



# ***Welcome!***

# ***Rallis India Limited***

**Q3**

**2011-12 Performance**

**V Shankar**  
**23<sup>rd</sup> January 2012**

## Rallis – Consolidated 3<sup>rd</sup> Quarter

₹ Crs

	Q3 2010-11	Q3 2011-12
Net Sales	268.1	317.9
PBT	48.0	12.4
Add Depreciation	4.4	7.2
Add Interest	1.1	3.5
Exceptional Items – Turbhe restructuring costs*	0.0	24.2
Forex Loss	0.4	8.2
<b>Normalized EBITDA</b>	<b>53.9</b>	<b>55.6</b>
<b>EBITDA %</b>	<b>20.1%</b>	<b>17.5%</b>

\* 2010-11 figures does not include Metahelix

**Rallis – Consolidated 9 Months**
**₹ Crs**

	<b>9 Months 2010-11</b>	<b>9 Months 2011-12</b>
Net Sales	<b>827.2</b>	<b>1039.5</b>
PBT	<b>155.1</b>	<b>134.4</b>
Add Depreciation	<b>11.9</b>	<b>20.0</b>
Add Interest	<b>0.0</b>	<b>10.3</b>
Exceptional Items – Turbhe restructuring costs*	<b>0.0</b>	<b>24.2</b>
Forex Loss	<b>0.7</b>	<b>15.4</b>
<b>Normalized EBITDA</b>	<b>167.7</b>	<b>194.3</b>
<b>EBITDA %</b>	<b>20.3%</b>	<b>18.7%</b>

\* 2010-11 figures does not include Metahelix

**Rallis – Standalone 3<sup>rd</sup> Quarter**
**₹ Crs**

	<b>Q3 2010-11</b>	<b>Q3 2011-12</b>
Net Sales	<b>268.0</b>	<b>302.8</b>
PBT	<b>48.0</b>	<b>16.8</b>
Add Depreciation	<b>4.4</b>	<b>6.9</b>
Add Interest	<b>1.1</b>	<b>2.3</b>
Exceptional Items – Turbhe restructuring costs*	<b>0.0</b>	<b>24.2</b>
Forex Loss	<b>0.4</b>	<b>8.2</b>
Normalized EBITDA	<b>53.9</b>	<b>58.4</b>
EBITDA %	<b>20.1%</b>	<b>19.30%</b>

**Rallis – Standalone 9 Months**
**₹ Crs**

	<b>9 Months 2010-11</b>	<b>9 Months 2011-12</b>
Net Sales	<b>827.2</b>	<b>962.5</b>
PBT	<b>155.1</b>	<b>132.6</b>
Add Depreciation	<b>11.9</b>	<b>18.9</b>
Add Interest	<b>0.1</b>	<b>7.2</b>
Exceptional Items – Turbhe restructuring costs*	<b>0.0</b>	<b>24.2</b>
Forex Loss	<b>0.7</b>	<b>15.4</b>
<b>Normalized EBITDA</b>	<b>167.8</b>	<b>198.3</b>
<b>EBITDA %</b>	<b>20.3%</b>	<b>20.6%</b>

## Financial Performance Metahelix

₹ Crs

	Q3 2011-12	9 Months 2011-12
<b>Net Sales</b>	15	80
<b>EBITDA</b>	-2	7
<b>Net Profit</b>	-4	3

- I. NE Monsoon rainfall has been erratic in certain zones.
- II. Liquidation of hybrid rice, vegetables, some OP Varieties were affected.
- III. Export of hybrid rice did not happen/delayed



## RALLIS INDIA LIMITED

## A TATA Enterprise

Registered Office: 156/157, Nariman Bhawan, 15th Floor, 227 Nariman Point, Mumbai - 400 021.

## CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31st DECEMBER, 2011

( ₹ lacs)

	Three Months ended			Nine Months ended		Year ended
	31st December, 2011	30th September, 2011	31st December, 2010	31st December, 2011	31st December, 2010	31st March, 2011
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1 a) Net Sales/Income from operations	317,86	430,06	268,05	1039,51	827,21	1065,70
b) Other operating income	7,21	9,43	3,18	22,56	15,26	26,24
<b>Total Income</b>	<b>325,07</b>	<b>439,49</b>	<b>271,23</b>	<b>1062,07</b>	<b>842,47</b>	<b>1091,94</b>
2 <b>Expenditure:</b>						
a) (Increase)/decrease in stock in trade & work in progress	7,32	3,47	(4,90)	(28,08)	(41,03)	(41,72)
b) Consumption of raw & packing materials	176,11	226,33	152,46	564,90	459,90	585,63
c) Purchase of traded goods	5,34	32,56	11,74	80,71	73,24	89,70
d) Employees cost	23,55	22,01	18,48	69,53	55,26	72,88
e) Depreciation	7,23	7,28	4,37	19,95	11,92	17,48
f) Other expenditure	57,45	50,52	41,99	171,55	131,93	187,87
<b>Total Expenditure</b>	<b>277,00</b>	<b>342,17</b>	<b>224,14</b>	<b>878,56</b>	<b>691,22</b>	<b>911,84</b>
3 <b>Profit from Operations before Other Income, Interest, exchange gain / (loss) and Exceptional Items (1-2)</b>	<b>48,07</b>	<b>97,32</b>	<b>47,09</b>	<b>183,51</b>	<b>151,26</b>	<b>180,10</b>
4a. Other Income	31	30	2,31	82	4,59	5,13
4b. Exchange Gain / (Loss)	(8,21)	(7,13)	(37)	(15,42)	(70)	1,76
5 <b>Profit before Interest and Exceptional Items (3+4)</b>	<b>40,17</b>	<b>90,49</b>	<b>49,03</b>	<b>168,91</b>	<b>155,14</b>	<b>186,99</b>
6 Interest (net)	3,52	3,91	1,05	10,26	9	2,51
7 <b>Profit after Interest but before Exceptional Items (5-6)</b>	<b>36,65</b>	<b>86,58</b>	<b>47,98</b>	<b>158,65</b>	<b>155,05</b>	<b>184,48</b>
8 Exceptional Items - Cessation cost ( see Note No 5)	24,24	-	-	24,24	-	-
9 <b>Profit from Ordinary Activities before tax (7-8)</b>	<b>12,41</b>	<b>86,58</b>	<b>47,98</b>	<b>134,41</b>	<b>155,05</b>	<b>184,48</b>



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( ₹ lacs)

		Three Months ended			Nine Months ended		Year ended
		31st December, 2011	30th September, 2011	31st December, 2010	31st December, 2011	31st December, 2010	31st March, 2011
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
10	Tax expense	5,70	29,51	14,29	42,98	47,82	58,05
11	<b>Net Profit from Ordinary Activities after tax (9-10)</b>	<b>6,71</b>	<b>57,07</b>	<b>33,69</b>	<b>91,43</b>	<b>107,23</b>	<b>126,43</b>
12	Extraordinary Item	-	-	-	-	-	-
13	Minority Interest	(95)	(1,45)	-	2,13	-	39
14	<b>Net Profit from Ordinary Activities after tax and minority interest (11-12-13)</b>	<b>7,66</b>	<b>58,52</b>	<b>33,69</b>	<b>89,30</b>	<b>107,23</b>	<b>126,04</b>
15	Paid-up equity share capital (Face value ₹1/- per share)	19,45	19,45	19,45	19,45	19,45	19,45
16	Reserves excluding Revaluation Reserves	-	-	-	-	-	485,47
17	Earnings per Share (EPS) (see note 4)						
a)	Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (₹)	0.39	3.01	1.73	4.59	5.51	6.48
b)	Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (₹)	0.39	3.01	1.73	4.59	5.51	6.48
18	Public Shareholding						
	- No. of Shares (see note no 4)	95,211,383	95,632,831	95,878,600	95,211,383	95,878,600	95,953,600
	- Percentage of shareholding	48.96%	49.18%	49.30%	48.96%	49.30%	49.34%
19	Promoters and promoter group Shareholding						
a)	Pledged/Encumbered						
	- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA	NA
	- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	NA	NA	NA
b)	Non-encumbered						
	- No. of Shares (see note no 4)	99,257,507	98,836,059	98,590,290	99,257,507	98,590,290	98,515,290
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	51.04%	50.82%	50.70%	51.04%	50.70%	50.66%

## Key Business Growth Drivers Domestic Business

### Crop Condition

Monsoon

Acreages

Produce Prices

- Unseasonal rain & deficient rainfall during post monsoon period
- Acreages: While paddy acreages have gone up, pulses and oilseeds have shown negative growth
- Produce Prices: Decline in food grain and cotton prices

### Pest Occurrence

Potato

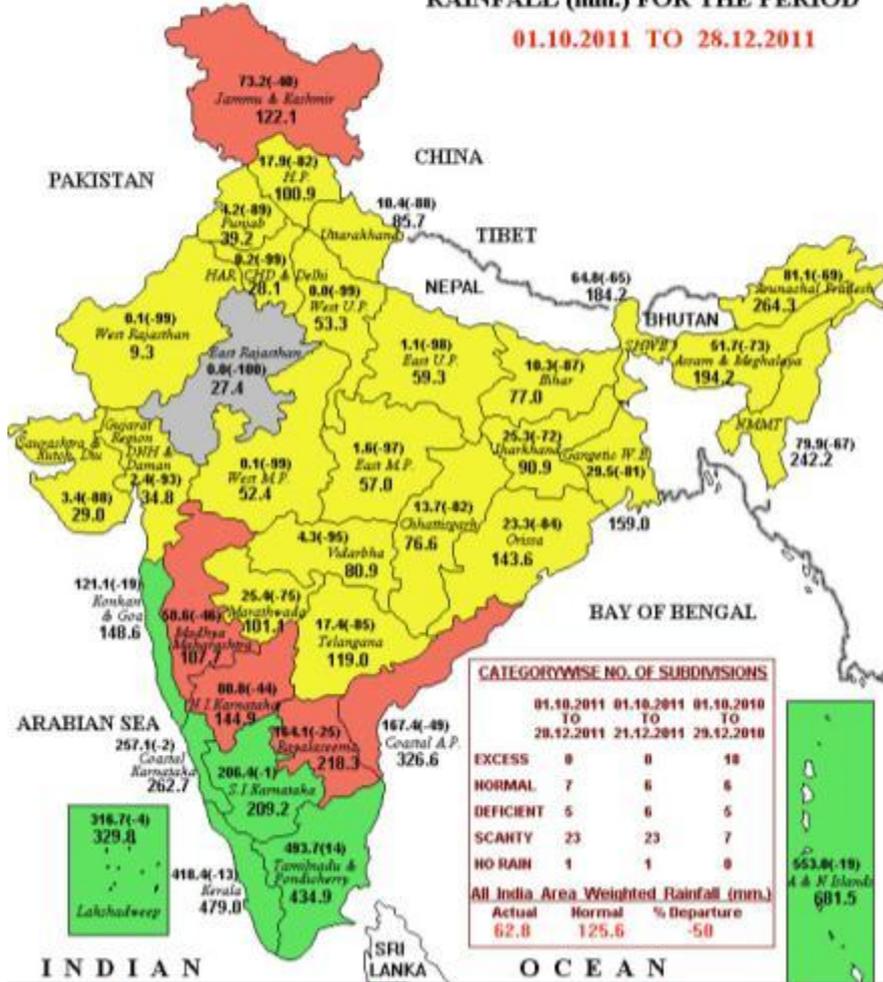
Paddy

Pulses & Oilseeds

- Potato: Disease free
- Paddy: Disease and Pest free paddy
- Pulses and Oilseeds: Flowering stage affected, Pest free crop

भारत मौसम विज्ञान विभाग  
INDIA METEOROLOGICAL DEPARTMENT

RAINFALL (mm.) FOR THE PERIOD  
01.10.2011 TO 28.12.2011



CATEGORYWISE NO. OF SUBDIVISIONS	01.10.2011 TO 28.12.2011		01.10.2010 TO 29.12.2010	
	TO	TO	TO	TO
EXCESS	0	0	10	
NORMAL	7	6	6	
DEFICIENT	5	6	5	
SCANTY	23	23	7	
NO RAIN	1	1	0	

All India Area Weighted Rainfall (mm.)		
Actual	Normal	% Departure
62.8	125.6	-50

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

North East Monsoon  
1<sup>st</sup> October to 28<sup>th</sup> December, 2011

- Scanty (-60% to -99%)
- Deficient (-20% to -59%)
- Normal (+19% to -19%)
- Excess (+ 20% & more)

For the country as a whole  
The Actual rainfall  
deficient by 50%

## Andhra Pradesh

	12 OCT 2011	19 OCT 2011	26 OCT 2011	02 NOV 2011	09 NOV 2011	16 NOV 2011	23 NOV 2011	30 NOV 2011	07 DEC 2011	14 DEC 2011	21 DEC 2011	28 DEC 2011
COASTAL ANDHRA PRADESH	-48%	-72%	-24%	15%	-49%	-100%	-97%	81%	-95%	-81%	-100%	-100%
TELANGANA	-81%	-72%	-93%	-93%	-95%	-100%	-100%	-98%	-100%	-100%	-100%	-100%
RAYALASEEMA	-22%	-84%	-29%	40%	-15%	-100%	-87%	344%	-99%	-49%	-99%	-100%

- ✓ Deficient rainfall impacted the Sowing , Growth stages and Flowering of Redgram.
- ✓ Paddy acreages were severely impacted.

## Impact on industry

Crop	Andhra Pradesh	Karnataka	Maharashtra
Paddy			NA
Pulses			
Grapes	NA	NA	
Usage of Plant Protection Molecules			

Majority of the sale takes place in the three states in Q3

Condition in all the three states were not favorable for the sale of Plant protection molecules

This was the exceptional year for the Southern States in India ,especially for Andhra Pradesh

## Crops Status

\* Area (in Lac Ha)

Crop	Acreage	Pest Incidence	Yield	Usage of Crop Protection Molecules	Produce Price Expectation	Farmer sentiments
Rice					?	?
Pulses					✓	✓
Sugarcane					✓	✓
Cotton					?	?
Soyabean					?	?
Potato					?	?

✓	High expectations/good sentiments
?	Low expectations/low sentiments

## Area under major Rabi Crops

•Status as on 30<sup>th</sup> Dec 2011

Crop	Area sown on 30th December, 2011	Area sown on 30th December, 2010	Absolute Change in Lakh Hectares from last year	% Change
Paddy	4.1	3.5	0.64	18%
Pulses	138.5	140.3	-1.74	-1%
Wheat	276.4	278.0	-1.52	-1%
Oil seeds	79.2	84.6	-5.35	-6%
Coarse Cereals	55.2	58.7	-3.49	-6%

### Paddy :

Higher area coverage has been reported from West Bengal, Bihar, Jharkhand, Uttar Pradesh, Madhya Pradesh and Tamil Nadu.

### Wheat :

Higher area coverage has been reported from MP, Rajasthan and Bihar. Areas remained constant for Haryana and Punjab while UP reported a drop in area.

### Oilseeds :

Higher area coverage has been reported from WB, UP and Tamilnadu. Rajasthan MP , AP and Gujarat reported lower coverage.

### Pulses :

Acreage has reduced in the states of Maharashtra and Karnataka. Rajasthan and Chhattisgarh reported higher sowing.

Crop	Area sown on 30th December, 2011	Area sown on 30th December, 2010	Absolute Change in Lakh Hectares from last year	% Change
Rapeseed and Mustard	64.6	68.2	-3.66	-5%
Sunflower	3.5	4.4	-0.9	-20%
Groundnut	4.1	4.2	-0.12	-3%



# ***Rallis***

## ***Responses to Conditions***

## Rallis Team : Responses to Conditions

- Close track of environment / segment wise dependence.
  - ✓ Rabi Thrust Campaign  
(For increasing the market share and maintain the dominance)



**Rabi Rice  
Delta Force**



**Ghehu  
Mahotsav**



**Taqat campaign in the Wheat areas**



**Chillies  
Red Hot**



**Pulses  
Green Gold**

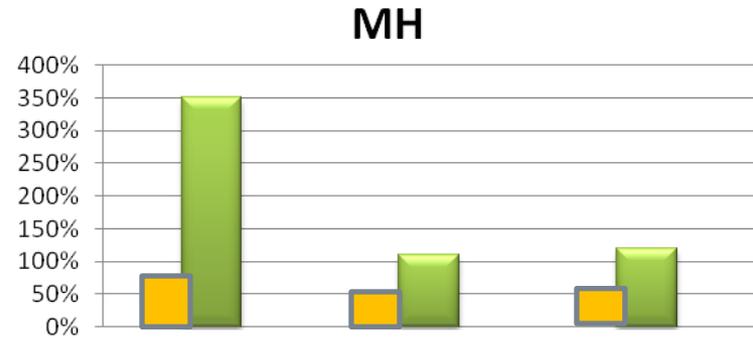
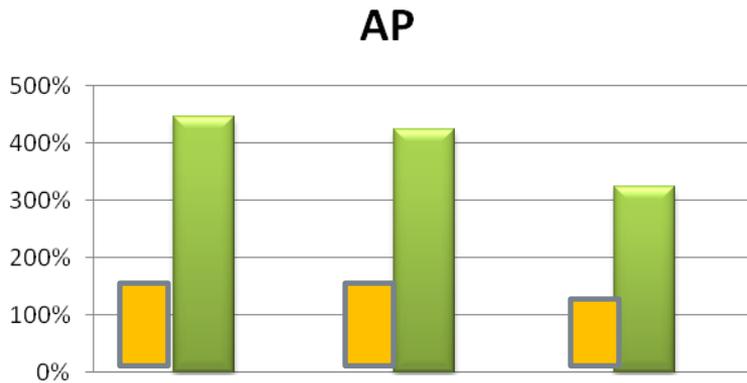


**Takumi display boards at Retailer Shops**

**Key products in focus Applaud, Asataf, Sedna, Takumi, Tafgor, Captaf, Sartaj, Tata Mida, Ergon, Taqat , Ralligold and Tata Bahaar.**

# Rallis Team : Responses to Conditions

➤ Results – Planned responses in adverse conditions with Product Focus



Growth in volume over last year for Q3



**Chillies  
Red Hot**



**Pulses  
Green Gold**



**Rabi Rice  
Delta Force**



**Ghehu  
Mahotsav**

# Q-3 WINS





## Plant Growth Nutrient -TATA Bahaar Launched



**Tata Bahaar launch at Secunderabad**



**Tata Bahaar launch at Guntur**

- ✓ Green chemistry
- ✓ Launched in Gujarat, UP, WB, Maharashtra, MP, Karnataka
- ✓ Covering wide range of crops
- ✓ High compatibility in all geographies



## Manufacturing



**Rallis , Dahej Unit**

- ✓ Plants achieved 75% capacity utilization and increase
- ✓ All regulatory clearances received



**Rallis , Akola Team**

- Akola unit declared winner of the 2 awards for the performance year 2009:**
- Lowest Average Frequency Rate - Zero
  - Accident Free Year -3136 days (4030373 hours) i.e. 27<sup>th</sup> May'01 to 31<sup>st</sup> Dec'09

## Tata Rallis Agri Training School (TRAITS)



**On field Training at Baramati**

- Bolpur
- Baramati
- Dharwad

**The response of the participants are very enthusiastic and positive.**



**Training at Bolpur**



# Samruddh Krishi

## Sharing Some Experiences



Farmer meeting at Gujarat, Utilizing the Mobile based IVRS Technology



Farmer sharing experience at a meeting , Gujarat



Soil pH testing for a Grape farmer at Nasik

Farmers enrolled at Gujarat

Farmers enrolled at Nasik, Maharashtra

