

CELEBRATING
75
years

ROOTED IN VALUES,
SEEDING GROWTH.

75th Annual General Meeting

Sanjiv Lal
MD & CEO

June 15, 2023
Through Video Conference



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



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Agriculture is an important contributor to the Indian economy



- Primary source of livelihood for more than 50% of Indians
- Contributes ~18% to country's GDP
- Government is an important stakeholder, supports farmers with incentives, subsidies, price support and procurement
- Diversified topography, soil and climate enabling wide range of crops
- Increased Government push for Infrastructure development, Storage, Farmer Producer Companies and Exports

We are proud of our long and continuing association with the Indian farming community

Financial snapshot

14%



Rs. 2,967 crore

Rs. 2,604 crore (FY'22)

Revenue from operations

42%



Rs. 128 crore

Rs. 222 crore (FY'22)

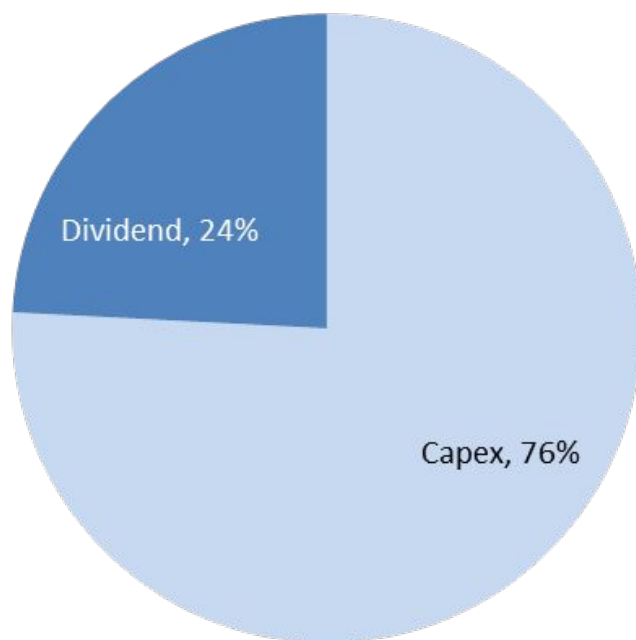
Profit before tax

- **Crop Protection (Domestic formulation)** - Recorded 7.5% growth driven by new product launches and enhanced reach
- **Crop Nutrition** - Achieved 21.8% growth fuelled by differentiated products, focussed grass root level marketing and channel engagement activities
- **Exports** - 24.5% growth supported by increased global demand and price rise
- **Seeds** - FY23 was a mixed year for Indian Seed industry. Demand reduced for Hybrid Paddy and illegal cotton proliferated. Rallis also de-grew by 1.3%
- **Profitability** - Margins impacted chiefly due to high cost of input materials. Provision for slow moving inventory and impairment of intangible assets of Seeds further impacted profitability

Actions underway to improve profitability and drive competitive growth

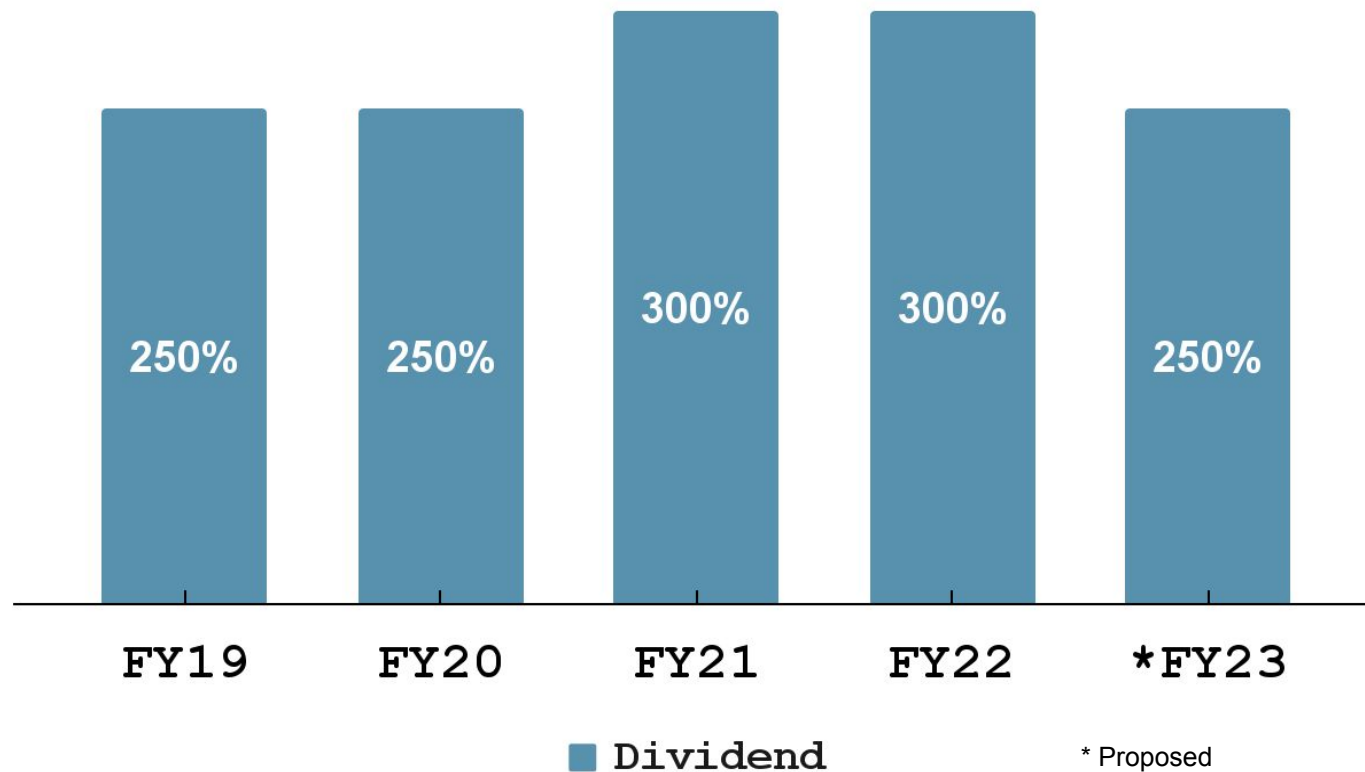
Cash usage and dividend

Spends



Capex - Rs.188 Cr & Dividend - Rs.58 Cr

Cash from operations - Rs.217 Cr

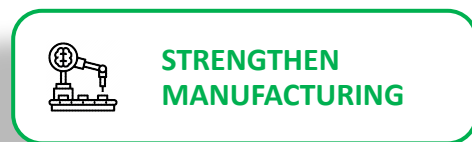


OUR LONG TERM STRATEGY REMAINS ON TRACK

CROP CARE



SEEDS



SERVING FARMERS THROUGH SCIENCE



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Crop Protection



New Product launch



Pilot study to use of drones in agriculture

- Launched 10 products including 3 products u/s 9(3)
- Total launches: 3 Herbicides, 4 Insecticides and 3 Fungicides
- 9(3) product launches:
 - Daksh Plus: Herbicide-Wheat;
 - Clasto: Insecticide-Cotton white fly;
 - Capstone: Fungicide-Paddy
- Pilot study conducted to explore the use of drones in agriculture



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Crop Nutrition

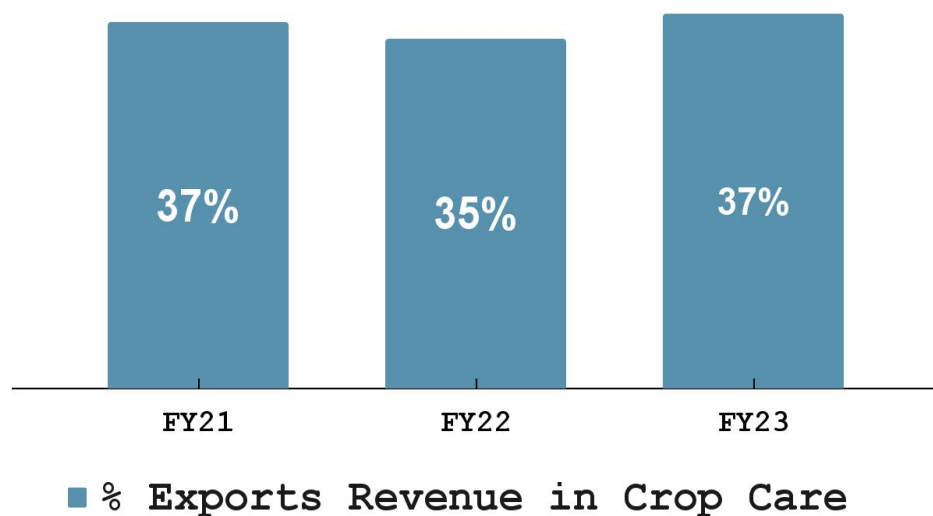


New Product Launches

- Launched 3 new products
 - Rallizin (FCO) - Liquid Micronutrient,
 - Paclo - Plant growth regulator,
 - GeoGreen P Plus GR - Organic fertilizer
- Continued 20%+ year on year growth in the last 3 years



Field Day - Aqua Fert



- Despite challenges like high-cost opening inventory and pricing pressures, Export business recorded 24.5% growth over PY
- Efforts are ongoing to enhance portfolio, international registrations and customer base for both supply and Contract Manufacturing services
- Received 9 new registrations and in 8 Countries



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Seeds



New Product launch



Product Differentiation Activity - Diggaz

- Launched 5 new products:
 - Paddy Hybrids - DR8101, DR8375 and Vegetables - Revathi (Ridge gourd), Anvita (Sponge gourd) and Shambhu (Tomato)
- Receiving encouraging response to our new Cotton Hybrid “Diggaz”
- Progressed regulatory trials for our “Genetically modified” events
- Seeds portfolio reviewed and actions identified to improve profitability

Farmers



Retailers



Distributors





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Manufacturing investment – Multi purpose plant





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Digital initiatives



e-Bandhan

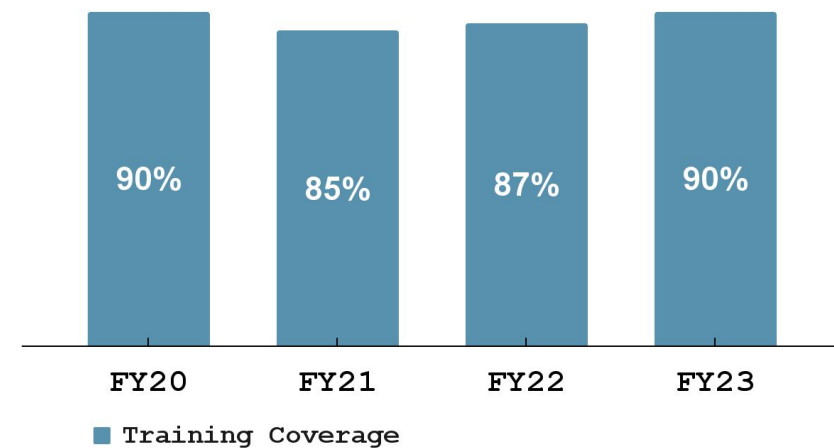
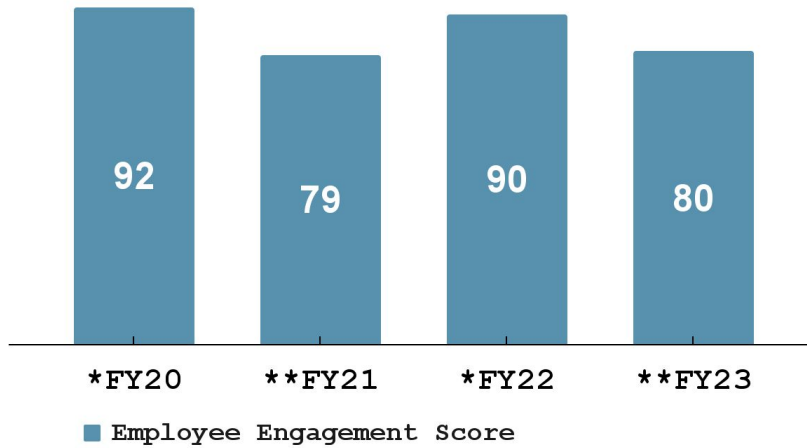
RALLIS
e-Sparsh



SEED SURE



People



Community support



Unnat gram (Model Tribal Village):

Aim to convert Tribal Village into a Model Village in a span of 3-5 years by capability building in the areas of Education, Health and Government convergence

The programme has been appreciated and well-recognised by all stakeholders



TaRa

We focussed on skill enhancement for improving the living standards of the identified communities, imparted skills to women and youth and motivated them to initiate self-enterprise
Geographic presence in MH, GJ; Worked with more than 1,400 trainees



JAL DHAN

Water conservation initiative of Rallis focussed on strengthening rainwater harvesting ecosystem

Geographic presence in MH and GJ; Spread across 90 villages, impacting 2.75+ lakh villagers

Disclaimer

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Thank You