



RALLIS INDIA LIMITED
A **TATA** Enterprise



**Rooted in
values,**



**Seeding
growth.**

SERVING FARMERS THROUGH SCIENCE

Q3 & 9M FY26

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING

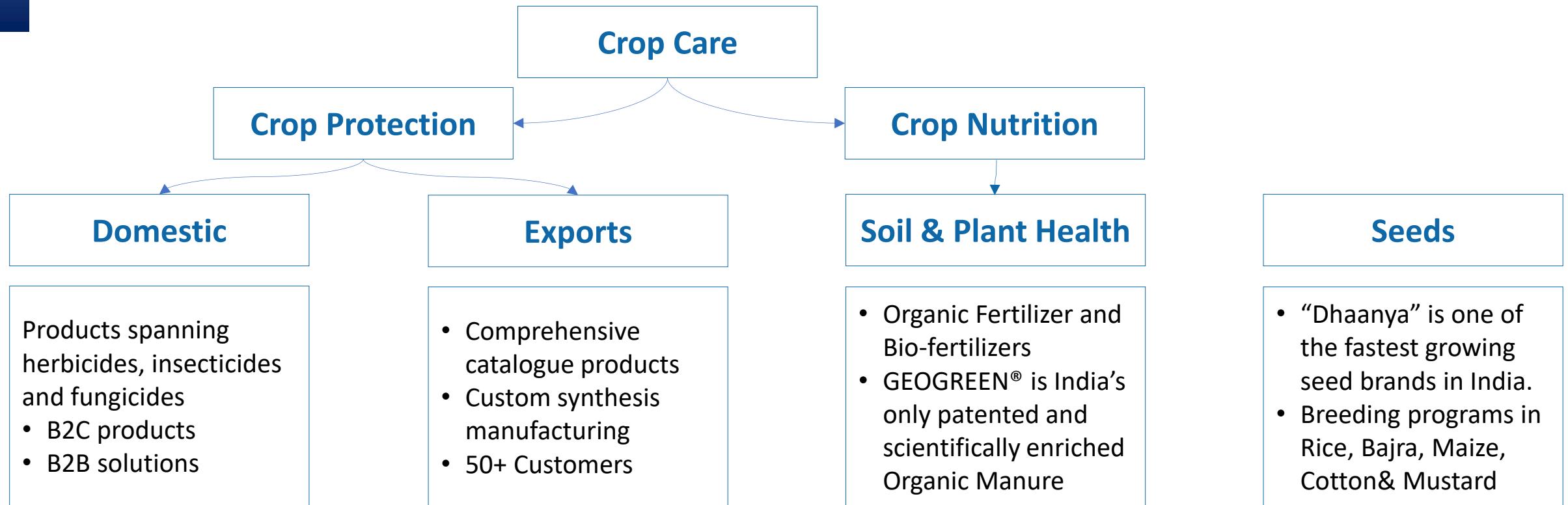


SOIL AND PLANT
HEALTH



SEEDS

Business overview



200+ Registrations



30+ Countries



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

Our Business Model

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

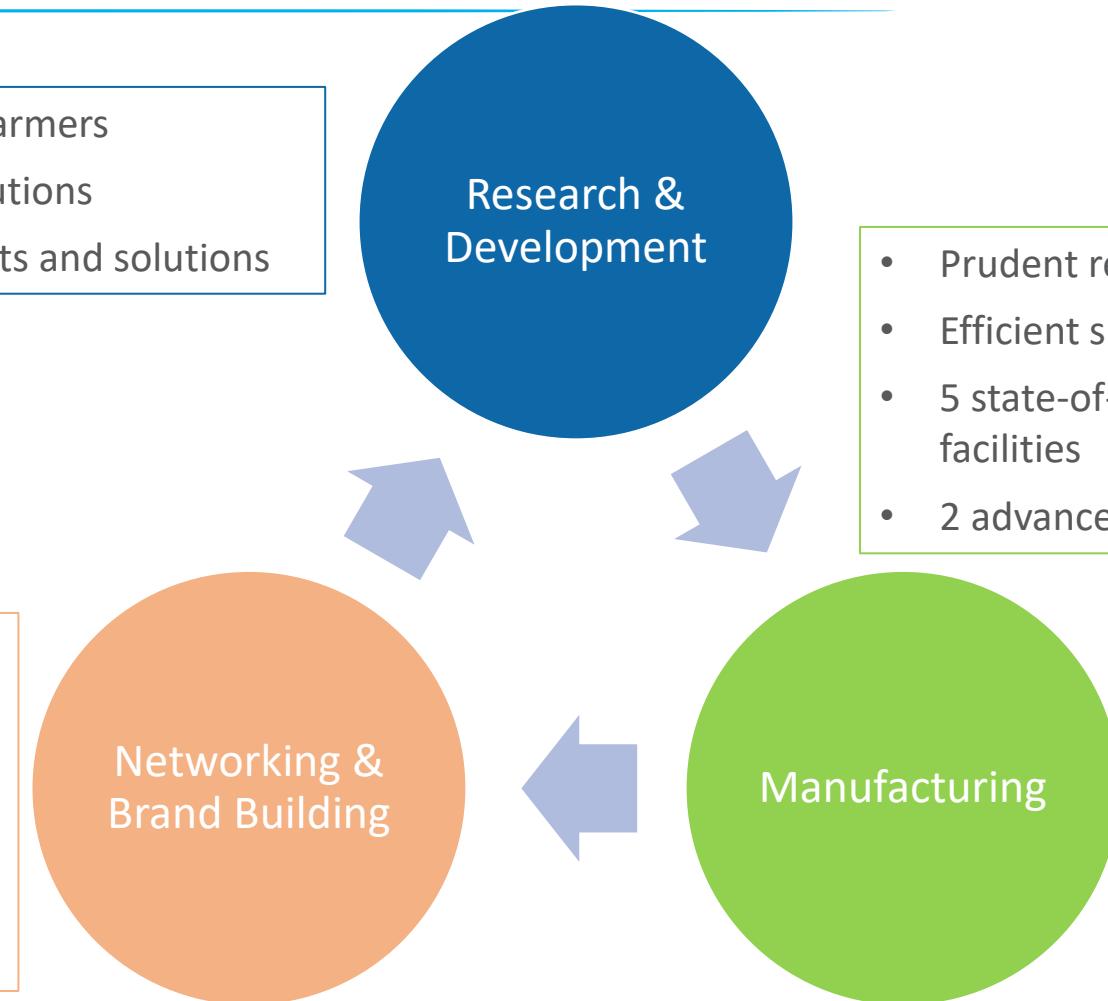
Research & Development

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

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

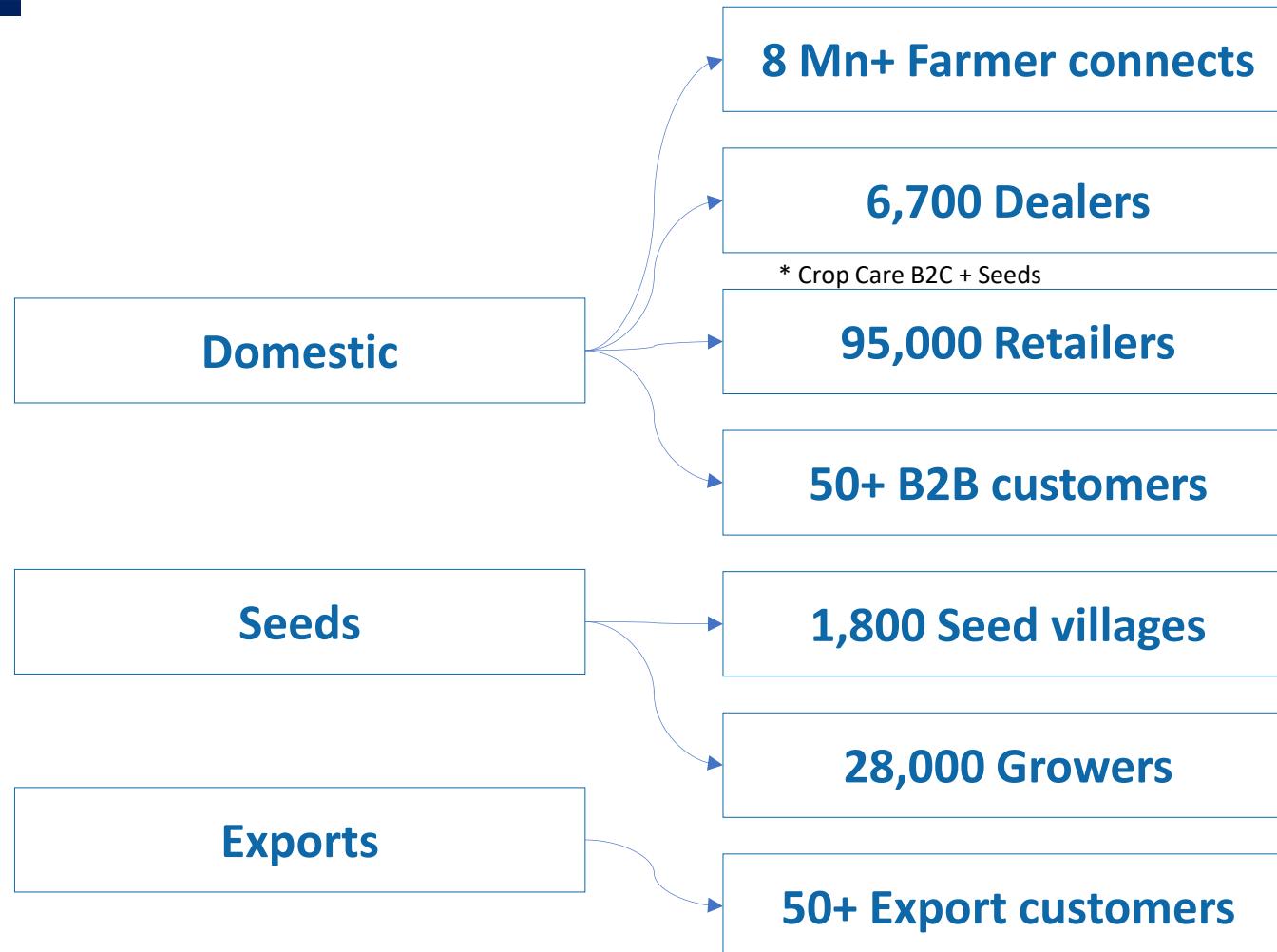
Networking & Brand Building

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

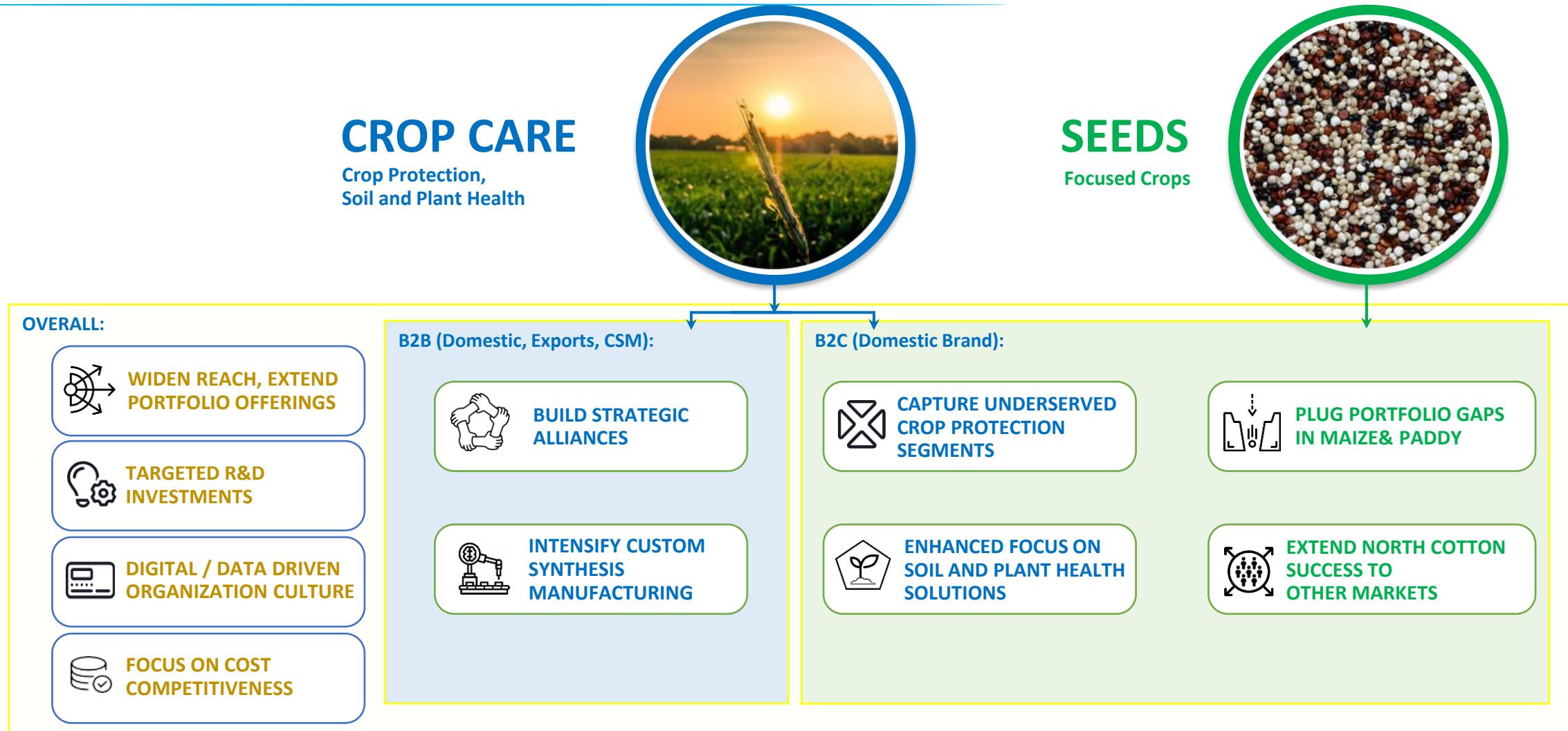
Our Manufacturing Operations

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

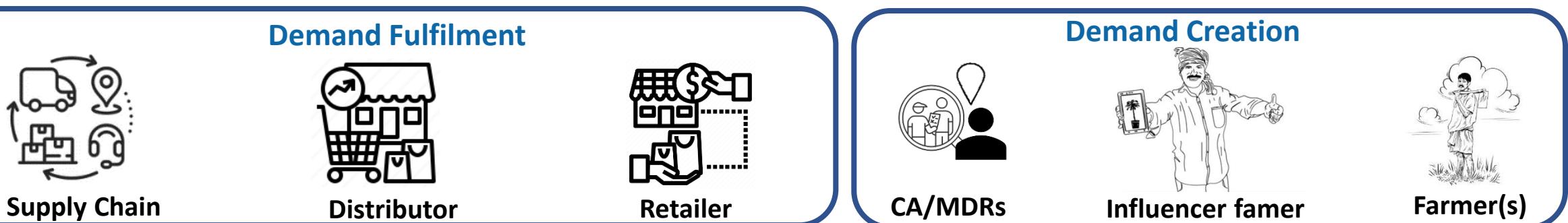
LONG TERM STRATEGY



Customer Centricity. Leveraging Digital, Collaborations and Alliances

Technology at Rallis

Building an Information Highway



SAP S/4HANA 
SuperProcure
 Transportation Management. Simplified
 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

Q3 Operating Context

1. Demand remained moderate with slight seasonal fluctuations in key crops like cumin, chilli & paddy
 - a. Low pest pressure especially in chilli
 - b. Extended rainfall impact and lower commodity prices
 - c. Overall rabi acreages for MY26P is expected to inch up marginally, led by wheat, maize, and gram.
 - d. SPH demand was medium, with small improvement from mid quarter and progress in Rabi season
2. Channel inventory slightly elevated due; liquidation expected in Q4.
3. Margins in pressure due to input cost inflation and competition from Chinese imports
4. Low demand for branded wheat and mustard seeds

Moderate demand and seasonal fluctuations, demand looking up as Rabi season is progressing

Key Business Highlights

1. **Domestic formulations:** business focused on volume expansion, new product promotion, & broader reach through digital engagement
 - Farmer level schemes under direct benefit transfer and retailer level schemes were rolled out
2. New Herbicide Fateh Nxt launched successfully in Wheat crop
 - In 9M launched 9 new products - 7 Herbicides & 2 Fungicides
3. **B2B business** registered volume growth driven by customer expansion in export market
4. **Soil & Plant Health** business progressed in compliance in majority of the States post successful migration of Biostimulant production inhouse; Focused on volume scale up of select products
5. **Seeds business** maintained volumes in both Wheat and Mustard despite lower demand for branded seeds
6. **R&D update** → Metsulfuron Methyl + Clodinafop-Propargyl + Metribuzin (RIL-401/CF3-Three-way herbicide combination for wheat): Indian Patent Granted; Mesotrione process patent granted in US



Strong focus on digital channels to drive customer and retailer engagement



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Q3 FY26 RESULTS



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PROTECTION



EXPORTS CROP
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CUSTOM SYNTHESIS
MANUFACTURING



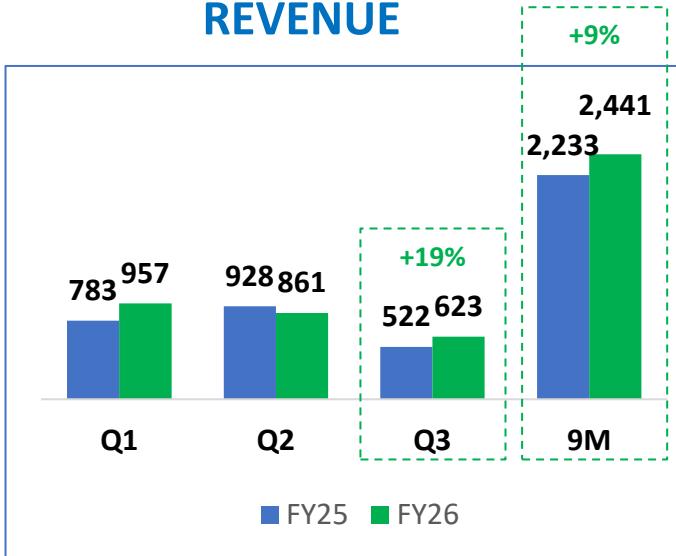
SOIL AND PLANT
HEALTH



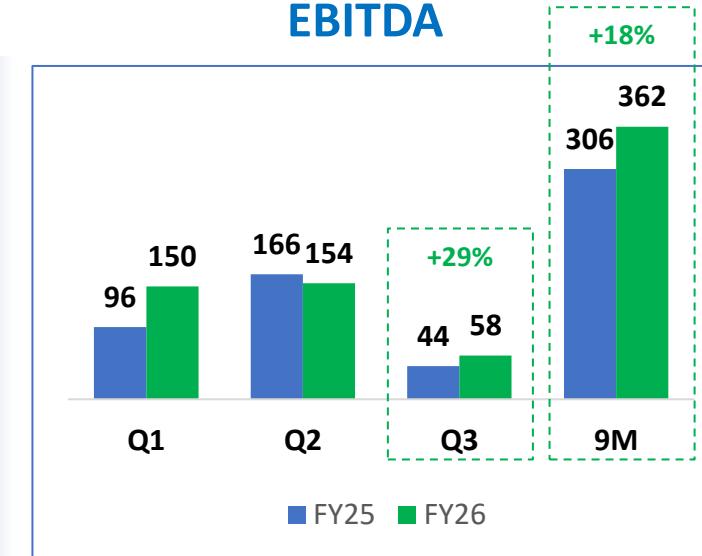
SEEDS

Financial Snapshot - Q3 and 9M FY26

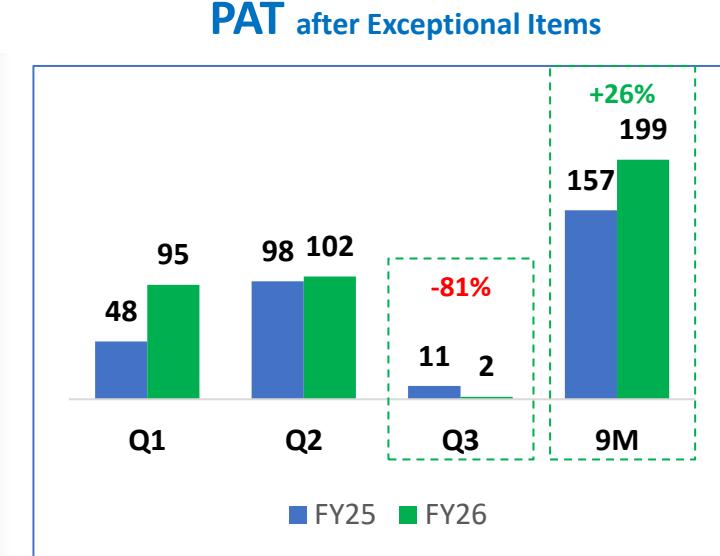
REVENUE



EBITDA



PAT after Exceptional Items



- Revenue increased by 19% from ₹ 522 Cr in Q3FY25 to ₹ 623 Cr in Q3FY26. 9MFY26 revenue increased by 9% from ₹ 2,233 Cr in 9MFY25 to ₹ 2,441 Cr in Q3FY26.
- Q3FY26 Crop Care revenue increased by 18% and Seeds revenue increased by 46% YoY vs Q3FY25
- B2B exports growth momentum continued - Q3FY26 B2B Exports including CSM revenue increased by 56% YoY vs Q3FY25

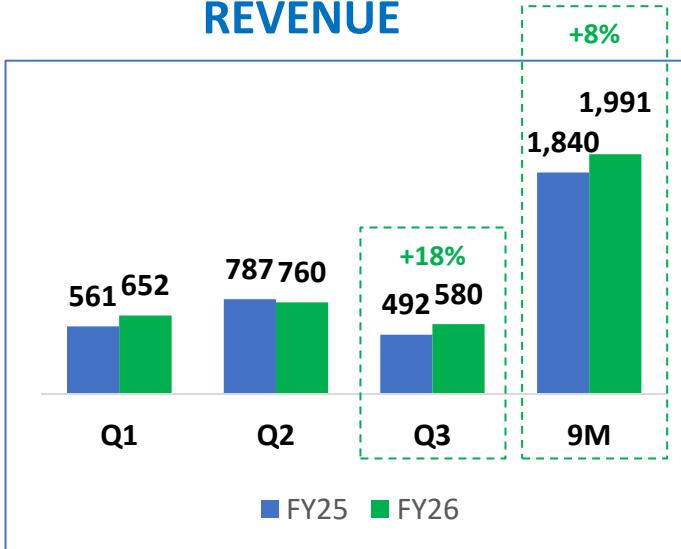
- Q3FY26 EBITDA increased by 29% from ₹ 44 Cr in Q3FY25 to ₹ 58 Cr in Q3FY26
- 9MFY26 EBITDA increased by 18% from ₹ 306 Cr in 9MFY25 to ₹ 362 Cr in 9MFY26.

- Q3FY26 PAT decreased by 81% from Q3FY25, on account of one-off items due to additional gratuity provision arising in the context of Wage Code
- 9MFY26 PAT increased by 26% from ₹ 157 Cr in 9MFY25 to ₹ 199 Cr in 9MFY26.

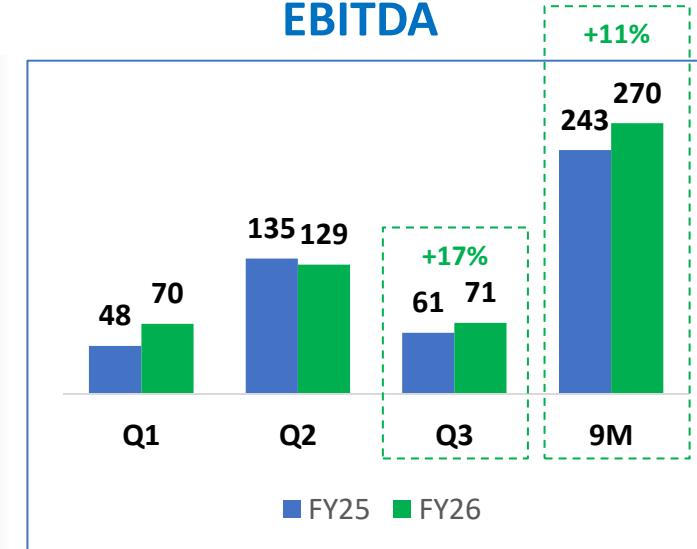
Volume growth across both Crop Care (27%), and Seeds (50%) business offset by price degrowth of 9% and 3% respectively

Financial Snapshot - Q3 and 9M FY26 Crop Care

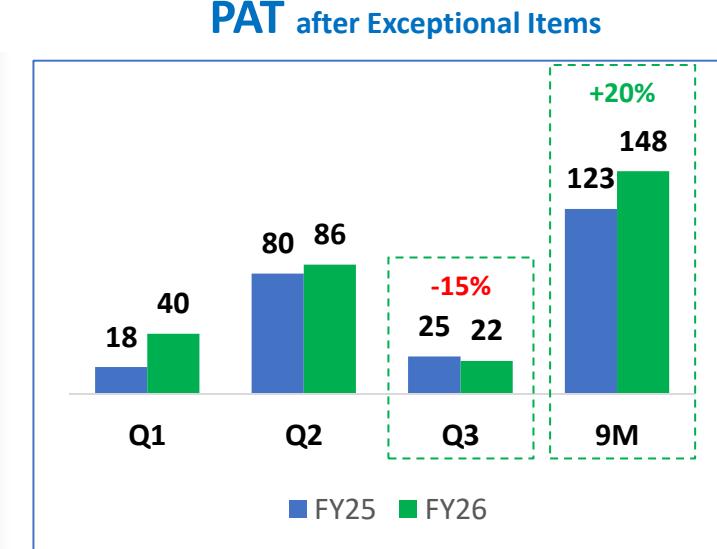
REVENUE



EBITDA



PAT after Exceptional Items



- Q3FY26 Crop Care revenue increased by 18% vs Q3FY25 driven by volume variance
- Q3FY26 Crop Protection B2C revenue increased by 13% vs Q3FY25
 - Q3FY26 Soil and Plant health (SPH) revenue increased by 16% vs Q3FY25 post overcoming regulatory challenges.
- Q3FY26 B2B Revenue increased by 30% vs Q3FY25.

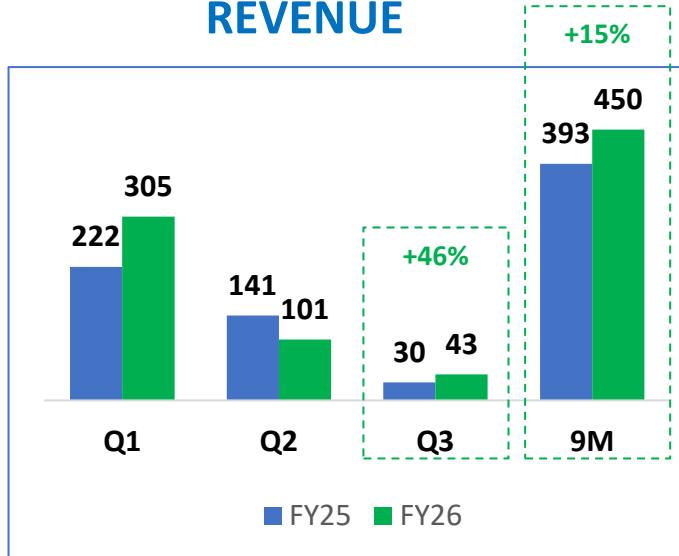
- Q3FY26 EBITDA increased by 17% vs Q3FY25.
- 9MFY26 EBITDA increased by 11% from ₹ 243 Cr in 9MFY25 to ₹ 270 Cr in 9MFY26.

- Q3FY26 PAT decreased by 15% from Q3FY25 on account of one-off items due to additional gratuity provision arising in the context of Wage Code
- 9MFY26 PAT increased by 20% from ₹ 123 Cr in 9MFY25 to ₹ 148 Cr in 9MFY26.

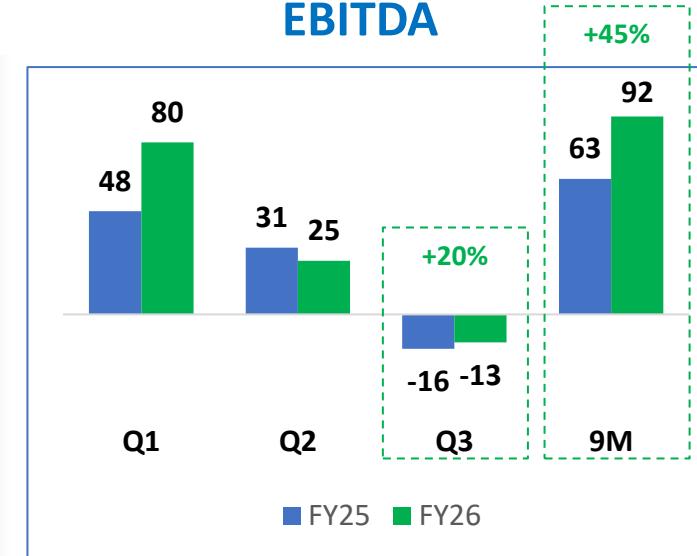
Growth led by B2C business volume growth of 25% YoY vs Q3FY25, B2B Exports including CSM revenue growth of 56% YoY vs Q3FY25

Financial Snapshot - Q3 and 9M FY26 Seeds

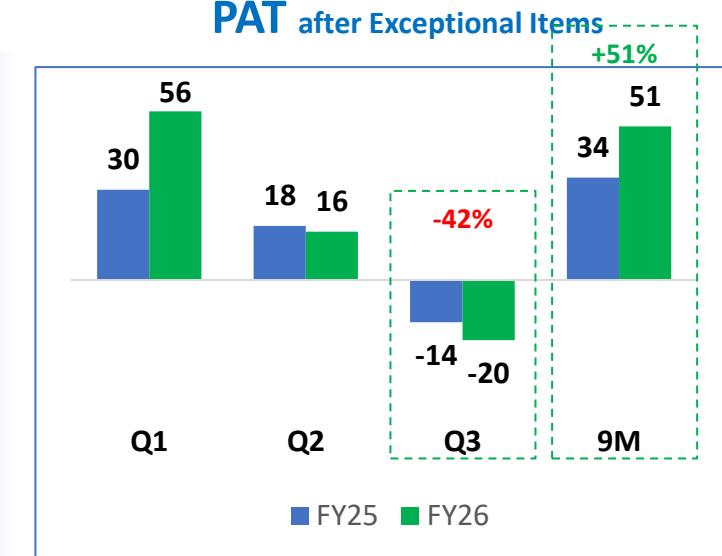
REVENUE



EBITDA



PAT after Exceptional Items



- Q3FY26 revenue increased by 46% vs Q3FY25 driven by volume growth across wheat, mustard and paddy
- 9MFY26 revenue increased by 15% from ₹393 Cr in 9MFY25 to ₹ 450 Cr in 9MFY26.

- Q3FY26 EBITDA is (-₹ 13 Cr) vs (-₹ 16 Cr) in Q3FY25.
- 9MFY26 EBITDA increased by 45% from ₹63 Cr in 9MFY25 to ₹ 92 Cr in 9MFY26.

- Q3FY26 PAT is (-₹ 20 Cr) vs (-₹ 14 Cr) in Q3FY25 on account of one-off items due to additional gratuity provision arising in the context of Wage Code
- 9MFY26 PAT increased by 51% from ₹ 34 Cr in 9MFY25 to ₹ 51 Cr in 9MFY26.

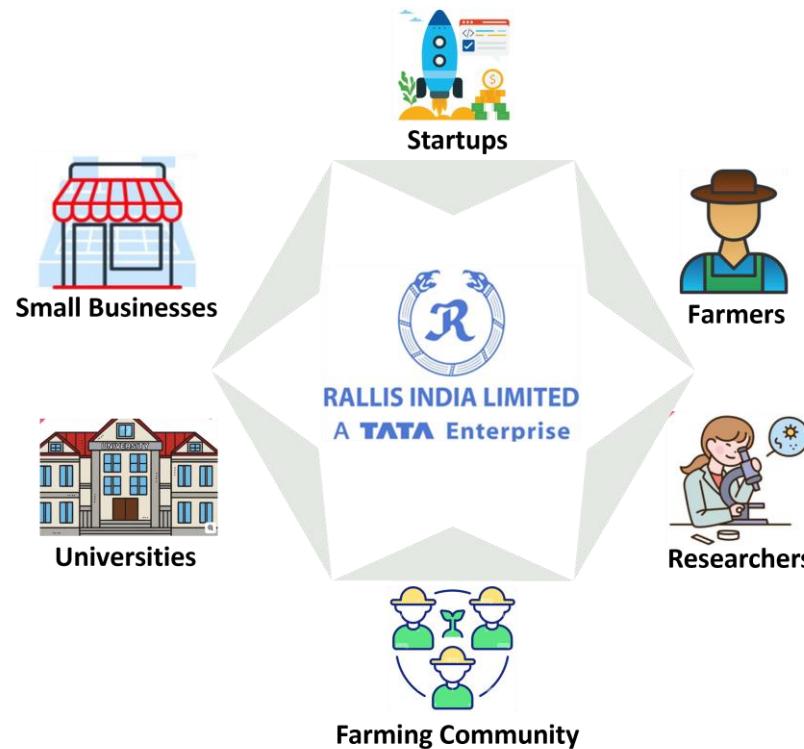
Revenue growth driven by higher volumes in across wheat, mustard and paddy

Launch of Idea2Impact - Rallis Agri Innovation Ecosystem

Vision:

To create a transparent, collaborative and scalable innovation ecosystem that empowers farmers, independent researchers, startups and small enterprises to unlock the commercial potential of their innovations.

Stakeholders Ecosystem



Scope



Benefits & Impact

Innovators: Commercialisation, royalties, recognition

Rallis: Access to innovations, stronger farmer connect

Farmers: Affordable, sustainable agri-solutions

<https://idea2impact.rallis.com/>

Launch of Sampark Plus App

- Careful selection of Villages based on market potential being assigned to Crop advisors for Demand Creation
- Unified Field Operations Platform: One Demand creation application for Seeds & Crop Care business used across all Crop Advisors & S&M Team members
- Measuring Efficiencies of Demand creation activities through built - in Performance management system for Crop advisors
- Unified dashboard providing Insights on Customer engagement - that feeds in to the upcoming Farmer 360 Module
- Provision to connect with Agentic AI for action plan generation & implementation based on insights generated



Community Support Activities

Water Conservation Jal Dhan

- Work Completed in 8 villages
- 3.7 km Nala, 2 pond, and 2 check-dam desilted



Education Unnat Gram

- Govt. convergence -67 Farmers for support of ₹1.10 Cr.
- Rehab & Education support to 120 Special Children
- Distributed 800 Kitchen garden Kit



Skill Development TaRa

- 411 students enrolled & Fully trained 196 (ytd)
- Focused on digital literacy, AI & employability,



Rural Development

- Total Plantation- 12500
- You are safe Campaign- Covered 750 Farmers in 34 Villages
- Work on Three Integrated Smart Village Centre (ISVC) started in Uttarakhand.



C-SAFE

- Covered 3800 Farmers (ytd)
- Government Convergence –Rs 3.7 Cr.

THANK YOU

FOR ANY QUERIES, PLEASE CONTACT BELOW:

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SERVING FARMERS THROUGH SCIENCE

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