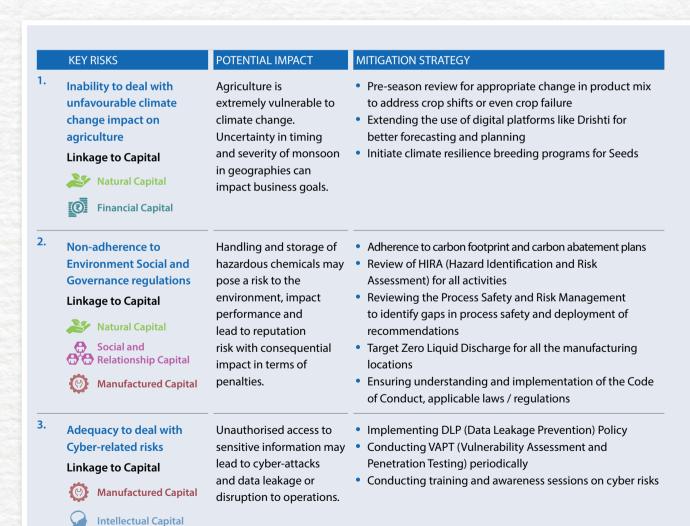
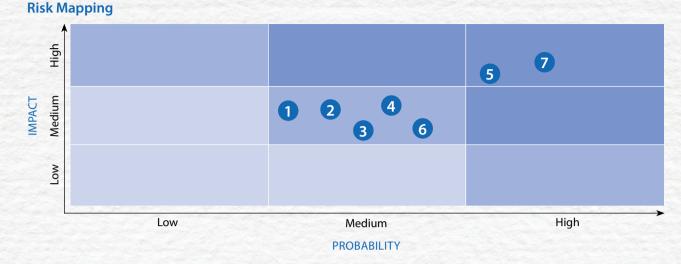
1-43

## OUR RISK MANAGEMENT FRAMEWORK

Our Integrated Risk management system manages the Company-wide material risks and implements a range of initiatives to hedge and control them. We coordinate with related divisions, identify these risks in the light of the frequency of their occurrence, expected impact and company-wide risk tolerance and undertake measures to mitigate them.





	KEY RISKS	POTENTIAL IMPACT	MITIGATION STRATEGY
4.	Adequacy of talent management plans Linkage to Capital  Human Capital	Loss of key personnel or inability to attract or retain skilled talent can adversely affect our operations.	<ul> <li>Conducting competency mapping to evaluate gaps for filling critical positions as well as upskilling employees for future roles</li> <li>Increasing bench strength</li> </ul>
5.	Inadequate product portfolio / low Innovation Turnover Index Linkage to Capital  Manufactured Capital  Intellectual Capital	Inadequate new product portfolio can impact market share. Low innovation turnover index can hamper sustainable and profitable business.	<ul> <li>Migrating steadily to new-age formulations focussing on lower toxicity</li> <li>Accessing new Active Ingredients through alliances and partnerships</li> <li>Scaling up of new products</li> </ul>
6.	Absence of competitive demand generation Linkage to Capital Financial Capital	Inability to achieve required farmer coverage can hamper the growth of our business.	<ul> <li>Investing in demand generation activities</li> <li>Enabling field teams with digital tools</li> <li>Increasing focus on digital marketing</li> </ul>
7.	Inability to deal with supply chain disruptions Linkage to Capital  Financial Capital  Manufactured Capital	Inability to ensure timely and uninterrupted supply of key raw materials and finished goods may lead to non-achievement of business goals.	<ul> <li>Reduction in dependence on a single supplier</li> <li>Strategic procurement of key materials to mitigate disruptions</li> <li>Development of India-based vendor for key starting materials</li> <li>Backward integration to reduce import dependence</li> </ul>