Nurturing Land
Nourishing Lives

RALLIS INDIA LIMITED
A TATA Enterprise

Q2 & H1 FY27

RESULTS PRESENTATION

DOMESTIC CROP PROTECTION | EXPORTS CROP PROTECTION | CUSTOM SYNTHESIS MANUFACTURING | SOIL & PLANT HEALTH | SEEDS

Q2 FY27 Key Business Highlights

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1. **Flat topline** given the weakest monsoon since 2015 and challenging market condition.
2. **EBITDA down by 18%** primarily driven by input cost pressure in Crop Care and higher sales returns in Seeds .
3. **Domestic Formulation Business (B2C):** Overcoming challenges, business delivered flat revenue; Herbicides showed promising growth
   - Industry witnessed patchy demand and competitive pricing environment.
   - Launched 4 new products during Q2FY27 - 2 Fungicides, 1 Herbicide, 1 Insecticide.
   - Soil & Plant Health business registered 22% growth bouncing back from the regulatory challenge last year.
4. **B2B business** register higher unit realisation but lower margin in international market due to cost pressures.
5. **CSM business** registered strong growth on lower base with volume growth in select products.
6. **Seeds business** saw paddy and cotton acreages decline

Resilient Topline in tough quarter, Margins dragged by input cost pressures

"Crop Nutrition/Biologicals & Specialty solutions" is referred to as "Soil & Plant health solutions (SPH)

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Our Vision - *Serving Farmers Through Science*

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Guided by 6 Core Values

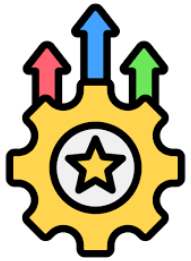
Safety

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

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Crop Care

Crop Protection

Domestic

Products spanning herbicides, insecticides and fungicides.

- B2C products
- B2B solutions

Exports

- Comprehensive catalogue products.
- Custom synthesis manufacturing.
- 50+ Customers.

200+ Registrations

30+ Countries

Crop Nutrition

Soil & Plant Health

- Organic Fertilizer and Bio-fertilizers.
- GEOGREEN® is India's only patented and scientifically enriched Organic Manure.

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

"Crop Nutrition/Biologicals & Specialty solutions" is referred to as "Soil & Plant health solutions (SPH)

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LONG TERM STRATEGY

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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):

- CP PRODUCT BASKET ENHANCEMENT WITH DIFFERENTIATED OFFERINGS
- PLUG PORTFOLIO GAPS IN MAIZE & PADDY
- ENHANCED FOCUS ON SOIL & PLANT HEALTH SOLUTIONS
- EXTEND NORTH COTTON SUCCESS TO OTHER MARKETS

Customer Centricity. Leveraging Digital, Collaborations and Alliances

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Our Business Model

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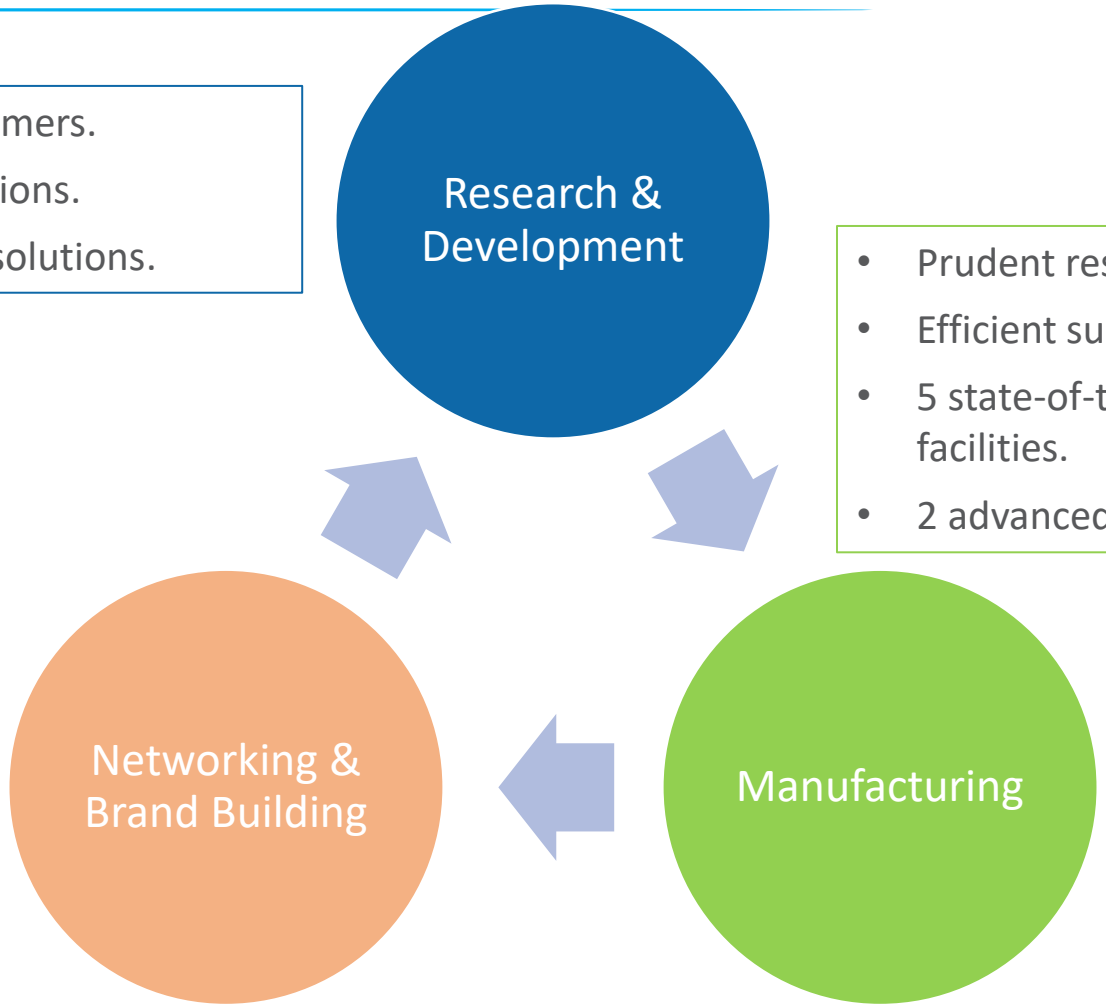
- Understanding the needs of farmers.
- Creating unique patented solutions.
- Development of products and solutions.



- Prudent resource allocation.
- Efficient supply chain management.
- 5 state-of-the-art ag-chem manufacturing facilities.
- 2 advanced seed processing plants.

- Farmer connect.
- Strong distribution network.
- Building impactful customer relationships.
- Regular feedback to improve product and solutions.

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

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Our Network

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Domestic

- **8.5 Mn+ Farmer connects**
- **7,200+ Dealers**
- **95,000 Retailers**
- **50+ B2B Customers**

* Crop Care B2C + Seeds

Seeds

- **2,500 Seed Villages**
- **46,000 Growers**

Exports

- **50+ Export Customers**

Extensive distribution network covering 80% of India's districts

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Customer Centric Digital Interventions

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Saksham
unlocking the potential
सक्षम

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

sampark Plus

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.

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Customer Engagement

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PRODUCT PROMOTION

FARMER ENGAGEMENT

CHANNEL ENGAGEMENT

Building lasting relationships with trade partners and establishing loyalty with customers

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Our Manufacturing Operations

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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

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CSR Initiatives & Impact: Q2 FY27

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Water Conservation

- 0.30 MCM* rainwater Capacity created
- 13 km nala de-silted; Covering 11 villages
- Covered 50%+ AA Population

Education

- Serving 7500+ school students
- 42 teachers supported
- 40 Schools covered (4 Special schools)
- Scholarship support to 150 ITI girl students

Women Empowerment and Skilling

- 165 skill center enrollment till now , Targeted for 500+
- 95% AA population targeted
- One additional skill center Started in Akola
- Created 7 women tailoring entrepreneurs

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. Distribution of Fruit Plantation to 120 Families. 100+ Families supported with Drip Irrigation

Volunteering Engagement

- 27 Volunteering Activities, 174 Volunteer Counts, 342 Volunteering Hours, 136 Unique Volunteers across 5 States
- Tree plantation, Blood Donation, Safety Campaign, Education , visit to special schools
- 7000+ plantation completed

MCM = Million Cubic Meters; FPO* = Farmer Producer Organization; C-Safe = Centre for Sustainable Agriculture and Farm Excellence. AA Affirmative Action-Covering SC, ST, PwD, Women.*

Q2 FY27 Operating Context & Highlights

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- Drought in several parts of the country: 43% of India received 19% or more deficient rains than the long period average this monsoon season, which dictated the pace of Kharif sowing and crop outlooks.
- Witnessed slow liquidation, high carryover inventory, resulting in cautious buying behavior from channel.
- Commercially, a highly competitive and volatile pricing environment prompted farmers to greater usage of generic products and overall lower fungicides usage.
- War and supply side constraints drove shortages of raw materials & chemical fertilizers, forcing distribution channels to prioritize fertilizer stocking and payments over crop protection.
- Supply squeeze on bulk chemicals accelerates the adoption of alternatives like biofertilizers and organic manure.
- Concurrently, poor agricultural exports constrained overall farmer investments.
- The core business strategy focused on accelerating priority brand sales and strengthening execution across key markets.
- Prioritized portfolio-led growth initiatives alongside active promotion of new and key products.
- Targeted "phygital" strategies were deployed to enhance engagement with both farmers and distribution channels.

Overall demand was patchy linked with uneven rainfall distribution, crop acreage & sowing progress

H: Herbicide, I: Insecticide, F: Fungicide, SPH: Soil and Plant Health

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Select New Product Launches in Crop Protection in H1 FY27

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SILENTRA

INSECTICIDE

- Dual action solution delivering powerful control of BPH & WBPH
- Strategically selected to bridge key portfolio gap
- Focused targeting of moderate-to-high BPH infestation area
- Strong rollout across major rice-growing states

MARCELLUS

FUNGICIDE

- Premium broad-spectrum systemic fungicide.
- Sheath blight and Dirty panicle in Rice, Improves grain size, weight and shine
- Excellent diseases control and produce quality in Chilli, Tomato and Cumin
- Reduces plant stress for higher crop yields.

BLITOX SUPER

FUNGICIDE

- Excellent 2-way combination and is highly effective for controlling diseases in the bacterio-fungal complex
- Provides both preventive & curative action
- Gives long-lasting control, reducing the frequency of application.
- Rapidly absorbed by plant tissues

TRYNAGE

HERBICIDE

- Broad-Spectrum Weed Control in Sugarcane for Grass & Broadleaf weeds
- Foliar & Soil Activity: Acts through both leaves & roots on existing & new weed
- Medium to late post control of weeds

Strategic additions during H1

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Select New Product Launches in Crop Protection in H1 FY27

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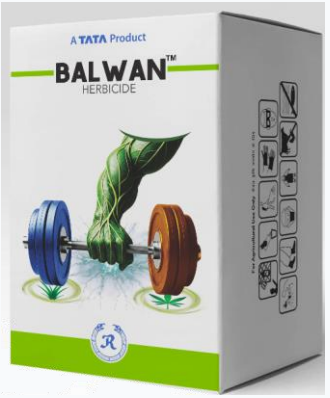
KENGEN

INSECTICIDE

- 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



BALWAN

HERBICIDE

- 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.

PRODIM ULTRA

HERBICIDE

- 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.

AQUAFERT

HERBICIDE

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

Strategic additions during H1

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Select New Product Launches in Seeds in H1 FY27

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CIMBER

COTTON HYBRID

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

SHUJAA

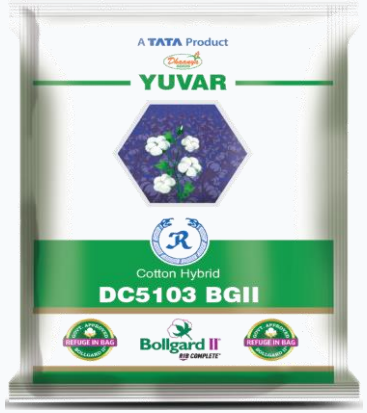
COTTON HYBRID

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

HANDSHAKE

COTTON HYBRID

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



YUVAR

COTTON HYBRID

- 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)

Select Strategic additions during H1

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Q2 & H1 FY27 RESULTS

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DOMESTIC CROP PROTECTION | EXPORTS CROP PROTECTION | CUSTOM SYNTHESIS MANUFACTURING | SOIL & PLANT HEALTH | SEEDS

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Financial Snapshot - Q2 and H1 FY27

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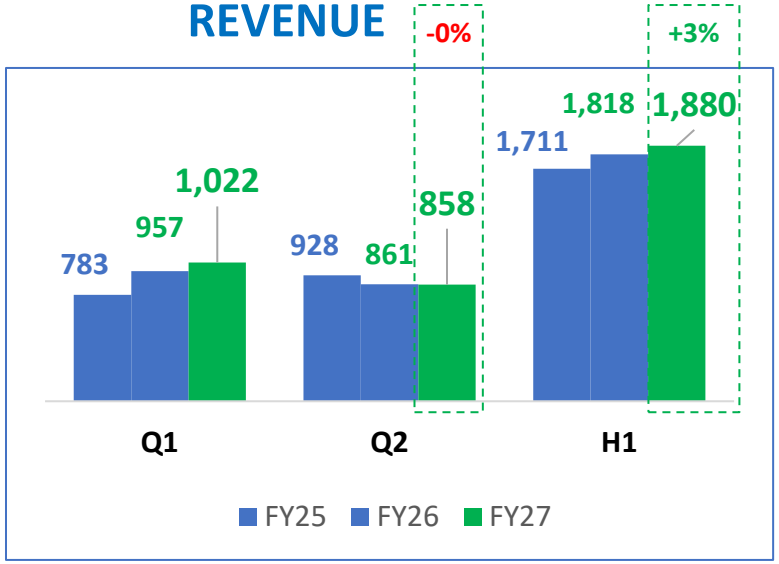
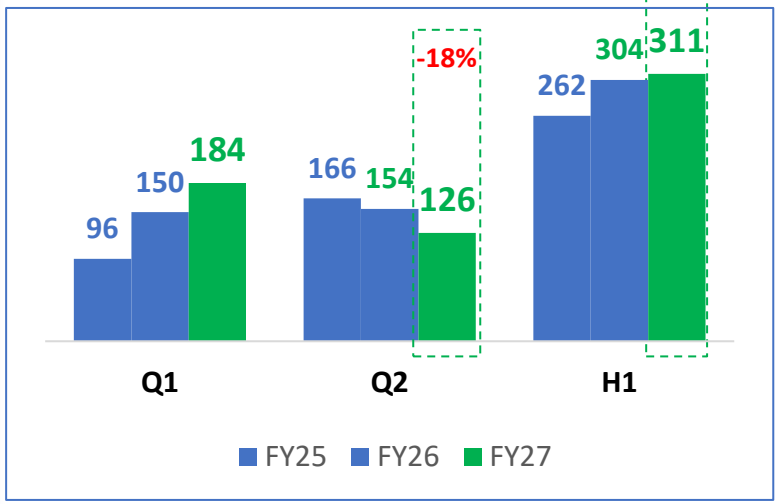
₹ Cr.

REVENUE



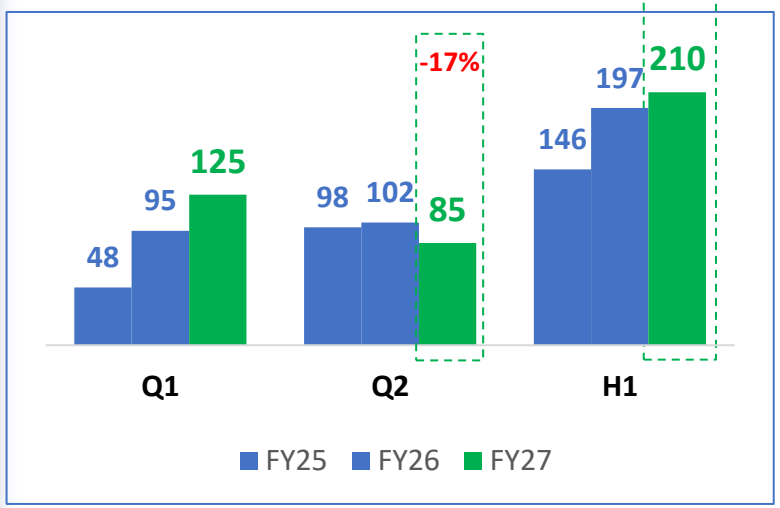
- Revenue marginally decreased from Rs. 861 Cr. in Q2FY26 to Rs. 858 Cr in Q2FY27 primarily due to higher sales returns in Seeds business.
- Q2FY27 Crop Care revenue increased by 4% YoY and Seeds revenue decreased by 31% YoY vs Q2FY26.
- Q2FY27 B2B exports including CSM revenue increased by 18% YoY vs Q2FY26.

EBITDA



- EBITDA decreased by 18% from Rs. 154 Cr. in Q2FY26 to Rs. 126 Cr. in Q2FY27.
- EBITDA increased by 2% from Rs. 304 Cr. in H1FY26 to Rs. 311 Cr in H1FY27.

PAT after Exceptional Items



- PAT decreased by 17% from Rs. 102 Cr. in Q2FY26 to Rs. 85 Cr. in Q2FY27.
- PAT increased by 6% from Rs. 197 Cr. in H1FY26 to Rs. 210 Cr in H1FY27.

Resilient performance in a tough quarter

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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Financial Snapshot - Q2 and H1 FY27 Crop Care

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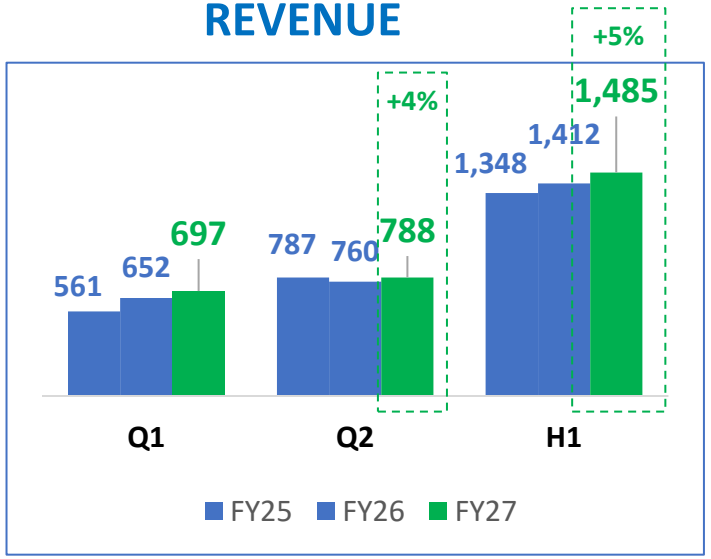
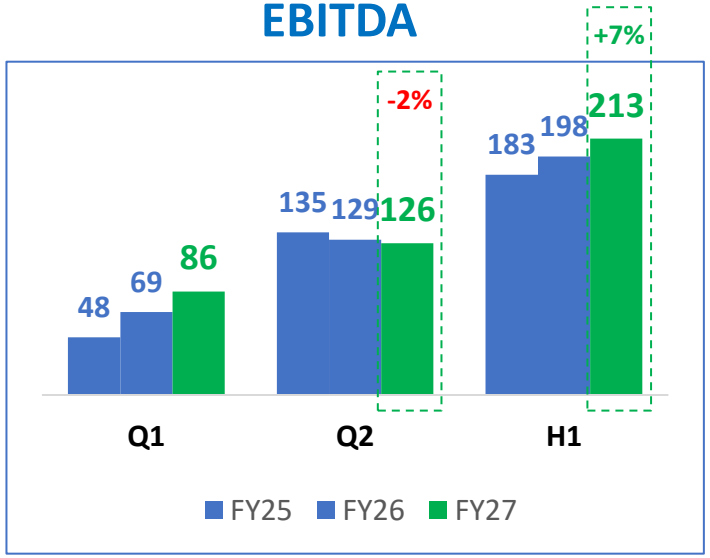
₹ Cr.

REVENUE



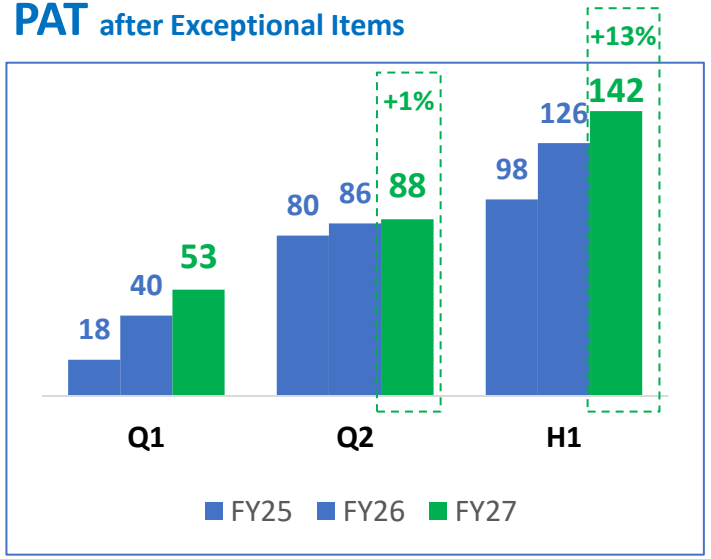
- Q2FY27 Crop Care revenue increased by 4% vs Q2FY26.
- Q2FY27 Crop Protection B2C revenue marginally decreased by 1% vs Q2FY26:
  - Q2FY27 Soil & Plant health (SPH) revenue increased by 22% vs Q2FY26.
- Q2FY27 B2B Revenue increased by 17% YoY vs Q2FY26.

EBITDA



- Q2FY27 Crop Care EBITDA marginally decreased by 2% vs Q2FY26.
- EBITDA increased by 7% from Rs. 197 Cr. in H1FY26 to Rs. 213 Cr in H1FY27.

PAT after Exceptional Items



- PAT increased by 1% from Rs. 86 Cr. in Q2FY26 to Rs. 88 Cr. in Q2FY27
- PAT increased by 13% from Rs. 126 Cr. in H1FY26 to Rs. 142 Cr in H1FY27.

Q2FY27 Revenue Growth led by growth Soil & Plant Health and Herbicides

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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Financial Snapshot - Q2 and H1 FY27 Seeds

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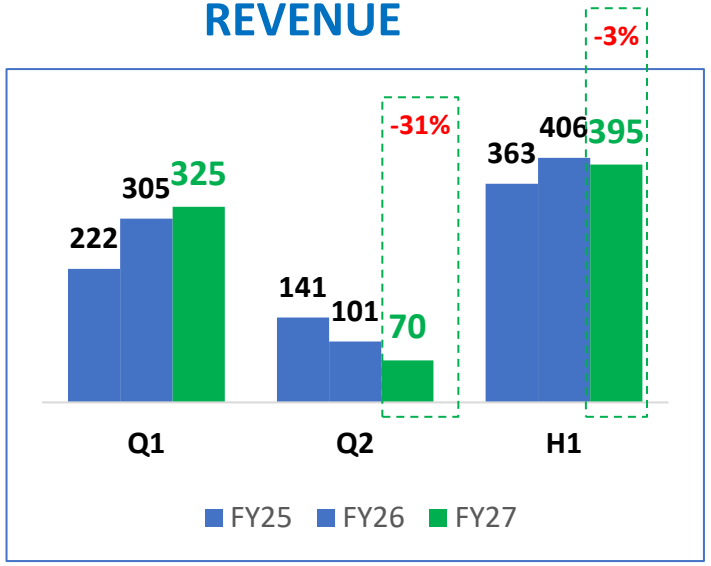
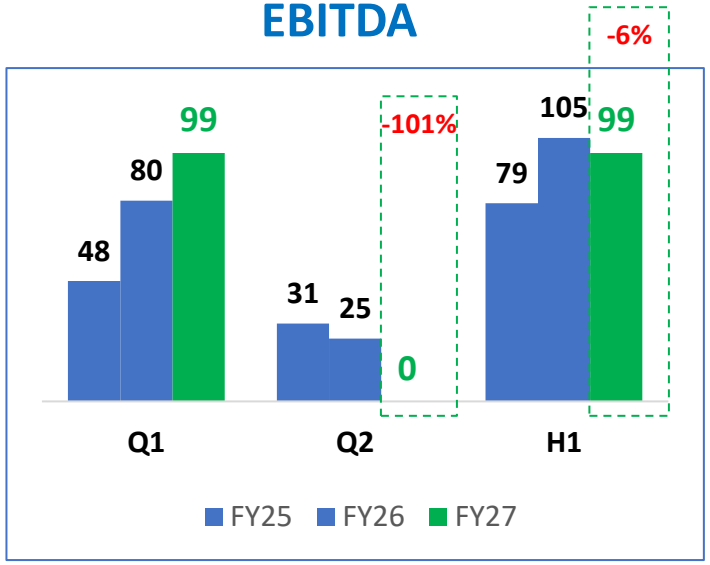
₹ Cr.

REVENUE



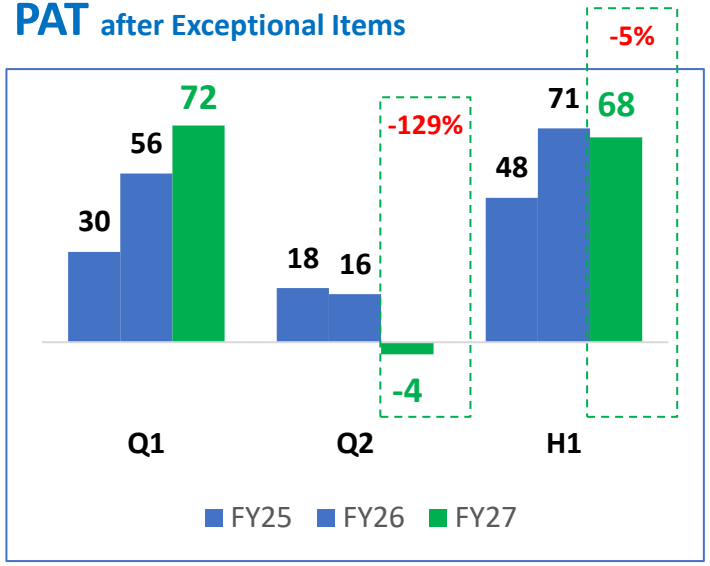
- Q2FY27 Seeds revenue decreased by 31% vs Q2FY26.
- Headwinds due to paddy acreage reduction and higher sales returns from Kharif.

EBITDA



- Q2FY27 Seeds EBITDA decreased from Rs 25 Cr. In Q2FY26 to Rs. (0) Cr. in Q2FY27.

PAT after Exceptional Items



- PAT decreased from Rs. 16 Cr. in Q2FY26 to Rs. (-4) Cr. in Q2FY27.

Q2 Revenue degrowth due to weak market conditions

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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THANK YOU

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