



## RALLIS INDIA LIMITED

**V Shankar**  
Managing Director & CEO

| RALLIS INDIA LIMITED  |  |                                 |   |   |                                |   |
|---|--|---------------------------------|---|---|--------------------------------|---|
| A TATA Enterprise   |  |                                 |   |   |                                |   |
| Registered Office: 156/157, Nariman Bhawan, 15th Floor, 227 Nariman Point, Mumbai - 400 021.            |  |                                 |   |   |                                |   |
| PART I  |  |                                 |   |   |                                |   |
| STATEMENT OF STANDALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND FOR THE YEAR ENDED 31 MARCH, 2013 |  |                                 |   |   |                                |   |
| ₹ lacs  |  |                                 |   |   |                                |   |
|   | Particulars  | 3 months ended<br>31 March 2013 | Preceding 3<br>months ended<br>31 December 2012 | Corresponding<br>3 months ended<br>31 March 2012 in<br>the previous<br>year | Year<br>ended<br>31 March 2013 | Previous year<br>ended<br>31 March 2012 |
|   | (Refer Notes Below)  | Audited<br>(Refer Note 8)       | Unaudited                                       | Audited<br>(Refer Note 8)   | Audited                        | Audited                                 |
| <b>1</b>  | <b>Income from operations</b>  |                                 |   |   |                                |   |
| a)  | Net sales/income from operations (Net of excise duty)  | 25,927                          | 32,041  | 19,180  | 1,30,634                       | 1,15,613                                |
| b)  | Other operating income   | 599                             | 261   | 763   | 1,744                          | 2,512                                   |
|   | <b>Total income from operations (net)</b>  | <b>26,526</b>                   | <b>32,302</b>                                   | <b>19,943</b>   | <b>1,32,378</b>                | <b>1,18,125</b>                         |
| <b>2</b>  | <b>Expenses</b>  |                                 |   |   |                                |   |
| a)  | Cost of materials consumed   | 12,248                          | 17,804  | 10,902  | 68,567                         | 62,063                                  |
| b)  | Purchases of stock-in-trade  | 1,472                           | 2,359   | 890   | 12,433                         | 9,213                                   |
| c)  | Changes in inventories of finished goods, work-in-progress and stock-in-                                 | 3,432                           | 73  | 345   | 2,419                          | (383)                                   |
| d)  | Employee benefits expense  | 1,801                           | 2,039   | 1,802   | 7,784                          | 8,033                                   |
| e)  | Depreciation and amortisation expense  | 758                             | 733   | 820   | 2,881                          | 2,711                                   |
| f)  | Other expenses   | 4,622                           | 5,138   | 4,673   | 20,423                         | 18,478                                  |
|   | <b>Total expenses</b>  | <b>24,333</b>                   | <b>28,146</b>                                   | <b>19,432</b>   | <b>1,14,507</b>                | <b>1,00,115</b>                         |
| <b>3</b>  | <b>Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>    | <b>2,193</b>                    | <b>4,156</b>                                    | <b>511</b>  | <b>17,871</b>                  | <b>18,010</b>                           |
| 4 a.  | Other Income   | 104                             | 55  | 274   | 1,145                          | 750                                     |
| 4 b.  | Exchange Gain / (Loss)   | 72                              | (244)   | 424   | (430)                          | (995)                                   |
| <b>5</b>  | <b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4a+4b)</b>   | <b>2,369</b>                    | <b>3,967</b>                                    | <b>1,209</b>  | <b>18,586</b>                  | <b>17,765</b>                           |
| <b>6</b>  | <b>Finance costs</b>   | <b>184</b>                      | <b>282</b>                                      | <b>160</b>  | <b>1,251</b>                   | <b>1,037</b>                            |
| <b>7</b>  | <b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)</b> | <b>2,185</b>                    | <b>3,685</b>                                    | <b>1,049</b>  | <b>17,335</b>                  | <b>16,728</b>                           |
| <b>8</b>  | <b>Exceptional Items</b>   |                                 |   |   |                                |   |
|   | - Cessation Cost   | -                               | -   | (705)   | -                              | 1,719                                   |
| <b>9</b>  | <b>Profit / (Loss) from ordinary activities before tax (7 - 8)</b>                                       | <b>2,185</b>                    | <b>3,685</b>                                    | <b>1,754</b>  | <b>17,335</b>                  | <b>15,009</b>                           |
| <b>10</b>   | <b>Tax expense</b>   | <b>834</b>                      | <b>1,209</b>                                    | <b>572</b>  | <b>5,397</b>                   | <b>4,870</b>                            |
| <b>11</b>   | <b>Net Profit / (Loss) for the period (9 - 10)</b>   | <b>1,351</b>                    | <b>2,476</b>                                    | <b>1,182</b>  | <b>11,938</b>                  | <b>10,139</b>                           |
| <b>12</b>   | <b>Paid-up equity share capital</b><br>(Face value ₹ 1 per share)  | <b>1,945</b>                    | <b>1,945</b>                                    | <b>1,945</b>  | <b>1,945</b>                   | <b>1,945</b>                            |
| <b>13</b>   | <b>Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b>          |                                 |   |   | <b>60,204</b>                  | <b>53,421</b>                           |
| <b>14</b>   | <b>Earnings per Share (EPS)</b><br>(of ₹ 1 each)(not annualised):  |                                 |   |   |                                |   |
| a)  | Basic  | 0.69                            | 1.27  | 0.61  | 6.14                           | 5.21                                    |
| b)  | Diluted  | 0.69                            | 1.27  | 0.61  | 6.14                           | 5.21                                    |
| <b>15</b>   | <b>Debt Service Coverage Ratio (see note 7)</b>  |                                 |   |   | <b>16.30</b>                   | <b>18.64</b>                            |
| <b>16</b>   | <b>Interest Service Coverage Ratio (see note 7)</b>  |                                 |   |   | <b>18.06</b>                   | <b>18.99</b>                            |



## RALLIS INDIA LIMITED

**PART II**

**Select Information for the Quarter and Year ended 31 March 2013**

|          | Particulars  | 3 months ended<br>31 March 2013 | Preceding 3<br>months ended<br>31 December 2012 | Corresponding<br>3 months ended<br>31 March 2012 in<br>the previous<br>year | Year<br>ended<br>31 March 2013 | Previous year<br>ended<br>31 March 2012 |
|----------|--|---------------------------------|---|---|--------------------------------|---|
| <b>A</b> | <b>PARTICULARS OF SHAREHOLDING</b>   |                                 |   |   |                                |   |
| 1        | Public Shareholding  |                                 |   |   |                                |   |
|          | - Number of Shares   | 9,70,52,280                     | 9,70,52,280                                     | 9,51,61,651   | 9,70,52,280                    | 9,51,61,651                             |
|          | - Percentage of shareholding   | 49.91%                          | 49.91%  | 48.93%  | 49.91%                         | 48.93%                                  |
| 2        | Promoters and Promoter Group Shareholding  |                                 |   |   |                                |   |
| a)       | Pledged/Encumbered   |                                 |   |   |                                |   |
|          | - Number of shares   | Nil                             | Nil   | Nil   | Nil                            | Nil                                     |
|          | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | NA                              | NA  | NA  | NA                             | NA                                      |
|          | - Percentage of shares (as a % of the total share capital of the company)                | NA                              | NA  | NA  | NA                             | NA                                      |
| b)       | Non-encumbered   |                                 |   |   |                                |   |
|          | - Number of shares   | 9,74,16,610                     | 9,74,16,610                                     | 9,93,07,239   | 9,74,16,610                    | 9,93,07,239                             |
|          | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 100%                            | 100%  | 100%  | 100%                           | 100%                                    |
|          | - Percentage of shares (as a % of the total share capital of the company)                | 50.09%                          | 50.09%  | 51.07%  | 50.09%                         | 51.07%                                  |

|          | Particulars                                    | 3 months ended 31<br>March, 2013 |
|----------|--|----------------------------------|
| <b>B</b> | <b>INVESTOR COMPLAINTS</b>                     |                                  |
|          | Pending at the beginning of the quarter        | 1                                |
|          | Received during the quarter                    | -                                |
|          | Disposed of during the quarter                 | 1                                |
|          | Remaining unresolved at the end of the quarter | -                                |

| Standalone Statement of Assets and Liabilities |                                       | ₹ lacs                          |                                 |
|--|---------------------------------------|---------------------------------|---------------------------------|
| Particulars                                    |                                       | As at year end 31<br>March 2013 | As at year end 31<br>March 2012 |
|  |                                       | Audited                         | Audited                         |
| <b>A</b>                                       | <b>EQUITY AND LIABILITIES</b>         |                                 |                                 |
| 1  | Shareholders' funds                   |                                 |                                 |
|  | (a) Share capital                     | 1,945                           | 1,945                           |
|  | (b) Reserves and surplus              | 60,204                          | 53,421                          |
|  | Sub-total - Shareholders' funds       | 62,149                          | 55,366                          |
| 2  | Non-current liabilities               |                                 |                                 |
|  | (a) Long-term borrowings              | 842                             | 8,213                           |
|  | (b) Deferred tax liabilities (Net)    | 2,864                           | 1,308                           |
|  | (c) Other Long term liabilities       | 588                             | 383                             |
|  | (d) Long-term provisions              | 2,954                           | 2,854                           |
|  | Sub-total - Non-current liabilities   | 7,248                           | 12,758                          |
| 3  | Current liabilities                   |                                 |                                 |
|  | (a) Short-term borrowings             | -                               | 3,122                           |
|  | (b) Trade payables                    | 21,314                          | 21,937                          |
|  | (c) Other current liabilities         | 12,247                          | 6,580                           |
|  | (d) Short-term provisions             | 3,680                           | 3,182                           |
|  | Sub-total - Current liabilities       | 37,241                          | 34,821                          |
|  | <b>TOTAL - EQUITY AND LIABILITIES</b> | <b>1,06,638</b>                 | <b>1,02,945</b>                 |
| <b>B</b>                                       | <b>ASSETS</b>                         |                                 |                                 |
| 1  | Non-current assets                    |                                 |                                 |
|  | (a) Fixed assets                      | 39,866                          | 40,243                          |
|  | (b) Non-current investments           | 19,244                          | 17,798                          |
|  | (c) Long-term loans and advances      | 8,675                           | 8,889                           |
|  | (d) Other non-current assets          | -                               | 21                              |
|  | Sub-total - Non-current assets        | 67,785                          | 66,951                          |
| 2  | Current assets                        |                                 |                                 |
|  | (a) Current investments               | 104                             | 296                             |
|  | (b) Inventories                       | 19,035                          | 22,416                          |
|  | (c) Trade receivables                 | 14,376                          | 8,209                           |
|  | (d) Cash and cash equivalents         | 2,444                           | 1,055                           |
|  | (e) Short-term loans and advances     | 2,629                           | 3,726                           |
|  | (f) Other current assets              | 265                             | 292                             |
|  | Sub-total - Current assets            | 38,853                          | 35,994                          |
|  | <b>TOTAL - ASSETS</b>                 | <b>1,06,638</b>                 | <b>1,02,945</b>                 |



## RALLIS INDIA LIMITED

### Notes :

- 1 The above results were reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 25 April 2013.
- 2 The Company's business is seasonal in nature and the performance can be impacted by weather conditions and cropping pattern.
- 3 The Company has one reportable business segment viz. "Agri-Inputs".
- 4 Pursuant to Share Purchase Agreement dated 9 December, 2010 the Company has acquired additional stake of equity shares in Metahelix Life Sciences Limited (Metahelix) during the quarter ended 31 December 2012, consequently the shareholding of the Company in Metahelix has increased from 75.64% to 77.02%.
- 5 During the quarter ended 31 December 2012, the Company has acquired and subscribed to equity shares representing 22.81% of the paid-up equity share capital of Zero Waste Agro Organics Private Limited (ZWAOPPL). Further, the Company has been granted certain rights under the Shareholders Agreement dated 23 April 2012, as a result of which ZWAOPPL has become a subsidiary of the Company pursuant to Section 4 of the Companies Act, 1956.
- 6 The Board has recommended payment of Final Dividend of ₹ 1.30 per share (130 %) to the equity shareholders on the Ordinary (Equity) shares of the Company. With this, the total dividend for the year (including interim dividend of ₹ 1 per share paid during the year) is ₹ 2.30 per share (230 %).
- 7 Formula used for calculation of ratios are as below;
  - a. Debt Service Coverage Ratio = Profit before Depreciation, Interest and Tax / ( Interest+Principal repayment of long term loans)
  - b. Interest Service Coverage Ratio = Profit before Depreciation, Interest and Tax / Interest
- 8 The figures for three months ended 31 March 2013 and 31 March 2012, are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto nine months of the relevant financial year.
- 9 Figures for the earlier periods have been regrouped / recast wherever necessary.

For and on behalf of  
Rallis India Limited

V Shankar  
Managing Director & CEO

Mumbai, 25 April, 2013