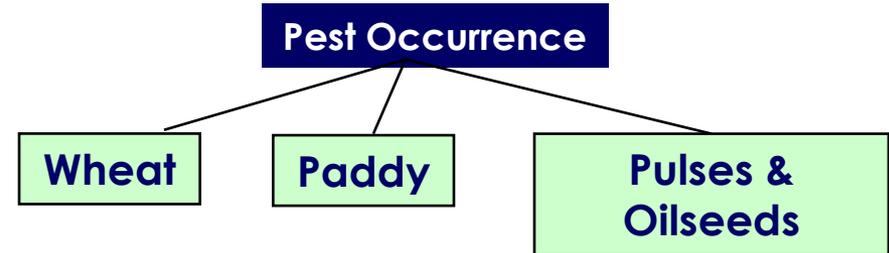
Domestic Business



Domestic Business



- Unseasonal rains: damage to paddy, vegetable etc crops, delay in Rabi sowing
- Acreages: slow down n rice, improvement in Pulses, Wheat & Oilseeds
- Produce Prices : Remunerative in general



- Fungal disease occurrence and BPH, Leaf folder attack in Paddy (few sprays missed due to unseasonal rains)
- Pulses & Oilseeds crop condition good
- Herbicides sprays missed in Cumin, Mustard, Wheat and Paddy due to unseasonal rains

Standing, harvested crop badly hit

Vehicular traffic affe

Special Correspondent
 MUMBAI: The heavy rain that lashed Kerala and Cochin districts during the last couple of days damaged standing and harvested crop in thousands of acres and affected normal life.

Manmohan releases Rs.400 crore for A.P.

J. Balaji



AGROCHEMICALS

Gone with the rains

Unseasonal showers in Q3 hit the sales of agrochem companies

Rabi sowing gained strength by e

THE UNSEASONAL rain fall in the October-December quarter has depressed...

Company	Q3 2010 (Rs. crore)	Q3 2009 (Rs. crore)
Agrochem	27.5	27.5
Agrochem	0.4	0.4
Agrochem	4.1	4.1
Agrochem	0.9	0.9
Agrochem	5.8	5.8
Agrochem	36.7	36.7
Agrochem	12.8	12.8
Agrochem	6.6	6.6

Rain affects prospects of crop protection firms

Demand for food, improving living standards augur well

M. Subramani
 Chennai, 27/12/10

Bayer Crop
 (NSE closing price) 3-month return -30%
 Rs.909

Rallis India
 (NSE closing price) 3-month return -4%
 Rs.1388

Last year, stock of companies in the crop protection business did well on the bourses. At one point of time, they gained over 50 per cent. Things looked good with the India Meteorological Department (IMD) projecting a normal monsoon, though expected in the US and Japan projected floods.

The experts' views turned true as it rained cats and dogs in November through the country. More painfully for farmers, it left crops damaged in some parts of the country. For example, the...

Declare agriculture emergency in Andhra Pradesh: Naidu

Guntur (AP): Senior BJP leader M Venkaiah Naidu on Saturday demanded declaration of "agriculture emergency" in Andhra Pradesh, which was whipped by a cyclonic storm earlier causing huge damage to the crops in as many as 13 districts. "Let all government departments suspend their normal work for one month and concentrate on relief and rehabilitation of the affected agriculturists."

Cotton production may miss estimate on untimely rains

December 21, 2010.
 Cotton production in India, the world's second-biggest grower, will be less than previously forecast after excess rainfall in some growing regions hampered harvest, a group said. Output in the year started October 1 may total 34.7 million bales of 170 kg each, 2.7 per cent less than the 35.7 million bales forecast by the Cotton Association of India said in an e-mailed statement on Friday. The Cotton Association of India's Board predicted the crop at...

Rain affects prospects of crop protection firms

Friday, Jan 07, 2011.
 The experts' views turned true as it rained cats and dogs in November. More painfully for farmers, it left crops damaged in some parts of the country. The crop that was all set for harvest got affected due to the inclement weather and farmers suffered. Similarly, the second flowering in the cotton crop got affected. Losses have been reported in the paddy crop, too, especially in Andhra Pradesh and Tamil Nadu. All these point to the fact that investors should not be surprised if these crop protection firms turn poor numbers for the third quarter of the current fiscal. Those in the insecticide and pesticide business...

Andhra Pradesh CM writes letter to Prime Minister on damages caused due to natural calamities

Monday, December 27, 2010

Hyderabad: Chief Minister Mr. N. Kiran Kumar Reddy today addressed a letter to the Prime Minister Dr. Manmohan Singh on the extensive damages caused due to natural calamities in the state.

Grape, pomegranate hit by post-monsoon rains

Times of India, Nov 13, 2010.

PUNE: The post-monsoon rains have severely affected the grape and pomegranate crops in the state, specially in western Maharashtra that consists of Pune, Sangli, Solapur, Kolhapur, Ahmednagar districts. Nashik, Sangli and Pune are the leading grape producing areas. Harvesting of arapes have started in...

The unseasonal rains damaged Kharif harvest and delayed Rabi sowing

Key Rabi Crops : Status

Key Crops	Trend in Acreage Vs LY (% Change/ Abs change L acs Ha)
Wheat*	2.6% / 7
Rice*	(25%) / (1.8)
Jowar	(8%) / (3.6)
Maize*	(4%) / (0.4)
Oilseeds	2.7%/2.3
Pulses	6% / 8.5

**Growth in Wheat,
Oilseeds & Pulses
acres**

**Reduction in Rabi
Rice, Maize & Jowar
acres**

** Sowing is still in progress*

Source: Press Information Bureau, GoI

International Business



International Business

- *Good Corn and Soybean Planting Season*
- *Falling Glyphosate prices due to over supply*
- *Increase in GM crop area and adoption of stacked maize varieties*

- *Prolonged winter, Flooding in Central Europe*
- *Late season drought in Russia and dryness in North west Europe*



- *South China and Vietnam suffer early season drought*

- *Real devalued against the dollar sustaining profitability of Brazilian crop exports*

Improvement in business conditions; however impacted by weather changes



Q3
WINS

Lote unit won Silver Safety Award from National Safety Council of India in MSME sector category for 2009



Mr. Manoj Talwar, GM – Lote , receiving the award from Shri. Mallikarjun Kharge, Hon'ble Minister for Labour and Employment, GoI

Metahelix Acquisition



Grow More Pulses: Launch of i-Shakti Pulses

TATA JOINS THE FARM TO FORK BANDWAGON

Tata Chemicals, which has just become the first branded national player in pulses, expects to team up with five million farmers

Chemistry of pulses

Sayantani Kar

Titan leads the pack with a gain of 156.48%

Tatas beat rival groups in market



Strong performance	
Most of the Tata group firms beat Senses in 2010	
Tata Industries	156.48%
Tata Steel	57.88%
Tata Motors	56.98%
Tata Power	54.44%
Tata Chemicals	27.97%
Tata Consultancy Services	24.21%
Tata Nano	21.18%
Tata Tea	20.54%
Tata Communications	14.00%
Tata Travel	13.52%
Tata Elxsi	14.02%
Tata Global Beverages	6.61%
Tata Sky	1.74%
Tata Services	11.32%
Tata Housing Finance	24.72%

- Working with ~ 5000 farmers in 21 blocks (4 districts) of Tamilnadu
- More than 6000 acres are covered
- Seed multiplication program on more than 750 acres

Safety Training at Dahej



Dr. K. U. Mistry, Chairman-Gujarat Pollution Control Board addressing the Participants

Dahej commissioning in early 2011



Herbicide Plant



Over view of Tank Farm



The Growth Agenda



Performance journey

