



Rallis/PR/06/2526/Corp

Rallis India Limited reports 19% revenue growth in Q3 FY26 and nine-month revenue up 9% YoY

Mumbai, 20 January 2026: Rallis India Limited (A TATA Enterprise) is a leading player in the Indian agri inputs industry announced its financial results for the **quarter ended December 31, 2025**.

Announcing the results, Dr Gyanendra Shukla, Managing Director & CEO, Rallis India Limited, said,

During **Q3 FY26**, the company reported **revenue of ₹623 crore**, registering a **19% growth year-on-year**, driven primarily by strong volume growth across businesses. **EBITDA increased to ₹58 crore**, compared to ₹44 crore in Q3 FY25. **PBT before exceptional items rose to ₹36 crore** versus ₹19 crore in the corresponding quarter last year. The quarter included **exceptional items**, resulting in **PAT of ₹2 crore** which includes the **additional gratuity provision on account of Wage Code implementation**.

For the **nine months ended December 31, 2025**, Rallis reported **revenue of ₹2,441 crore**, representing a **9% growth over the previous year**. **EBITDA increased by 18% to ₹362 crore**, supported by improved gross contribution and operating efficiencies. **PBT (after exceptional items) stood at ₹267 crore**, compared to ₹227 crore in the same period last year, while **PAT increased by 26% to ₹199 crore**, reflecting sustained profitability improvement.

Business Performance: Q3 & 9M FY26

In **Q3 FY26**, business performance was driven by **strong volume traction across segments**. Crop Care business registered healthy growth supported by improved field activity, customer engagement, and traction in key products. The Seeds business delivered strong growth during the quarter, aided by better volume performance and seasonal demand. The **B2B business also recorded robust volume growth**, driven by persistent customer engagement and traction in key accounts.

For the **nine-month period**, Crop Care business recorded steady growth, supported by volume expansion and product mix improvement. The B2B business continued to grow on the back of volume-led expansion and selective price improvements.

During the quarter, the company successfully launched a **new herbicide, Fateh Nxt™** and continued to strengthen its innovation pipeline. A **three-way herbicide combination for wheat received an Indian patent**, and the **Mesotrione process patent was granted in the US**, reinforcing Rallis' focus on innovation and intellectual property.

The business continued to leverage **digital channels** to drive customer and retailer engagement through digital vans, farmer database creation, and online engagement initiatives. Multiple farmer- and retailer-level schemes were rolled out to enhance market reach and engagement.

Management Comment

Commenting on the performance, **Dr. Gyanendra Shukla, Managing Director & CEO, Rallis India Limited**, said: "Q3 saw volume-led growth across businesses, supported by focused execution, strong customer engagement, and disciplined cost management. While demand remained moderate with seasonal fluctuations, we continued to strengthen our product portfolio, digital engagement, and innovation pipeline.

Our focus remains on improving quality of sales, driving volume expansion, and preparing strongly for the upcoming seasons through product launches and market activation initiatives."



RALLIS INDIA LIMITED
A **TATA** Enterprise

About Rallis India:

Rallis India Limited is a subsidiary of Tata Chemicals Limited and a part of over US\$ 165 billion Tata Group. It is one of India's leading agri science companies, with more than 77 years of experience in serving rural markets with the most comprehensive portfolio of products/solutions for Indian farmers. Rallis is known for its deep understanding of Indian agriculture, sustained contact with farmers, quality agrochemicals, branding and marketing expertise along with its strong product portfolio in seeds and crop care which is available through a vast distribution network of 7,000 dealers and over 1,00,000 retailers across India. Rallis has marketing alliances with several multinational agrochemical companies. Rallis is also known for its manufacturing capabilities and ability to develop new processes and formulations; hence it is considered a preferred partner for contract manufacturing by leading global corporations.

For more information about other products in Rallis India's portfolio, please visit www.rallis.com

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