



RALLIS INDIA LIMITED

Rallis/PR/07/2223/Corp

Rallis India reports flat revenues for the quarter 9 months revenue at ₹ 2,444 Cr with 17% growth YoY, PAT at ₹ 161 Cr

Mumbai, 18 January 2023:

Rallis India Limited, a TATA Enterprise and a leading player in the Indian Agri inputs industry announced its financial results for the third quarter of the financial year ending 31 December 2022.

Announcing the results, Mr. Sanjiv Lal, Managing Director, and CEO, Rallis India said,

“Our Q3 revenues witnessed 0.3% growth over last year. This has been in the backdrop of erratic rainfall in the Domestic market and headwinds in International business. During the quarter, our domestic Crop Protection business grew by 7.7%, Crop Nutrition business by 22%. Exports declined by 6.5%, primarily due to inventory build-up at the customer end. Our seeds business revenue was Rs 24 Cr vs Rs 28 cr Q3 PY.

For the ongoing Rabi, we remain positive due to increasing crop acreages and robust commodity prices.

Our long-term focus continues to be investing in growth through new product introduction, expanding our retail footprint, and investing in flexible Multipurpose manufacturing plants for our new product pipeline. We are also consistently prioritizing Technology & Digital Transformation projects in our Operations viz. Manufacturing, Customer engagement, and Supply chain” he added.

Key Highlights – Q3

The Company recorded revenues of ₹630 Cr for the quarter ending December 31, 2022, an increase of 0.3% over PY of ₹628 Cr. Profit before tax (before exceptional items) was at ₹30 Cr as compared to PY of profit before tax (before exceptional items) of ₹53 Cr and the Profit after tax (after exceptional items) was ₹23 Cr, as compared to PY profit after tax (after exceptional item) of ₹40 Cr.

Key Highlights – YTD

The Company recorded revenues of ₹2,444 Cr for the period ended December 31, 2022, an increase of 17% over PY of ₹2,096 Cr. Profit before tax (before exceptional items) was at ₹216 Cr as compared to PY of profit before tax (before exceptional items) of ₹239 Cr and the Profit after tax (after exceptional items) was ₹161 Cr, as compared to PY profit after tax (after exceptional item) of ₹178 Cr.

Key Developments

- Rallis India was conferred with the “36th National Convention on Quality Concepts Award” for its Ankleshwar plant under the Allied Six Sigma Concept category for the project “Manufacturing Efficiency” (Yield & Safety Improvement) in December 2022
- Rallis India has Launched 9(3) Pre-emergent herbicide - Daksh Plus (Pendimethalin + Metribuzin) for Wheat crop
- Rallis India signed an MoU with Garuda Aerospace to provide end-to-end operation of drone-based services to farmers

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A TATA Enterprise



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About Rallis India

Rallis India Ltd. is a subsidiary of Tata Chemicals and a part of the US\$ 128 billion Tata Group. It is one of India's leading Agro Sciences Companies, with more than 160 years of experience in servicing Rural Markets and with the most comprehensive portfolio of products/solutions for Indian farmers. Rallis is known for its deep understanding of Indian Agriculture, sustained contact with farmers, quality agrochemicals, branding & marketing expertise along with its strong product portfolio. Rallis has marketing alliances with several multinational agrochemical companies. Rallis is also known for its manufacturing capabilities and ability to develop new processes and formulations, hence is considered a preferred partner for contract manufacturing by leading global corporations.

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