



RALLIS INDIA LIMITED

October 25, 2023

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 October 11, 2023 informing about Analysts/Investors Presentation

With reference to the aforesaid letter, please find enclosed a presentation for analysts/investors on the results for the second quarter and half year ended September 30, 2023 for the analysts/investors call to be held on Thursday, October 26, 2023.

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 being uploaded on the Company's website at www.rallis.com.

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

**Srikant Nair
Company Secretary & Compliance Officer**

Encl: As above

CELEBRATING
75
years



ROOTED IN VALUES,
SEEDING GROWTH.

Q2 FY24

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



RALLIS INDIA LIMITED
A TATA Enterprise

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**.

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 looking statements, whether as a result of new information, future events or otherwise.



RALLIS INDIA LIMITED
A TATA Enterprise

OUR LONG TERM STRATEGY REMAINS ON TRACK

CROP CARE (DCP/IB/DCN)



SEEDS



 **EXTEND PORTFOLIO OFFERINGS**

 **STRENGTHEN MANUFACTURING**

 **WIDEN REACH**

 **PLUG PORTFOLIO GAPS**

 **MULTIPLE CHEMISTRY COMPETENCIES**



 **FLEXIBLE MPP's**



 **STRONG BD & DISTRIBUTION**



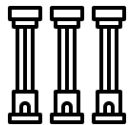
 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



RALLIS INDIA LIMITED
A TATA Enterprise

DOMESTIC CROP PROTECTION



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

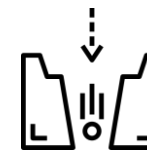
Comprises of domestic branded formulations and Institutional business (Herbicides, Insecticides, Fungicides)



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



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

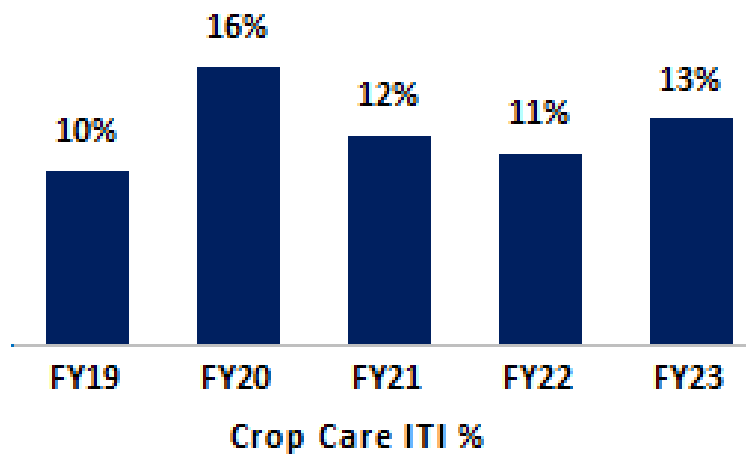


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization

CUSTOMER ENGAGEMENTS



Visit to Demo Plots of Benzilla 9(3) - Paddy BPH, new launch



Low demand due to erratic rainfall and price drop. Margins improved on YoY basis

New Product launches YTD FY24:

Insecticides – 8

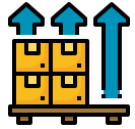
Herbicides – 2

Fungicides – 1



RALLIS INDIA LIMITED
A TATA Enterprise

INTERNATIONAL 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

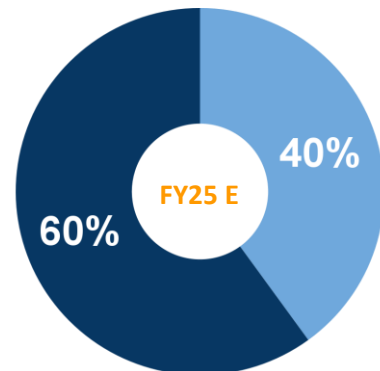


Expanding synthesis capacity at the R&D Centre at Bengaluru



Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX ASPIRATION



INTERNATIONAL

DOMESTIC

- Weak demand due to inventory overhang & low prices
- Price levels remain soft
- Margins protected through improved geography/product mix



RALLIS INDIA LIMITED
A TATA Enterprise

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



20%+ growth p.a. in last 3 years



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



Robust products in pipeline to build stronger portfolio

CHANNEL ENGAGEMENTS



Retailer Engagement Meeting

PRODUCT PROMOTION



New Product launches YTFDY24:
AQUAFERT Tomato Grade, Nayazinc



Field Visit



RALLIS INDIA LIMITED
A TATA Enterprise

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, Chilli, Okra etc.

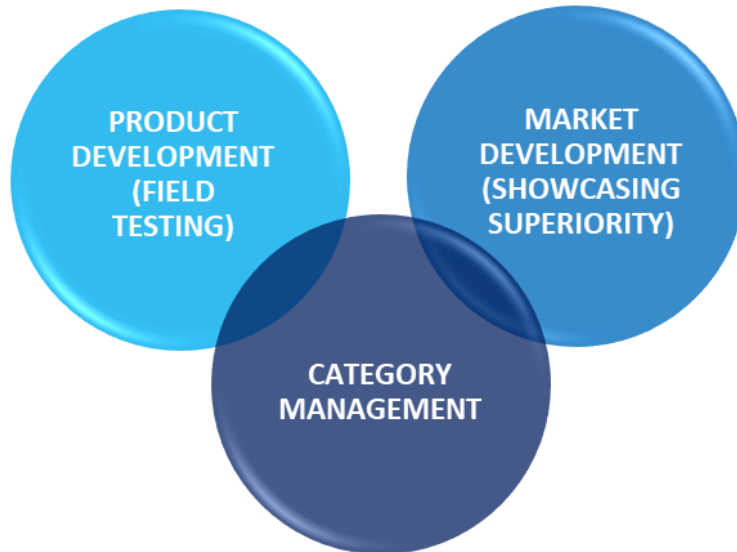


This is also supported through in-licensing partnerships with leading players



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

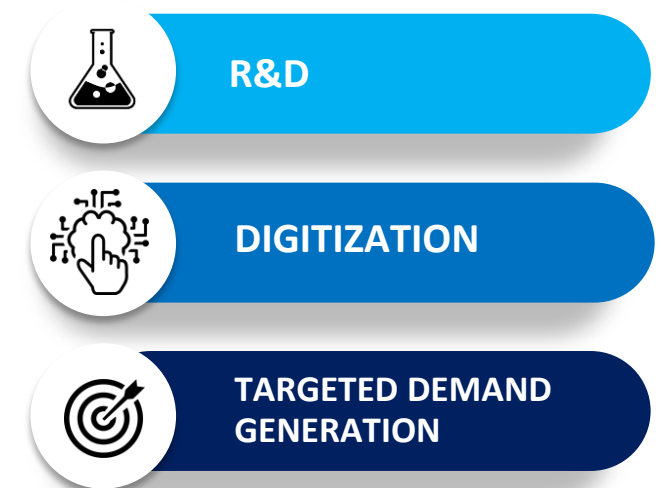
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





RALLIS INDIA LIMITED
A TATA Enterprise

CAPEX - DAHEJ MPP



Dahej SEZ MPP -

"Difenconazole" production commercialized

Plant under preparation for the launch of another new CSM product



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q2 FY24 RESULTS

CELEBRATING
75 years
ROOTED IN VALUES,
SEEDING GROWTH.



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



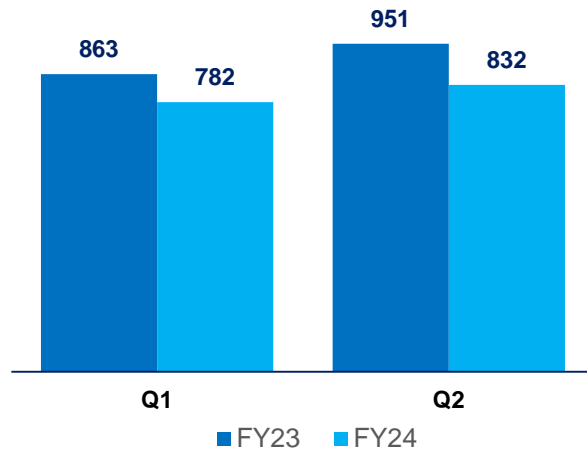
PLANT GROWTH
NUTRIENTS



RALLIS INDIA LIMITED
A TATA Enterprise

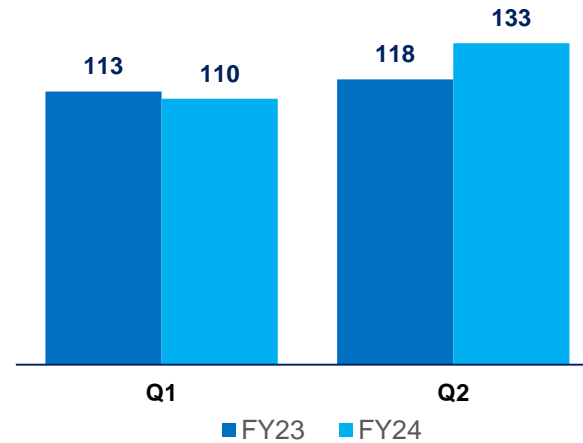
FINANCIAL SNAPSHOT - Q2 FY24

REVENUE



- Overall revenue lower by 12% vs Q2FY23
- Crop Care revenue lower by 20% vs Q2FY23. Weak Exports demand and price drop across products are the key reasons
- Seeds revenue higher by 237% vs Q2FY23 on a small base due to lower sales returns

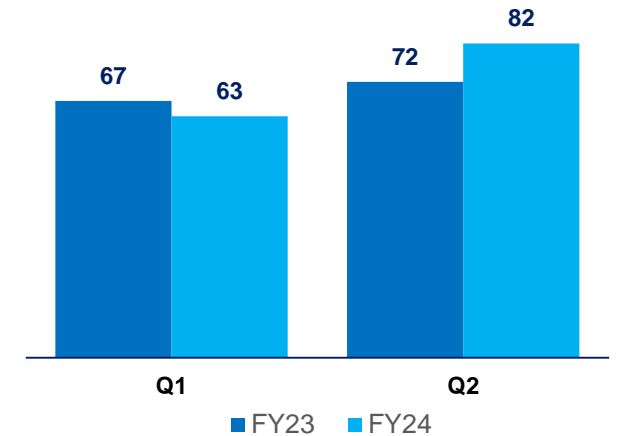
EBITDA



- EBITDA higher by 13% vs Q2FY23
- Gross Margin improved through superior mix, actions taken for improving cost efficiencies in Crop Care and Seeds business

PAT AEI

₹ Crs



- PAT higher by 14% vs Q2FY23
- Reduction in finance costs on account of debt reduction due to improved working capital management

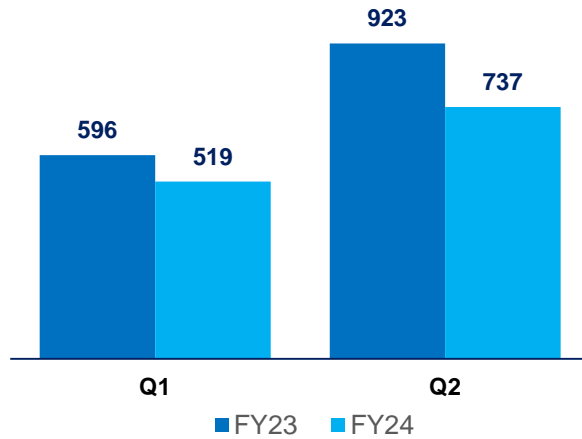
Weak Global demand continues to be a challenge in Exports. Margins improved through cost control



RALLIS INDIA LIMITED
A TATA Enterprise

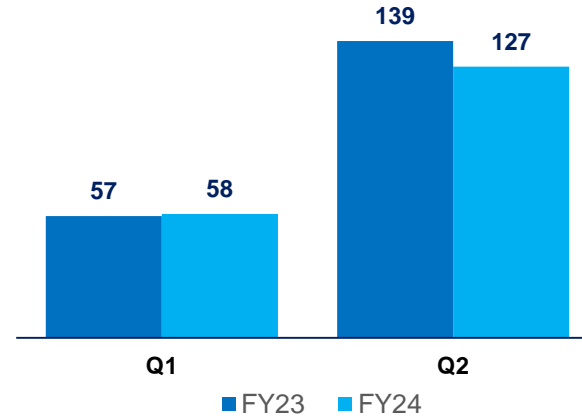
FINANCIAL SNAPSHOT - Q2 FY24 CROP CARE

REVENUE



- Crop Care revenue lower by 20% vs Q2FY23
- Domestic Crop care lower by 5% vs Q2FY23 with positive volume growth. Cautious approach in placements help in better quality of sales
- Exports declined by 50% largely volume led due to ongoing destocking of global inventories & price drop

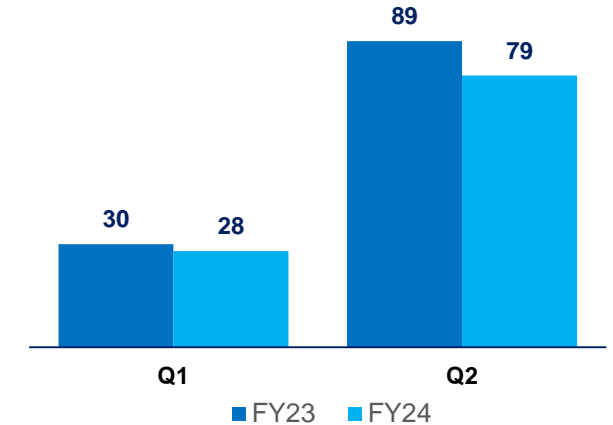
EBITDA



- EBITDA lower by 9% vs Q2FY23, however the % EBITDA margin has improved
- Actions undertaken for Cost efficiencies across operations

PAT AEI

₹ Crs



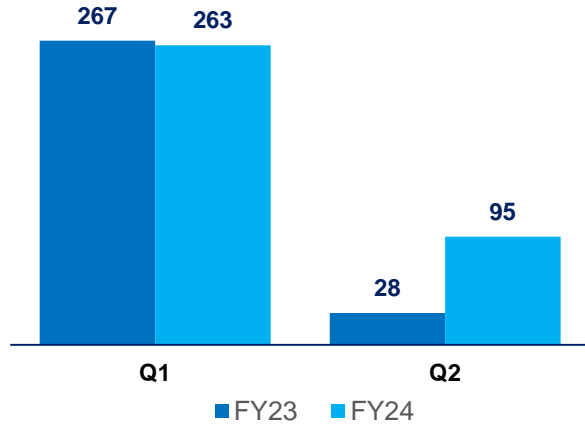
- PAT lower by 11% vs Q2FY23



RALLIS INDIA LIMITED
A TATA Enterprise

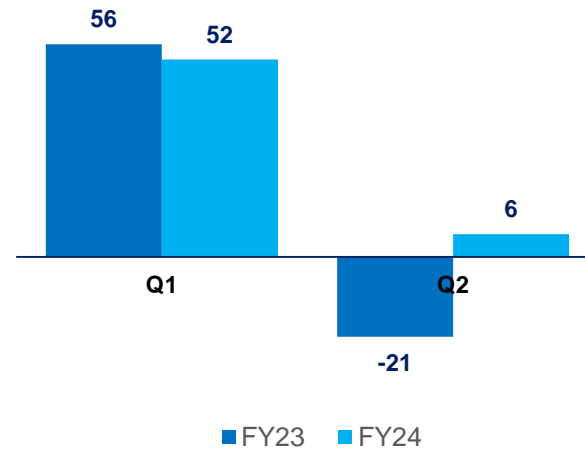
FINANCIAL SNAPSHOT - Q2 FY24 SEEDS

REVENUE



- Seeds revenue higher by 237% vs Q2FY23 on a smaller base
- Lower sales returns and effective demand generation activities supported growth.
- North Cotton Hybrid continues with strong momentum

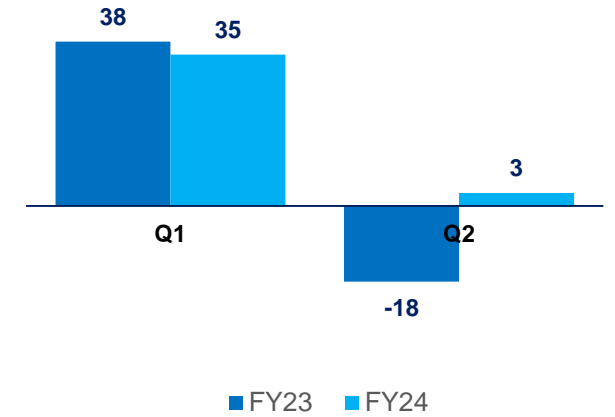
EBITDA



- EBITDA higher on account of volume growth(lower returns) & product mix

PAT AEI

₹ Crs



- PAT higher vs Q2FY23



RALLIS INDIA LIMITED
A TATA Enterprise

DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





COMMUNITY SUPPORT ACTIVITIES

Saksham gram (Integrated Village development):

Education: Home visits to ensure zero drop-outs;

Health: Training on Nutrition education for 200 villagers (Jammikunta, KVK); 100% vaccination for under 5 yr age children and pregnant women

Livelihood: Training on Organic farming was organized for 5 villages; Supported eligible 104 families to avail various Govt schemes

C-Safe :

Supported eligible 35 farmers to avail Govt schemes viz. Drip/Sprinkle Irrigation and Farm machinery; Helped 200 farmers with E-Crop Govt survey; Planted 3500 mango saplings (1422 farmers) on Rallis 75th anniversary in MH

TARA (Skill Development) :

Industrial Safety Awareness session conducted to 70 students of Vagra ITI; **Skill Centre:** Tailoring(6), Beautician(24), Veg cultivation(30), Computer course

Unnat gram (Model Tribal Village):

Education: Capability building by 6 Gram mitras for Math and English;

Health: 807 Kitchen gardens; 100% Vaccination to pregnant women

Livelihood: Planted 10100 mix Horticulture saplings

Water Conservation: 2 check dams repaired, 1500 meter Nala de-silted Engaged NuSocia to conduct Baseline and Need assessment in 8 villages in GJ

RUBY (Rallis Ujjwal Bhavishya Yojana) :

Capacity building training organized for English teachers from MH; Math interventions in Narmada (GJ) and Bommasandra (KA); Science intervention Akola 4 schools; MBA admission for 14 special children





RALLIS INDIA LIMITED
A **TATA** Enterprise

THANK YOU

FOR ANY QUERIES PLEASE CONTACT BELOW:

Subhra Gourisaria
subhra.gourisaria@rallis.com

Vijay Furia
vijay.furia@rallis.com

Gavin Desa
gavin@cdr-india.com

Suraj Digawalekar
suraj@cdr-india.com



RALLIS INDIA LIMITED
A **TATA** Enterprise

SERVING FARMERS THROUGH SCIENCE

Registered Office

Rallis India Limited
23rd Floor, Vios Tower, New Cuffe Parade,
Off Eastern Freeway,
Wadala, Mumbai - 400037

CIN: L36992MH1948PLC014083

Tel. No.: +91 22 6232 7400

E-mail address: investor_relations@rallis.com

Website: www.rallis.com