



RALLIS INDIA LIMITED

October 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 October 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 second quarter and half year ended September 30, 2022 for the analysts/investors call to be held on Thursday, October 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**

**SRIKANT
NAIR** Digitally signed by
SRIKANT NAIR
Date: 2022.10.19
11:33:52 +05'30'

**Srikant Nair
Company Secretary**

Encl: As above



RALLIS INDIA LIMITED
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Q2 & H1 FY23

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



AGRI
SERVICES



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DISCLAIMER

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 MPP's**



 **STRONG BD & DISTRIBUTION**



 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



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DOMESTIC CROP PROTECTION



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

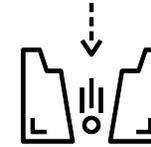
Comprises of domestic branded formulations and Institutional business (Fungicides, Insecticides, Herbicides)



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



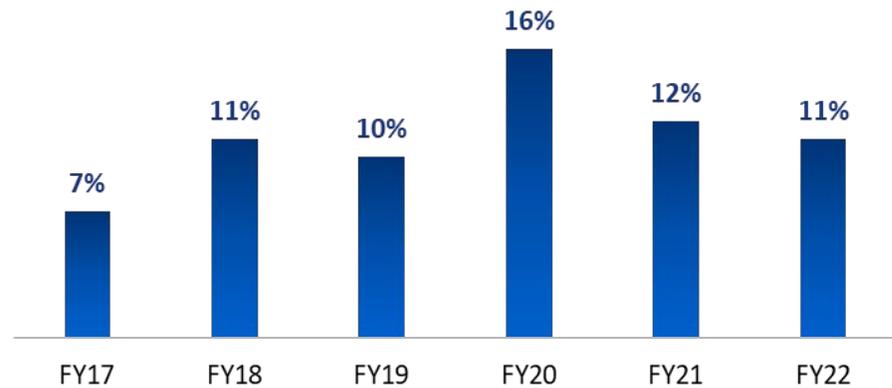
Research efforts focused on developing customized products and packages of practices by understanding their emerging needs



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



New Product launches in H1 FY23

9(3) products

- Capstone (Fenoxanil + Isoprothiolane): F-Paddy Blast
- Clasto (Pyrifluquinazon): I-Cotton Whitefly

9(4) products

- Clue (Pymetrozine): I-Paddy
- Onto (Quinalphos): I -Multiple Crops
- Castello (Difenoconazole): F- Grapes, F&V

Co-Mkt

- Dext (Fipronil): I-Paddy, Sugarcane

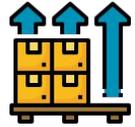
Crop Nutrition

- Rallizin(FCO), Paclo 9(4)



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INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



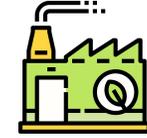
Committed to expand product and customer portfolio in contract manufacturing



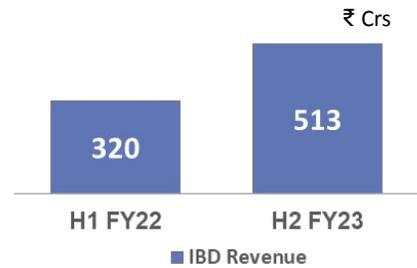
Investment in strengthening R&D, process scale-up and manufacturing



Expanding synthesis capacity at the R&D Centre at Bengaluru



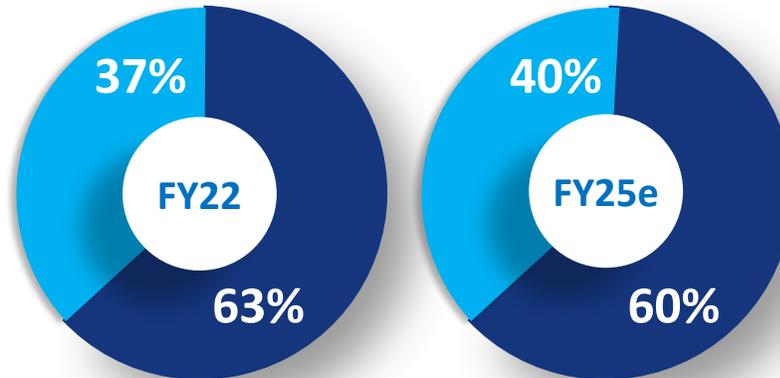
Upgrading pilot plants to strengthen process scale-up capabilities



REVENUE MIX



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
- Invested further in research, registration and manufacturing to expand portfolio
- Continuous expansion of registrations across key markets
- Significant growth from Formulation business



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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

CHANNEL ENGAGEMENT



PRODUCT PROMOTION





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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, Mustard and Wheat.
Vegetables: Chilli, Okra, Tomato, Gourds etc.

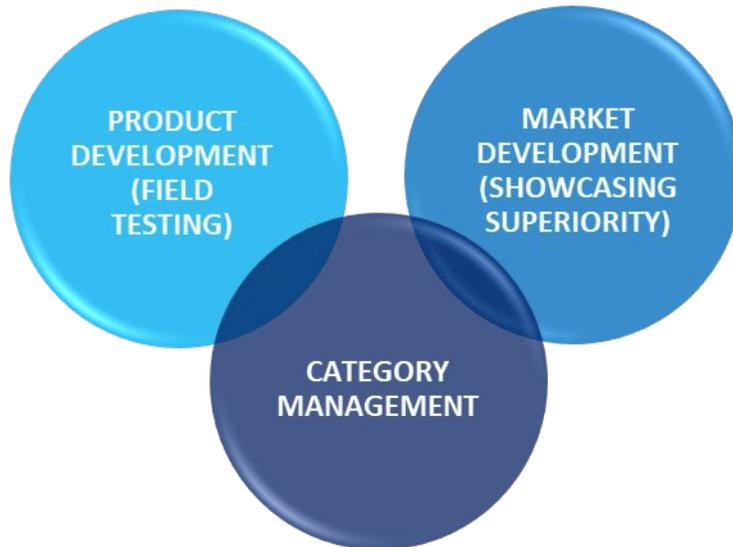


This is also supported through in-licensing partnerships with leading players



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

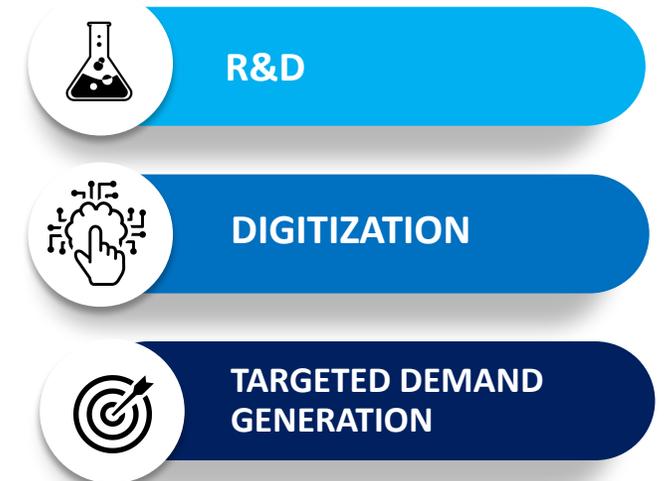
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





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INVESTING FOR FUTURE GROWTH PLANS

Dahej - Multi Purpose Plant (MPP) Work-in-Progress

Dahej CZ Formulation Plant – Processes stabilising

Dahej SEZ MPP – Project commissioning during current financial year





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Q2, H1 FY23 RESULTS

Q2, H1 FY23

RESULTS PRESENTATION



DOMESTIC CROP
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HEADLINES Q2, H1 FY23

Q2

- Q2 revenue ₹951 Cr, 31% growth over PY ; margins impacted by competitive intensity and input cost inflation
- **Domestic Crop Care** – Revenue ₹608 Cr (up by 18% over PY). Increased focus in key crops like Cotton, Paddy, Grapes, Veg etc and key geographies e.g AP-TS, North. Launched two 9(3) products Clasto (Pyrifluquinazon): I-Cotton Whitefly, Capstone (Fenoxanil + Isoprothiolane): F-Paddy Blast and two new Crop Nutrition products Rallizin(FCO), Paclo 9(4)
- **Exports** – Exports up by 67% over PY. Major AI is secured with key RM back up. Liquidated high cost stocks with competitive pricing. MOUs with new customers
- **Seeds** – Small quarter, revenue is up by 12% over PY
- **Procurement & Pricing** – Input price was under pressure, Availability progressively improving

H1

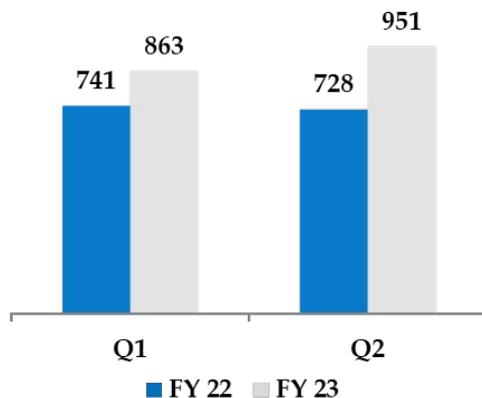
- H1 revenue ₹1814 Cr, 24% growth over PY despite erratic rainfall, missed sprays and pressure on margins
- **Domestic Crop Care** – Revenue ₹1006 Cr with 18% up over PY. Identified products supported with marketing projects.
- **Exports** – Exports up by 61% over PY. Formulation sales registered significant growth. Situation in EU, China & South East Asia markets turning unfavourable towards the end of H1
- **Seeds** – Revenue is ₹295 Cr with flat growth over PY. Erratic rainfall, segment shifts in Paddy impacted business. New Cotton Hybrid seed performance is promising.
- **Procurement & Pricing** – Overall both Input price and availability were under pressure as world is grappling with energy crisis; High frequency pricing



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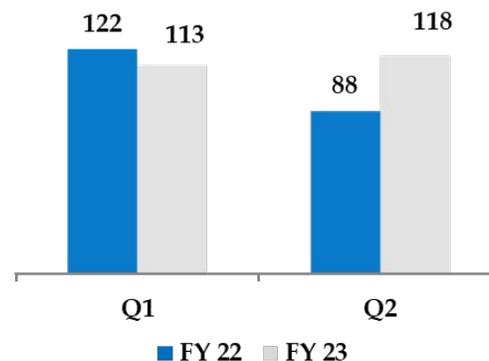
FINANCIAL SNAPSHOT – Q2 , H1 FY23

REVENUE



- Overall revenue higher by 31% as compared to PY
- Crop Care revenue growth of 31%, Seeds business revenue growth of 12%

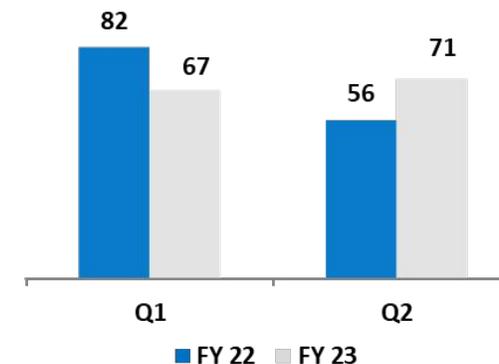
EBITDA



- EBITDA increased by 34% as compared to PY Q2.
- Crop care EBITDA grew by 28%, Seeds EBITDA remained flat for the quarter

PAT AEI

₹ Crs



- PAT is reflective of EBITDA trend

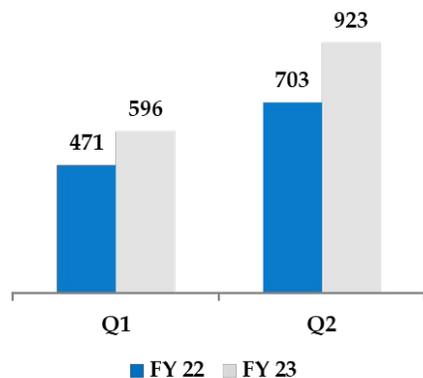
OUR PERFORMANCE WAS SATISFACTORY DESPITE MULTIPLE HEADWINDS



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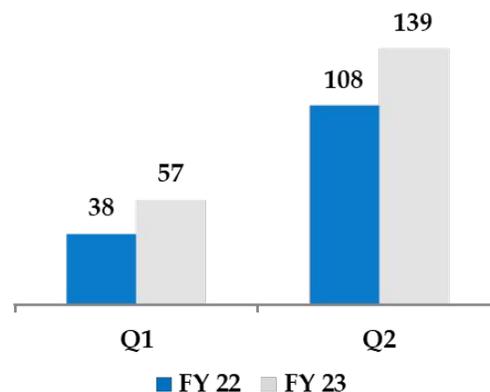
FINANCIAL SNAPSHOT – Q2, H1 FY23 - CROP CARE

REVENUE



- Crop Care revenue grew by 31% for the quarter
- Domestic crop care grew by 18%
- International business grew by 67%.
- Crop nutrition grew by 32%

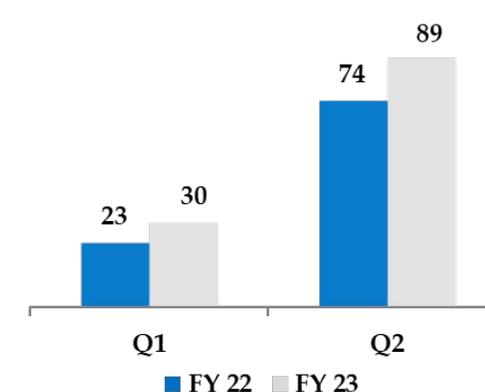
EBITDA



- EBITDA increased by 28% as compared to PY Q2.
- While margins were satisfactory in domestic business, international business margins were lower.
- Fixed cost increase mainly on account of increase in spends on marketing activities.

PAT AEI

₹ Crs



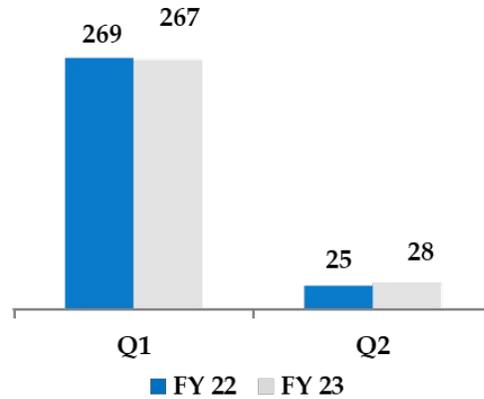
- PAT higher by 21% compared to PY Q2.
- Higher depreciation had an impact on PBT



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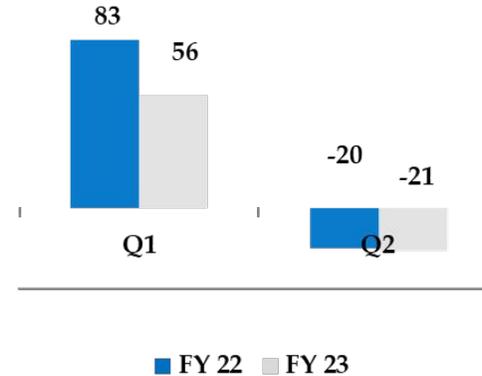
FINANCIAL SNAPSHOT – Q2, H1 FY23 - SEEDS

REVENUE



- Seeds business revenue higher by 12% for the quarter.
- Sales flat vs last year on YTD basis

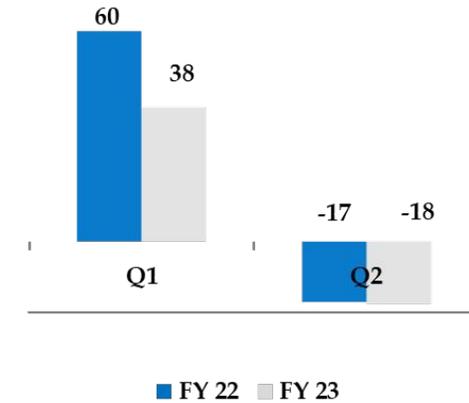
EBITDA



- EBITDA almost at similar level to PY Q2.
- Higher inventory provisions during H1 (Rs. 25 Crs) impact profitability

PAT AEI

₹ Crs



- PAT almost at similar level to PY Q2.



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DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





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PRODUCT LAUNCH EVENTS



Clasto - Insecticide - Cotton White Fly Launched



Clasto & Castello Introduction @ Retailer Meet



Zaafu - Fungicide Introduction @ AP



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RECOGNITION RECEIVED



Indian Chemical Council (ICC) K. V. Mariwala Award 2021 for “Effective Chemical Industry-Academia Partnership” to Lote Plant

Rallis India Limited partnership with Institute of Chemical Technology (ICT) has improved the mfg. efficiency at competitive prices & further supported to Sustainable business



Agri Business Summit & Awards 2022 “Most Innovative Marketing Campaign”

Rallis India Limited has won this category with focus on **New Brand Architecture** and its communication campaign " **Bharosa Wahi, Pehchan Nayi**"



Two Awards in CII Digital transformation DX Awards 2022 Ceremony for “Most Innovative Category”

- 1) 'DRISHTI - AI-driven predictive intelligence for Hybrid Seed - Production excellence
- 2) Integrated Acceleration of Product Development using genomics for Product development



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COMMUNITY SUPPORT ACTIVITIES

RUBY – Student Educational interventions

Supporting 3 special schools - 2 from GJ and 1 from MH

Intervention in Maths and English

Teacher's training in English and Maths - GJ, MH; Certification test conducted for English - GJ

Unnat Gram - Model Tribal Village Intervention

Livelihood:

- Horticulture: 107 families planted 10,000+ mix fruit & forest species
- Vegetables: 99 families cultivating and selling them in market & on Shetkari mitra App
- Initiative by AILSG of planting indigenous trees for carbon neutrality was launched. Barren land (153 acre in Karjat, 80 acre in Narmada) converted to usable land

Educational initiatives:

Gram mitras ensure zero drop out and encourage students for higher education. 178 youth have enrolled for Competitive exam preparation

Health: Vaccination of 100% children in the village.



Teacher training in Gujarat



Saplings distribution in Narmada Dist. in Gujarat



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FOCUS GOING FORWARD

- **Domestic Business:** Growth continues to be the focus. With high Inventory levels in the market, the focus will be on judicious liquidation.
- **International Business :** Challenges in International markets due to extreme climatic conditions and high inventory levels. Our focus will be to keep driving volume growth. Margins may be under pressure
- **Seeds:** H2 business is relatively smaller..Hybrid seed production in preparation for next Kharif season
- **Pricing:** Raw Material pricing has abated in few materials. We will continue to take market benchmarked pricing decisions.
- **Working Capital:** Working capital is high. Focus will be to improve collection and manage inventory judiciously
- **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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