



RALLIS INDIA LIMITED
A **TATA** Enterprise

**CREATING VALUE.
ENHANCING FARM
PROSPERITY.**

74th Annual General Meeting

Sanjiv Lal
MD & CEO

June 24, 2022
Through Video Conference



**DOMESTIC CROP
PROTECTION**



**INTERNATIONAL
BUSINESS**



**CONTRACT
MANUFACTURING**



SEEDS



**PLANT GROWTH
NUTRIENTS**



**AGRI
SERVICES**

Agriculture contribution to Indian economy



- Primary source of livelihood for more than 50% of Indians
- Remained largely unaffected during COVID-19 pandemic with steady growth
- Contributes ~16% to country's GDP
- Government an important stakeholder, supports farmers with incentives, subsidies, price support and procurement
- Diversified topography, soil and climate enabling wide range of crops

We are proud of our long and continuous association with the Indian farming community

Financial snapshot

7%
↑

Rs. 2,604 crore

Rs. 2,429 crore (FY'21)

Revenue from operations

27%
↓

Rs. 222 crore

Rs. 304 crore (FY'21)

Profit before tax

- **Crop Protection (Domestic formulation)** - 12% growth driven by new product launches, channel engagement and enhanced reach
- **Crop Nutrition** - 21% growth fuelled by focussed grass root level marketing campaigns
- **International** - Raw material availability, cost and logistic challenges limited the growth to 6%.
- **Seed** - Indian Seed industry impacted due to crop pattern shifts and illegal cotton seeds. Rallis also de-grew by 13%
- **Profitability down** - Margins impacted by increase in cost of inputs, energy and logistics. Reduced share of seed revenues further dented margins

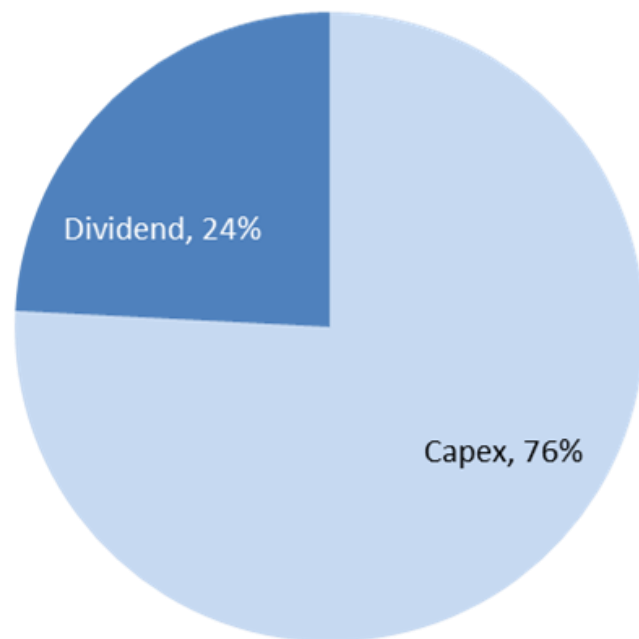
Continued focus on activities to drive competitive growth in volatile business environment



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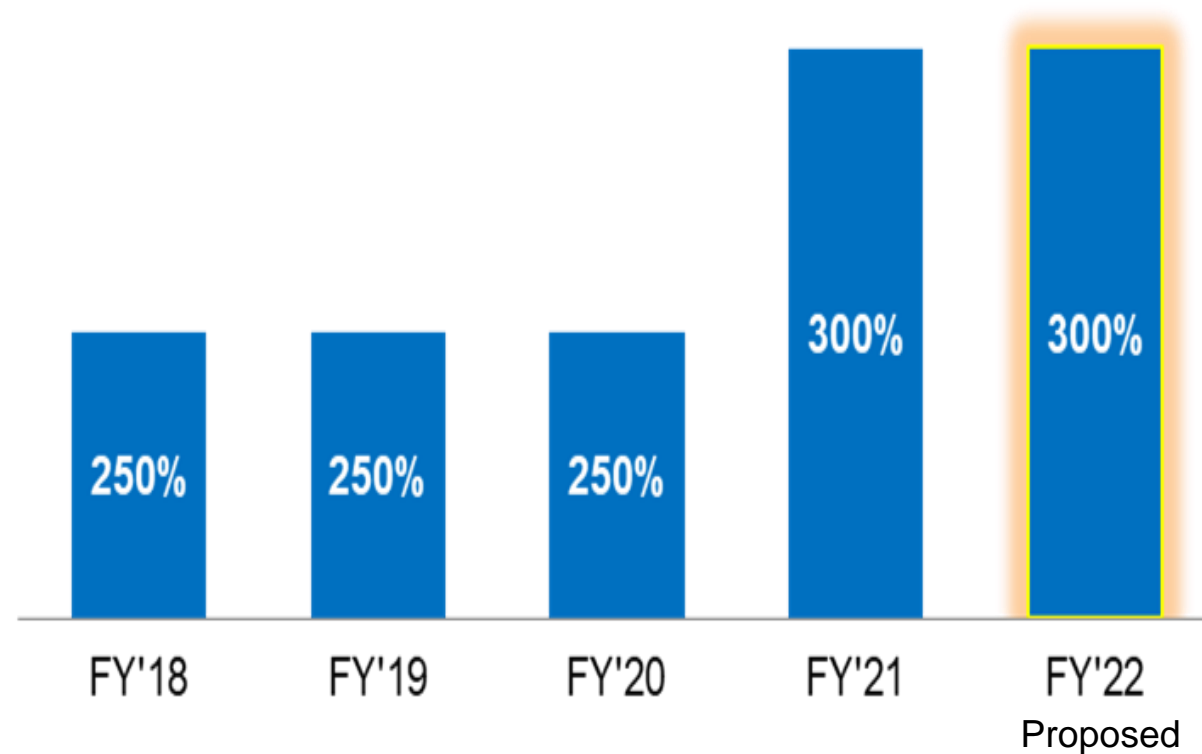
Cash usage and dividend

Spends



Capex - Rs.185 Cr & Dividend - Rs.59 Cr
Cash from operations - Rs.166 Cr

Dividend maintained



Our long term strategy remains on track

CROP CARE (DCP/IB/DCN)



SEEDS



Serving farmers through science



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Crop Protection



A TATA Product

प्रोडिम खरपतवारों के लिए ये डाला, वो डाला? अब हर तरफ होगा प्रोडिम का बोलबाला

अब हमी घास की पूरी खोतली बंद

PRODIM
SYSTEMIC HERBICIDE

CLETHODIM 25% w/w (240 g/L) EC

अत्याधुनिक डिज केमिस्ट्री की ताकत
अडिगल घास जाति पर बेहतर नियंत्रण
शीघ्रता से पत्तियों पर फैलाव एवं अवशोषित

अधिक जानकारी के लिए संपर्क करें Dr. Vishwas 8108622210

A TATA Product

धान के रोगों को करने काबू, आ गया है **ज़ाफू**
प्राणीन वाला फफूंदनाशक

सबसे समय तक कीमत बचाई पर निरंतरता
उपयोग में आसानी व फिटकारा की कम लागत से कुदरत
कारखोलीक प्रयोग, बमाले फसल को हटाने पर चम्पू, वरत

ZAAFU
TRIFLURADIN 125 g/L OF

A TATA Product

ಇವು ಡು ಅನಾಥ್ಯಮಂಟಾ ವಿಠ ಲೆಡು **ಪೆಪೆ**

SE ಫೀಲ್ಡ್‌ನಲ್ಲಿ ಉಪಯುಕ್ತ ಪದ್ಧತಿ
ಜಲಿ ಪಂಪ್‌ನಿಂದಲೇ ಅಥವಾ ರೋಟರಿ ಸ್ಪ್ರೇಯರ್‌ನಿಂದಲೇ ಬಳಸಬಹುದು
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PEPE

Dr. Vishwas 8108622210

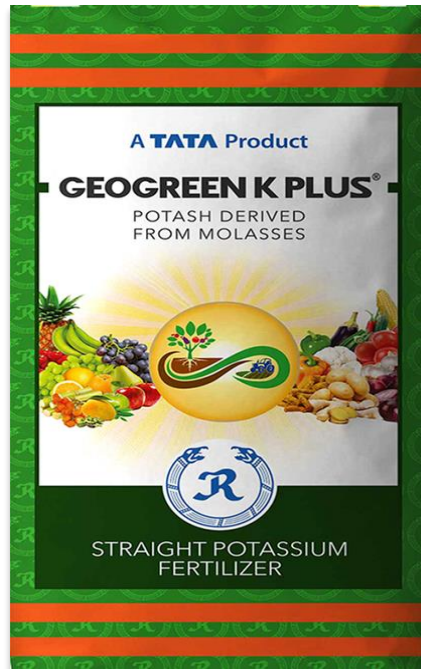
- Launched 7 products
- 4 Herbicides, 2 Fungicides and 1 Insecticide
- Completed switch over to new brand architecture





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Crop Nutrition

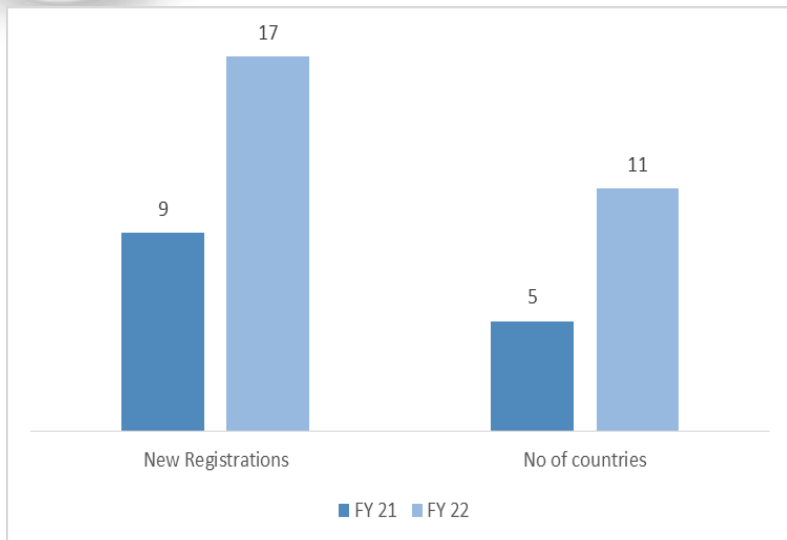


- Launched 6 new products
- 3 bio-pesticides, 2 plant growth nutrients & 1 organic fertiliser
- Sustained 5 year CAGR of 15%+



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International Business



- Significant growth in global formulation business. With our own branded products launched in Brazil
- Intensified development of new off-patent actives and formulations.
- Capacity expanded, pilot plant commissioned and multi purpose plant under commissioning to support international business



First export consignment from
new formulation plant




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Seeds



A TATA Product | **DIGGAZ**


जल्दी
से भी जल्दी



- भरपूर उपज
- जल्दी तैयार सरसो की समय पर बुवाई
- पत्ता मरोड और अन्य बीमारियों के प्रति सहनशील

इसलिए
दिग्गज साधारण नहीं
असाधारण!

नस-नस में
दिग्गज



8108622210 | cmc@rallis.com
Monday to Friday- 9.30am to 5.30pm

A TATA Product | **DR8336**

मोटा दाना
उपज का खजाना



- फसल अवधि:
125-130 दिन
- खाने में स्वादिष्ट
- अधिक उपज
- मोटा वजनदार दाना
- सूखे के प्रति सहनशील

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MM9555
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ఒరగదు... ఏరగదు...
అన్ని పరిస్థితుల్లో విజ్ఞేత



- అధిక దిగుబడి సామర్థ్యం
- అధిక బియ్యం ఉత్పత్తి
- గట్టి పైక, పచ్చి పైక, పచ్చి పైక, పచ్చి పైక
- ఎక్కువ సాగు దూరం

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- Launched 6 new products
- 4 Cotton and 1 each in Paddy and Maize
- Progress to regulatory trials of own GM* events
- Calibrated growth plan focussed on liquidation and cost optimisation

*GM = Genetically modified

Resumption of in-person engagement



Farmers



Retailers



Distributor





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Manufacturing investment – New formulation plant





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Manufacturing investment – Pilot & multi purpose plant



Pilot plant commissioned at Dahej

Under construction multi purpose plant at Dahej



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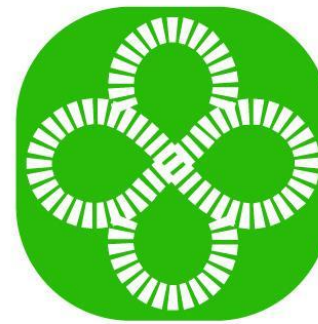
Digital initiatives



e-Bandhan



Drishti



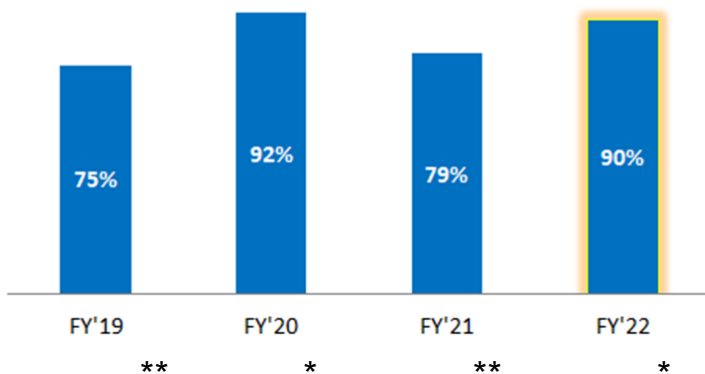
SeedSync





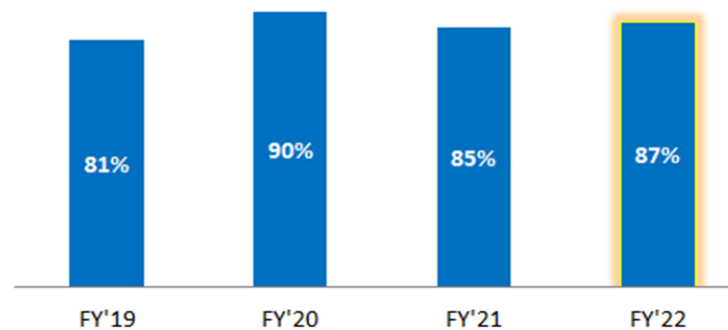
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People



Employee engagement score

* Internal survey
** External survey



Training coverage

Community support



RUBY

Provided subject expert and special care children teachers
Partnered with ITIs for establishing industry responsive skills



JAL DHAN

Identified 10 villages from Latur, Beed and Osmanabad
focussed on strengthening rainwater harvesting ecosystem



TaRa

Partnered with Light of Life Trust (LOLT) to impart skills on
tailoring, beautician, computer training, goat rearing,
backyard poultry, bike repairing, mobile repairing and short-
term courses like jewellery and toran making.

- Challenging external context - Geopolitical events and cost pressures
- Strong agri commodity prices
- IMD indication of near normal monsoon
- Buoyant global demand for crop protection

We are committed to overcome near term volatility to deliver profitable growth

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.

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Thank You