



RALLIS INDIA LIMITED

January 23, 2024

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, 2024 informing about Analysts/Investors Presentation

With reference to the aforesaid letter, please find enclosed a presentation for analysts/ investors on the results for the third quarter and nine months ended December 31, 2023 for the analysts/investors call to be held on Wednesday, January 24, 2024.

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.

Q3FY24 RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



CROP NUTRITION

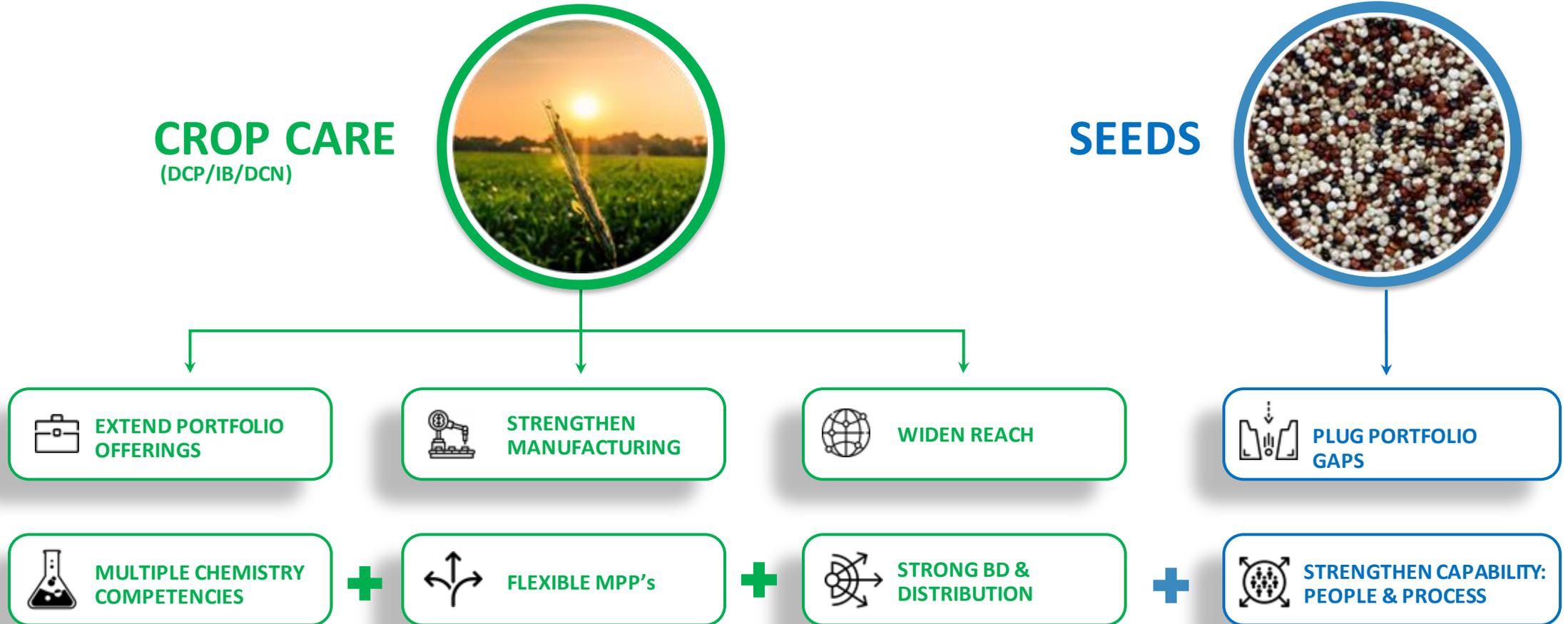
DISCLAIMER

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.

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 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



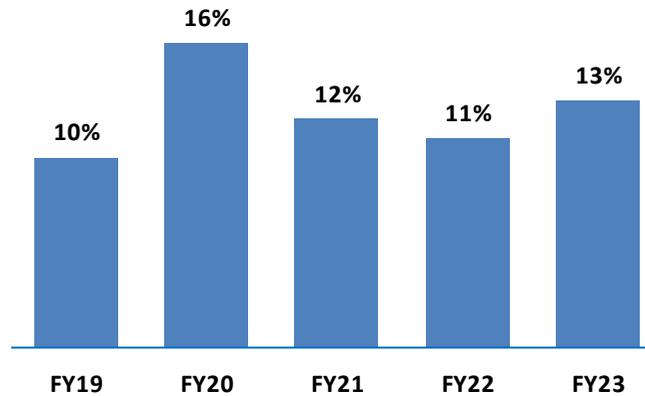
Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization

CUSTOMER ENGAGEMENTS



Farmer Engagement for Benzilla 9(3) - Paddy BPH

Crop Care ITI%



Product Launches in Q3FY24 : 3

New Product launches YTD FY24: 13

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

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

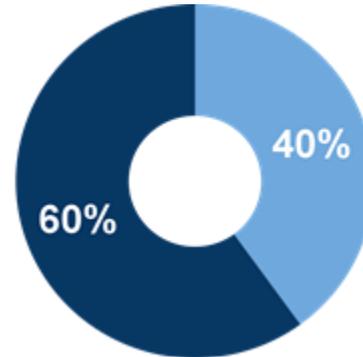


Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX ASPIRATION



MPP @ Dahej



INTERNATIONAL DOMESTIC

Rallis commenced shipment of **1 CM a.i** and **1 CM formulation**, both to 2 separate Japanese innovators

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
Ralli Neem 1500



Field Visit

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 high-growth segments across crop categories & continue strengthening our presence in emerging channels

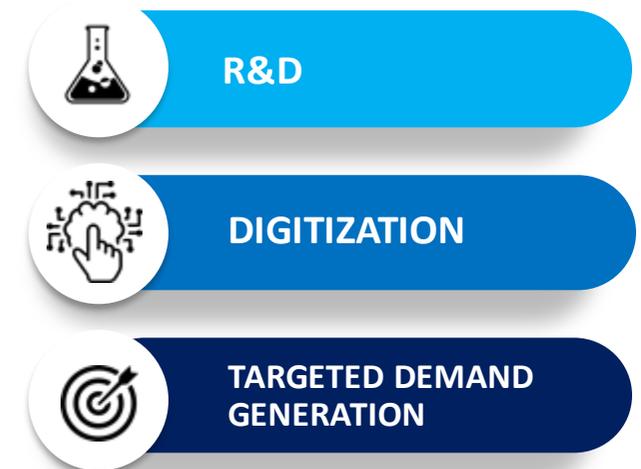
CUSTOMER CENTRIC



PARTNERING



INVESTMENT



Q3FY24 and YTD FY24 RESULTS



RALLIS INDIA LIMITED
A **TATA** Enterprise



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



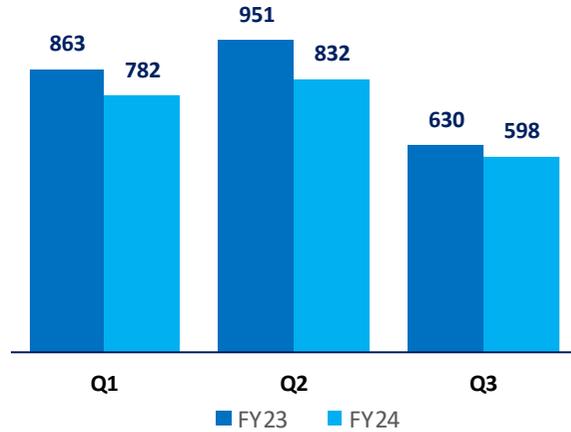
SEEDS



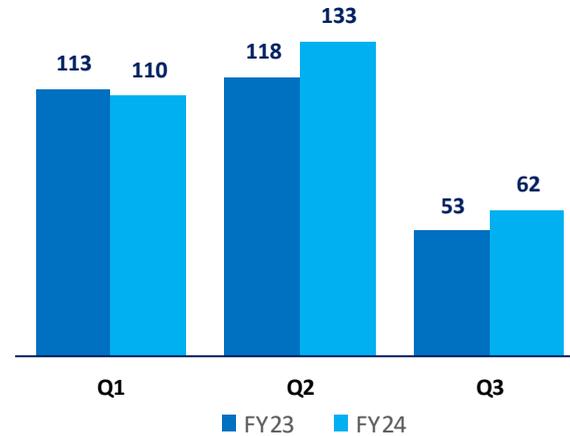
CROP NUTRITION

FINANCIAL SNAPSHOT - Q3 FY24

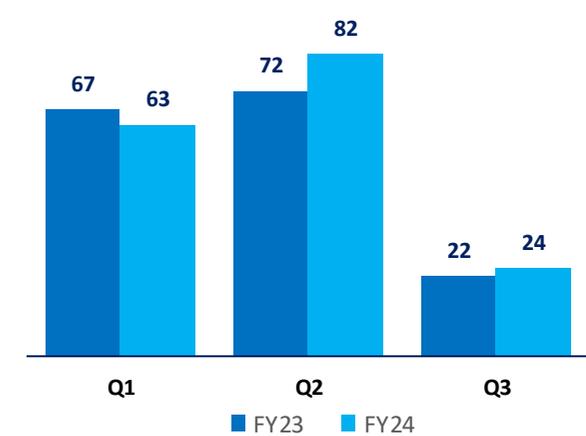
REVENUE



EBITDA



PAT AEI



₹ Cr.

- Volume Growth of 3%. However, due to lower prices, revenue lower by 5% vs Q3FY23
- Crop Care revenue lower by 7% vs Q3FY23. Continued headwinds in global markets impacted export business which de-grew by 26%
- Seeds revenue higher by 33% vs Q3FY23

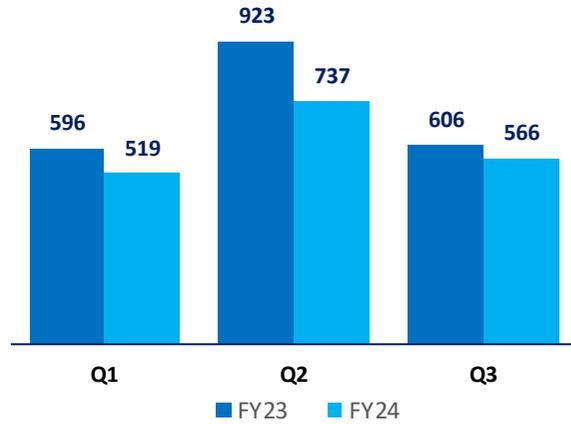
- Despite lower revenue, EBITDA higher by 16% vs Q3FY23
- Gross margin improved through superior mix, Dynamic pricing in Domestic Crop Care
- Overheads kept under control through continuous cost optimization initiatives

- PAT higher by 7% vs Q3FY23

Global demand under pressure, Domestic market resilient. Margins improved.

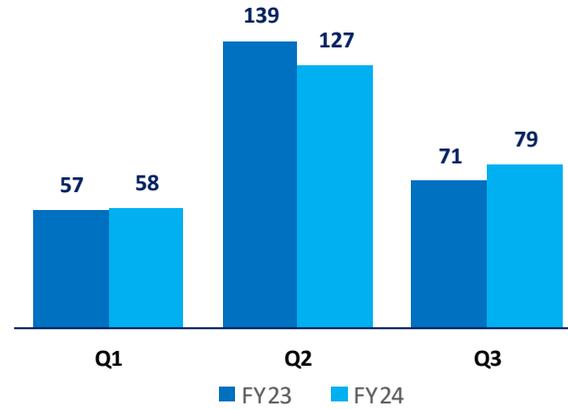
FINANCIAL SNAPSHOT - Q3 FY24 CROP CARE

REVENUE



- Crop Care revenue lower by 7% vs Q3FY23
- Domestic Crop care higher by 6% vs Q3FY23 with positive volume growth. Cautious approach in placements help in better quality of sales
- Exports declined by 26% mainly due to price drop

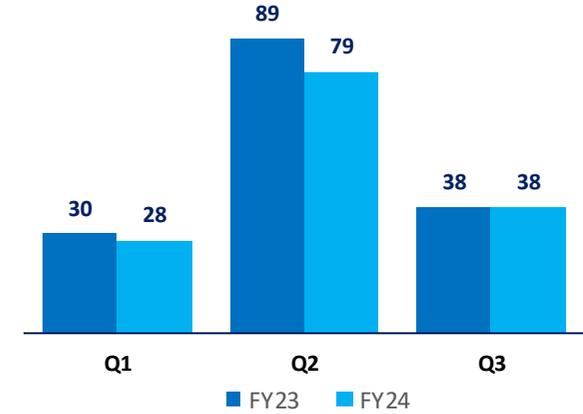
EBITDA



- EBITDA higher by 10% vs Q3FY23
- Gross margin improved through superior mix, Dynamic pricing in Domestic Crop Care

PAT AEI

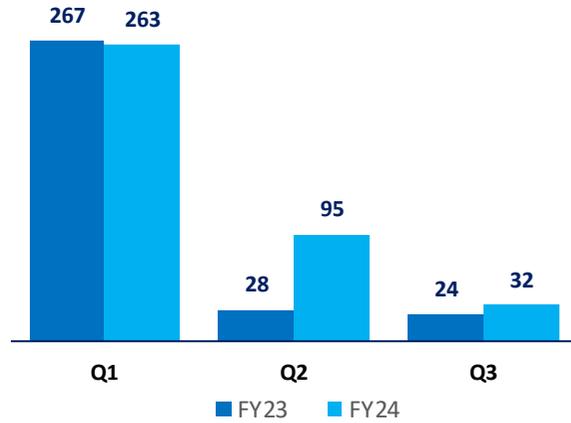
₹ Cr.



- PAT maintained at similar levels

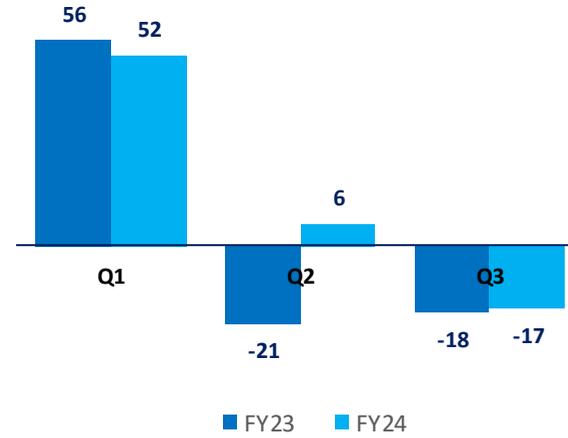
FINANCIAL SNAPSHOT - Q3 FY24 SEEDS

REVENUE



- Seeds revenue higher by 33% vs Q3FY23
- Supported by calibrated placements and demand generation activities

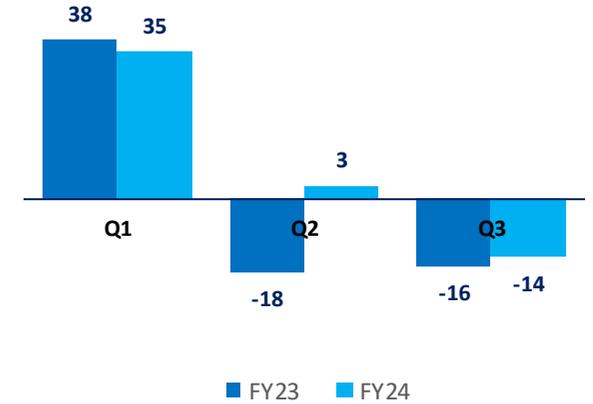
EBITDA



- EBITDA remained at similar level vs PY

PAT AEI

₹ Cr.



- PAT at ₹ (-)14 Cr vs ₹ (-)16 Cr PY

DOMESTIC MARKET DEVELOPMENT



PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



COMMUNITY SUPPORT ACTIVITIES

Saksham gram (Integrated Village development) :

Education: Village learning centers (VLC) motivating parents and students
Health: 240 Women supported for Kitchen gardening; 320 Women trained for Maternal and child health; Covered 100% vaccination for eligible group
Livelihood: 4 Youth trained for driving skills, to begin own transport startup

C-Safe :

Supported eligible 115 farmers to avail Crop Insurance from Govt.
 Establish vegetable supply chain to an FPC;
 Helped Onion farmers to adopt sprinkler technology @ Sangamner;
 Farm advisory, Health & safety training for women farmers (40) @ Chintamani

TARA (TATA RALLIS Skill Development) :

Vaghra ITI: Provided sports kit & garden grass cutter machine; **Skill Centres:** Data Entry Jobs(27), Beauty care(12), Computer training (8), Cake Making(10)

Unnat gram (Model Tribal Village) :

Education: Ekalavya and Navodaya coaching for 5th grade;
Livelihood: Formed 10 women group for making paper plates and helped in machinery order; Supported 2 PwD to get Atta chakki under Govt. schemes
Community Empowerment: Eligible 7 villagers received solar panels from Govt.

RUBY (Rallis Ujjwal Bhavishya Yojana) :

Supports 8 schools (MH) under FALI - Future Agri Leaders of India
 Math intervention: Partnership with First in Math (FIM): Till date % Students achieved - Grand Championship level (2.83%) and Mathematician level (12.29%)
 Science intervention: Science Labs set up in Schools (KA) with 80 models



THANK YOU



FOR ANY QUERIES PLEASE CONTACT BELOW:

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RALLIS INDIA LIMITED
A **TATA** Enterprise

SERVING FARMERS THROUGH SCIENCE

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