

Nurturing land,  
Nourishing lives.



Q1 FY26

## RESULTS PRESENTATION



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



SOIL & PLANT HEALTH



SEEDS

# Our Vision, Mission & Values



## Vision

Serving Farmers through Science



## Mission

We aspire to be the preferred partner for farmers by helping improve their income & become the Industry benchmark by

- Delivering Scalable & Sustainable Growth
- Accelerating Innovation to Market
- Driving Operational Excellence
- Empowering Talent



## Values

Safety

Pioneering

Integrity

Customer Centricity

Excellence

Speed

# Organization Overview

## Operations

### Crop care: Manufacturing Facilities

1. Akola
2. Lote
3. Ankleshwar
4. Dahej Special Economic Zone (SEZ)
5. Dahej Chemical Zone (CZ)
6. Third Party Facilities (TPF)

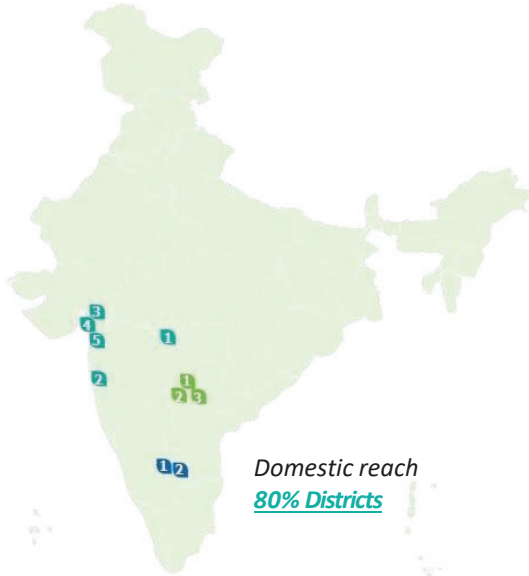
### Seeds: Drying, Processing and Packaging Plants

1. GP Pally (TPF)
2. Kokkonda
3. Medchal (TPF)

TPF: Third Party Facilities

### Innovation Centres

1. Rallis Innovation Chemistry Hub (RICH), Bengaluru
2. Agri-Biotech Centre, Bengaluru



Domestic reach  
80% Districts



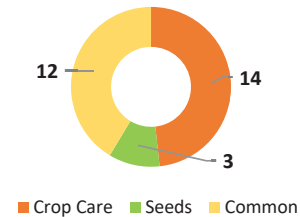
Global access  
70+ Countries

## Comprehensive presence in Agri-input business

	Crop Care	Seeds
Businesses	Crop Protection, Soil & Plant Health solutions	Focused Crops
Domestic Presence	B2C (Domestic Brand) and B2B	B2C (Domestic Brand)
Exports	Catalogue products and CSM	
No. of Customers	Brand: 4,975; DIB: 45+; Exports: 75+	Brand: 2,765
No. of Farmers Connected with	~3 million	~4 million

DIB: Domestic Institutional Business; CSM: Custom Synthesis and Manufacturing

### DEPOTS (nos.)



Serving Farmers through Science

"Crop Nutrition/Biologicals & Specialty solutions" will be referred to as "Soil & Plant health solutions (SPH)"

Copyright © Rallis India Limited. All rights reserved.

# Long Term Strategy

## CROP CARE

Crop Protection,  
Soil and Plant Health



## SEEDS

Focused Crops



### OVERALL:



WIDEN REACH, EXTEND  
PORTFOLIO OFFERINGS



TARGETED R&D  
INVESTMENTS



DIGITAL / DATA DRIVEN  
ORGANIZATION CULTURE



FOCUS ON COST  
COMPETITIVENESS

### B2B (Domestic, Exports, CSM):



BUILD STRATEGIC  
ALLIANCES



INTENSIFY CUSTOM  
SYNTHESIS  
MANUFACTURING

### B2C (Domestic Brand):



CAPTURE UNDERSERVED  
CROP PROTECTION  
SEGMENTS



ENHANCED FOCUS ON  
SOIL & PLANT HEALTH  
SOLUTIONS



PLUG PORTFOLIO GAPS  
IN MAIZE, PADDY



EXTEND NORTH COTTON  
SUCCESS TO  
OTHER MARKETS

Customer Centricity. Leveraging Digital, Collaborations and Alliances

# Domestic Crop Protection



- Portfolio expansion
- Widen reach
- Digital as multiplier

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



Deepen customer relationships leveraging digital



Participate in under-represented and high growth segments. Higher no. of new launches in Herbicides

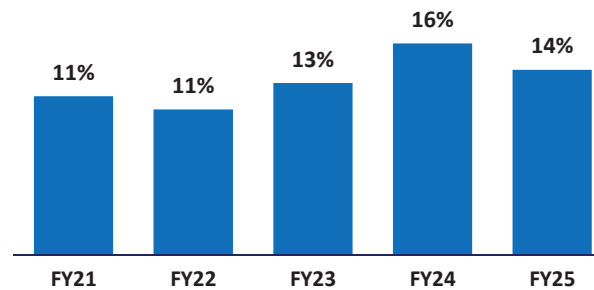


Creating Power Brands: ₹ 100+ Cr each; Tail brand reduction



Farmers Meeting

Crop Protection - Innovation Turnover Index

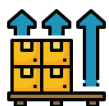


Our ambition is to deliver minimum 15% ITI



Anubandh Retailer Meeting

# Exports Business



Export of Catalogue products (Active Ingredients, Formulations) and Custom Synthesis Manufacturing (CSM)



Committed to expand product and customer portfolio in CSM



Strengthening R&D, process scale-up and manufacturing



Intensify Building Strategic Alliances with Key Players

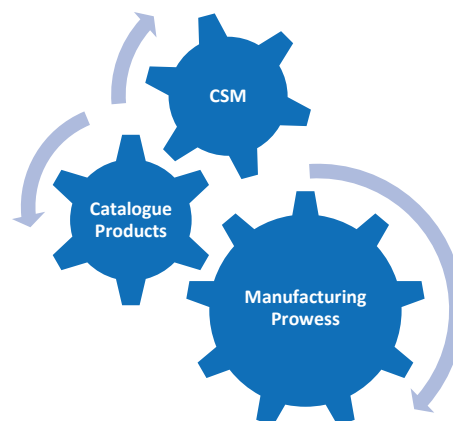


Upgrading pilot plants to strengthen process scale-up capabilities



MPP, Dahej

## Crop Care B2B



**Increased Global outreach** to 70+ countries

### Crop Care B2B Priorities:

- Customer base expansion
- Strategic alliances
- Focus on CSM
- R&D, Process scale-up



# Soil & Plant Health Solutions



**Bio-Fertilizers:**  
Soil microbial consortium  
Improves Soil Health



**Bio-Stimulants:**  
Boost plant performance  
Stress tolerance



**Specialty Micronutrients:**  
Balanced Crop Nutrition  
Improves Yield and Quality



**Organic Fertilizers:**  
Balances the soil ecosystem  
Improves Soil structure



**Water Soluble Fertilizers:**  
Crop wise customized  
Improves soil and crop health



**Bio-Pesticides:**  
Reduce chemical use  
Promoting Bio-diversity

Expanding Horizons to Offer comprehensive suite of Soil and Plant Health solutions (SPH) that support regenerative agriculture



GeoGreen Farmer Meeting



Field visit

# Seeds Business



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



Field Crops: Paddy, Maize, Bajra, Cotton, Mustard and Wheat.

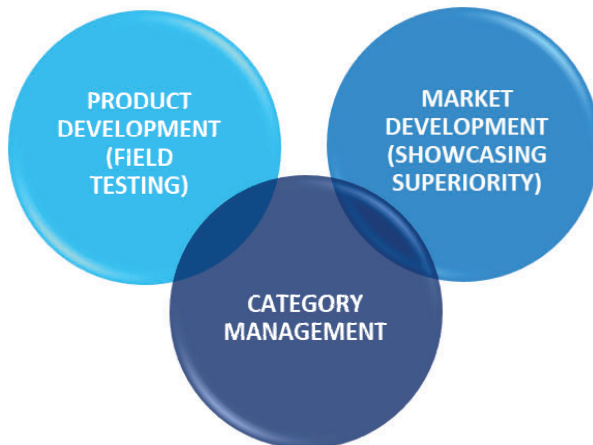


This is also supported through in-licensing partnerships with leading players



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

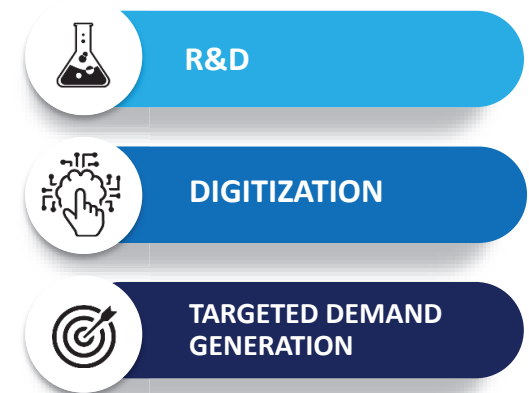
## CUSTOMER CENTRIC



## PARTNERING



## INVESTMENT





# Q1 FY26 RESULTS



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



SOIL & PLANT HEALTH

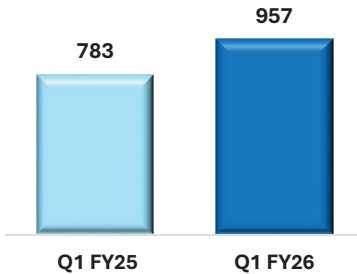


SEEDS

# Financial Snapshot - Q1 FY26

## REVENUE

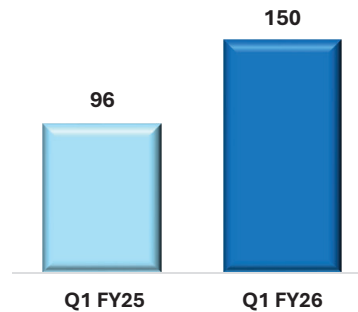
Q1 FY25: ₹783 Cr; Q1 FY26 ₹ 957 Cr



- Overall revenue is up by 22% vs Q1 PY led by volume growth and double-digit growth across businesses
- Crop Care revenue is up by 16% vs Q1 PY
- Seeds revenue is up by 38% vs Q1 PY

## EBITDA

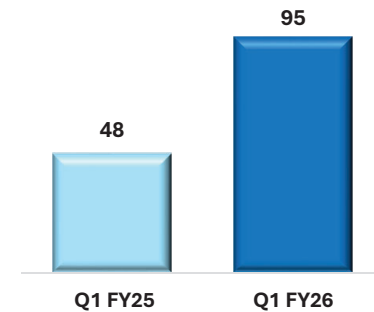
Q1 FY25: ₹ 96 Cr; Q1 FY26 ₹ 150 Cr



- EBITDA increased by 57% vs Q1 PY driven by volume led growth and fixed cost kept under moderation

## PAT AEI

Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 95 Cr



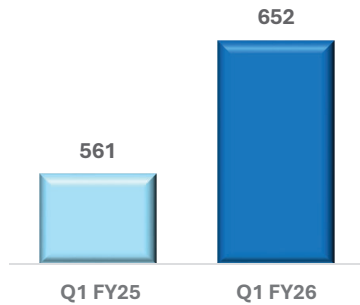
- PAT increased by 100% vs Q1 PY

Positive Farmer sentiment due to early monsoon. Revival of Exports demand. Cotton seeds continue to on positive growth trajectory

# Financial Snapshot - Q1 FY26 Crop Care

## REVENUE

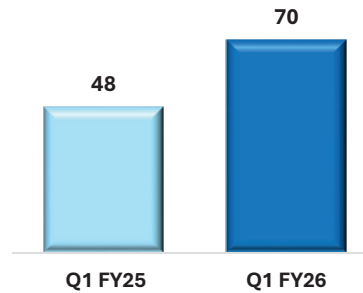
Q1 FY25: ₹561 Cr; Q1 FY26 ₹ 652 Cr



- Crop Protection B2C revenue is up by 13% vs Q1 PY
- Soil & Plant Health (SPH) business is up by 33% vs Q1 PY
- B2B revenue is up by 23% vs Q1 PY

## EBITDA

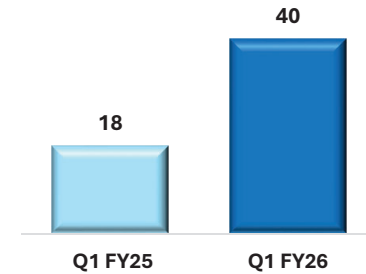
Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 70 Cr



- EBITDA increased by 47% vs Q1 PY
- Cost efficiencies continue to be pursued across the value chain

## PAT AEI

Q1 FY25: ₹ 18 Cr; Q1 FY26 ₹ 40 Cr

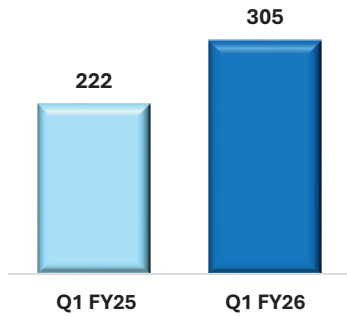


- PAT increased by 123% vs Q1 PY

# Financial Snapshot - Q1 FY26 Seeds

## REVENUE

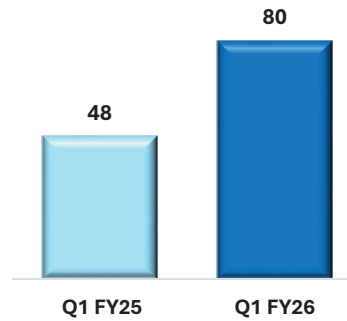
Q1 FY25: ₹222 Cr; Q1 FY26 ₹ 305 Cr



- Seeds revenue is up by 38% vs Q1 PY
- Strong Diggaz (North cotton) liquidation. Challenges in Maize and Paddy due to supply constraints

## EBITDA

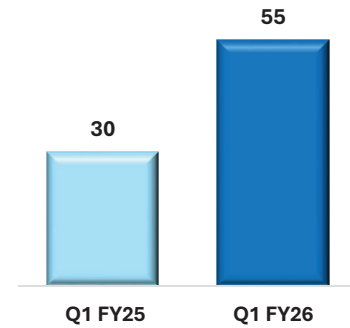
Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 80 Cr



- EBITDA increased by 67% vs Q1 PY driven by volume led growth

## PAT AEI

Q1 FY25: ₹ 30 Cr; Q1 FY26 ₹ 55 Cr



- PAT increased by 86% vs Q1 PY

# Domestic Market Development

## PRODUCT PROMOTION



## FARMER ENGAGEMENT



## CHANNEL ENGAGEMENT





# Sustainability Goals Aligned to Tata Group's Flagship Project "Aalingana"

30% reduction in  
absolute CO2  
footprint by 2030

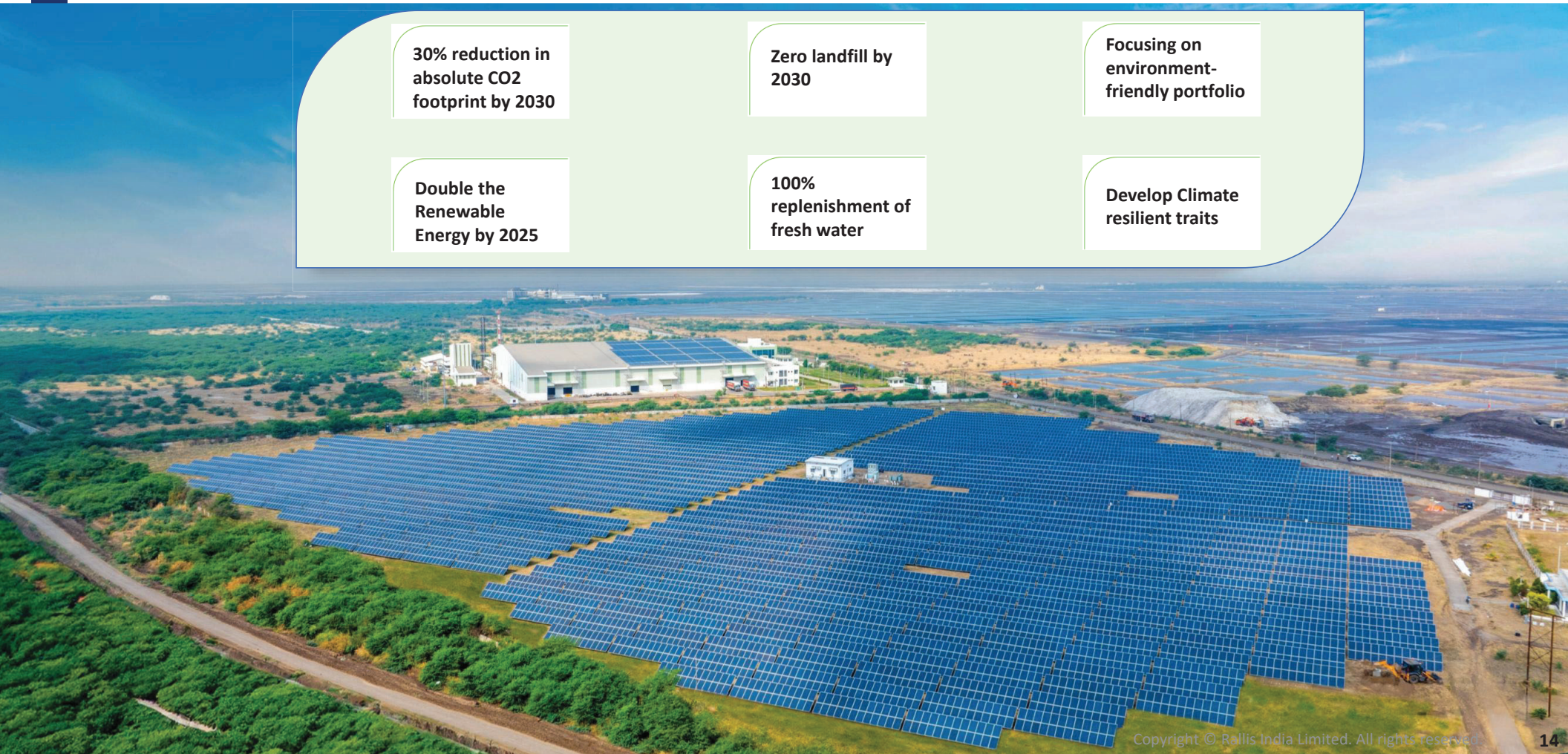
Zero landfill by  
2030

Focusing on  
environment-  
friendly portfolio

Double the  
Renewable  
Energy by 2025

100%  
replenishment of  
fresh water

Develop Climate  
resilient traits



# Community Support Activities

## **Water Conservation** **Jal Dhan**



- Work initiated in 7 villages
- 3.7 km Nala, 1 pond, and 1 check-dam desilted

## **Education** **Unnat Gram**



- 30 students cleared Navodaya entrance
- Govt. convergence support of ₹17.58 lakh
- Women e-rickshaws & rural infrastructure enabled

## **Skill Development** **TaRa**



- 110 students mobilized, 56 enrolled
- Focused on digital literacy, AI and placement

## **Rural Development**



- “Ma Ki Roti” model scaled to Akola
- Saksham gram families earn ₹6,000/month on avg.

## **C- SAFE**



- Crop advisory & floriculture training
- 21 farmers linked to social security (Ayushman card)



# THANK YOU

## FOR ANY QUERIES, PLEASE CONTACT BELOW:

Subhra Gourisaria  
subhra.gourisaria@rallis.com

Chirjeev Singh Arneja  
chirjeev.singh@rallis.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