



**RALLIS INDIA LIMITED**

April 27, 2026

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 April 14, 2026 informing about Analysts/Investors call**

With reference to the aforesaid letter, please find enclosed a presentation on the results for the quarter and financial year ended March 31, 2026 for the analysts / investors call to be held on Tuesday, April 28, 2026.

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](http://www.rallis.com).

You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Rallis India Limited**

**Sariga P Gokul  
Company Secretary & Compliance Officer**

Encl. as above

Nurturing land,  
Nourishing lives.



RALLIS INDIA LIMITED  
A TATA Enterprise



Q4 & FY26

## RESULTS PRESENTATION



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



SOIL & PLANT HEALTH



SEEDS

# FY26 Key Business Highlights

1. **Highest ever EBITDA** driven by broad based volume growth and cost optimization.
2. **Domestic Formulations:** Overcoming challenges, business delivered 5% revenue growth.
  - Industry impacted by adverse weather conditions, crop shifts, and lower pest pressure.
  - Launched 11 new products during FY26 - 7 Herbicides, 2 Fungicides and 2 Insecticides.
3. **B2B business** registered higher volumes and strong price/margin optimization for key products in international market.
4. **CSM business** witnessed price uptick, cost optimization in key products.
5. **Soil & Plant Health** business registered healthy growth in despite regulatory challenges relating to biostimulants.
6. **Seeds business** saw strong growth driven by strategic planning & execution amidst supply constraints & demand challenges. 19 new products launched across crops.

Resilient Performance in tough environment with Record EBITDA

# Our Vision - Serving Farmers Through Science

## Guided by 6 Core Values

### Safety



### Pioneering



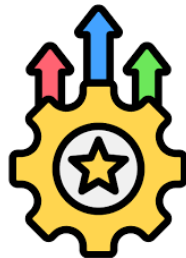
### Integrity



### Customer Centricity



### Excellence



### Speed

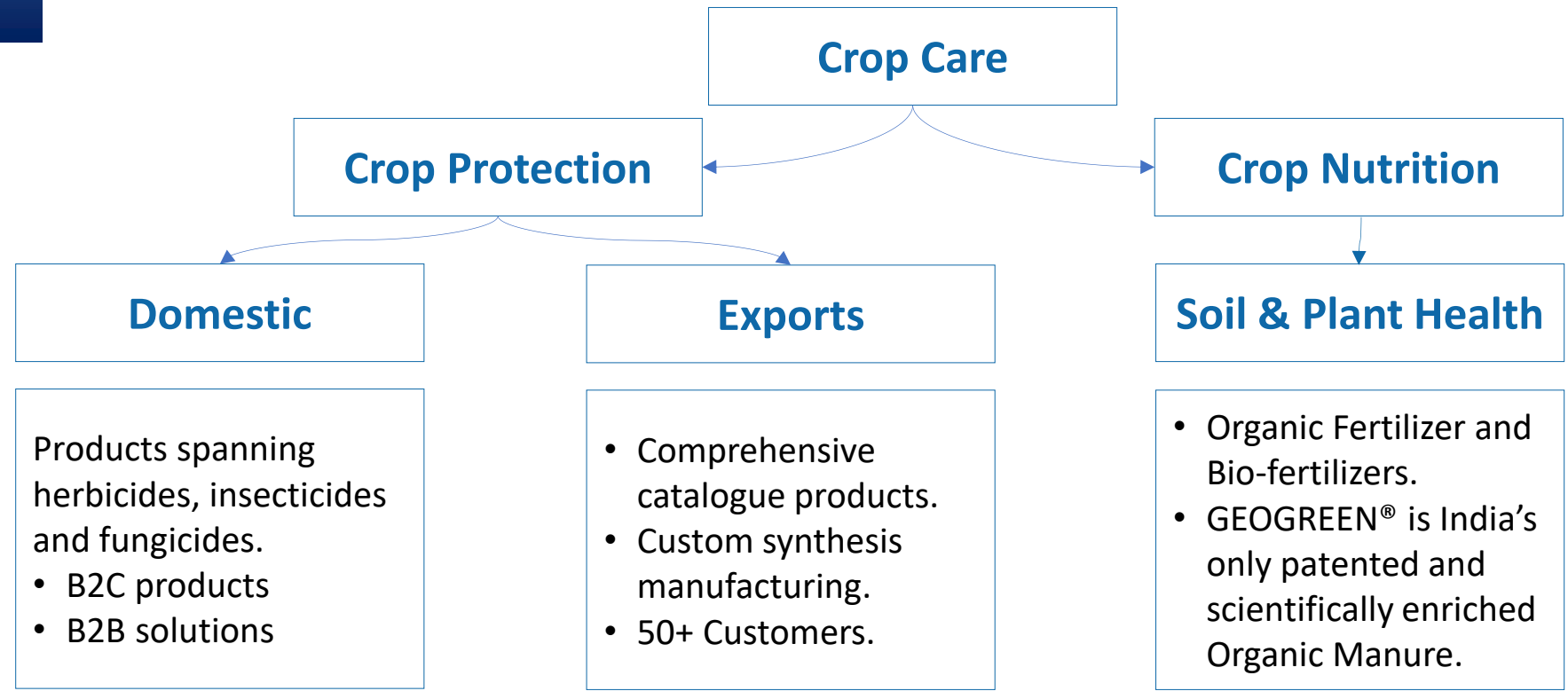


## Our Mission

*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*


# Business overview



## Seeds

- “Dhaanya” is one of the fastest growing seed brands in India.
- Breeding programs in Rice, Bajra, Maize, Cotton & Mustard.



 200+ Registrations

 30+ 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 & Plant health solutions (SPH)”

# LONG TERM STRATEGY

## CROP CARE

Crop Protection,  
Soil & Plant Health



## SEEDS



Focused Crops







### OVERALL:

-  **WIDEN REACH, EXTEND PORTFOLIO OFFERINGS**
-  **TARGET R&D INVESTMENTS**
-  **DIGITAL / DATA DRIVEN ORGANIZATION CULTURE**
-  **FOCUS ON COST COMPETITIVENESS**

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

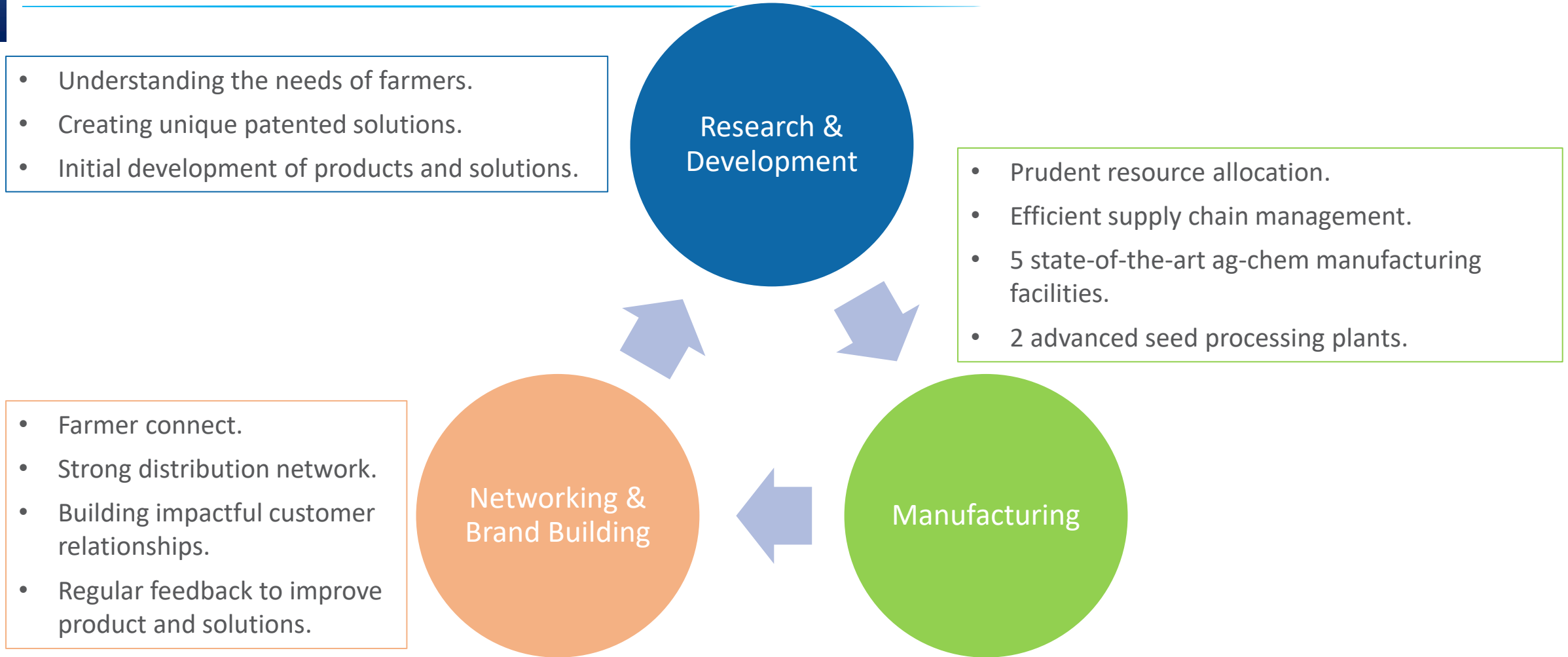
-  **BUILD STRATEGIC ALLIANCES**
-  **INTENSIFY CUSTOM SYNTHESIS MANUFACTURING**

### B2C (Domestic Brand):

-  **FOCUS ON UNDERSERVED CROP PROTECTION SEGMENTS**
-  **ENHANCED FOCUS ON SOIL & PLANT HEALTH SOLUTIONS**
-  **PLUG PORTFOLIO GAPS IN MAIZE & PADDY**
-  **EXTEND NORTH COTTON SUCCESS TO OTHER MARKETS**

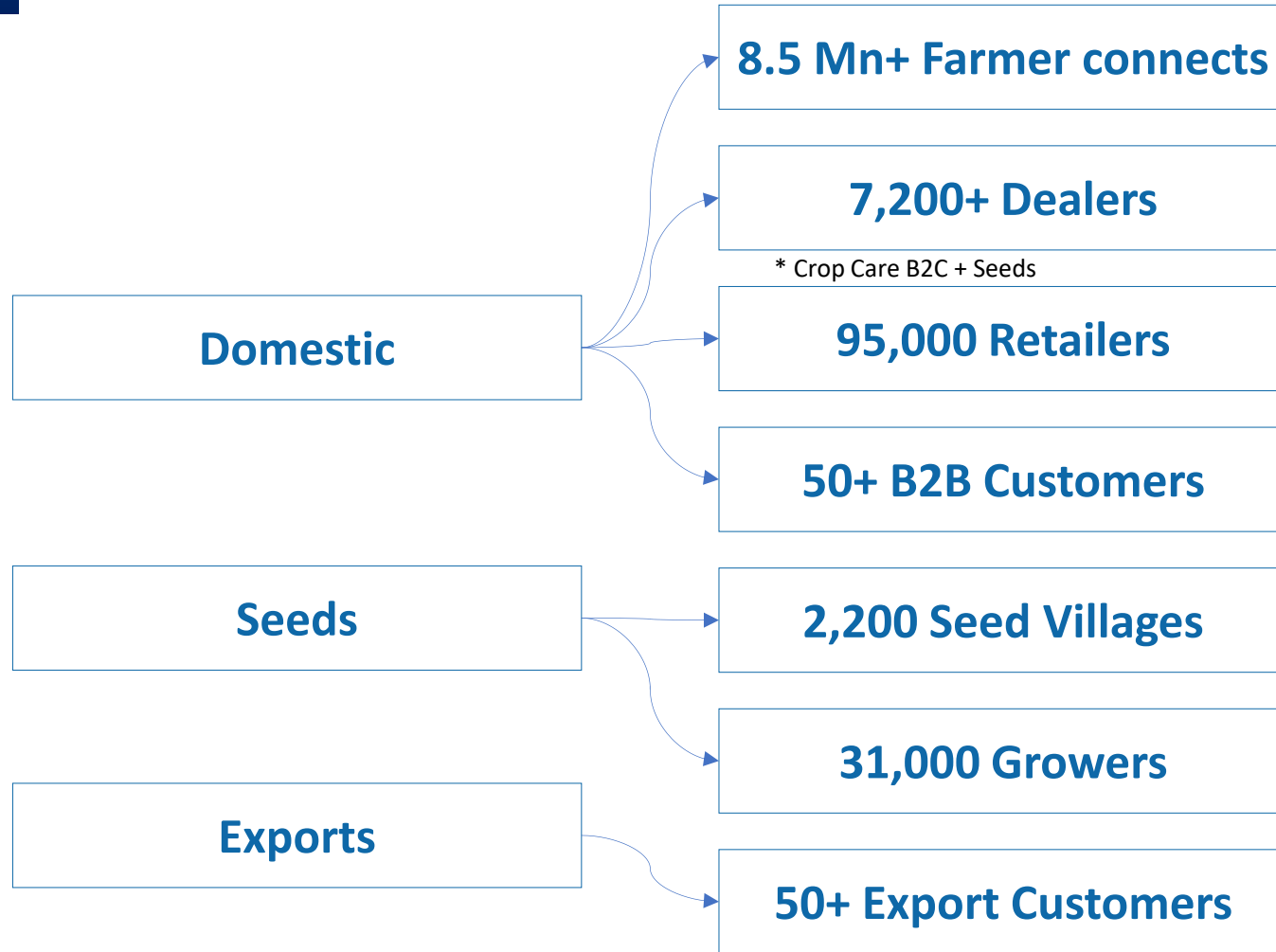
Customer Centricity. Leveraging Digital, Collaborations and Alliances

# Our Business Model



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

# Our Network



Extensive distribution network covering 80% of India's districts

# Customer Centric Digital Interventions



GiS application to visually evaluate agriculturally potential villages & cluster them into key market centers.

Capture demand created in these carefully identified market centers & generate insights through farmer interactions.

Integrate with demand creation on field & amplify engagement through distance marketing means.

Provide convenient touchpoints to farmers to raise their queries & concerns through whatsapp & toll-free call centre.

Incentivize farmers to purchase Rallis's products through curated cashback / discount schemes, using QR code technology.

# 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. 10 third party facilities under complete supervision.
4. Seeds: Drying, Processing and Packaging Plants:
  - a) Kokkonda (owned), GP Pally (TPF) and 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

# Community Support Activities

## Water Conservation Jal Dhan



- Work completed in 14 villages covering 29K villagers.
- Water harvesting capacity created – 5.24 MCM (FY26-0.466 MCM).
- Total kilometer de-silted- 11 KM.



## Education RUBY



- Total School covered 40 and serving 7260 students.
- Capability Building of 45 teachers.
- Rehab & Education support to 250 Special & Divyang children.



## Skill Development TaRa



- 501 students enrolled & 448 Fully trained.
- Focus on employment generating skills.
- 55% gainfully engaged, covering 95% AA population.
- Scholarship support to 100 ITI students.



## Rural Development Unnat Gram



- Total Plantation: 13K, covering 32 acres of land.
- Three Integrated Smart Village Centre (ISVC) started in Uttarakhand under SETU project.
- Families covered under livelihood-415.
- Government convergence - 67 Farmers for support of Rs. 2.10 Cr.
- Distributed 860 kitchen garden kit.



## C- SAFE & Others



- Covered 3950 farmers.
- Government convergence: Rs. 4.0 Cr.
- Per capita volunteering hours increased from 3.9 to 6.49.

# Q4 Operating Context & Highlights

- War in the middle east from February end impacted planning, price rise and panic buying of commodities.
- Overall demand was mixed, with low consumption in key crops like paddy, potato, chilli & maize due to low pest/disease pressure.
- Margins were under pressure due to carry over inventory, currency fluctuations & generic competition.
- Activated sales through campaigns and field activities in key crops like cumin, maize & sugarcane.
- Domestic formulations: Healthy growth YoY driven by growth in old brands.
- Tech assisted marketing interventions to promote products and generate demand, digital led field AV van campaigns, farmers & retailer level digital schemes & enrolment of retailers on Anubandh Edge.
- Obtained registration for Spiro, a three-way patented herbicide for paddy.
- Seeds business launched 2 new products across our core crops, saw growth in rabi millet and fodder placement.

**Overall demand was mixed, with pockets of positive demand and pockets of subdued demand**

# Q4 & FY26 RESULTS



RALLIS INDIA LIMITED  
A **TATA** Enterprise



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



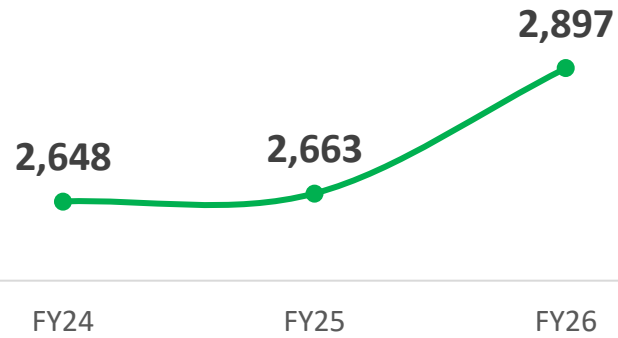
SOIL & PLANT HEALTH



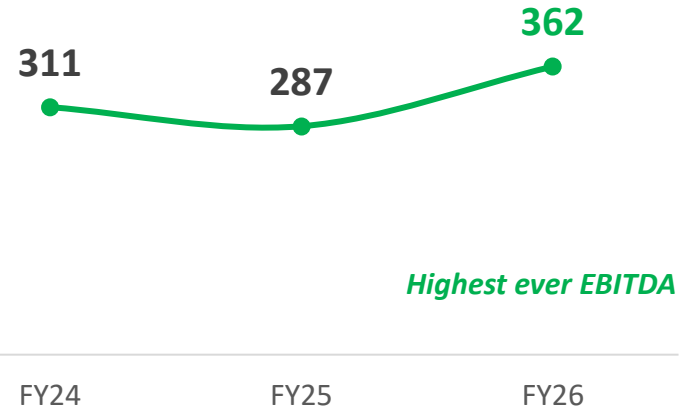
SEEDS

# Key Financial Ratios

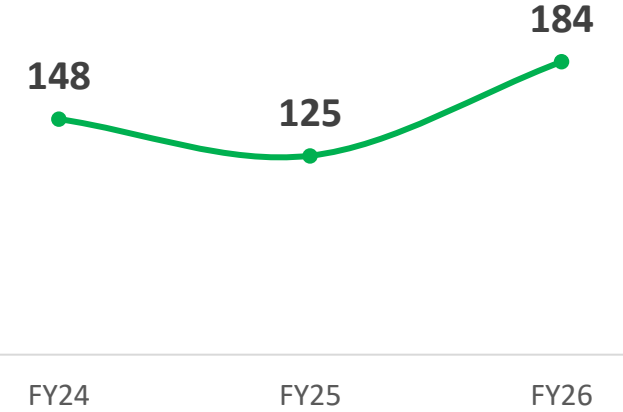
### Revenue



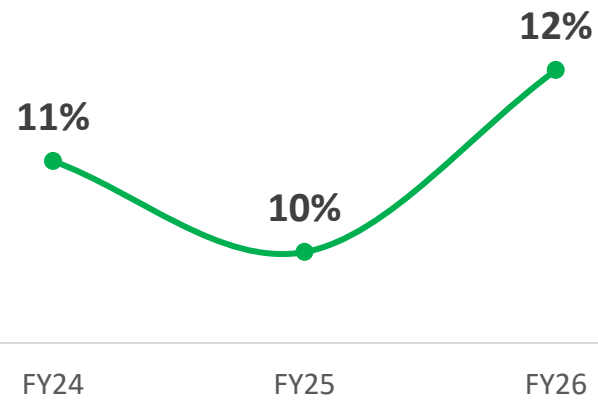
### EBITDA



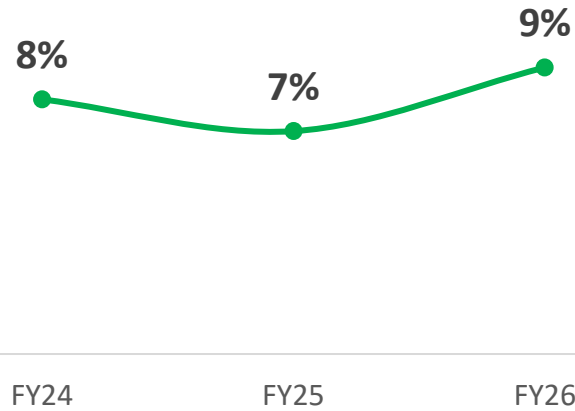
### PAT



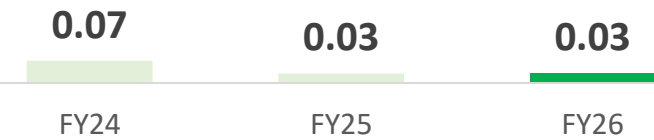
### RoCE (%)



### RoE (%)



### Debt to Equity

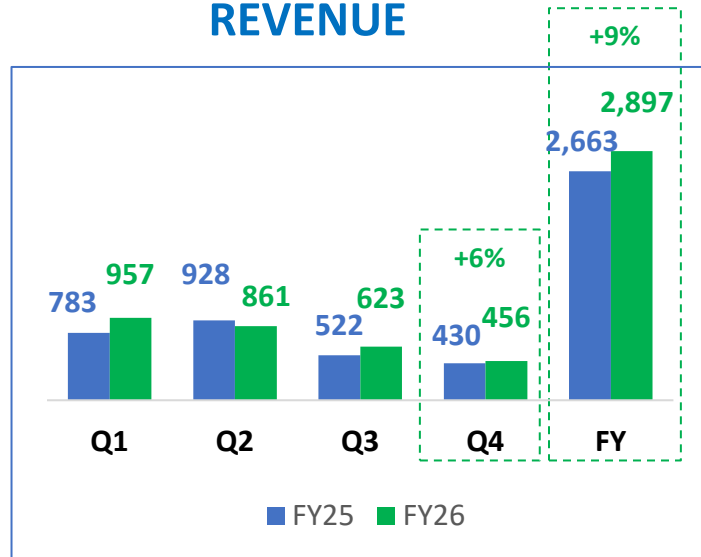


We are putting together a roadmap to build a growing, capital efficient and sustainable business

# Financial Snapshot - Q4 and FY26

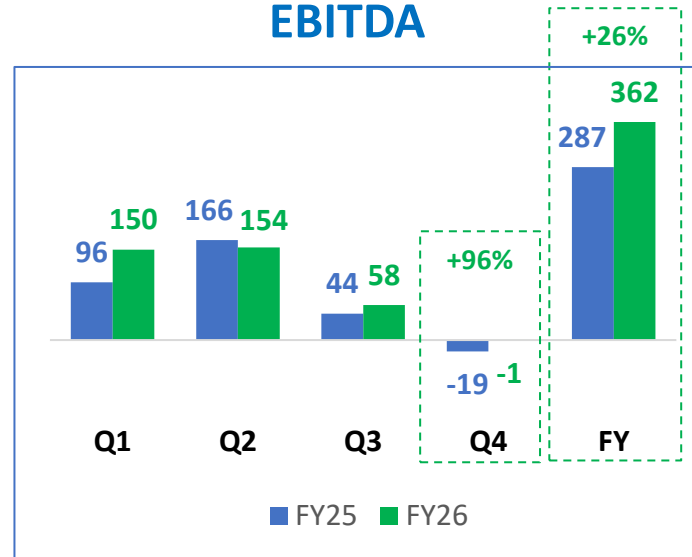
₹ Cr.

## REVENUE



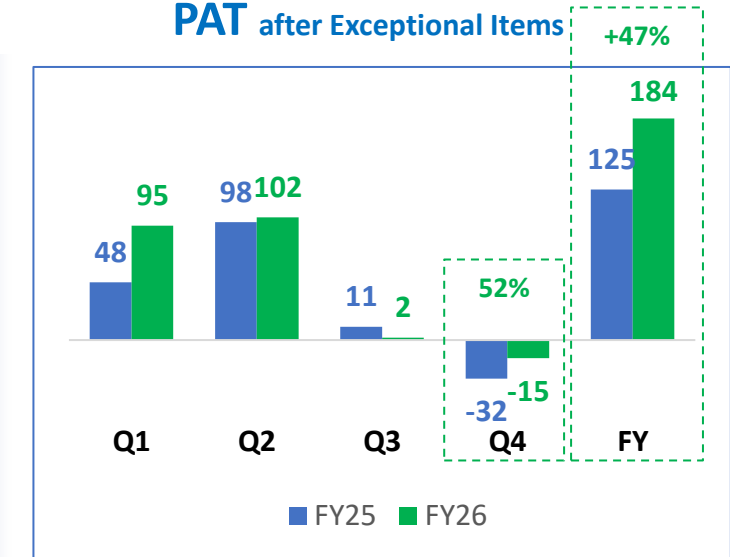
- Q4 revenue increased by 6% from Rs. 430 Cr. in Q4FY25 to Rs. 456 Cr. in Q4FY26. FY26 revenue increased by 9% from Rs. 2,663 Cr. in FY25 to Rs. 2,897 Cr. in FY26.
- Q4FY26 Crop Care revenue increased by 5% YoY and seeds revenue increased by 23% YoY vs Q4FY25.
- Q4FY26 B2B exports including CSM revenue declined by 8% YoY vs Q4FY25.

## EBITDA



- Q4FY26 EBITDA increased by 96% from (Rs. -19 Cr.) in Q4FY25 to (Rs. -1 Cr.) in Q4FY26.
- FY26 EBITDA increased by 26% from Rs. 287 Cr. in FY25 to reach **highest ever EBITDA of Rs. 362 Cr in FY26.**

## PAT after Exceptional Items



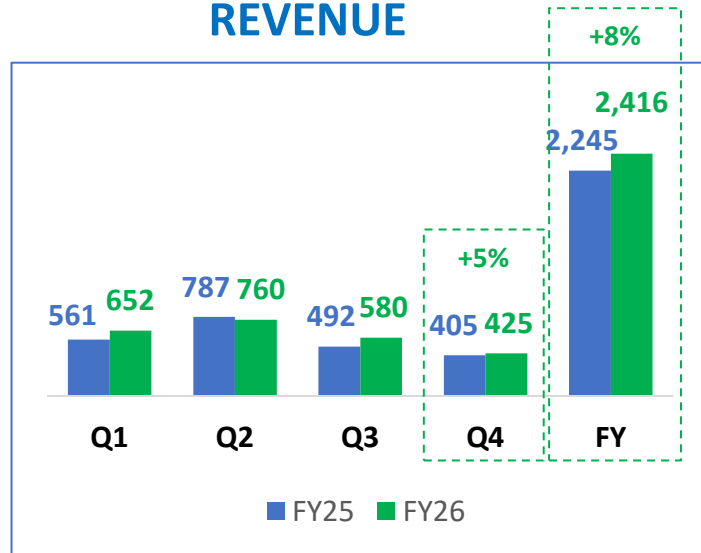
- Q4FY26 PAT increased by 52% from (Rs. -32 Cr.) in Q4FY25 to (Rs. -15 Cr.) in Q4FY26.
- FY26 PAT increased by 47% from Rs. 125 Cr. in FY25 to Rs. 184 Cr. in FY26.

**Q4 volume growth in Crop Care was at 5%, and in Seeds was at 8% with price growth of 0% and 15%, respectively.**

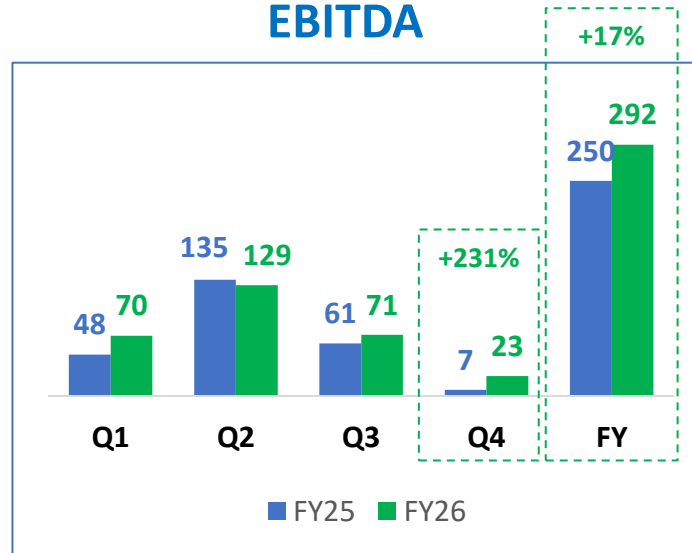
# Financial Snapshot - Q4 and FY26 Crop Care

₹ Cr.

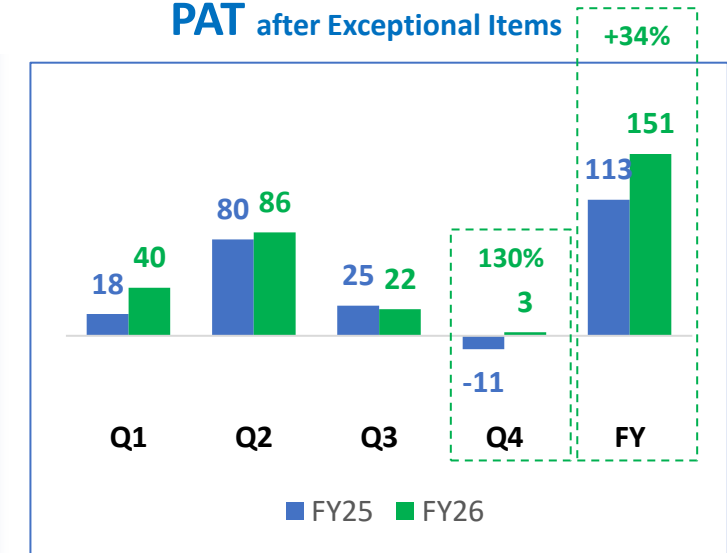
## REVENUE



## EBITDA



## PAT after Exceptional Items



- Q4FY26 Crop Care revenue increased by 5% vs Q4FY25 driven by volume variance.
- Q4FY26 Crop Protection B2C revenue increased by 15% vs Q4FY25:
  - Q4FY26 Soil & Plant health (SPH) revenue increased by 27% vs Q4FY25.
- Q4FY26 B2B Revenue declined by 7% YoY vs Q4FY25.

- Q4FY26 EBITDA increased by 231% vs Q4FY25.
- FY26 EBITDA increased by 17% from Rs. 250 Cr. in FY25 to Rs. 292 Cr. in FY26.

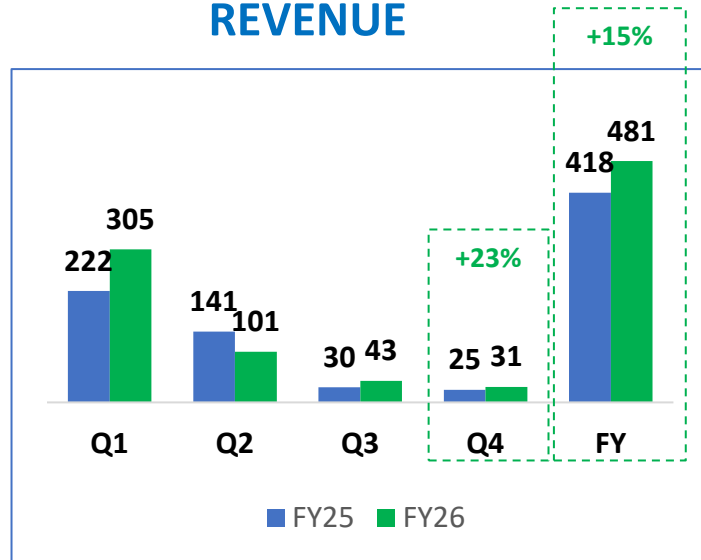
- Q4FY26 PAT increased by 130% from (Rs. -11 Cr.) in Q4FY25 to Rs. 3 Cr. in Q4FY26
- FY26 PAT increased by 34% from Rs. 113 Cr. in FY25 to Rs. 151 Cr. in FY26.

Q4 Revenue Growth led by B2C business volume growth of 14% YoY vs Q4FY25

# Financial Snapshot - Q4 and FY26 Seeds

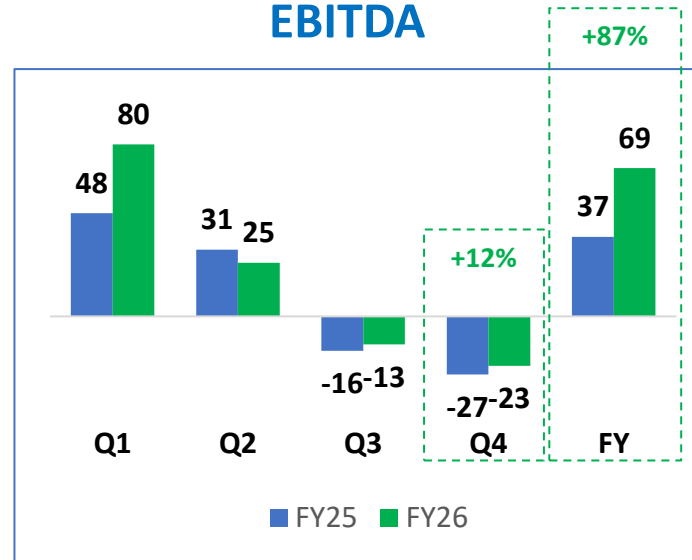
₹ Cr.

## REVENUE



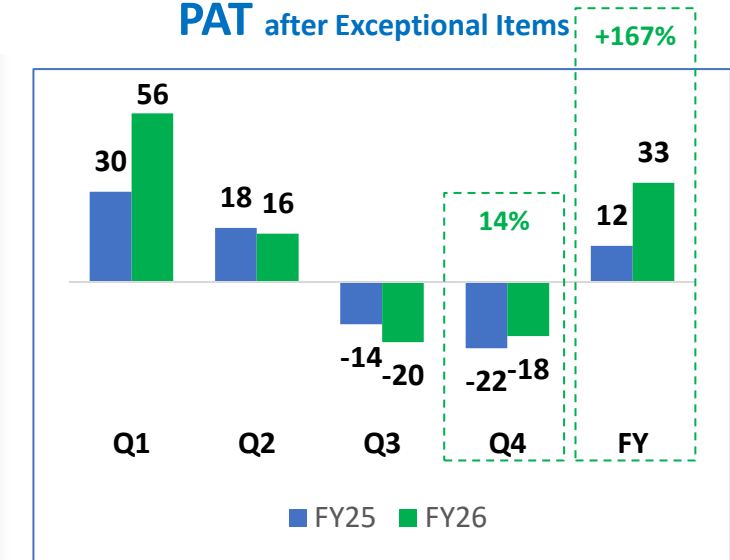
- Q4FY26 revenue increased by 23% vs Q4FY25 driven by both volume growth and price growth.
- FY26 revenue increased by 15% from Rs. 418 Cr. in FY25 to Rs. 481 Cr. in FY26.

## EBITDA



- Q4FY26 EBITDA is (-Rs. 23 Cr.) vs (-Rs. 27 Cr.) in Q4FY25.
- FY26 EBITDA increased by 87% from Rs. 37 Cr. in FY25 to Rs. 69 Cr. in FY26.

## PAT after Exceptional Items



- Q4FY26 PAT increased by 14% from (-Rs. 22 Cr.) in Q4FY25 to (-Rs. 18 Cr.) in Q4FY26.
- FY26 PAT increased by 167% from Rs. 12 Cr. in FY25 to Rs. 33 Cr. in FY26.

Q4 Revenue growth driven by higher volumes and prices

# 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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