

**Nurturing Land
Nourishing Lives**



RALLIS INDIA LIMITED
A **TATA** Enterprise



Q1 FY27

RESULTS PRESENTATION



**DOMESTIC CROP
PROTECTION**



**EXPORTS CROP
PROTECTION**



**CUSTOM SYNTHESIS
MANUFACTURING**



SOIL & PLANT HEALTH



SEEDS

Q1FY27 Key Business Highlights

1. **Topline growth of 7%** driven by strong placement and campaign activities across key markets in domestic formulation.
2. **EBITDA growth of 23%** primarily driven by better volume growth in Crop Protection and optimisation of fixed costs.
3. **B2C Business:** Overcoming challenges, business delivered 19% revenue growth.
 - Industry impacted by war situation, delayed monsoon and Kharif sowings, crop shift among other challenges.
 - Launched 3 new products during 1QFY27 - 2 Herbicides, and 1 Insecticide.
4. **B2B business** registered higher unit margins and strong demand for select key products in international market.
5. **CSM business** witnessed volume uptick in select products, offsetting volume shortfall in few other products.
6. **Soil & Plant Health** business registered volume growth in select key products through pre-placement.
7. **Seeds business** face market headwinds due to delayed sowings, executed Tata Khet campaign to promote liquidation and launched 9 products across Cotton, Millet, and Paddy.

Resilient Performance in tough environment with Record EBITDA

Our Vision - Serving Farmers Through Science

Guided by 6 Core Values

Safety



Pioneering



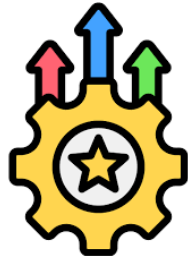
Integrity



Customer Centricity



Excellence



Speed

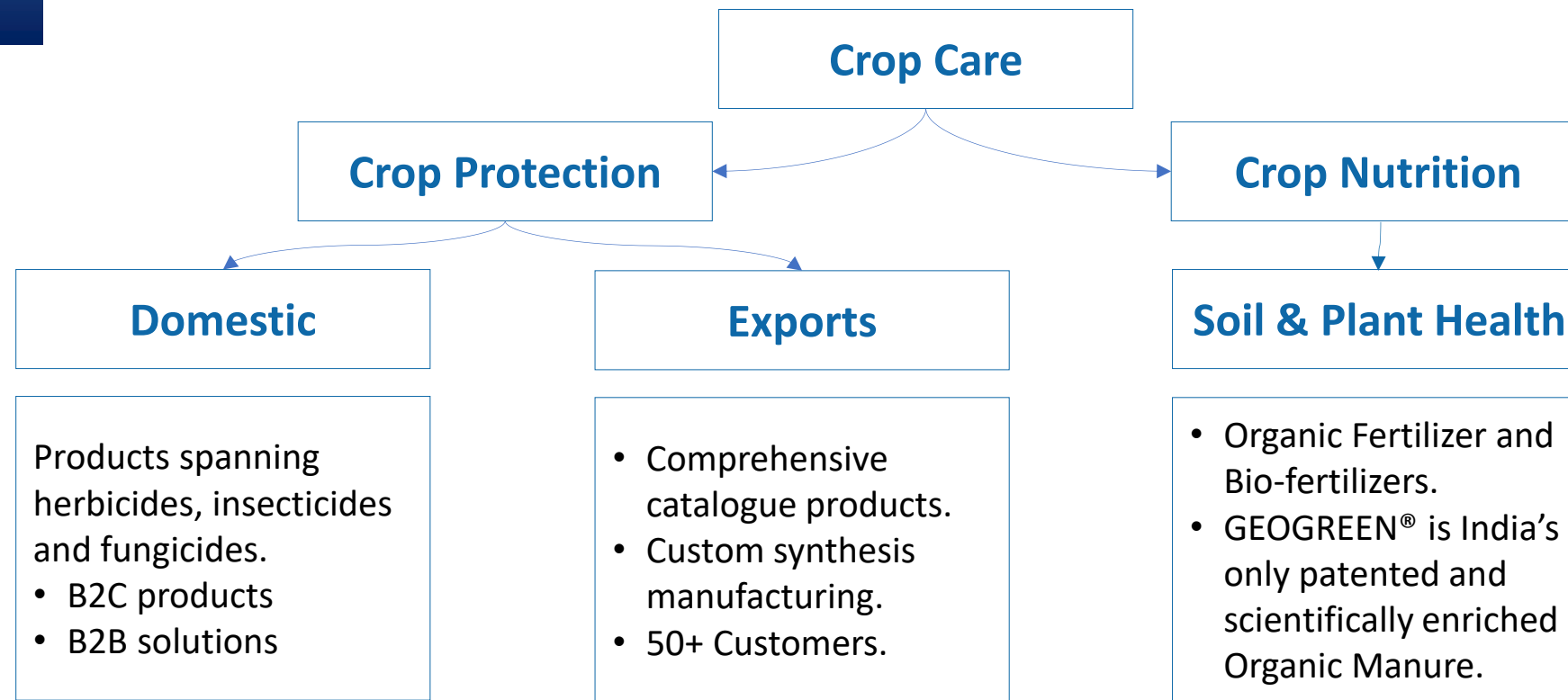


Our Mission

Aspire to be the preferred partner for farmers by helping improve their income & become the Industry benchmark by:

- *Delivering Scalable & Sustainable Growth*
- *Accelerating Innovation to Market*
- *Driving Operational Excellence*
- *Empowering Talent*

Business overview



200+ Registrations

30+ Countries



Seeds

- “Dhaanya” is one of the fastest growing seed brands in India.
- Breeding programs in Rice, Bajra, Maize, Cotton & Mustard.



Empowering farmers with array of innovative solutions to nurture crops from seed to harvest

LONG TERM STRATEGY

CROP CARE

Crop Protection,
Soil & Plant Health



SEEDS

Focused Crops



OVERALL:



**WIDEN REACH, EXTEND
PORTFOLIO OFFERINGS**



**TARGET R&D
INVESTMENTS**



**DIGITAL / DATA DRIVEN
ORGANIZATION CULTURE**



**FOCUS ON COST
COMPETITIVENESS**

B2B (Domestic / Exports / CSM):



**BUILD STRATEGIC
ALLIANCES**



**INTENSIFY CUSTOM
SYNTHESIS
MANUFACTURING**

B2C (Domestic Brand):



**FOCUS ON
UNDERSERVED CROP
PROTECTION SEGMENTS**



**ENHANCED FOCUS ON
SOIL & PLANT HEALTH
SOLUTIONS**



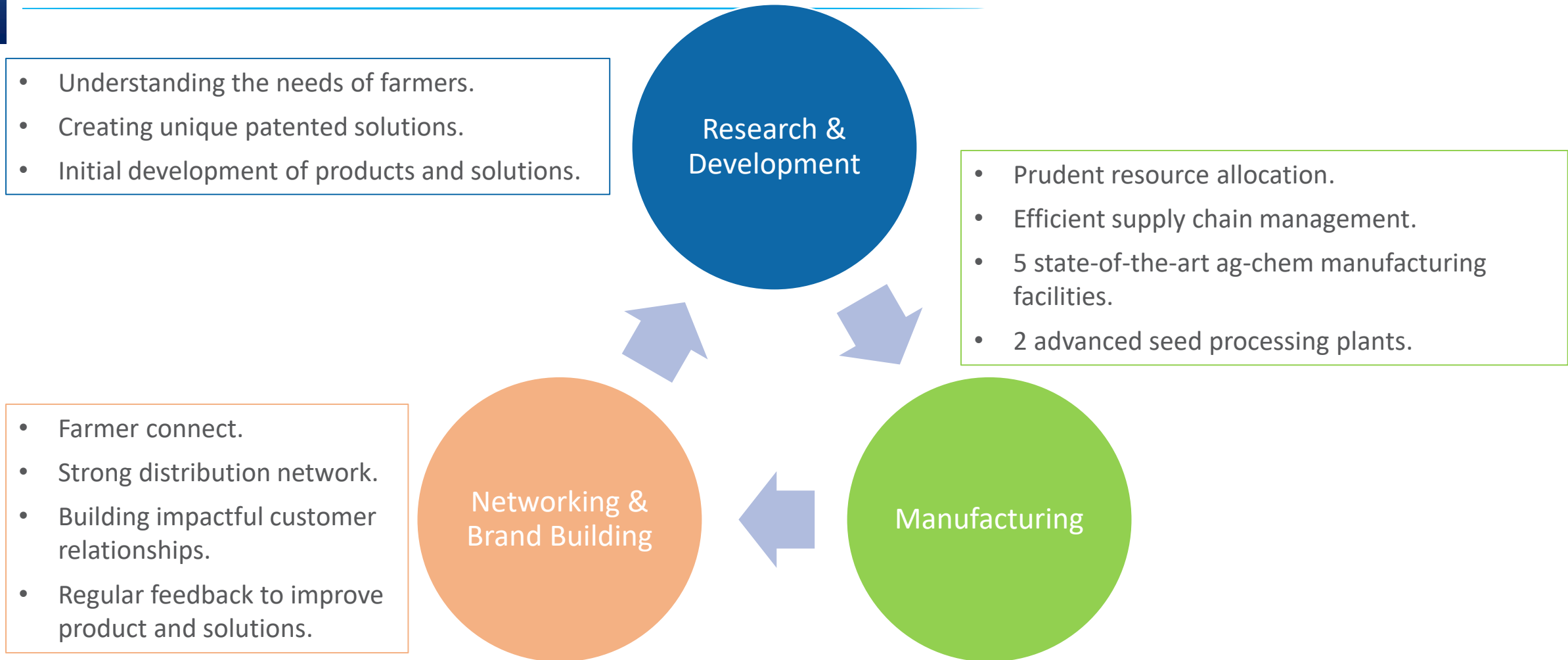
**PLUG PORTFOLIO GAPS
IN MAIZE & PADDY**



**EXTEND NORTH COTTON
SUCCESS TO
OTHER MARKETS**

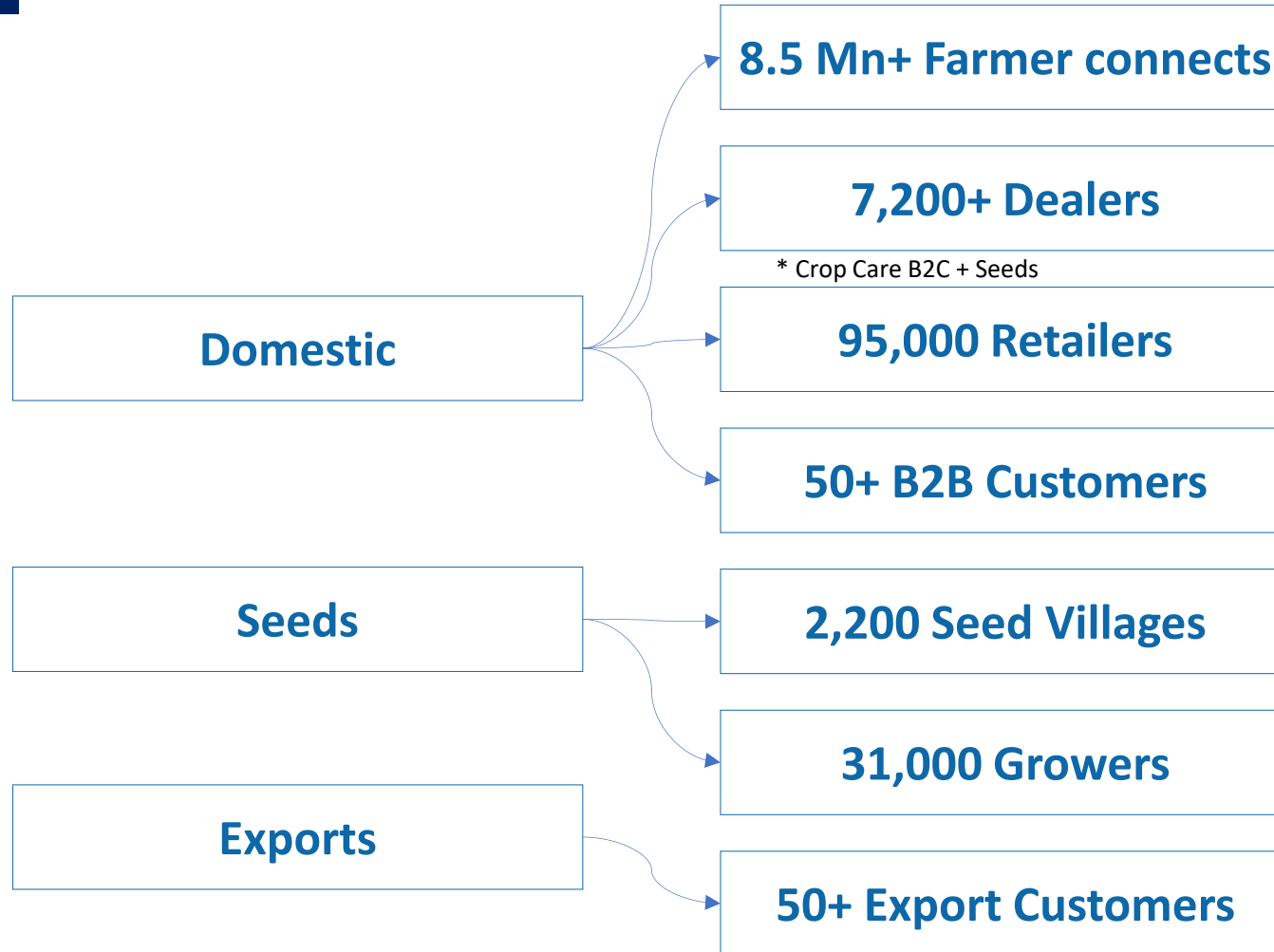
Customer Centricity. Leveraging Digital, Collaborations and Alliances

Our Business Model



Integrated value chain from development to distribution and optimization at each stage

Our Network



Extensive distribution network covering 80% of India's districts

Customer Centric Digital Interventions



GiS application to visually evaluate agriculturally potential villages & cluster them into key market centers.



Capture demand created in these carefully identified market centers & generate insights through farmer interactions.



Integrate with demand creation on field & amplify engagement through distance marketing means.



Provide convenient touchpoints to farmers to raise their queries & concerns through whatsapp & toll-free call centre.



Incentivize farmers to purchase Rallis's products through curated cashback / discount schemes, using QR code technology.

Customer Engagement

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



Building lasting relationships with trade partners and establishing loyalty with customers

Our Manufacturing Operations

1. Extensive knowledge and expertise in process chemistry & engineering.
2. 5 owned manufacturing facilities:
 - a) Formulation manufacturing at Akola and Dahej CZ
 - b) Technical manufacturing at Ankaleshwar, Lote and Dahej SEZ*
3. 10 third party facilities under complete supervision.
4. Seeds: Drying, Processing and Packaging Plants:
 - a) Kokkonda (owned), GP Pally (TPF) and Medchal (TPF).
5. Innovation Centres:
 - a) Rallis Innovation Chemistry Hub (RICH), Bengaluru.
 - b) Ag-Biotech Centre, Bengaluru.



Ensuring highest quality of products through our state-of-the-art manufacturing capabilities

* Dahej SEZ is a multi-purpose plant

CSR Initiatives & Impact: Q1 FY27



Water Conservation



- 0.20 MCM* rainwater Capacity created
- 11km nala de-silted; Covering 11 villages.
- Covered 45% AA Population



Education



- Serving 7340+ school students
- 42 teachers supported
- 40 Schools covered (4 Special schools)
- Scholarship support to 150 ITI girl students.



Women Empowerment and Skilling



- 75 enrollment till now , Targeted for 500+
- 95% AA population targeted
- One additional skill center in progress.
- Skilling in EV & Solar for 250 ITI Students.



Rural Development & Agri Intervention



- Reached 1350 farmers through 8 FPOs* under **C-Safe** intervention
- Supporting 1600 students on Agri Education /Career covering 10 Schools
- New Unnat Gram Project supporting 4000+ tribals in Narmada District-Gujrat.



Volunteering Engagement



- Target for 45%+ employees participation in volunteering across 12+ locations through , Tree plantation, blood donation, safety campaign, Education , visit to special schools & old age home .
- 15000 plantation targeted.



Q1 Operating Context & Highlights

- Several factors impacted planning including war in the west Asia, which led to panic buying of commodities with significant price increases.
- Overall demand was subdued, with severe heatwave in Q1, delayed sowings due to delayed onset of monsoon, farmer crop switch, reduction in cotton acreages coupled with extensive spread of illegal HTBT cotton.
- Trade channels rushed to secure fertilizer, which resulted in cash crunch for Crop Protection causing conservative inventory stocking and slower liquidation.
- Domestic formulations: growth driven by aggressive preplacement, liquidation efforts, and drive for volume scale up
- Digital marketing interventions continue to promote products through Anubandh Edge Schemes, Farmers QR Code/ Reward Schemes, and enhancement in Sampark+.
- Launched 4 new products Balwan (H), Prodim Ultra (H) and Kengen (I) and Aquafert Ginger & Turmeric (SPH)
- Seeds business launched 2 new cotton hybrids for North India, Herbicide Tolerant Direct Seed Rice introduced in Dhaanya Brand and promoted short duration Bajra due to delayed rains. Total 9 products were launched across Cotton, Millet and Paddy.

Overall demand was subdued with driest June in last 12 years, delayed Kharif sowings, crop shifts and reduction in cotton acreages

Select New Product Launches During the Quarter



- Patented Product with a unique three-way combination of Metamifop, Imazethapyr, & Imazamox with dual mode of action.
- Provides broad-spectrum weed control in key crops of Soybean, Groundnut, Green Gram, Black Gram and Red Gram.



- Patented Product with premix formulation with inbuilt surfactant for crop safety and better efficacy.
- Provides excellent control on grassy weeds in key crops of Soybean, Cotton, and Onion.

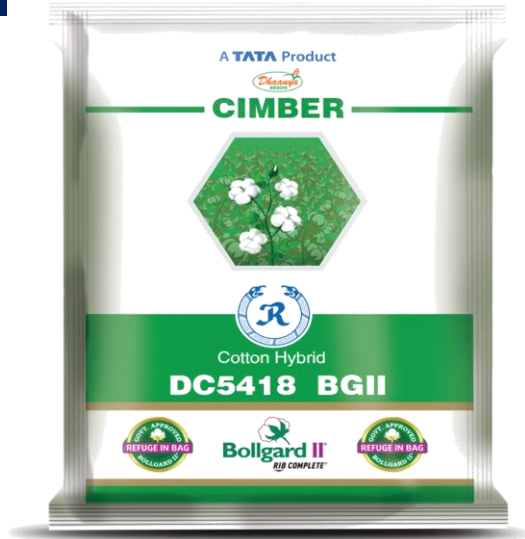


- Next-generation insecticide powered by advanced Tenebenal Technology.
- Offers powerful and effective control against major sucking and chewing pests such as Thrips, Jassids, and Lepidopteran pests in key crops like Cotton, Soybean, Chilli, Brinjal, Cabbage, Tomato, Okra & Pomegranate



- Water Soluble Fertilizer
- Tailor made nutrition for Ginger & Turmeric for all the important crop stages

Select New Product Launches During the Quarter



- Hybrid suitable for DNZ (Determinate North Zone) segment having medium duration with big boll size



- A CSR (Central South Rainfed) segment hybrid having good stress tolerance recommended for entire central and south states



- Our first launch in CPS (Close Planting System) segment suitable for southern states (Karnataka, Telangana, Andhra Pradesh and Tamil Nadu)



- A CSIR (central South Irrigated) segment hybrid with big boll and high boll weight suitable for irrigated markets of compact central geography (Madhya Pradesh & Maharashtra)

Q1 & FY27 RESULTS



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING



SOIL & PLANT HEALTH

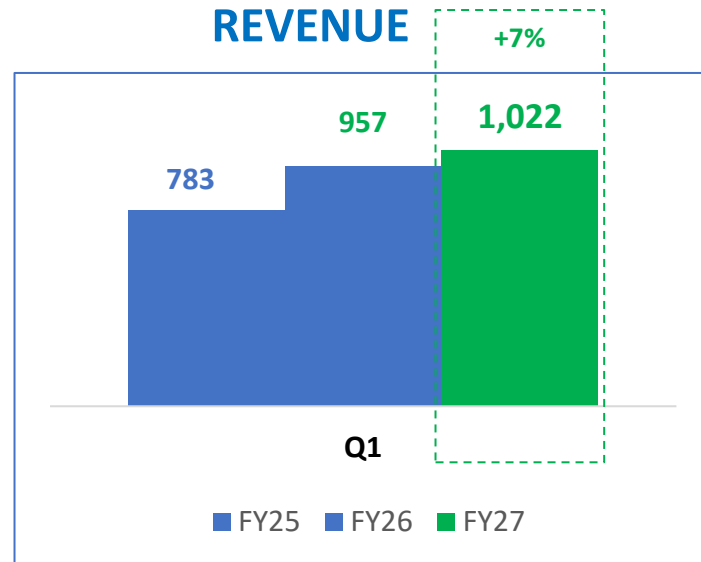


SEEDS

Financial Snapshot - Q1 FY27

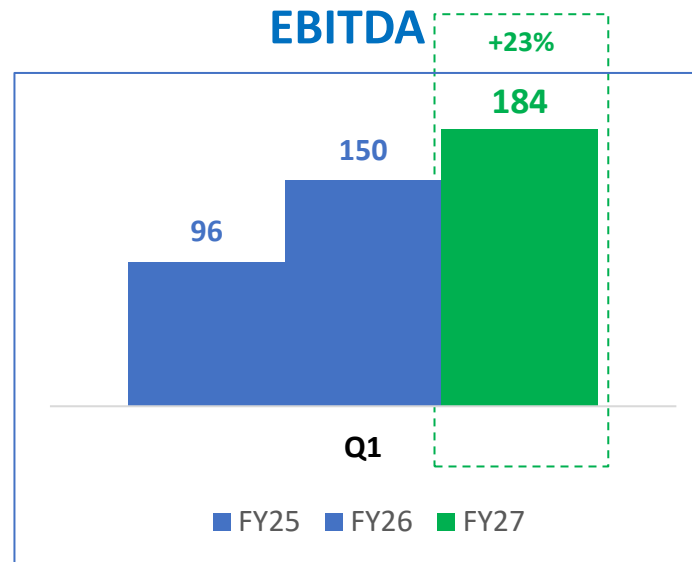
₹ Cr.

REVENUE



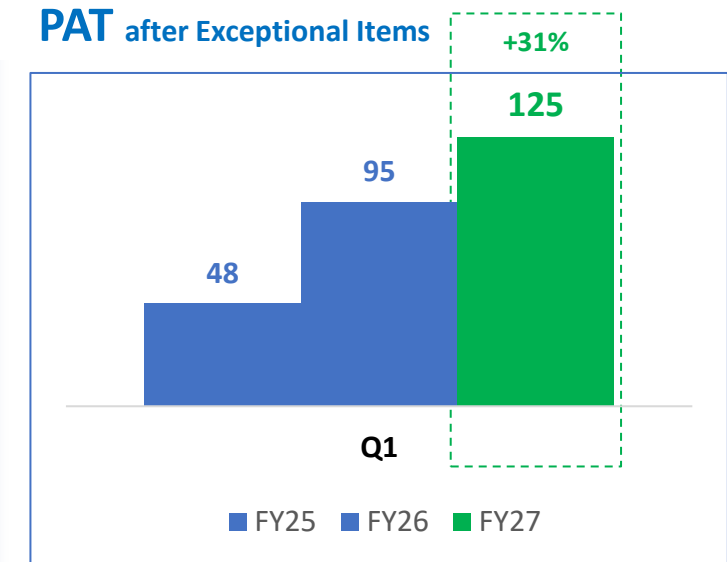
- Revenue increased by 7% from Rs. 957 Cr. in Q1FY26 to Rs. 1,022 Cr in Q1FY27 led by double digit volume growth in domestic formulation.
- Q1FY27 Crop Care revenue increased by 7% YoY and seeds revenue increased by 6% YoY vs Q1FY26.
- Q1FY27 B2B exports including CSM revenue declined by 16% YoY vs Q1FY26.

EBITDA



- EBITDA increased by 23% from Rs. 150 Cr. in Q1FY26 to Rs. 184 Cr. in Q1FY27.

PAT after Exceptional Items



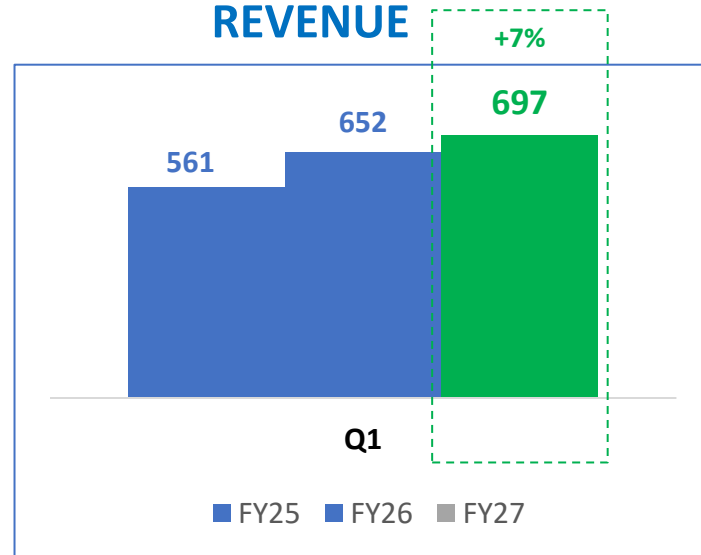
- PAT increased by 31% from Rs. 95 Cr. in Q1FY26 to Rs. 125 Cr. in Q1FY27.

Aggressive placement and liquidation efforts in Q1 drove revenue growth

Financial Snapshot - Q1 FY27 Crop Care

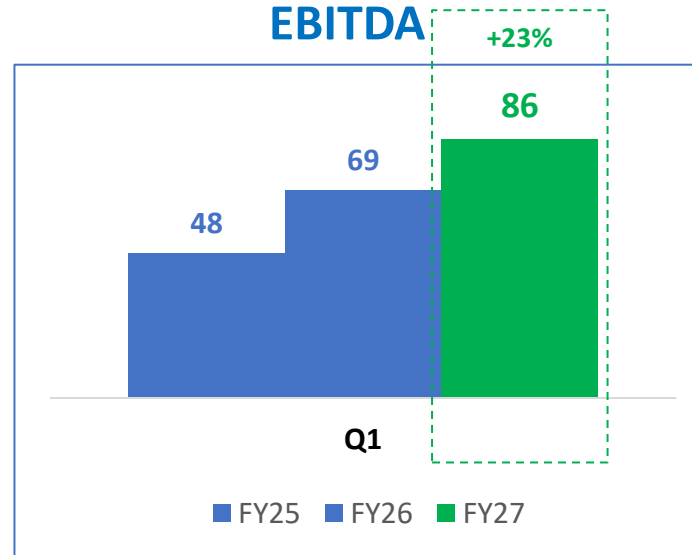
₹ Cr.

REVENUE



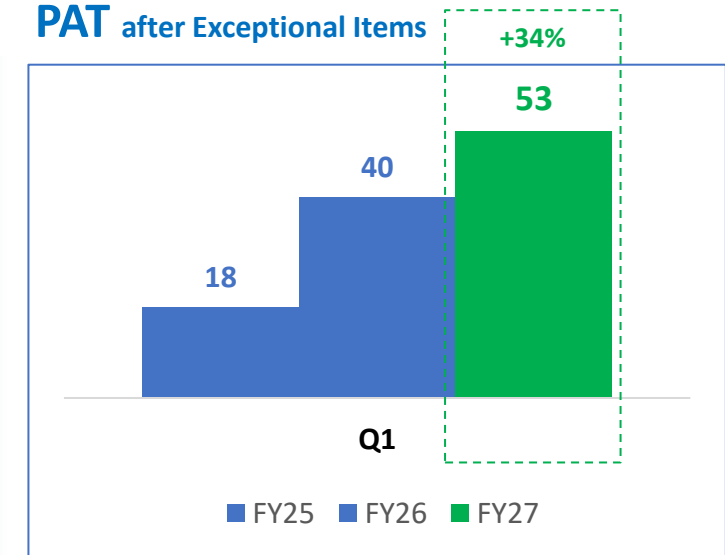
- Q1FY27 Crop Care revenue increased by 7% vs Q1FY26.
- Q1FY27 Crop Protection B2C revenue increased by 19% vs Q1FY26:
 - Q1FY27 Soil & Plant health (SPH) revenue increased by 10% vs Q1FY26.
- Q1FY27 B2B Revenue declined by 19% YoY vs Q1FY26.

EBITDA



- Q1FY27 Crop Care EBITDA increased by 23% vs Q1FY26.

PAT after Exceptional Items



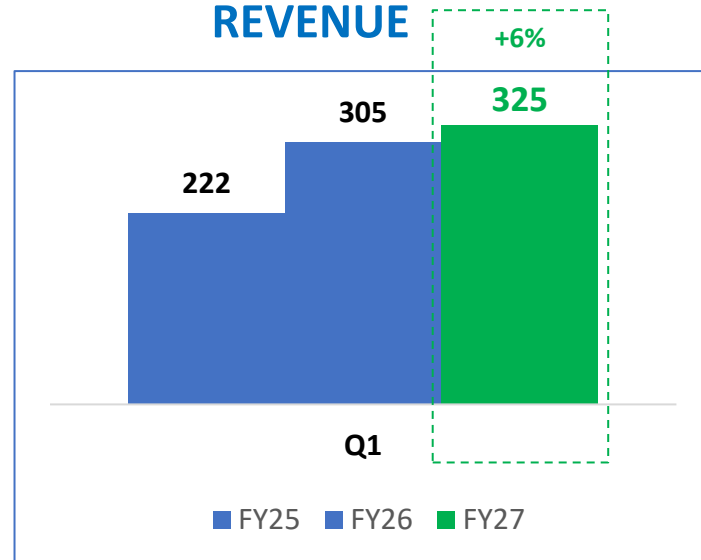
- PAT increased by 34% from Rs. 40 Cr. in Q1FY26 to Rs. 53 Cr. in Q1FY27

Q1FY27 Revenue Growth led by B2C business volume growth of 15% YoY vs Q1FY26

Financial Snapshot - Q1 FY27 Seeds

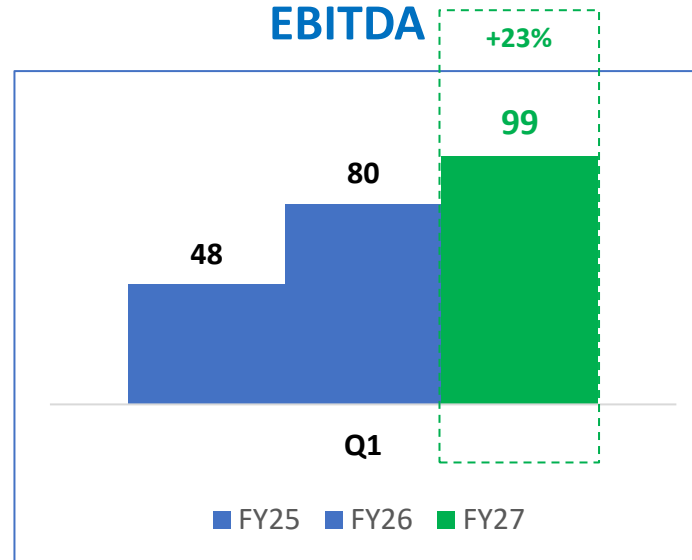
₹ Cr.

REVENUE



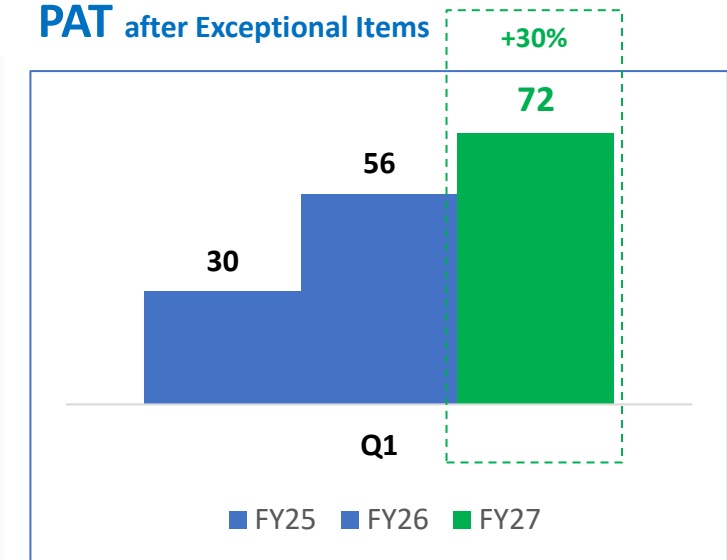
- Q1FY27 Seeds revenue increased by 6% vs Q1FY26.
- Headwinds due to delayed sowings and reduction in cotton acreages.

EBITDA



- Q1FY27 Seeds EBITDA increased by 23% vs Q1FY26.

PAT after Exceptional Items



- PAT increased by 30% from Rs. 56 Cr. in Q1FY26 to Rs. 72 Cr. in Q1FY27.

Q4 Revenue growth driven primarily by price variance

THANK YOU

FOR ANY QUERIES, PLEASE CONTACT BELOW:

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SERVING FARMERS THROUGH SCIENCE

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