



RALLIS INDIA LIMITED

July 19, 2022

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 July 11, 2022 informing about Analysts/Investors Presentation

Further to our referred letter, please find enclosed a presentation to be made to analysts/investors on the results for the first quarter ended June 30, 2022 for the analysts/investors call to be held on Wednesday, July 20, 2022.

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 uploaded on the Company's website at www.rallis.com.

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

**Yash Sheth
Company Secretary**

Encl: As above



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q1 FY23

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



AGRI
SERVICES



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SAFE HARBOUR STATEMENT

This presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of **Rallis India Limited**.

Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors.

You are urged to view all statements contained herein with caution. **Rallis India Limited** does not undertake any obligation to update or revise forward looking statements, whether as a result of new information, future events or otherwise.



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OUR LONG TERM STRATEGY REMAINS ON TRACK

CROP CARE (DCP/IB/DCN)



SEEDS



 **EXTEND PORTFOLIO OFFERINGS**

 **STRENGTHEN MANUFACTURING**

 **WIDEN REACH**

 **PLUG PORTFOLIO GAPS**

 **MULTIPLE CHEMISTRY COMPETENCIES**



 **FLEXIBLE Multi Purpose Plants**



 **STRONG BD & DISTRIBUTION**



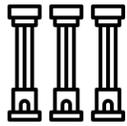
 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



RALLIS INDIA LIMITED
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DOMESTIC CROP PROTECTION



Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and Widen markets

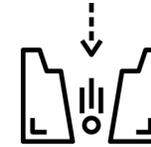
Comprises of domestic branded formulations and Institutional business (Fungicides, Insecticides, Herbicides)



Well entrenched connect with farmers covering 80% of India's districts



Research efforts focused on developing customized products and packages of practices by understanding their emerging needs

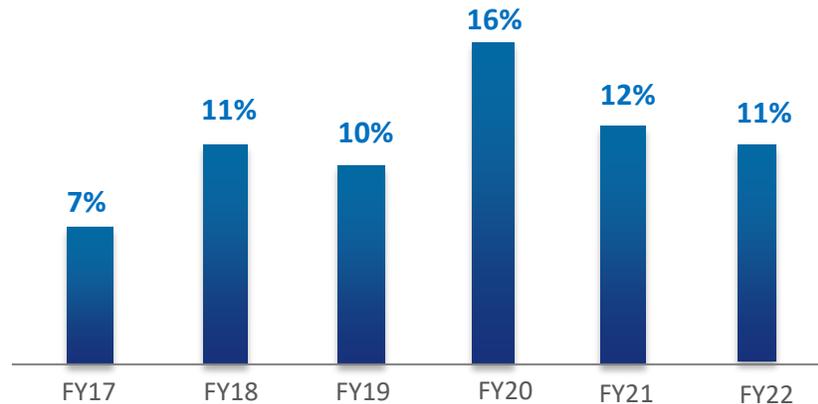


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization



ITI CROP CARE

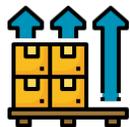
ITI momentum has been disrupted due to slow down in market development activities because of Covid.





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INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



Committed to expand product and customer portfolio in contract manufacturing



Investment in strengthening R&D, process scale-up and manufacturing



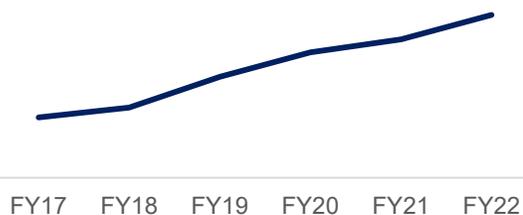
Expanding synthesis capacity at the R&D Centre at Bengaluru



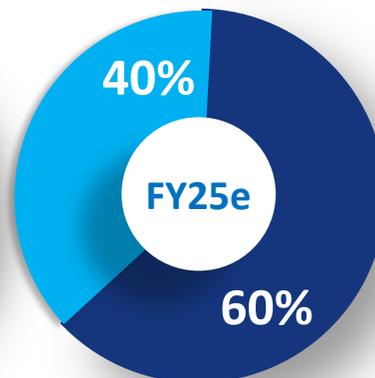
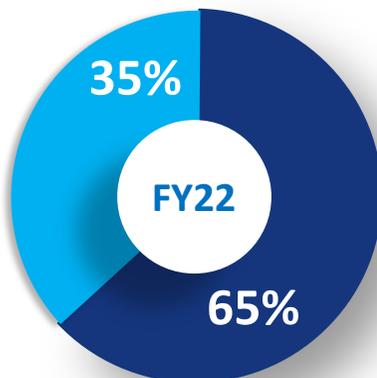
Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX

IB REVENUE TREND



12% CAGR



INTERNATIONAL DOMESTIC

- Significant market share in 2 a.is and dominant across globe in 1
- Added more than **20 new customers** in last 3 years expanding our penetration and export destinations
- Adding **2 new manufacturing plants** at Dahej
- Expanding manufacturing capacities of key active ingredients to scale-up and strengthen
- **Trusted supply partner** to global innovators and generic players
- Invested further in research, registration and manufacturing to expand portfolio
- Continuous expansion of registrations across key markets
- Persistent growth with gradual development of technical as well as formulation business



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PRODUCT LAUNCH & EMPLOYEE ENGAGEMENT

Zaafu and Capstone Launch Event at Kolkata



Rallis India pioneers launch of two new fungicide formulations for the first time ever in India



desk · 13 hours ago · 0



Rallis India Ltd., a TATA Enterprise and a leading player in the Indian Agri inputs industry has announced the launch of two new products CAPSTONE and ZAAFU that targets two differ



National Sales Team Meet at Hyderabad



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DOMESTIC CROP NUTRITION



Complete focus on non-subsidized fertilizers and crop nutrients - a niche and growing segment



Well defined product portfolio covering diverse segments across various crops



More than 1.8x growth in last 5 years (till FY22)



Good future potential to grow given the market situation and positive farmer response



Robust products in pipeline to build stronger portfolio

RETAILER VISIT



FIELD DAY





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SEEDS BUSINESS



Engaged in research, development, production, processing and distribution of hybrid seeds for field crops and vegetables



Field Crops: Paddy, Maize, Millet, Cotton and Mustard.
Vegetables: Chilli, Okra, Tomato, Gourds etc.

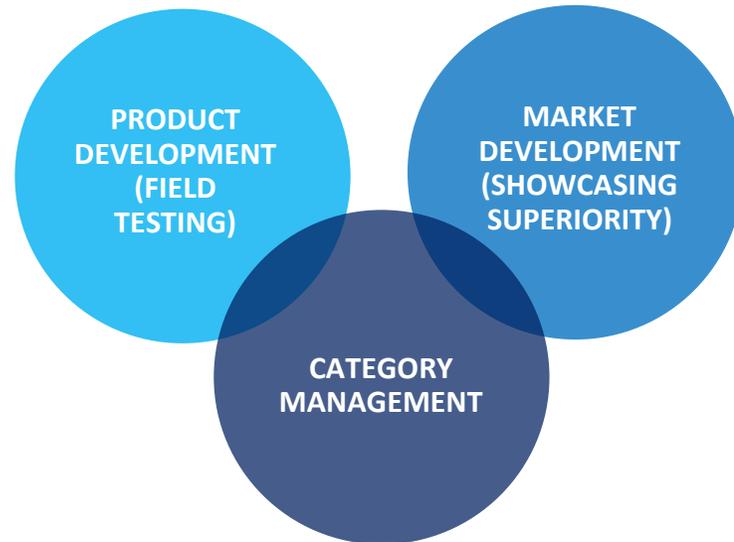


This is also supported through in-licensing partnerships with leading players



We have our focus on developing high-growth segments across crop categories & continue strengthening presence in emerging channels

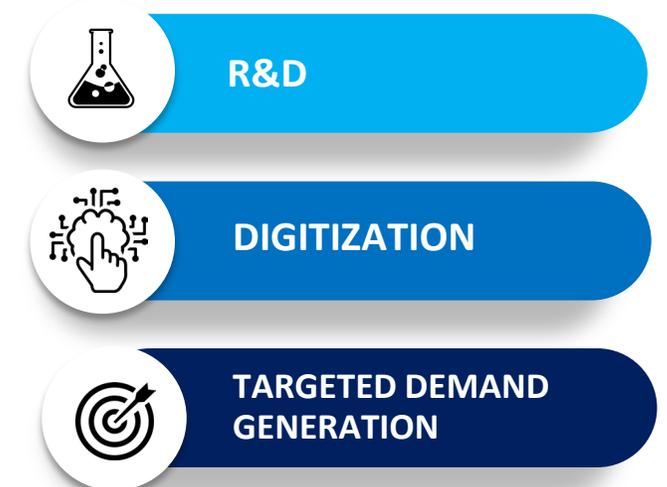
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





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DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





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INVESTING FOR FUTURE GROWTH PLANS

MPP at Dahej - Project
progressing. Project completion by
Nov 2022

Formulation plant fully
commissioned and production
started

Pilot Plant at Dahej – Fully
Commissioned

MPP Progress





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Q1 FY23 FINANCIALS

Q1 FY23

RESULTS PRESENTATION



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PERFORMANCE HEADLINES Q1 FY23

Q1 FY23 was positive in terms of overall business for Rallis. External factors affecting costs, margins and operations are being addressed. The revenue grew by 16.5% against PY

Crop Care

- **Domestic** – Despite delayed rains in several parts of the country, the domestic business grew by 17.1% over PY. Cash flow in market is low due to fertilizer price hike and delayed monsoon. The margins were maintained despite pressures due to cost inflation, high cost inventory and competitive pricing. Positive market sentiment helped in effective scale-up of key products across markets. Launched new herbicides in Paddy and Cotton crops.
- **Exports** – The export business grew by 50.8% for the quarter over PY. It has also recorded more than ₹100 Cr business in a month (June) for the first time and registered 50% growth in formulation business. Commercialised 2 branded products in Myanmar and 1 in Uganda. Asataf formulation registration in all 27 states of Brazil completed.

Seeds

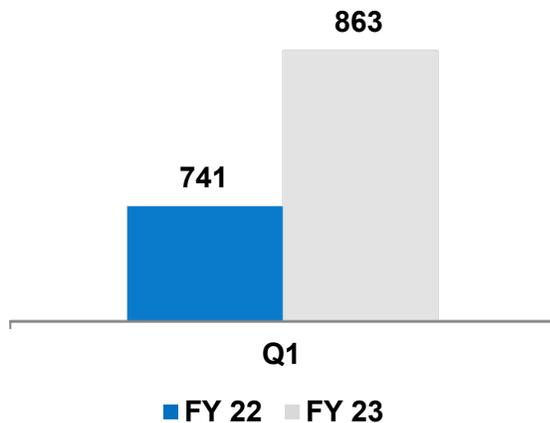
Revenue at ₹267 Cr remained almost same as PY. Placement plan is executed well across markets while the liquidation is being affected across crops due to delayed monsoon and paddy de-hybridization. Scale-up of Diggaz (Cotton), a new hybrid has progressed well with a liquidation of 1.75 lakh packets against 20,000 in PY. Launched new products in Paddy (8336 - bold, 8101 - early, 8375 - medium) and Tomato (Shambho) to boost market share and growth



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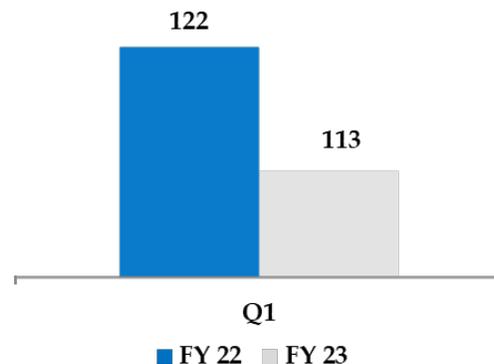
FINANCIAL SNAPSHOT – Q1 FY23

REVENUE



- Quarter growth of 16.5% driven by 11.6% of price growth and 5% of volume growth
- Cropcare growth of 26.5%. Seeds revenue remained flat

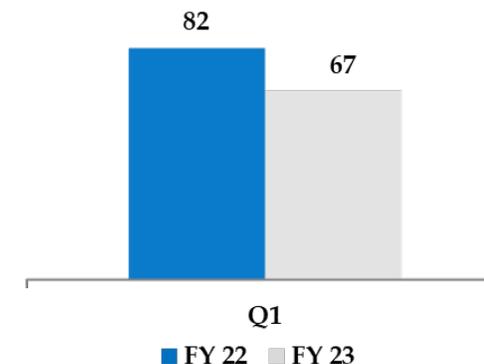
EBITDA



- EBITDA reduced by 7.4% vs PY
- Improving margins in Crop Care. Lower margin in seeds impacted overall margins.
- Seeds margins impacted due to higher provision on stocks and slower liquidation due to segment shifts

PAT AEI

₹ Crores



- PAT is reflective of EBITDA trend.
- PAT includes profit on sale of land (₹ 0.62 Cr)

Good growth and improving profitability in Crop Care. Seeds business continues to be under pressure

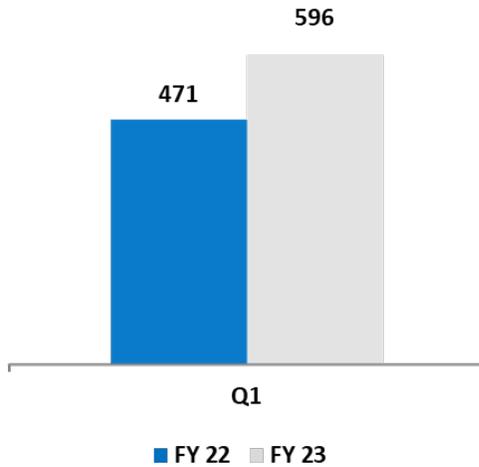


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REVENUE & RESULTS – Q1 FY23 - CROP CARE

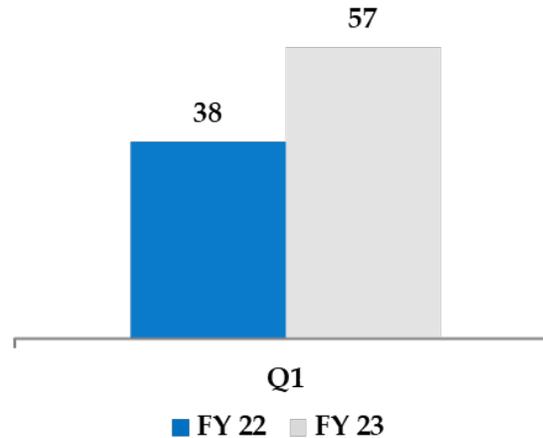
₹ Crores

REVENUE



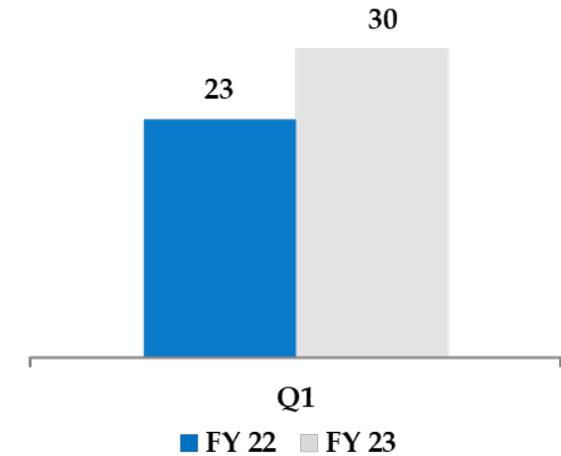
- Crop Care revenue grew by 26.5% for the quarter.
- Domestic Crop Care grew by 17.1% and International business grew by 50.8%
- Crop nutrition segment grew by 25.6%

EBITDA



- EBITDA higher by 48.1% compare to PY
- Margins driven through growth and calibrated price changes to absorb cost inflation.
- Focus on driving cost efficiencies across operations

PAT AEI



- PAT higher by 29.3% compare to PY

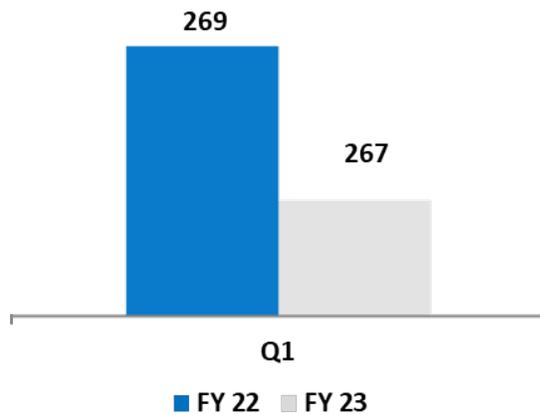


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REVENUE & RESULTS – Q1 FY23 - SEEDS

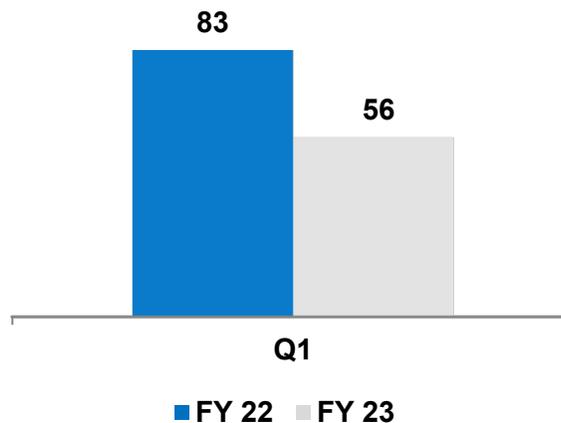
₹ Crores

REVENUE



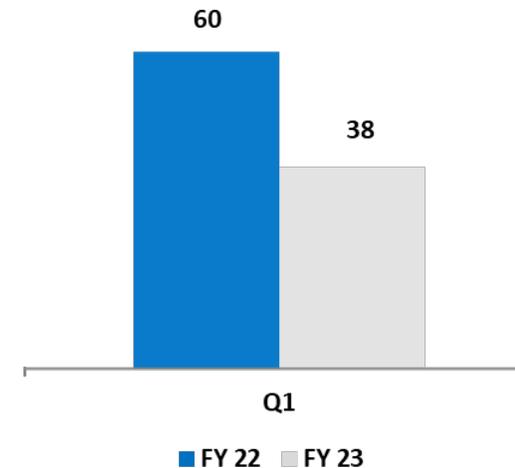
- Revenue remained flat for the quarter
- Liquidation impact factored in revenue

EBITDA



- EBITDA lower by 33% against PY
- Seeds margins impacted due to higher provision on stocks and slower liquidation due to segment shifts

PAT AEI



- PAT is reflection of EBITDA trend



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DRONE SPRAY DEMONSTRATIONS



ರೈತರಿಗೆ ಡ್ರೋನ್ ಸೇವೆ ಸಹಕಾರಿ

ಉಮಡಹಳ್ಳಿ ಗ್ರಾಮದ ಟಾಟಾ ರ್ಯಾಲಿಸ್ ಫಾರಂನಲ್ಲಿ ಕೀಟನಾಶಕ ಸಿಂಪಡನೆ ಪ್ರಾತ್ಯಕ್ಷಿಕೆಯಲ್ಲಿ ಡಾ.ವಿ.ಎಸ್.ಅಶೋಕ್ ಸಲಹೆ

* ದಿ ಡೈಲಿ ವ್ಯಾಜ್ ಮಂಜು

ಡ್ರೋನ್‌ನಿಂದ ರಾಸಾಯನಿಕ ಸಿಂಪಡನೆ ಒಳ್ಳೆಯ ಕಾರ್ಯಕ್ರಮ. ಇದರಿಂದ ರೈತರಿಗೆ ಒಳನಾಡು ಅನುಕೂಲವಾಗುತ್ತದೆ. ಮುನ್ನವ ರಾಸಾಯನಿಕ ಸಿಂಪಡನೆ ಮಾಡಿದರೆ ಎಲೆಕ್ಟ್ರಿಕ್ ಕಾಸು 600 ರೂ. ವೆಚ್ಚವಾಗುತ್ತದೆ. ಆದರೆ ಡ್ರೋನ್‌ನಿಂದ ಎಲೆಕ್ಟ್ರಿಕ್ 300ರೂ. ವೆಚ್ಚದಲ್ಲಿ ಸಿಂಪಡನೆ ಮಾಡಬಹುದಾಗಿದೆ ಎಂದು ಕೃಷಿ ಇಲಾಖೆ ಬಂಟ್ ವರದೇಶ್ ಡಾ.ವಿ.ಎಸ್. ಅಶೋಕ್ ಹೇಳಿದರು.



ಡ್ರೋನ್‌ಗಳನ್ನು ಸಾಮಾನ್ಯವಾಗಿ ಮದುವೆ ಸಮಾರಂಭಗಳು, ಇವಳಿಗಿಂತ ಇಲ್ಲವೇ ಇತರೆ ಕಾರ್ಯಕ್ರಮಗಳಲ್ಲಿ ಫೋಟೋ, ವೀಡಿಯೋ ತೆಗೆಯಲು ಮಾತ್ರ ಬಳಸಲಾಗುತ್ತಿತ್ತು. ಇದೀಗ ರ್ಯಾಲಿಸ್ ಫಾರಂನಲ್ಲಿ ಡ್ರೋನ್‌ನಲ್ಲಿ ಕೃಷಿಯನ್ನು ಪ್ರದರ್ಶಿಸಲಾಗಿದೆ.

- ಡಾ. ದಿವ್ಯಾಪತಿ, ಸಹ ನಿರ್ದೇಶಕರು

ಸುಮಾರು 2500 ರೂ ಕೊಡಲಿ ದೊರೆತು ನಿರೀಕ್ಷಿಸಲಾಗಿದೆ. ಇದರಲ್ಲಿ, ಯೂನಿಟಿಯರ್ ಅಧಿಕ ಅನುದಾನ ಸವಧಿ ಕೊಡಲಿ ರೈತರಿಗೆ ಹೆಚ್ಚಿನ ಸೇವೆ ನೀಡಲಾಗುತ್ತದೆ. ಯೂನಿಟಿಯರ್ 50

ಕೆ.ವಿ. ಬೇಲೂರಿನಲ್ಲಿ ರ್ಯಾಲಿಸ್ ಡ್ರೋನ್‌ನ ಪ್ರದರ್ಶನವು ನಡೆಯುತ್ತಿದೆ. ಇದರ ಬಳಿಕ ಮುಂದು ಸುಲಭವಾಗಿದೆ. ಆದರೆ ಇದರ ಉಪಯೋಗ, ಅನುಕೂಲ ತಿಳಿಸುವ ರೈತರು ಎಷ್ಟೇ ಮಂದಿ ಇದರ ಬಳಕೆಗೆ ಬಂದರೆ ಎಂಬುದು ಬಾಕಿ ಇದೆ. ಡ್ರೋನ್‌ನಿಂದ ಕೀಟನಾಶಕ ಅಂಶವನ್ನು ಹಾಕುವುದು ಅಗತ್ಯ ಎಂದು ಹೇಳಿದರು. ಕೆಲವು ಕೃಷಿ ಸಂಶೋಧನೆ ಕೇಂದ್ರದ ಸಹ ನಿರ್ದೇಶಕರು ಡಾ.ದಿವ್ಯಾಪತಿ ಹೇಳಿದರು. ಡ್ರೋನ್‌ನಿಂದ ಕೀಟನಾಶಕ ಸಿಂಪಡನೆ ಮಾಡುವುದರಿಂದ ಎಲೆಕ್ಟ್ರಿಕ್ ಅನುಕೂಲವಾಗಿದೆ. ಅನುಕೂಲವಾಗಿದೆ ಎಂಬುದರ ಬಗ್ಗೆಯೂ ಹೆಚ್ಚಿನ ಮಾಹಿತಿ. ಮೇಲಿಂದ ರಾಸಾಯನಿಕ ಸಿಂಪಡನೆ ಮಾಡುವುದರಿಂದ ಸಾಂಪ್ರದಾಯಿಕ ಕೀಟನಾಶಕದಂತೆ ಅನುಕೂಲವಾಗಿದೆ. ಇದರಿಂದ ಬೇರೆ ಬೇರೆ ಬಳಕೆಗೆ ತೊಂದರೆಯಾಗುವುದಿಲ್ಲ.





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COMMUNITY SUPPORT ACTIVITIES



RUBY

- Focusing on Enhancing Student's academic performance, attendance and Special children
- Replicated English program in Telangana and Gujarat.



Uttam and Saksham gram

- **First company to implement Model Tribal village in Gujarat**
- Focusing on Health, Education, Income generation, improving Socio-Economic indicators of the villagers
- Focus on strengthening government linkages and convergence



TaRa

- Focusing on skills supportive for initiating self enterprise for women and youths
- **205 students have enrolled in Q1**
- Focusing on initiating Satellite batches to enhance the accessibility of program in remote locations



C-Safe (Centre for Sustainable Agriculture and Farm Excellence)

- Drone application demonstration to help farmers to adopt improved technology and to create awareness among FPOs
- C-safe supported Farmers from Amarnarayan and Devnadi FPOs started harvesting and selling to organized retail



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Focus Going Forward

- **Growth:** Continue to drive growth momentum. Overall sentiment for monsoon is good. Inventory in market across industry is high and the focus will be on judicious liquidation of stocks.
- **International Business :** Export business is buoyant and investments made in capacity expansion will support growth momentum.
- **Pricing:** Raw Material pricing has started to abate in few materials and managing volatility will continue to be a priority. Pricing actions will be judicious to manage volumes and overall profitability.
- **Working Capital:** Focus will be on ensuring production whilst optimising the overall Working Capital over the year.
- **Supply resilience :** Tie-ups with domestic suppliers will reduce our dependence on imports and supply chain issues that have been experienced in the last two years.



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THANK YOU

FOR ANY QUERIES PLEASE CONTACT BELOW:

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RALLIS INDIA LIMITED
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SERVING FARMERS THROUGH SCIENCE

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