



RALLIS INDIA LIMITED

January 19, 2022

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 500355

National Stock Exchange of India Limited
Exchange Plaza
Bandra-Kurla Complex Bandra (E)
Mumbai – 400 051
Symbol: RALLIS

Dear Sir/Madam,

Sub: Submission of Analysts/Investors Presentation

Ref: Letter dated January 10, 2022 informing about Analysts/Investors Presentation

Further to our referred letter, please find enclosed a presentation to be made to analysts/investors on the results for the third quarter and nine months ended December 31, 2021 for the analysts/investors call to be held on Thursday, January 20, 2022.

The presentation is being submitted in compliance with Regulation 30(6) read with Schedule III Part A Para A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

A copy of the presentation is also uploaded on the Company's website at www.rallis.co.in.

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

**Yash Sheth
Company Secretary**

Encl: As above



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q3 FY22

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



AGRI
SERVICES



DISCLAIMER

This presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of **Rallis India Limited**, its direct and indirect subsidiaries and its associates.

Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors.

You are urged to view all statements contained herein with caution. **Rallis India Limited** does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise.

OUR LONG TERM STRATEGY REMAINS ON TRACK

CROP CARE (DF/IB/PNG)



SEEDS




EXTEND PORTFOLIO OFFERINGS



STRENGTHEN MANUFACTURING



WIDEN REACH



PLUG PORTFOLIO GAPS



MULTIPLE CHEMISTRY




FLEXIBLE MPPS

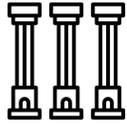



STRONG BD & DISTRIBUTION




STRENGTHEN CAPABILITY: PEOPLE & PROCESS

SERVING FARMERS THROUGH SCIENCE



Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and, Widen markets

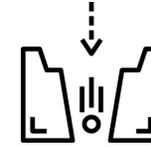
Comprises of domestic branded formulations and Institutional business (Fungicides, Insecticides, Herbicides)



Well entrenched connect with farmers covering 80% of India's districts



Research efforts focused on developing customized products and packages of practices by understanding farmer's emerging needs

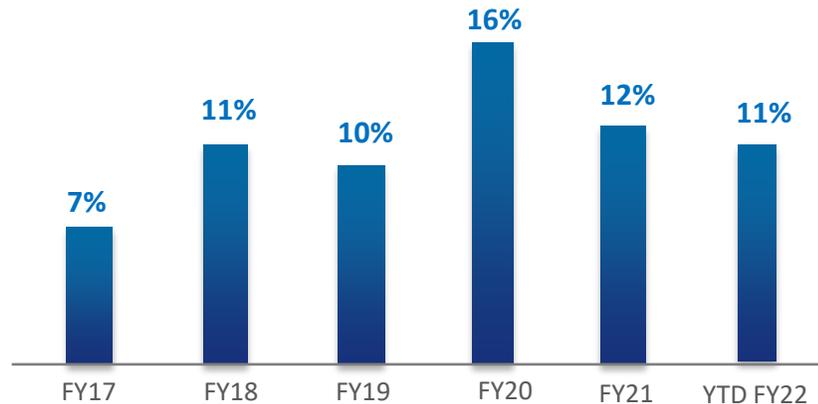


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization



ITI CROP CARE

ITI momentum has been disrupted due to slow down in market development activities because of Covid.



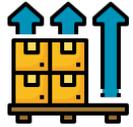
ITI stands for Innovation Turnover index





RALLIS INDIA LIMITED
A TIKKA Enterprise

INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



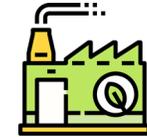
Committed to expand product and customer portfolio in IBD & contract manufacturing



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

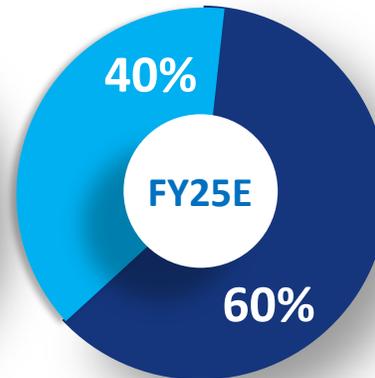
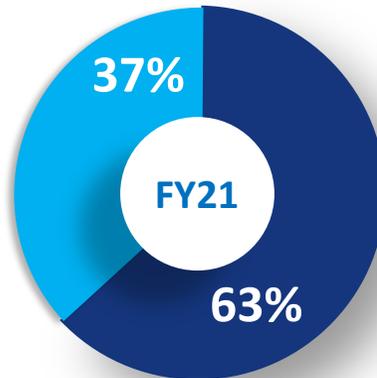
REVENUE MIX

REVENUE TREND



FY17 FY18 FY19 FY20 FY21 FY22 YEE

~14% CAGR



INTERNATIONAL DOMESTIC

- Significant market share in 2 Active Ingredients (a.i) s and dominant globally in 1
- Expanding our customer base year on year
- Expanding manufacturing capacities of key active ingredients to scale-up and strengthen
- Trusted supply partner to global innovators and generic players
- Invested further in research, registration and manufacturing to expand portfolio
- Continuous expansion of registrations across key markets



DOMESTIC CROP NUTRITION



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



Well defined product portfolio covering diverse segments across various crops



More than 1.6x growth in last 5 years (till FY21)

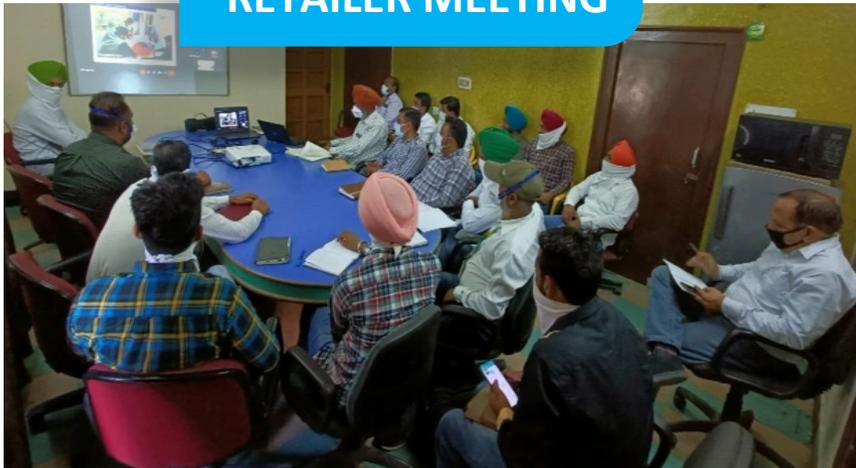


Good future potential to grow given the market situation and positive farmer response



Robust products in pipeline to build stronger portfolio

RETAILER MEETING



PRODUCT DEMO



Latitude: 18.657728
Longitude: 76.253517
Elevation: 646.25 m
Accuracy: 3.0 m
Azimuth: 197 (S)
Pitch: -4.2 (0.5)
Time: 06-08-2020 14:21
Note: KTP
कठकसरोस

Powered by: AngleCap



SEEDS BUSINESS



Rallis is engaged in research, development, production, processing and distribution of hybrid seeds for field crops and vegetables



Field Crops: Paddy, Maize, Pearl Millet, Cotton and Mustard.
Vegetables: Chilli, Okra, Tomato, Gourds etc.

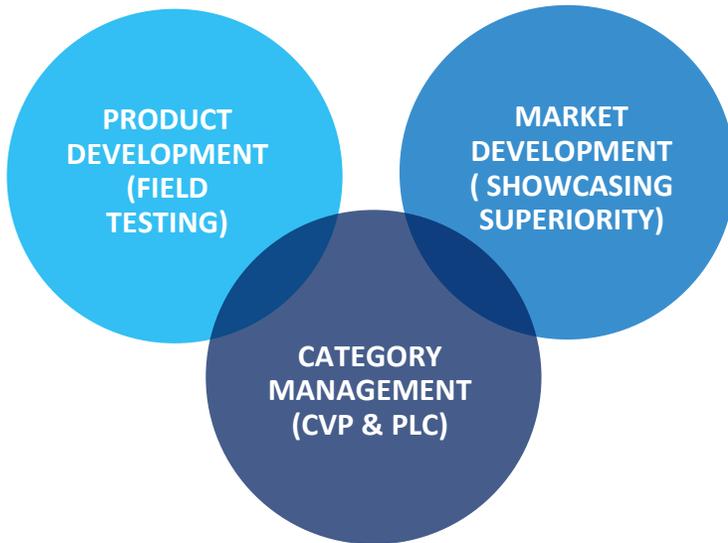


This is also supported through in-licensing partnerships with leading players



We have our focus on developing high-growth segments across crop categories & continue strengthening our distribution network

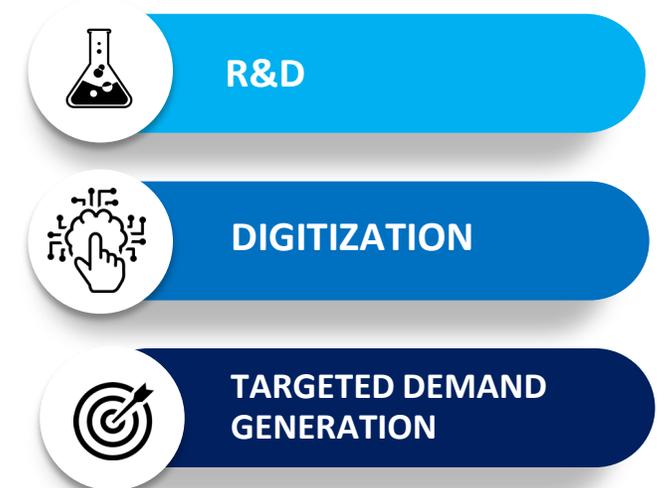
CUSTOMER CENTRIC



PARTNERING



INVESTMENT



PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





RALLIS INDIA LIMITED
A TIKRA Enterprise

INVESTING FOR FUTURE GROWTH PLANS

- **Metri lines consolidated** and commissioned
- **Formulation plant** Phase 1 commissioned. Commercial production started
- **Two a.i.s** plants capacity enhanced and commercial production started at Ankleshwar
- **MPP at Dahej** - There is good progress on engineering. Project completion expected by end H1'22
- **Pilot Plant at Dahej** - Overall project is progressing satisfactorily and commissioned

CZ Formulation Plant



Aceta-Lambda Plant





RALLIS INDIA LIMITED
A TIKRA Enterprise

INVESTING FOR FUTURE GROWTH PLANS

Dahej Pilot Plant



MPP* Progress



MAIN PLANT BUILDING



UTILITY BUILDING

*Multi Purpose Plant



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q3 AND YTD RESULTS

Q3 FY22

RESULTS PRESENTATION



DOMESTIC CROP PROTECTION



INTERNATIONAL BUSINESS



CONTRACT MANUFACTURING



SEEDS



PLANT GROWTH NUTRIENTS



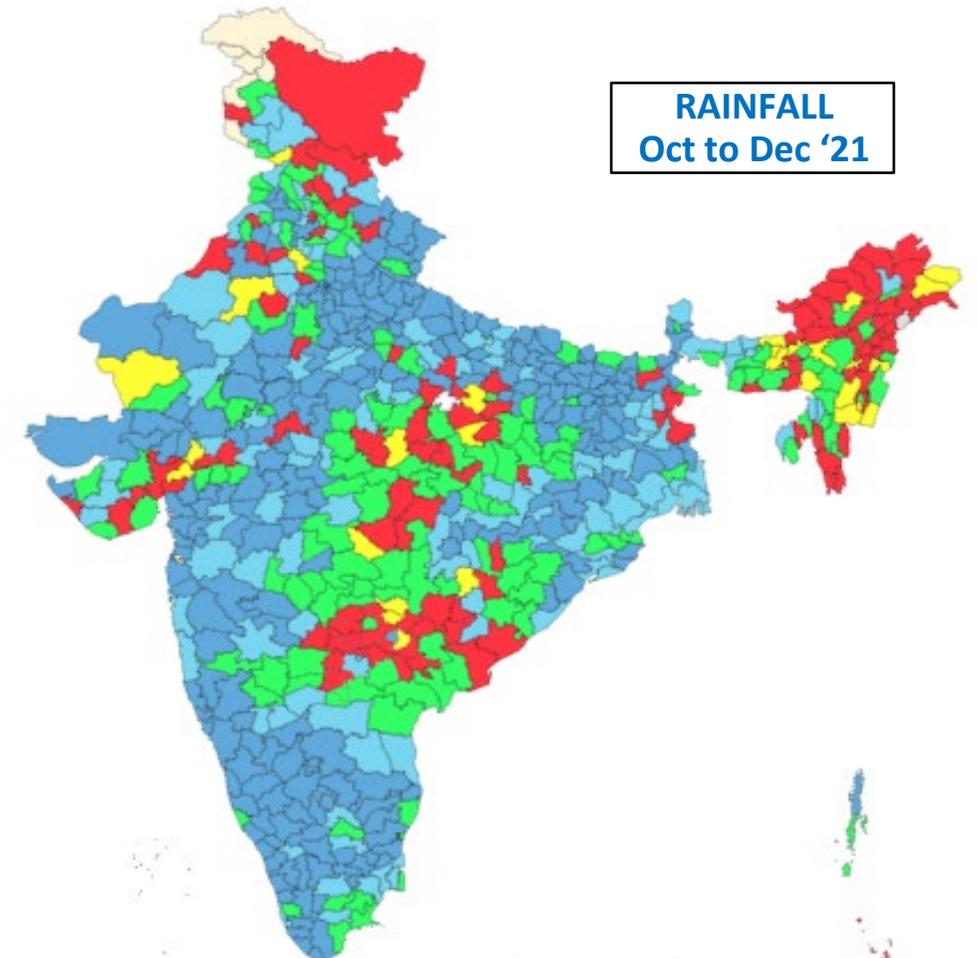
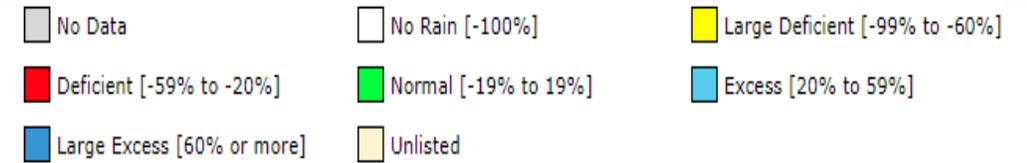
AGRI SERVICES



RALLIS INDIA LIMITED
A TIKKA Enterprise

MARKET SITUATION

- Total rainfall for the season (Oct 1, 2021 to Dec 22, 2021) throughout the country was 175.4mm vs the LPA of 122.8mm recording a **43% increase**
- Between October 1 and December 11, **68% surplus rainfall** has been received by Southern India, leading to spray skipping
- Black Thrips infestation on Chilli also reduced the spray of fungicides
- With regular downpours and late withdrawal of NE monsoon, the excess rainfall has largely affected agricultural operations in AP, TS, TN, Kerala and parts of Karnataka



Source: IMD

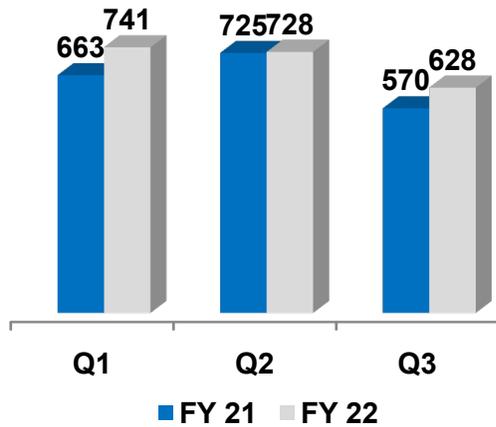
served.



FINANCIAL SNAPSHOT - Q3 & YTD DEC'21

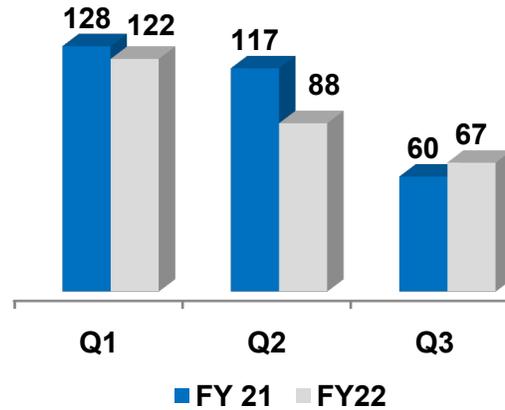
Rs Crs

REVENUE



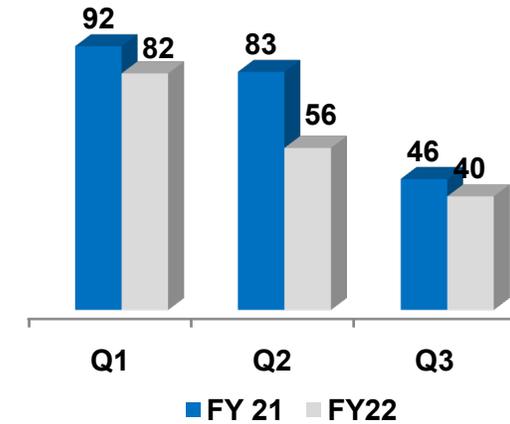
- Growth in both domestic crop care 9% and International business 19% for the quarter

EBITDA



- EBITDA Q3'22 increased by 12%. Maintained EBITDA Margin at Q3'21 levels
- Taken price hike across products to mitigate steep RM inflation
- Cost control measures implemented to reduce controllable spends

PAT



- Lower export incentive under RODTEP, lower yield on liquid investments impacted overall PAT
- PAT for the base quarter includes profit on the sale of property

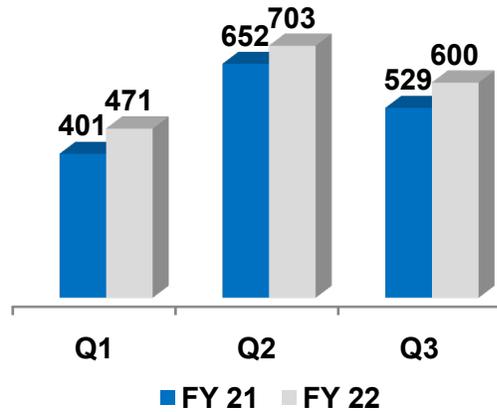
DOUBLE DIGIT REVENUE GROWTH IN A CHALLENGING CONTEXT



REVENUE & RESULTS - Q3 & YTD DEC'21 - CROP CARE

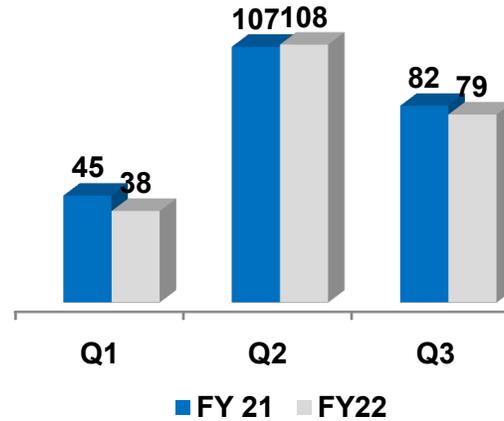
Rs Crs

REVENUE



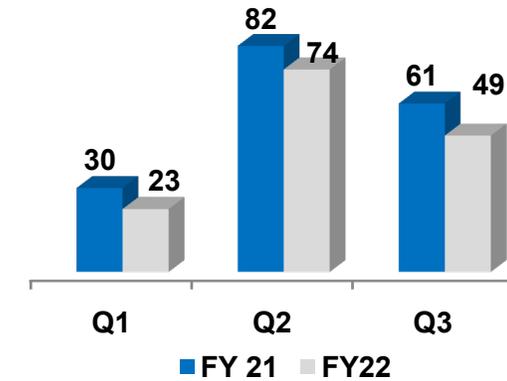
- Crop Care revenue growth of 13% for Q3 and 12 % for YTD' Dec 21
- Growth in both domestic crop care 9% and International business 19% for Q3
- Crop nutrition segment continues to grow at strong double digit growth

EBITDA



- EBITDA impacted by inflated RM cost and increase in fixed cost
- Calibrated price hikes across products to mitigate steep RM inflation

PAT



- Lower EBITDA led to lower PAT
- Lower export incentive under RODTEP, lower yield on liquid investments impacted overall PAT

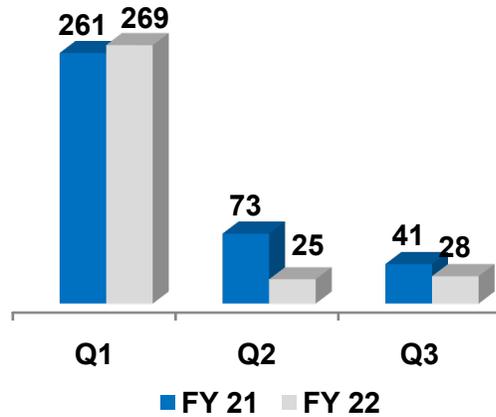


RALLIS INDIA LIMITED
A TIKKA Enterprise

REVENUE & RESULTS - Q3 & YTD DEC'21 - SEEDS

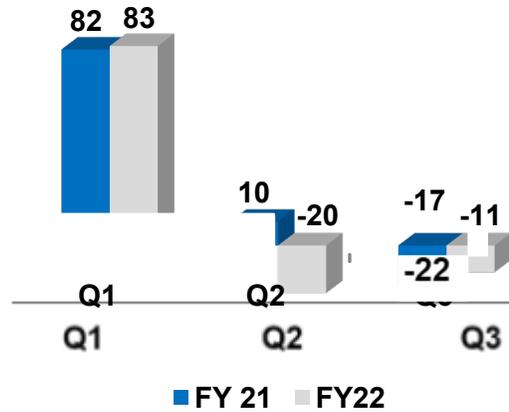
Rs Crs

REVENUE



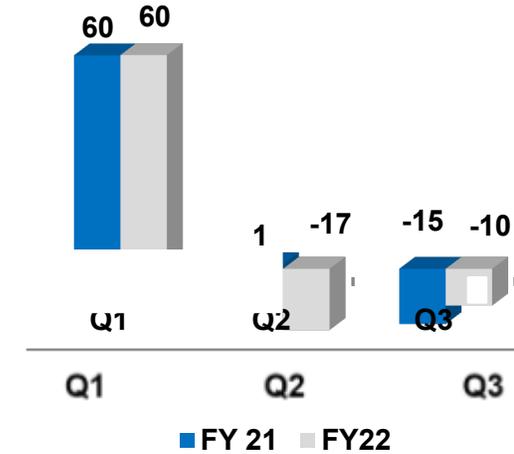
- Seed Industry continues to face headwinds. Revenue de-growth (-) 31% during the quarter
- Headwinds for placement of Paddy in AP, Maize in the eastern states

EBITDA



- Able to limit loss as compared to PY through cost controls
- Strategic review of business done and actions identified to improve unit economics

PAT



- PAT reflective of EBITDA trend

RUBY (Rallis Ujjwal Bhavishya Yojana) – Educational interventions

- English intervention: Identified and trained 2 new community teachers for conducting English intervention
- Special children: Added one more school of special children in Ankleshwar. Conducted Remedial Sessions, Speech therapy and Occupational Therapies for special children. Dance therapy and vocational skills introduced informally
- Conducted Career guidance sessions at Dahej, Lakhigam & Jitali Ankleshwar

COVID SUPPORT ACTIVITIES:

- Covid warriors like Doctors and staff of Rural Hospital, staff of local Police Station, Asha and Anganwadi Sevikas, Post Office staff were honored by the children of Shikshan Ranjan Kendra on the occasion of Diwali from Kasale area
- Shikshak Mitras and children raised health awareness
- In Model tribal village CSR program, 95% of Covid vaccinations are completed in 3 villages. This is the result of street plays and puppet shows done by the children of Shikshan Ranjan Kendras

Medical O2 plant inaugurated by CM Gujarat virtually @ Urban Community Health Centre, Bhavnagar



Educational Initiative Under Model Tribal Village at Karjat





RALLIS INDIA LIMITED
A TATA Enterprise

CORPORATE SUSTAINABILITY & ENGAGEMENT



Discussion with Village Leaders under Model Tribal Village Initiative

Special Children Physiotherapy under RUBY Project



Volunteering at Old Age Home

English Intervention Class at Lote



Tailoring Unit at Skill Training Center in Mumbai



RALLIS INDIA LIMITED
A **TATA** Enterprise

THANK YOU

FOR ANY QUERIES PLEASE CONTACT BELOW:

Subhra Gourisaria

subhra.gourisaria@rallis.com

Gavin Das

gavin@cdr-india.com

Suraj Digawalekar

suraj@cdr-india.com



RALLIS INDIA LIMITED
A **TATA** Enterprise

SERVING FARMERS THROUGH SCIENCE

Registered Office

23rd Floor, Lodha Excelus,
New Cuffe Parade,
Off Eastern Freeway,
Wadala, Mumbai - 400 037

CIN: L36992MH1948PLC014083

Tel. No.: +91 22 6232 7400

E-mail address: investor_relations@rallis.com

Website: www.rallis.co.in