



RALLIS INDIA LIMITED
A **TATA** Enterprise



**Rooted in
values,**



**Seeding
growth.**

SERVING FARMERS THROUGH SCIENCE

Q2 & H1 FY26

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING

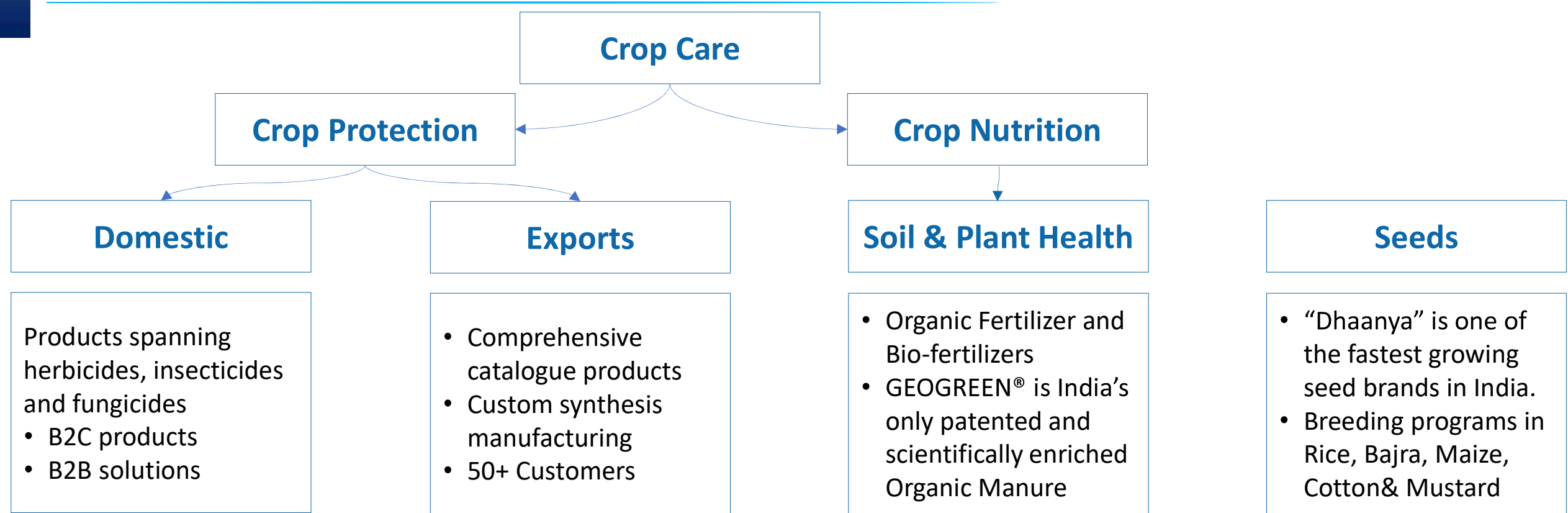


SOIL AND PLANT
HEALTH



SEEDS

Business overview



200+ Registrations
70+ Countries



Empowering farmers with array of innovative solutions to nurture crops from seed to harvest

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

Our Business Model

- Understanding the needs of farmers
- Creating unique patented solutions
- Initial development of products and solutions

Research & Development

- Prudent resource allocation
- Efficient supply chain management
- 5 state-of-the-art ag-chem manufacturing facilities
- 2 advanced seed processing plants

30 Key Partners



17 Patents



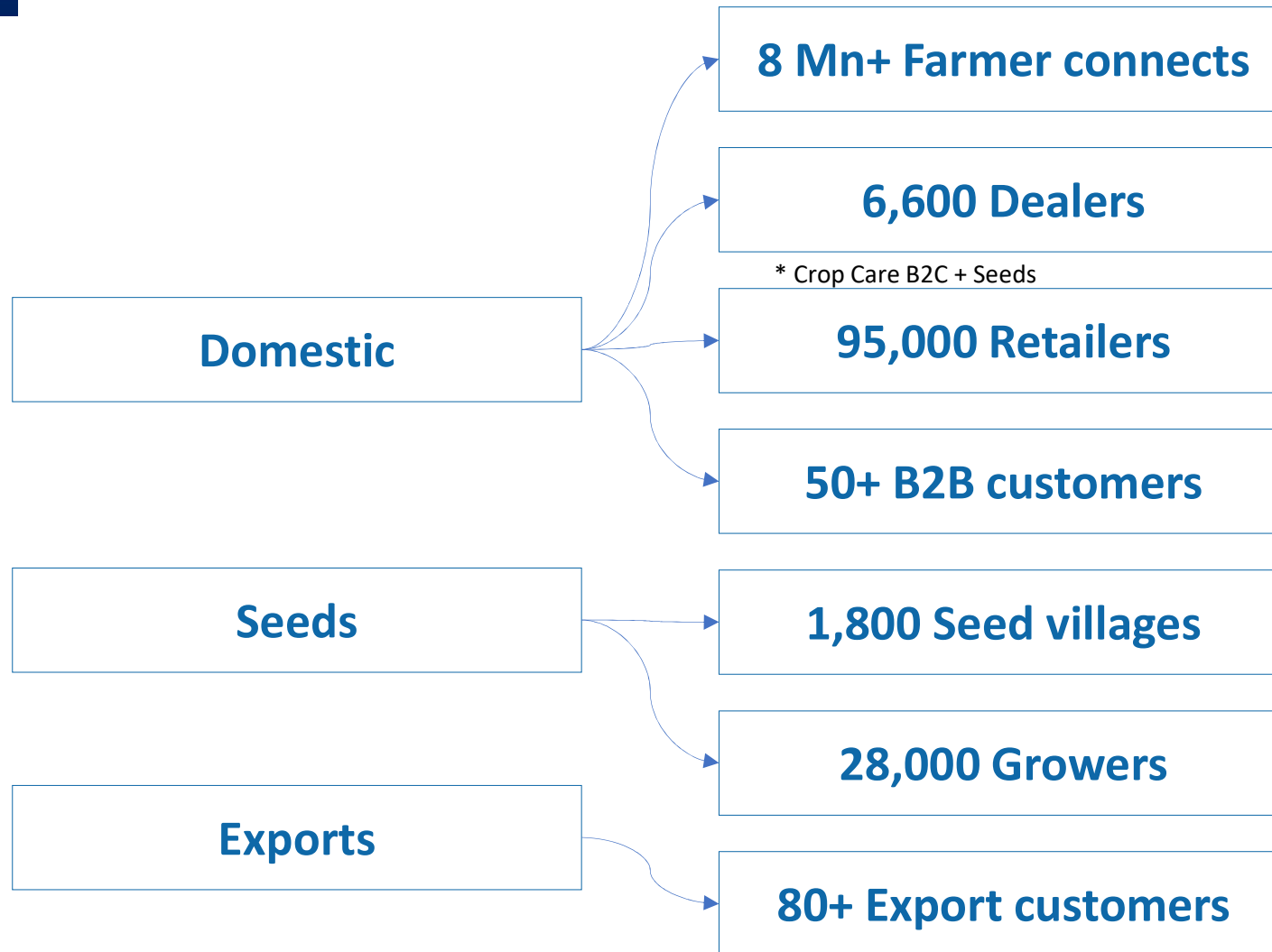
- Farmer connect
- Strong distribution network
- Building impactful customer relationships
- Regular feedback to improve product and solutions

Networking & Brand Building

Manufacturing

Integrated value chain from development to distribution and optimization at each stage

Our Network



Extensive distribution network covering 80% of India's districts

Customer Engagement

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



Building lasting relationships with trade partners and establishing loyalty with customers

Our Manufacturing Operations

1. Extensive knowledge and expertise in process chemistry & engineering
2. 5 owned manufacturing facilities:
 - a) Akola, Lote and Ankaleshwar
 - b) Multi-purpose plants at Dahej CZ & Dahej SEZ
3. 9 third party facilities under complete supervision
4. Seeds: Drying, Processing and Packaging Plants
 - a) Kokkonda (owned), GP Pally (TPF), Medchal (TPF)
5. Innovation Centres
 - a) Rallis Innovation Chemistry Hub (RICH), Bengaluru
 - b) Ag-Biotech Centre, Bengaluru



Ensuring highest quality of products through our state-of-the-art manufacturing capabilities

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 AND PLANT HEALTH
SOLUTIONS**



**PLUG PORTFOLIO GAPS
IN MAIZE & PADDY**



**EXTEND NORTH COTTON
SUCCESS TO
OTHER MARKETS**

Customer Centricity. Leveraging Digital, Collaborations and Alliances

Technology at Rallis

Building an Information Highway

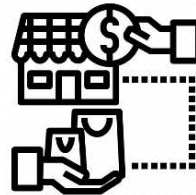
Demand Fulfilment



Supply Chain



Distributor



Retailer

Demand Creation



CA/MDRs



Influencer famer



Farmer(s)



Integrated Business Planning



Dealer Account Management



Retailer loyalty Management



Sales Team Application



CA + Farmer Application



Helpline Social Media
SMS/Email/Website

Manufacturing

Honeywell Technologies

Analytics

SeedSay + Forecasting for CP

Cyber Security

Crowd Strike, Zscaler, Manage Engine, Next Gen Firewall

Staying Ahead of the Technology Curve

Q2 Operating Context

1. Incessant rains in several parts of the country during the quarter impacted 1 to 3 rounds of CP sprays
2. Domestic Crop Protection Industry witnessed higher sales returns, loss of biologicals sales due to regulatory disruptions & crop damages due to floods
3. Business focused on regions and crops which were not affected by rains to drive placements
4. B2B business gained customer traction driven by persistent customer engagements
5. Continued focus on R&D and registrations pipeline in India and overseas
6. Seeds business faced supply constraints

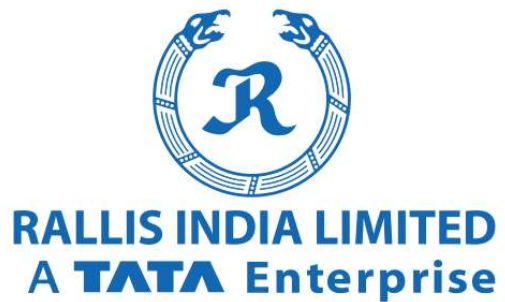
Challenging quarter with incessant rains in several parts of the country impacting CP sprays

Key Business Highlights

1. New products launched in Q2 – **Deeweed** (herbicide) and **Dodrio** (fungicide)
 - a. Entry made into Maize herbicide market with 2 new offerings in Q1 (**Penflor, Allato**) received good response
 - b. Total 8 new products launched YTD including Master Gold, Torris, Vaar, Teer
2. Bio stimulants sales resumed by end of Q2
 - a. To surmount regulatory challenges, moved manufacturing of Bio stimulants to inhouse
 - b. Trend towards more CP companies getting into Bio stimulants continues
3. Strong performance from B2B segment, higher volumes from Metri, Pendi and Metalaxyl
4. CSM revenues dipped due to customer phasing, expect to resume from Q3/Q4
5. Steady build up of new product pipeline across key portfolios, gearing up for launch in forthcoming quarters

Adverse weather conditions subdues demand, Steady performance in a challenging operating context with better margin delivery

Q2 FY26 RESULTS



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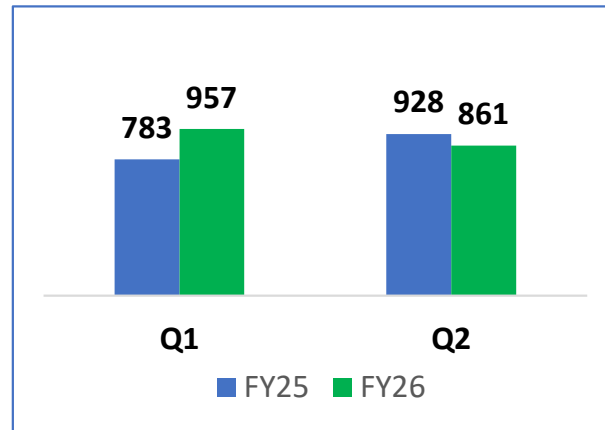


SEEDS

Financial Snapshot - Q2 and H1FY26

REVENUE

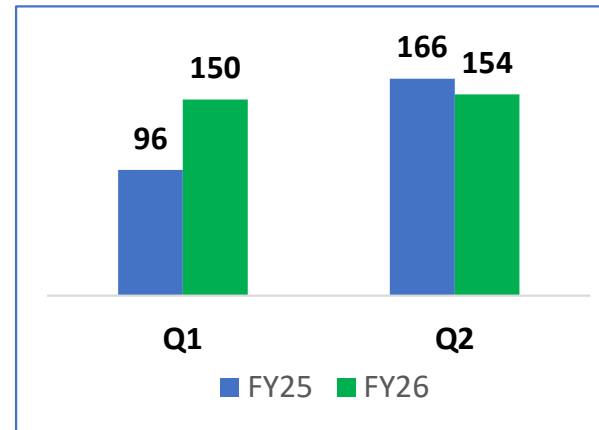
H1FY25: ₹1,711 Cr; H1FY26 ₹1,818 Cr



- Revenue decreased by 7% from ₹ 928 Cr in Q2FY25 to ₹ 861 Cr in Q2FY26
- Q2FY26 Crop Care revenue decreased by 3% and Seeds revenue down by 29% YoY vs Q2FY25
- B2B-exports growth momentum continued - Revenue increased by 33% YoY vs Q2FY25

EBITDA

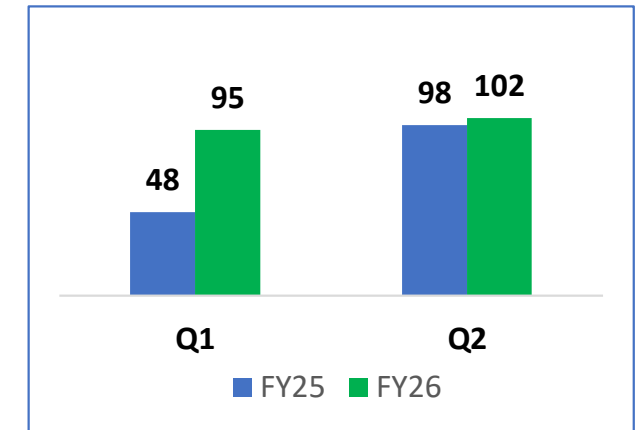
H1FY25: ₹261 Cr; H1FY26 ₹303 Cr



- Q2FY26 EBITDA decreased by 7% primarily due to lower crop protection B2C revenue

PAT AEI

H1FY25: ₹146 Cr; H1FY26 ₹197 Cr



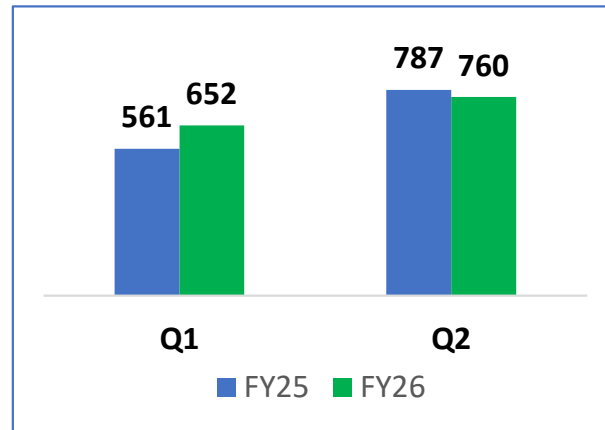
- Q2FY26 PAT increased by 4% from Q2FY25, PAT margin improved by 120 bps to 11.8%

Better gross margins partially offset sales decline

Financial Snapshot - Q2 and H1FY26 Crop Care

REVENUE

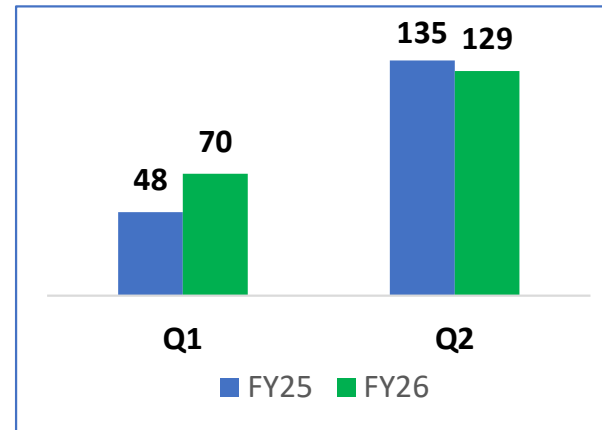
H1FY25: ₹1,348 Cr; H1FY26 ₹1,411 Cr



- Crop Care revenue decreased by 3% vs Q2FY25 driven by price variance
- Crop Protection B2C Revenue decreased by 10% vs Q2FY25
- Soil and Plant health (SPH) Revenue decreased by 20% vs Q2FY25 due to regulatory challenges in Biostimulants category
- B2B Revenue increased by 14% vs Q2FY25.

EBITDA

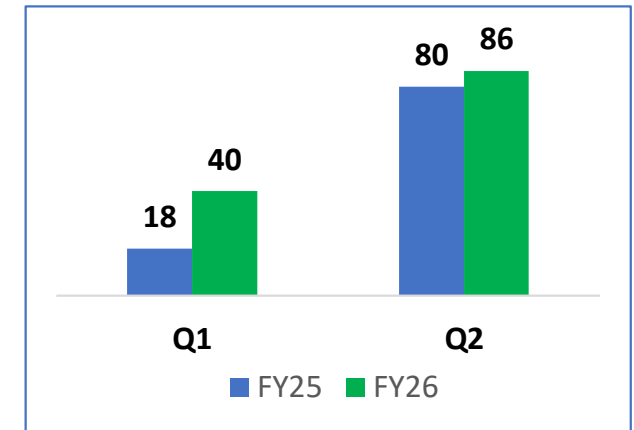
H1FY25: ₹182 Cr; H1FY26 ₹198 Cr



- Q2FY26 EBITDA decreased by 4% vs Q2FY25

PAT AEI

H1FY25: ₹98 Cr; H1FY26 ₹126 Cr



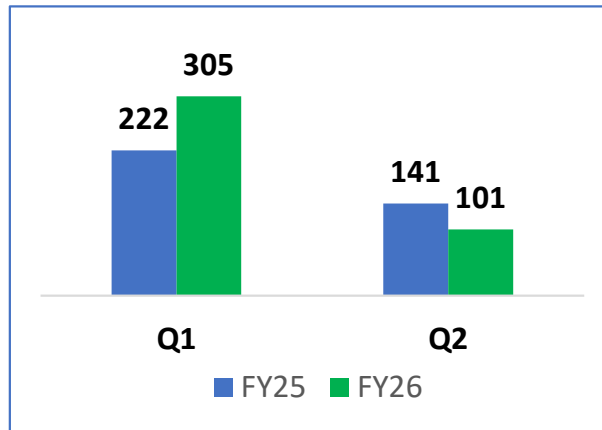
- Q2FY26 PAT increased by 7% from Q2FY25

B2B growth momentum continued, B2C impacted due to incessant rainfall

Financial Snapshot - Q2 and H1FY26 Seeds

REVENUE

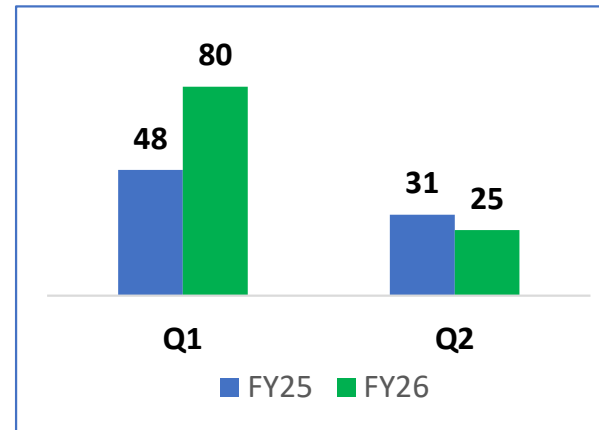
H1FY25: ₹363 Cr; H1FY26 ₹406 Cr



- Q2FY26 Revenue decreased by 29% vs Q2FY25 primarily due to supply chain constraints, though higher gross margins and effective pricing helped mitigate the impact.

EBITDA

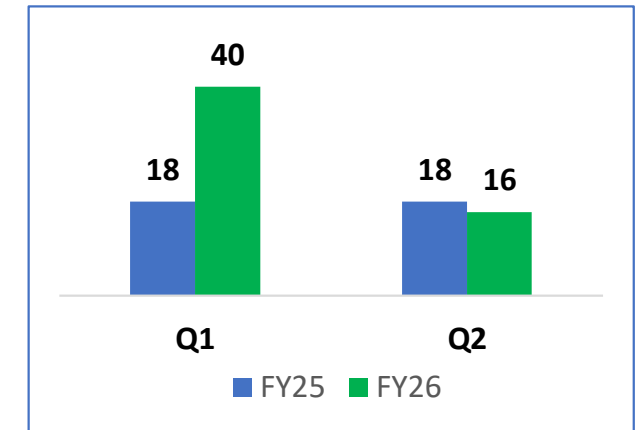
H1FY25: ₹79 Cr; H1FY26 ₹105 Cr



- Q2FY26 EBITDA is ₹ 25 Cr vs ₹ 31 Cr in Q2FY25
- Improvement in gross margin help offset revenue loss

PAT AEI

H1FY25: ₹48 Cr; H1FY26 ₹71 Cr



- Q2FY26 PAT is ₹ 16 Cr vs ₹ 18 Cr in Q2FY25

Revenue dip due to supply chain constraints

Saksham Niveshak Campaign

100 Days Campaign: Saksham Niveshak

- Investor Education and Protection Fund Authority (IEPFA) has initiated a 100 Days Campaign - **“Saksham Niveshak”** to reach out to shareholders whose dividend(s) has remained unpaid/unclaimed and whose Know Your Customer (KYC) and other details have not been updated.
- The unclaimed/unpaid dividend(s) will be credited to the shareholder’s bank account only after the KYC is updated. Details of unclaimed dividend(s) are available on the website of the Company at <https://www.rallis.com/investors/IEPF>.
- Shareholders may also reach out to the Company at investor_relations@rallis.com or raise a service request on https://web.in.mpms.mufg.com/helpdesk/Service_Request.html for any assistance in this regard.

Community Support Activities

Water Conservation Jal Dhan



- Work initiated in 7 villages
- 3.7 km Nala, 1 pond, and 1 check-dam desilted . (Work has been temporarily halted due to Flood situation).



Education RUBY



- 1800+ Books distributed under English Intervention Prog.
- Science , Math's & English intervention covering 1800 students is in progress.
- Capability building program for 36 Teachers.



Skill Development TaRa



- 196 students enrolled under various skill training Program & 133 engaged.
- Focused on Financial literacy, Employment & Entrepreneurship



Unnat Gram



- 12500 horticulture plantation distributed under Unnat Gram.
- Unnat gram-19 Tribal farmers covered in Govt conversion scheme of Rs 74.0 Lakh



C- SAFE



- Total 40 Farmers covered under various govt scheme.
- Govt Conversion of Rs 1.80 Cr.
- Short duration cropping for sustainable Income.

Community Support Activities-TVW 24 (TATA VOLUNTEERING WEEK)

As part of the 24th edition of **TATA Volunteering Week**, we successfully conducted **42 impactful activities** across **pan India**, engaging **204 active volunteers** who collectively contributed **577 volunteer hours**. These efforts directly created a positive impact on the lives of over **3875 individuals** across various communities. This initiative stands as a testament to our continued commitment to community development.



THANK YOU

FOR ANY QUERIES, PLEASE CONTACT BELOW:

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