

CELEBRATING

75
years



ROOTED IN VALUES,
SEEDING GROWTH.

Q4 & FY24

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



CROP NUTRITION



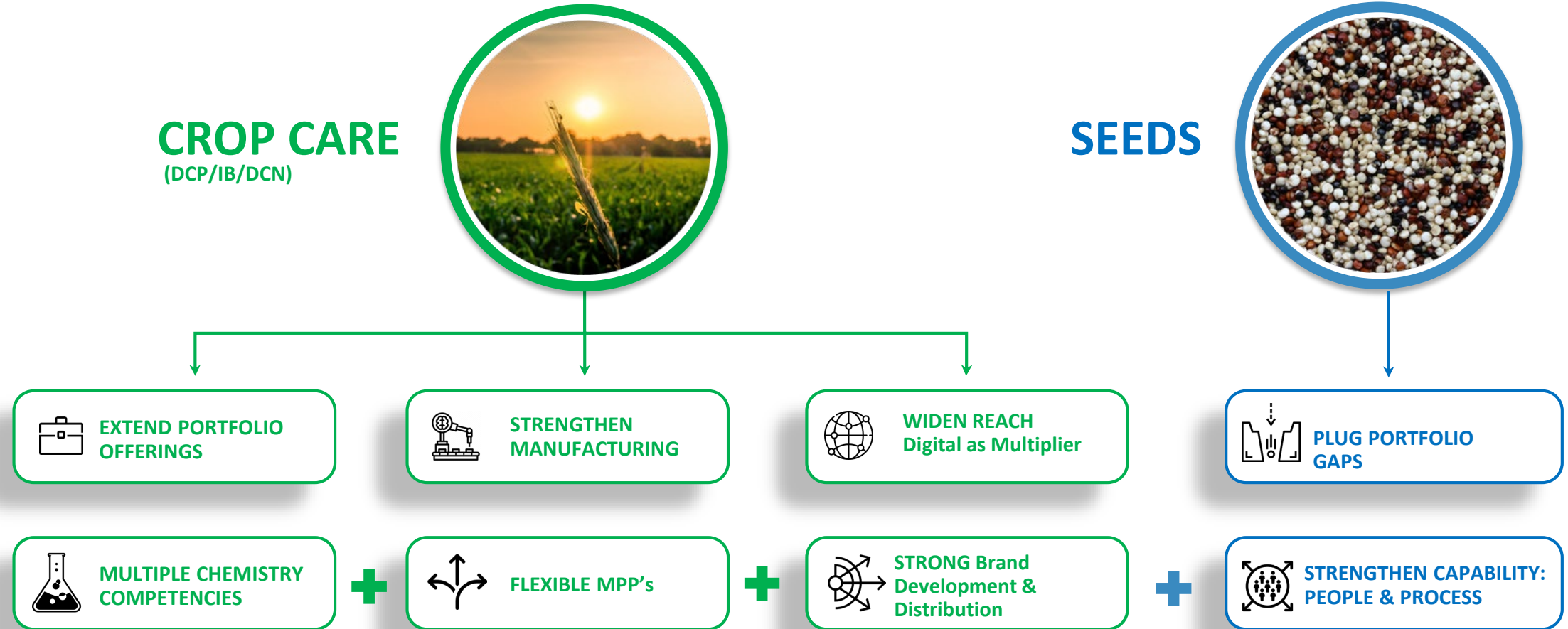
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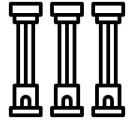
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OUR LONG TERM STRATEGY REMAINS ON TRACK



SERVING FARMERS THROUGH SCIENCE

DOMESTIC CROP PROTECTION



Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and Widen reach with Digital as multiplier

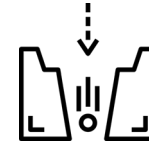
Comprises of domestic branded formulations and Institutional business (Herbicides, Insecticides, Fungicides)



Deepen customer relationships in relevant markets leveraging digital



Research efforts focused on developing customized products and packages of practices by understanding their emerging needs



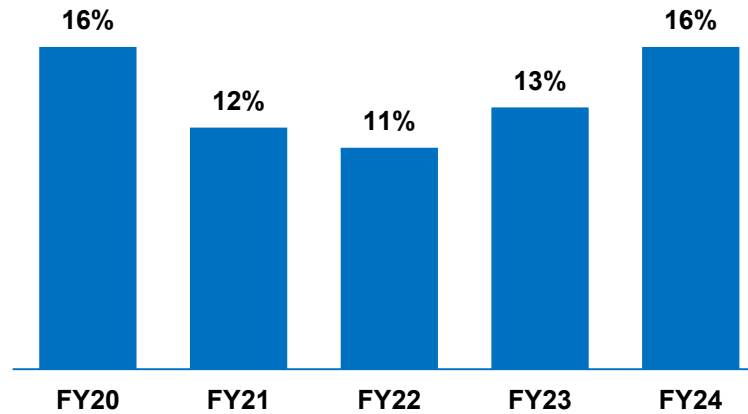
Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization

CUSTOMER ENGAGEMENTS



Focused Group Discussion (FGD) with Farmers

Crop Care - Innovation Turnover Index

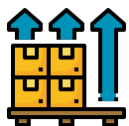


New product launches FY24: 13

- Insecticides - 9
- Herbicides - 2
- Fungicides - 1
- Spreader - 1



EXPORTS BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



Committed to expand product and customer portfolio in Contract manufacturing



Investment in strengthening R&D, process scale-up and manufacturing



Expanding synthesis capacity at the R&D Centre at Bengaluru

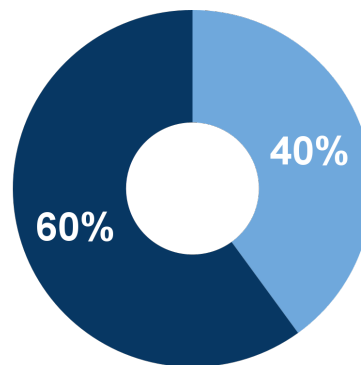


Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX ASPIRATION



MPP @ Dahej



INTERNATIONAL DOMESTIC

Increased Global outreach to 70+ countries

Expansion of CSM business:
Added 3 products and 2 customers

DOMESTIC CROP NUTRITION



Complete focus on non-subsidized fertilizers and crop nutrients - a niche and growing segment



Well defined product portfolio covering diverse segments across various crops



15%+ CAGR growth p.a. in last 6 years



Good future potential to grow given the market situation and positive farmer response



Robust products in pipeline to build stronger portfolio

CUSTOMER ENGAGEMENTS



Field day



New Product launches

New Product launches FY24: 6
Micro-Nutrients - 1
Water Soluble Fertilizers - 3
Organic Fertilizers – 1
Biological - 1

SEEDS BUSINESS



Engaged in research, development, production, processing and distribution of hybrid seeds for field crops and vegetables



Field Crops: Paddy, Maize, Millet, Cotton, Mustard and Wheat.
Vegetables: Tomato, Gourds, Solanaceous, Chili, Okra etc.

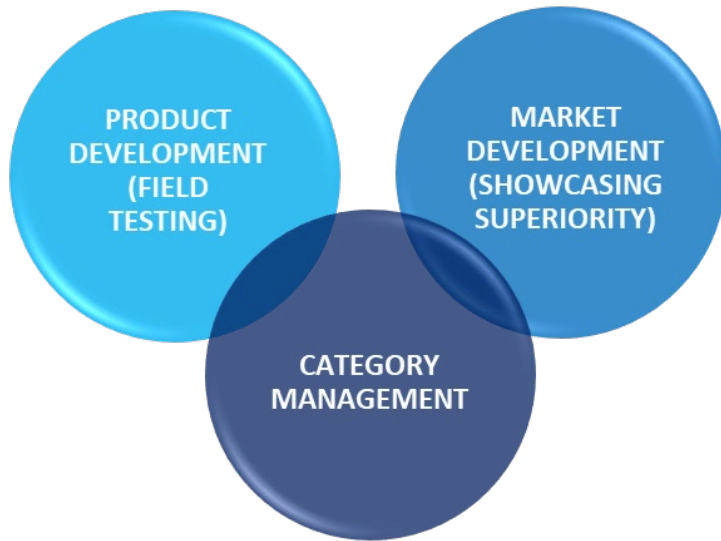


This is also supported through in-licensing partnerships with leading players

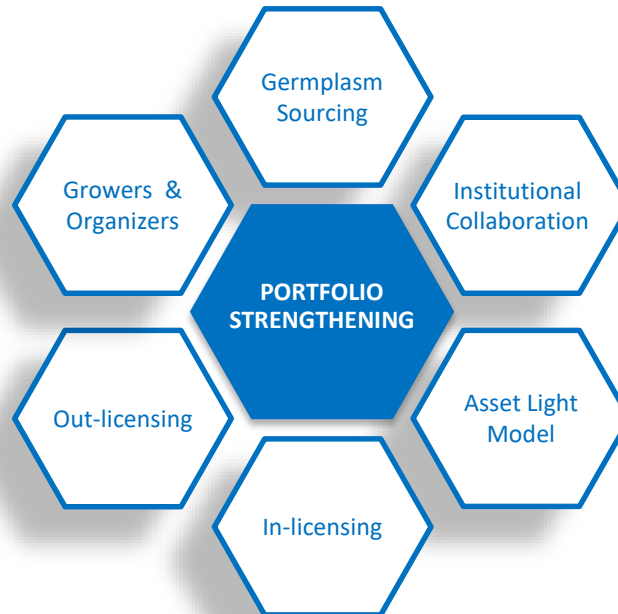


We have our focus on developing high-growth segments across crop categories & continue strengthening our presence in emerging channels

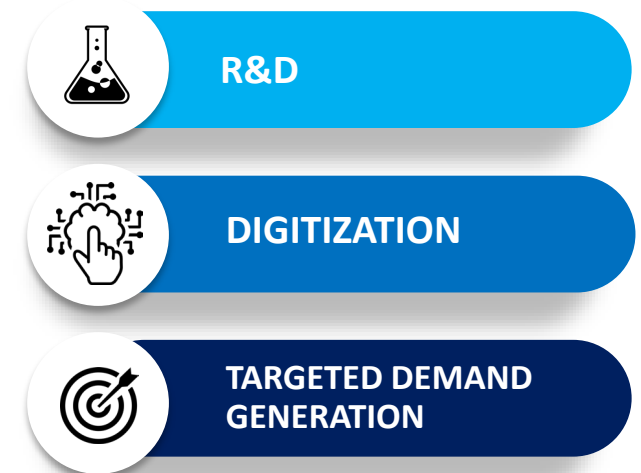
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





Q4 and FY24 RESULTS



RALLIS INDIA LIMITED
A **TATA** Enterprise



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CROP NUTRITION

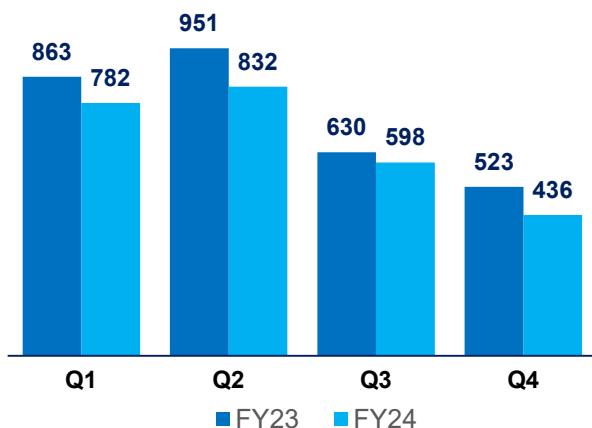


FINANCIAL SNAPSHOT - Q4 AND FY24

₹ Cr.

REVENUE

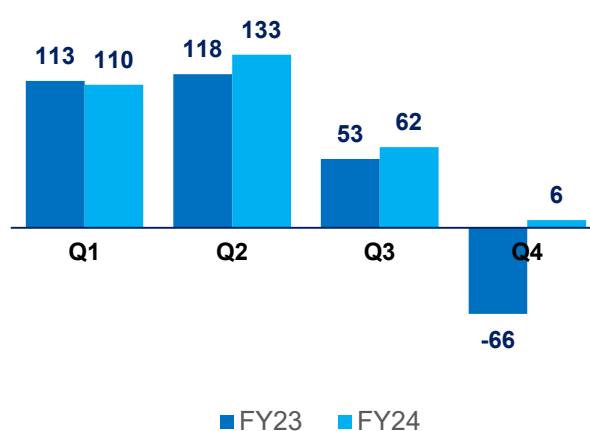
FY23: ₹2,967 Cr; FY24 ₹ 2,648 Cr



- Revenue drop (-)17% vs Q4FY23, largely price led. FY 24 revenue lower by 11%
- Crop Care revenue lower by 18% vs Q4FY23. Performance has been primarily impacted by weak exports demand
- Seeds revenue at ₹ 26 Cr vs ₹ 25 Cr in Q4 FY 23. Full year revenue growth at 21%

EBITDA

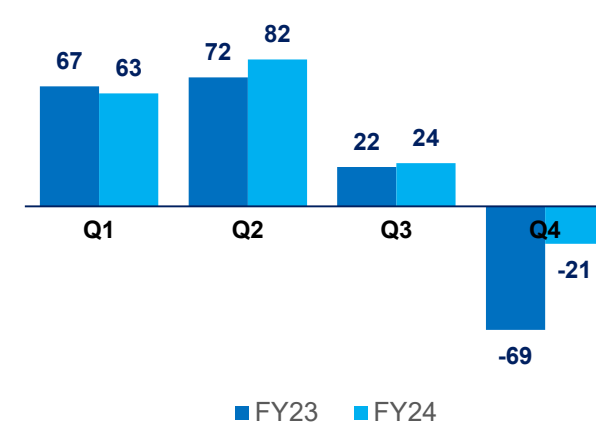
FY23: ₹ 218 Cr; FY24 ₹ 311 Cr



- Despite lower revenue, EBITDA was at ₹6 Cr vs (-) ₹ 66 Cr in Q4FY23
- Margin improved through dynamic pricing, superior product mix and optimizing overhead costs in both Crop care and Seeds businesses. Base EBITDA was also impacted by ₹ 83 Cr for provision for slow moving inventory and impairment of intangible in seeds

PAT AEI

FY23: ₹ 92 Cr; FY24 ₹ 148 Cr



- PAT (-) ₹21 Cr vs (-) ₹69 Cr of Q4FY23
- PAT for FY 24 at ₹ 148 Cr vs ₹ 92 Cr FY 23

Low Prices and weak global demand impact revenue growth. Profitability improved through pricing and cost management

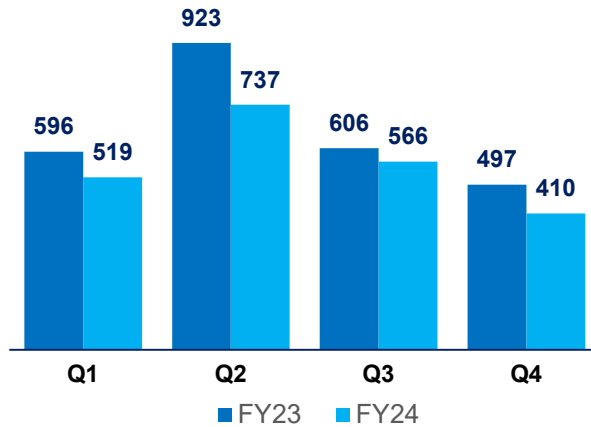


FINANCIAL SNAPSHOT - Q4 AND FY24 CROP CARE

₹ Cr.

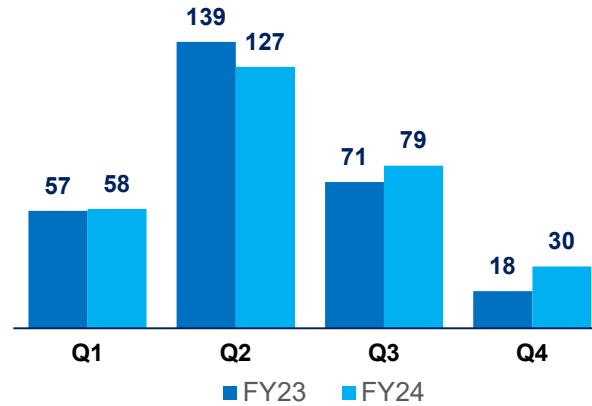
REVENUE

FY23: ₹2,622 Cr; FY24 ₹ 2,232 Cr



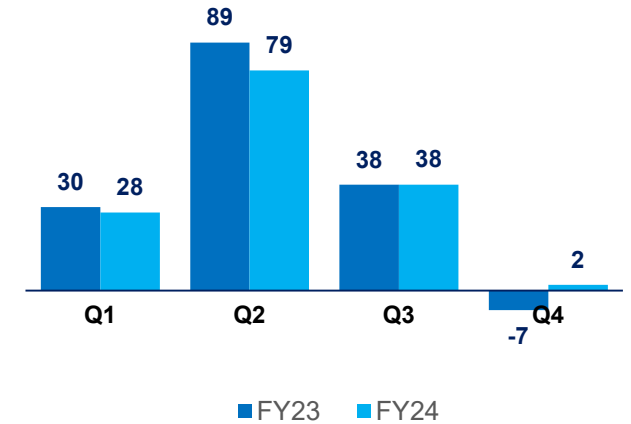
EBITDA

FY23: ₹ 285 Cr; FY24 ₹ 294 Cr



PAT AEI

FY23: ₹ 149 Cr; FY24 ₹ 147 Cr



- Crop Care revenue lower by 18% vs Q4FY23 and 15% vs FY 23
- Positive FY24 Volume growth in Domestic Crop care business. Poor Rabi crop stand amid low reservoir levels impacted demand
- Exports declined by 27% vs Q4 FY 23 and 35% vs FY 23. Weak demand and low prices impacted growth

- EBITDA higher by 67% vs Q4FY23 and 4% on FY 23 basis
- Margins improved, through superior pricing and cost optimization across lines

- PAT improved to ₹ 2 Cr vs (-) ₹7 Cr of Q4FY23
- PAT flat vs FY 23 despite challenges in export market

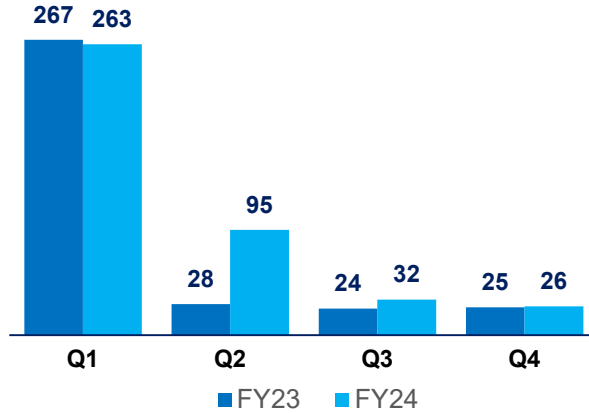


FINANCIAL SNAPSHOT - Q4 AND FY24 SEEDS

₹ Cr.

REVENUE

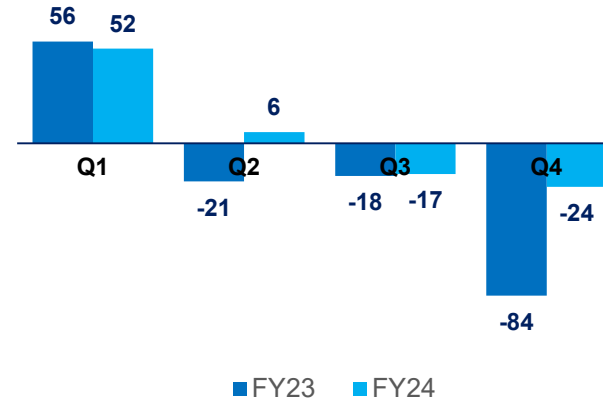
FY23: ₹344 Cr; FY24 ₹ 416 Cr



- Seeds revenue at ₹ 26 Cr vs ₹ 25 Cr in Q4 F4 23. Full year revenue growth at 21%
- Performance supported by growth in Cotton hybrids with stable performance in other crops

EBITDA

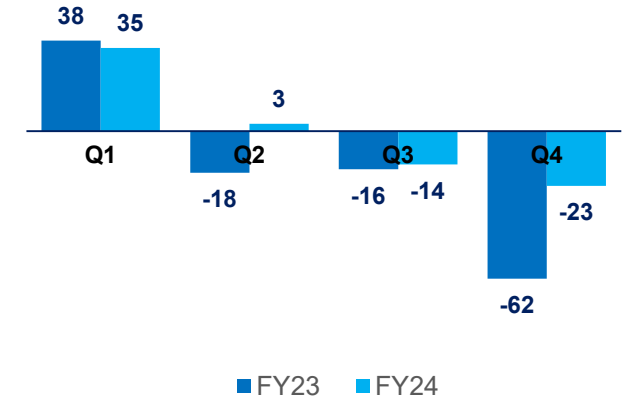
FY23: (-) ₹ 67 Cr; FY24 ₹ 17 Cr



- Actions across the value chain have helped to improve profitability.
- FY EBITDA at ₹ 17 Cr vs (-) ₹ 67 Cr in FY 23
- Base EBITDA was impacted by ₹ 83 Cr for provision for slow moving inventory and impairment of intangible in seeds

PAT AEI

FY23: (-) ₹ 57 Cr; FY24 ₹ 1 Cr



- FY 24 PAT at ₹ 1 Cr vs (-) 57 Cr in FY 23

DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



COMMUNITY SUPPORT ACTIVITIES

Unnat gram (Model Tribal Village) :

Education: Achieved 90% school attendance; Coaching for Eklavya, Navodaya exams
Health: Health awareness sessions organized; Supported with Kitchen garden;
Water conservation: De-silting and deepening of Canals at Nalakund & Godada.
Livelihood: 8500 saplings planted; Families Supported - Poultry(5), Goat (5), Other (6)

Saksham gram (Integrated Village development) :

Health: Maternal and child health awareness; 100% vaccination for under 5yr children
Livelihood: Training for Driving, Computer, Tailoring, Embroidery, Farming, etc.
Community Empowerment: Eligible 7 villagers received solar panels from Govt.

C-Safe :

Established vegetable supply chain for a Farmer Producer Company (FPC), helped to increase revenue by ₹5.6 L.
 Rain-pipe distributed to farmers (67) to tackle water scarcity;
 Farm advisory for Exotic crops and vegetables

RUBY (Rallis Ujjwal Bhavishya Yojana) :

Special children schools' adoption: MH (2), GJ (1); Intervention with Students for -

- English: Organized Word Power Championship for 4th and 7th standard kids
- Mathematics: Partnered with First in Math (FIM), 3.7% achieved - Grand Championship, and 13.5% achieved Mathematician level;
- Science: Adopted school secured 1st prize in Science Fair organized held in Akola

TARA (Skill Development) :

Skill Centers: MH (2); Enhancing the skills of women and youth; Trained for Tailoring (10), Beauty care(9); Starter kits distributed for various activities



THANK YOU



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SERVING FARMERS THROUGH SCIENCE

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