



RALLIS INDIA LIMITED

# Results Presentation

Q4 & FY20



DOMESTIC CROP  
PROTECTION



INTERNATIONAL  
BUSINESS



CONTRACT  
MANUFACTURING



SEEDS



PLANT GROWTH  
NUTRIENTS



AGRI  
SERVICES

# Disclaimer

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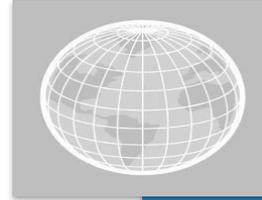
# Rallis – Areas of Strength



## Well entrenched connect with the Indian farmer

(Domestic business)

- Crop Protection
- Plant growth Nutrients(PGN)
- Soil conditioner
- Seeds



## Chemistry

(International business)

- Partnering with global innovators
- Strong R&D and executional capabilities
- Environmentally adhering products

Proven capabilities make Rallis a Preferred Partner of Choice for Innovators

# Domestic business

Leading Agrochemical Company

Presence across value chain: Seeds — Soil conditioners – Crop Protection Chemicals- Plant growth nutrients

Market share: ~ 6% (Crop protection & PGN), ~3% (Seeds)

Strong & Healthy pipeline of sustainable products

Nationwide footprint – **3812** dealers & **47377+** retailers



# International Business – Primed for growth

## Alliances

- Developing Technical for global Agro chemicals players
- **Key products**
  - **Pendimethalin:** Used as a pre-emergence herbicide to control annual grasses and certain broad leaved weeds. Global market size: **413Mn USD**
  - **Acephate:** An organophosphate foliar and soil insecticide used primarily for control of aphids, leaf miners, caterpillars, sawflies, thrips, and spider mites. Global market size: **510Mn USD**
  - **Hexaconazole:** is a Broad-spectrum systemic triazole fungicide used for the control of many fungi particularly Ascomycetes and Basidiomycetes, used chiefly for the control of rice sheath blight in China, India, Vietnam and parts of East Asia. Global Market size: **149 Mn USD**
  - **Metribuzin:** herbicide used both pre- and post-emergence in crops including soy bean, potatoes, tomatoes and sugar cane. Global market size: **196 Mn USD**
  - **Metalaxyl:** an acylalanine fungicide used to control Pythium in a number of vegetable crops, and Phytophthora in peas, Global market size: **89 Mn USD**

## FACTS

1<sup>st</sup> Indian company to introduce a new molecule in India  
1<sup>st</sup> company to set up an R&D centre in the country

## Contract Manufacturing

- Manufacturing molecules for global chemical players
- Key products - Poly Ether Ketone (PEKK) & Metconazole
- **Poly Ether Ketone (PEKK)**

Major supplier of PEKK for Solvay

Polyetheretherketone (PEKK) is a high-performance, engineering thermoplastic characterized by an unusual combination of properties - resistance to chemicals, wear, fatigue

PEKK and its composites are widely used in automotive, temperature resistant, biomedical, aerospace, structural, high Electrical and applications

### Metconazole

- Fungicide supplied to Kureha Chemicals, a leader in speciality chemicals

Source: Kleffmann market research FY17-18

# Seed business

Metahelix develops, produces and sells hybrid seeds including Paddy, Millet, Maize and Bt Cotton with main exposure (80-85%) to the Kharif season

Strong market position - among top 3 in Hybrid Paddy(3<sup>rd</sup>) & Hybrid Millet (2<sup>nd</sup>) and Maize (6<sup>th</sup>). With around a million packets sold, our Bt Cotton portfolio is fast growing

Farmer base of **3 Mn** up from 1 Mn in FY15

Seasonal business – Q1 & Q2 accounting for 85% of revenues



# FY20 – Key Highlights

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- **Strategic initiatives drive financial and operational performance**
  - Renewed thrust on strengthening product portfolio and distribution reach help drive financial and operational performance
  - Further thrust to these efforts will continue
- **Spruced up product portfolio by launching new products**
  - Launched 6 products during FY20 ( mix of 9(3) and co-marketing products)
  - Expects to launch 2 new products every year over the next 3-4 years
- **International business to expand further, post completion of Metribuzin expansion**
  - Completed Phase I of metribuzin expansion; expect completion of Phase II shortly
  - Capex of ~Rs. 25 crore for addition of 1,000 MTPA
- **Strong cash flows vindicates success of revised Credit policies**
  - Positive response for the revised credit & marketing policy
  - Cash flow from operations & liquidity improvement post implementation of revised policies

# Recent Developments

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- **Industry –**

- **Demand Scenario:** Expectations of timely onset of Rainy season following a good Rabi, augurs well for the sector. Further, the drawdown in the inventory level in the channel during the lockdown should help drive higher volume growth at the onset of the season
- **Raw Material availability:** Chinese factories have resumed production activities and are gradually reverting to their pre crisis level
- **Scaling down of operations:** Business activities have been scaled down amidst restricted movement of raw materials, finished goods, and labour

- **Rallis India –**

- **Temporary Shutdown of Mfg. units:** The Company temporarily suspended its manufacturing activities in light of the Covid-19 pandemic and in accordance with directives issued by the local Panchayat / Municipal Corporation / State / Central Government authorities.
  - Operations at Dahej, Ankleshwar and Lote have since resumed though at much lower intensity
- **Coincided Annual maintenance shutdown:** The Company coincided its annual maintenance shutdown with the lockdown period to minimize the overall impact
- **International business on track:** International business continues to perform steadily; Orders and Payments remain on course

# Strategic Initiatives

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## Domestic business:

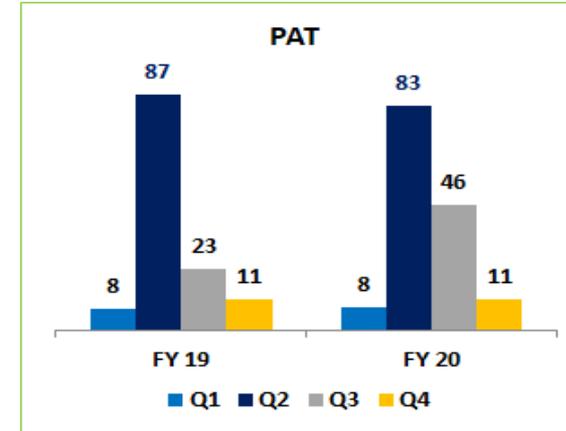
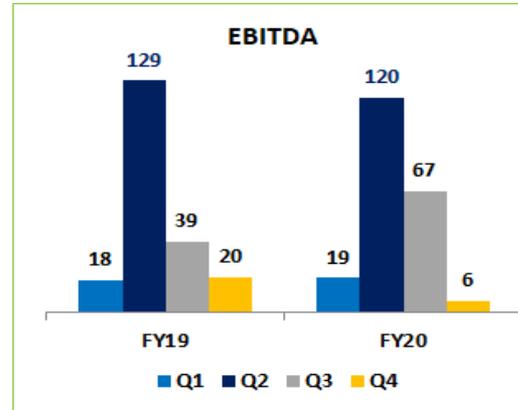
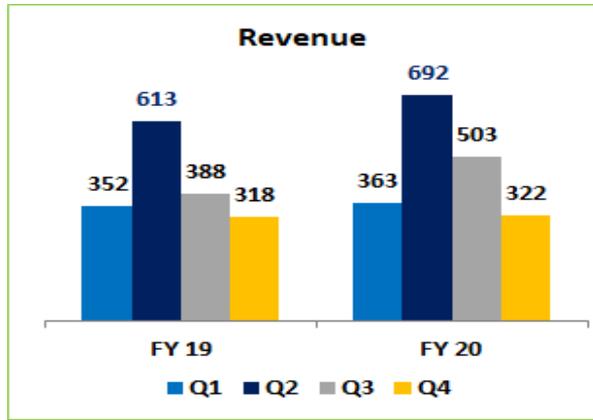
- Refresh distribution channel : Add distributors to enhance growth
- Revitalize channel policies
- Increase focus on new product launches; portfolio optimisation
- Improve connect between distributors and Company

## International business:

- Invest in capacity expansion
- Increase Registrations in International markets
- Expand foot prints in South East Asian countries and Africa

# Q4 FY20 - Performance Highlights: Crop care

Rs crs



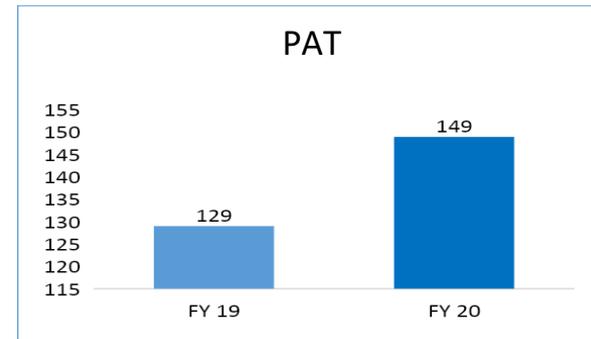
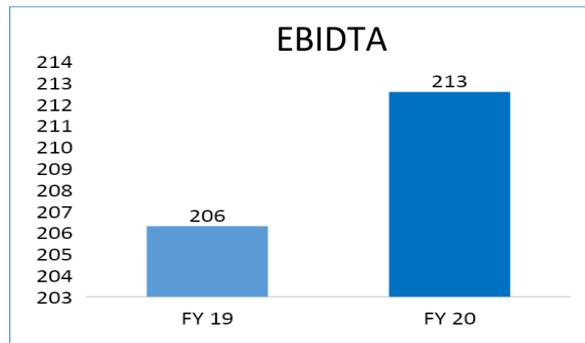
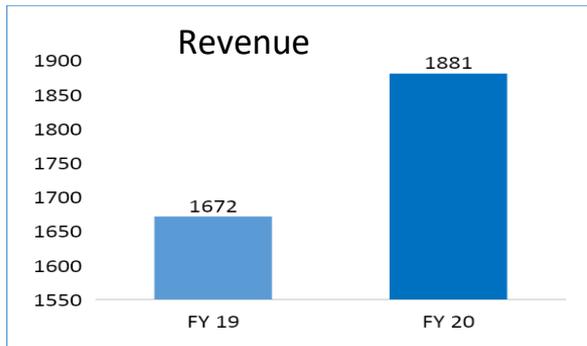
- Modest growth of 2% in Q4 as compared to PY Q4.
- COVID- 19, impacted the dispatches both in International and Domestic businesses

- Due to supply chain disruptions and lockdown due to COVID-19, materials could not be moved to service confirmed orders for International Business and also movement of materials from Manufacturing Unit to Warehouse and finally to Channel Partners in the domestic business.
- Further the company took one time charge due to COVID-19.
- Sharp depreciation of rupee also lead to a huge MTM loss

- CY Q4 Includes Rs 7.4Cr (net of tax) of exceptional income.

# FY20 - Performance Highlights : Rallis Crop care

Rs crs



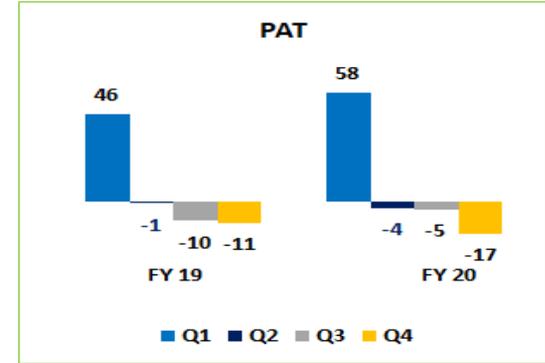
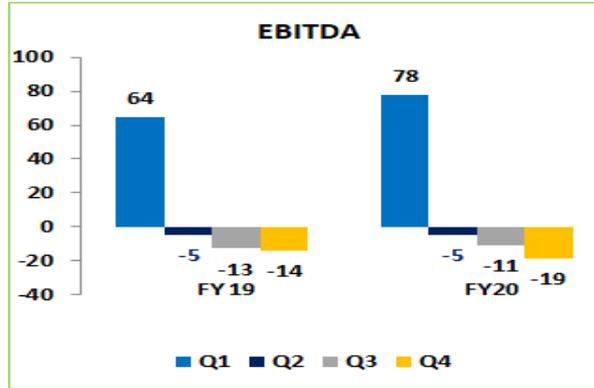
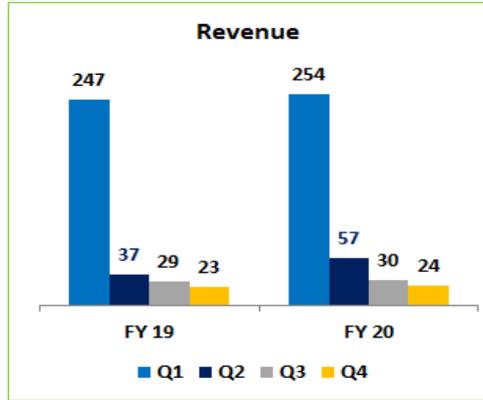
- Overall growth of 13%, majority growth coming through volume-across Domestic and International business.

- The year also witnessed continued pricing pressure in some of our major Technicals sold in the International Market
  - Covid-19 with consequent lockdown also disrupted supply chain and impacted business
  - Sharp depreciation of Rupee also led to MTM loss

- Higher volume growth leading to increased gross contribution coupled with Cost optimization
- CY profit Includes Rs 7.4 (net of tax) cr of exceptional income.

# Q4 FY20 - Performance Highlights : Rallis Seeds

Rs crs



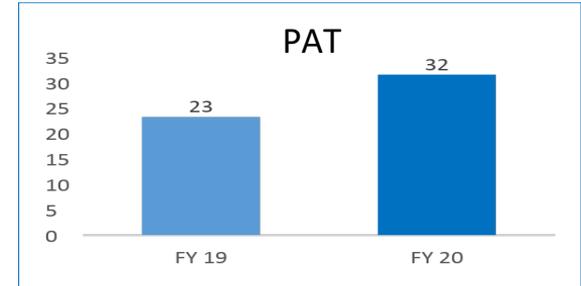
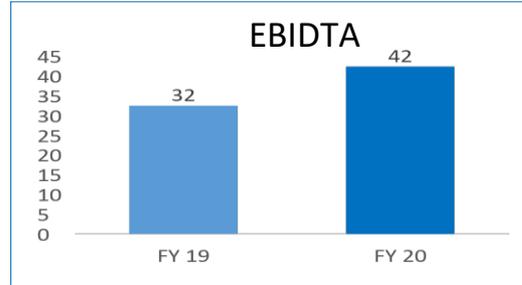
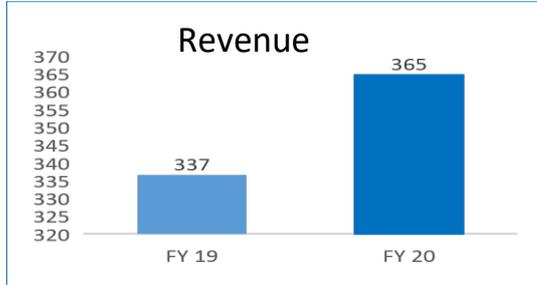
- Modest growth of 4% in Q4 as compared to PY Q4
- Maize(70%) and Bajra(25%) growth over PY

- Modest sales growth unable to offset FC increase in the quarter

- PAT movement for the quarter mirrors EBITDA

# FY20 - Performance Highlights : Rallis seeds

Rs crs



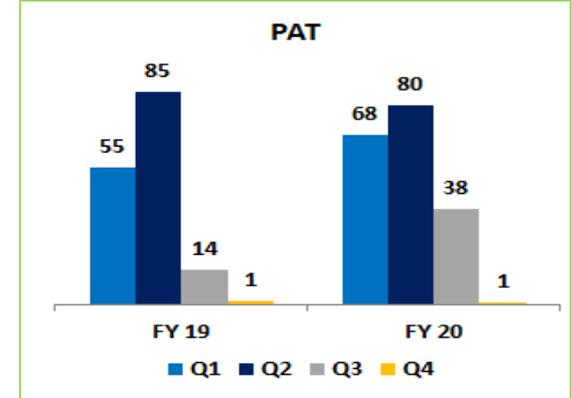
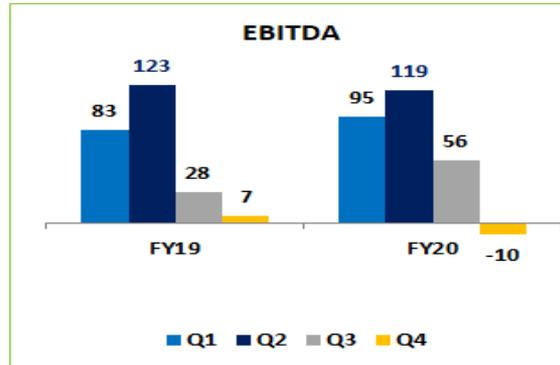
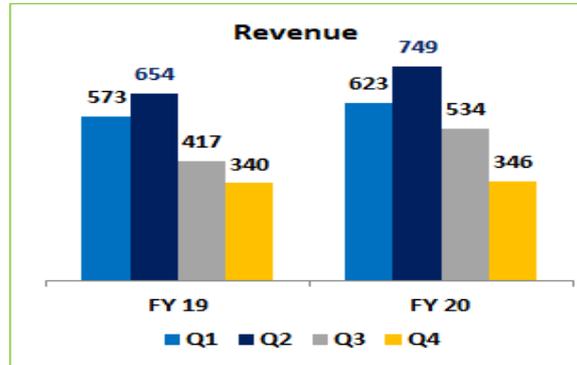
- Sales growth by 8.4% over PY. Major growth is in Bajra through volume growth, Paddy & maize through better price realisation. Challenges faced in cotton and vegetable

- Increase in EBIDTA due to increase in sales and control on other costs

- Increase in PAT due to both EBITDA growth and Tax Rate benefit

# Q4 FY20 - Performance Highlights: Consolidated

Rs crs



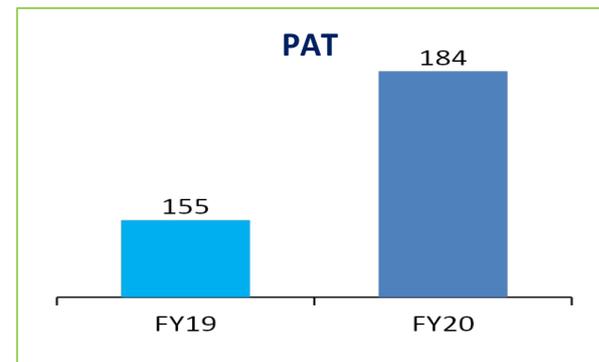
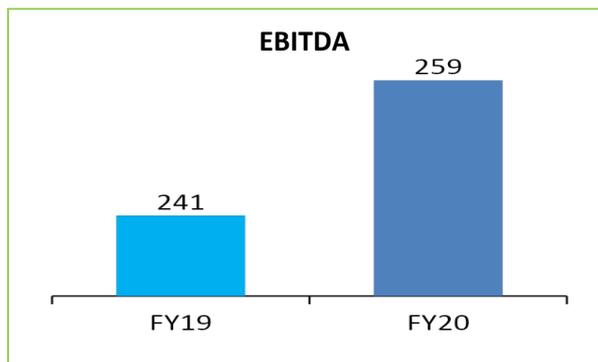
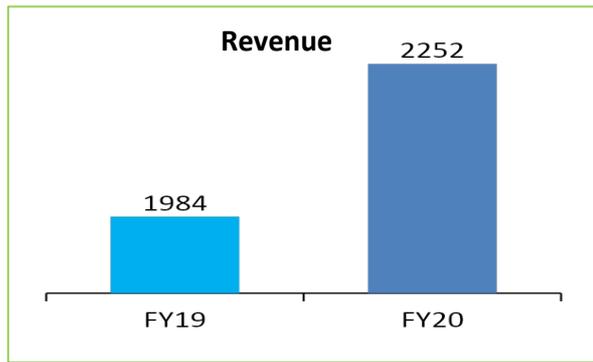
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# FY20 - Performance Highlights : Rallis Consolidated

Rs crs



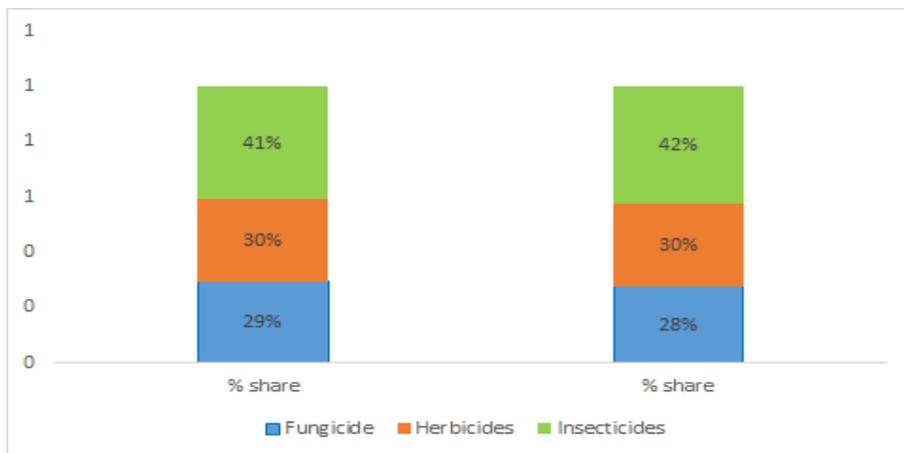
- **Crop care:** Overall growth of 13%, majority growth coming through volume- across Domestic and International business.
- **Seeds:** Major growth is in Bajra due to volume growth, Paddy & maize due to better price realisation.

- The year also witnessed continued pricing pressure in some of our major Technicals sold in the International Market
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- CY profit Includes Rs 7.4cr (net of tax)of exceptional income towards..

# Revenue Split YTD

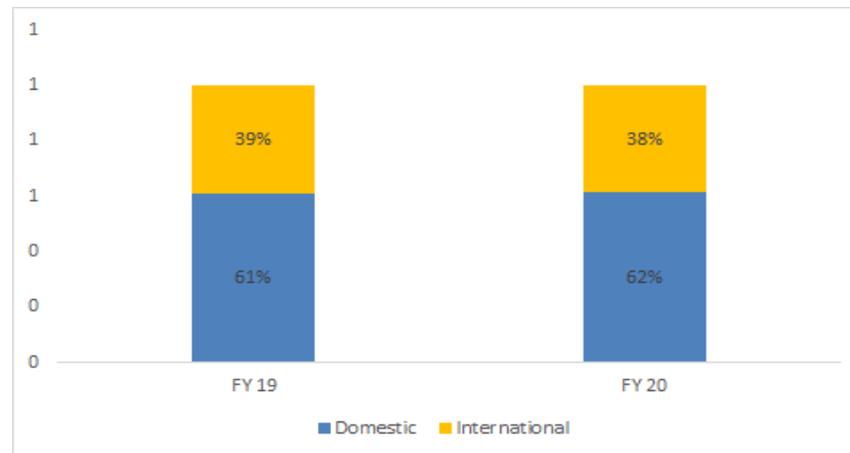
## Category wise



### Note:

Pl note that these revenue breakups are for Crop Protection only and are not directly reflective of Merged Entity financials

## Geography wise



### Note:

Geography breakup is for Rallis crop care only and are not directly reflective of the Merged Entity revenue.

# Capex - Update

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## Scaling up capacities of selective molecules -

- Due to COVID-19 the completion of the formulation plant at Dahej Chemical Zone is likely to be delayed by 6 months
- Phase II expansion of Metribuzin likely to get commissioned by June 20-
- During the quarter Metri WDG plant of 300 MTPA capacity and Metri SC plant with 600 KLPA capacity commissioned

# Operational Highlights

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## Strong Product pipeline –

- Introduced 6 new products during the year; heartened by initial response and decent growth in ITI%-16%
- Stick to our plan to introduce at least 2 new products/year over the next few years in Domestic market

## Widening footprint –

- New trade terms accepted well by the partners; addition of 412 dealers during the FY20 (SS/PD count at FY20 end = 3812; retailer count ~ 47377)

## Operational efficiency -

- Improved cash from Operations ( Rs 337 Cr CY vs Rs 80 Cr PY)
- Channel pipeline stocks stable

# THANK YOU



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