



RALLIS INDIA LIMITED

July 15, 2023

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 July 13, 2023 informing about Analysts/Investors Presentation

Further to our referred letter, please find enclosed a presentation for analysts/ investors on the results for the first quarter ended June 30, 2023 for the analysts/investors call to be held on Monday, July 17, 2023.

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 being 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: 2023.07.15
12:28:13 +05'30'

**Srikant Nair
Company Secretary**

Encl: As above

CELEBRATING

75
years



ROOTED IN VALUES,
SEEDING GROWTH.

Q1 FY24

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



RALLIS INDIA LIMITED
A TATA Enterprise

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.



RALLIS INDIA LIMITED
A TATA Enterprise

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**



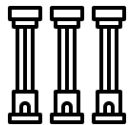
 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



RALLIS INDIA LIMITED
A TATA Enterprise

DOMESTIC CROP PROTECTION



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

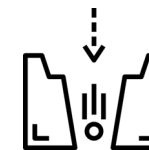
Comprises of domestic branded formulations and Institutional business (Herbicides, Insecticides, Fungicides)



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

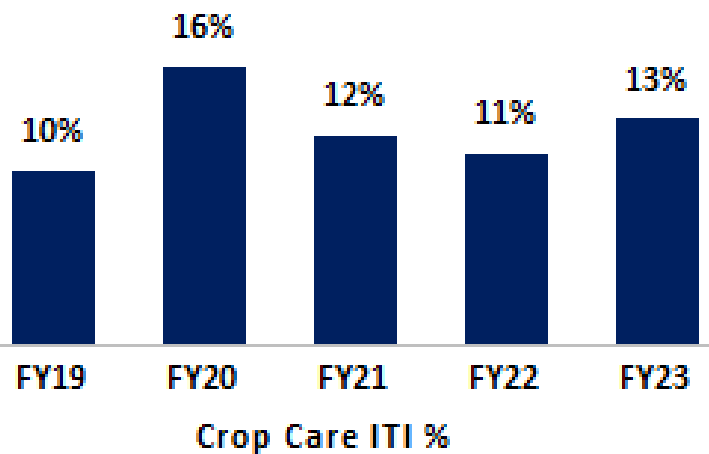


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization

CUSTOMER ENGAGEMENTS



Field Campaign



Late monsoon caused delayed sowings; Crop and Segment shifts impacted Q1 FY24

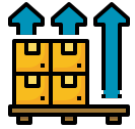
New Product launches in FY24:

- 1 Gateway (Chlorantraniliprole 18.5 % SC) - I
- 2 Gateway Gr (Chlorantraniliprole 0.4 % GR)- I
- 3 Boris Super (Pyriproxyfen 8% + Diafenthiuron 30% SE)- I



RALLIS INDIA LIMITED
A TATA Enterprise

INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



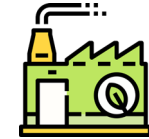
Committed to expand product and customer portfolio in Contract manufacturing



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

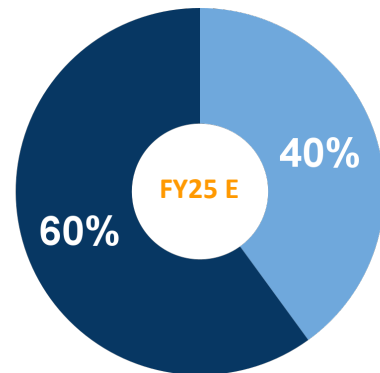


Expanding synthesis capacity at the R&D Centre at Bengaluru



Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX ASPIRATION



INTERNATIONAL DOMESTIC

- Declining Agchem prices, high Inventories impacted Exports in Q1 FY24
- Navigated price issues by adopting portfolio level perspective, instead of product level
- Export of one new intermediate under Contract manufacturing commenced



RALLIS INDIA LIMITED
A TATA Enterprise

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



20%+ growth p.a. in last 3 years



Good future potential to grow given the market situation and positive farmer response



Robust products in pipeline to build stronger portfolio

CHANNEL ENGAGEMENTS



New product launch AQUAFERT Tomato Grade



PRODUCT PROMOTION



Field Visit



RALLIS INDIA LIMITED
A TATA Enterprise

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: Tomato, Gourds, Solanaceous, Chilli, Okra etc.

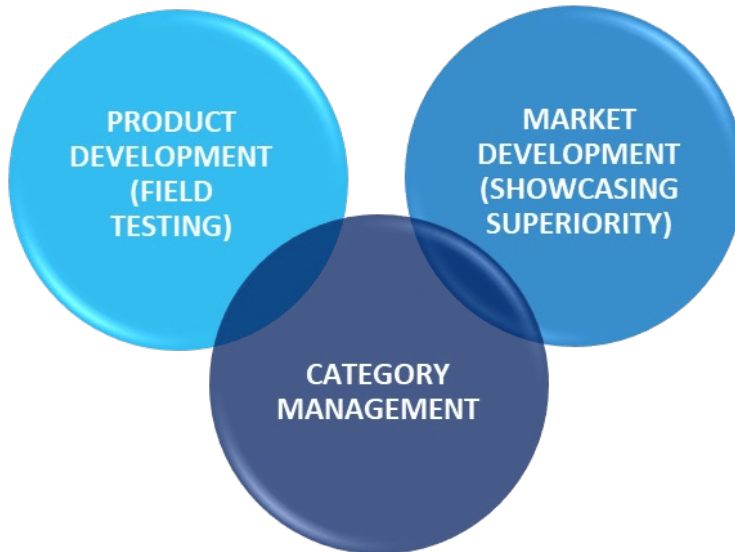


This is also supported through in-licensing partnerships with leading players



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

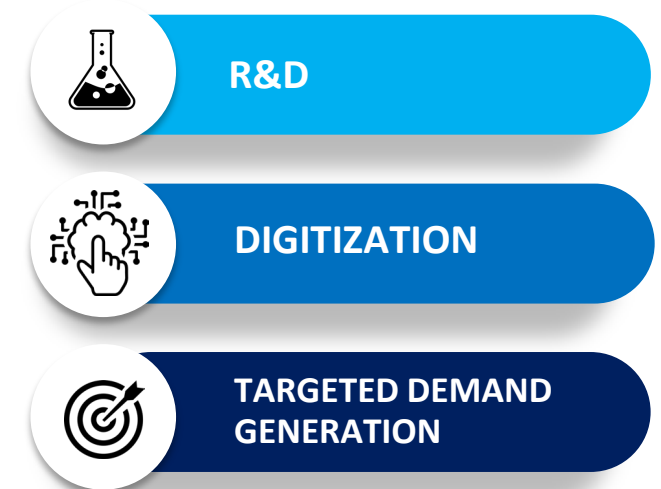
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





RALLIS INDIA LIMITED
A TATA Enterprise

CAPEX



Dahej SEZ MPP -
Trial production commenced



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q1 FY24 RESULTS

CELEBRATING
75 years
ROOTED IN VALUES,
SEEDING GROWTH.



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



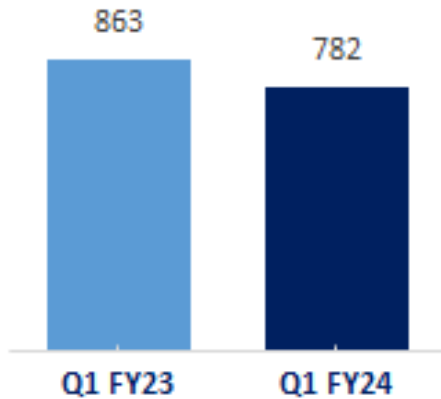
PLANT GROWTH
NUTRIENTS



RALLIS INDIA LIMITED
A TATA Enterprise

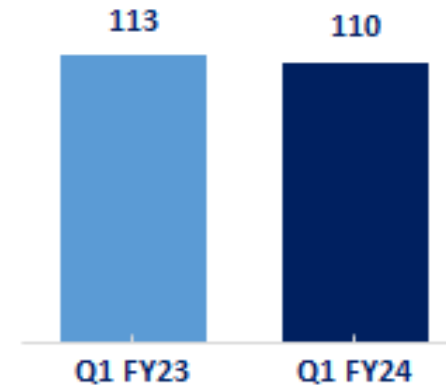
FINANCIAL SNAPSHOT - Q1 FY24

REVENUE



- Overall revenue de-grew by 9%
- Crop Care revenue de-grew by 13%. Multiple factors especially falling prices, lower global demand and delayed monsoon led to lower revenues
- Seeds revenue de-grew by 2%

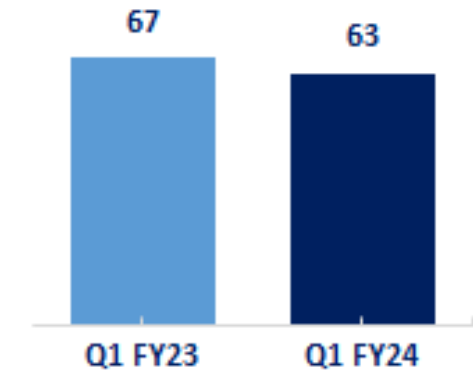
EBITDA



- EBITDA lower by 3%
- Margin largely maintained despite revenue drop through superior mix and control over overheads

PAT AEI

₹ Crs



- PAT lower by 6% which is reflective of EBITDA trend
- Working Capital Management especially inventory reduction helped control finance costs

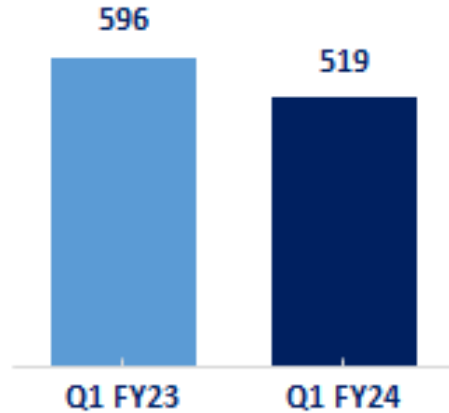
Slow Global demand recovery. Better Domestic business prospects. Margins improved



RALLIS INDIA LIMITED
A TATA Enterprise

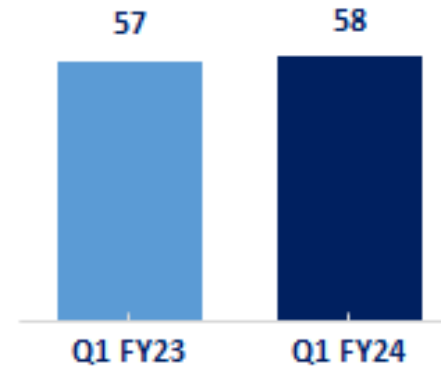
FINANCIAL SNAPSHOT - Q1 FY24 CROP CARE

REVENUE



- Crop Care revenue de-grew by 13%
- Domestic Crop care de-grew by 4.5% due to delayed season amid late monsoon and falling prices
- Exports declined by 29.6% primarily due to volume drop arising from higher global inventories

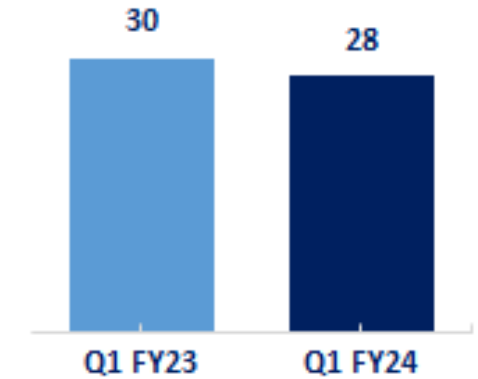
EBITDA



- EBITDA higher by 2% , supported by dynamic pricing and improved product mix
- Focus on driving cost efficiencies across operations

PAT AEI

₹ Crs



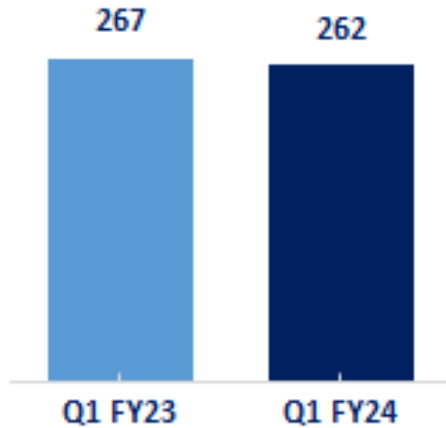
- PAT lower by 5% which is reflective of EBITDA trend



RALLIS INDIA LIMITED
A TATA Enterprise

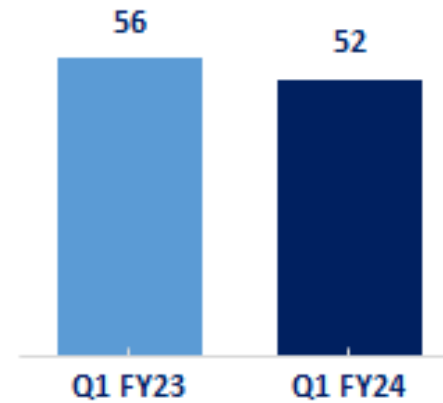
FINANCIAL SNAPSHOT - Q1 FY24 SEEDS

REVENUE



- Seeds revenue lower by 2%
- All around efforts on placement and demand generation activities helped to largely offset impact of late and scattered monsoon

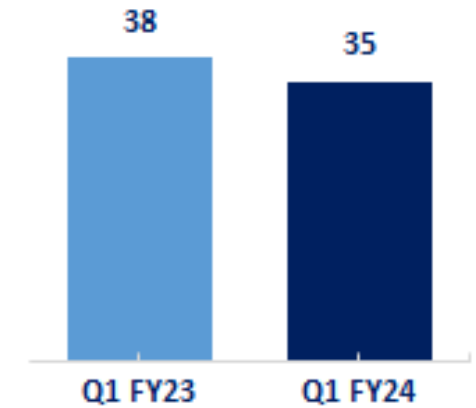
EBITDA



- EBITDA lower by 7%
- Margins lower due to higher marketing costs to support demand generation

PAT AEI

₹ Crs



- PAT lower by 7% which is reflective of EBITDA trend



RALLIS INDIA LIMITED
A TATA Enterprise

DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





RALLIS INDIA LIMITED
A TATA Enterprise

RECOGNITION RECEIVED



Rallis bagged Making Customer Smile award for Hy Paddy "DR8336"
"Making Customer Smile" is a Global competition across Tata Group for stories of great customer delight



Rallis's "Jal Dhan" awarded as the "Best Water Conservation" initiative
in ESG Summit 4th edition, Organized by Transformance group



Rallis's "Drishti" lauded @ G20 Agriculture Ministerial Meeting

Rallis' stall engaged with visitors, including Shri Narendra Singh Tomar, Hon'ble Union Minister of Agriculture and Shri Kailash Choudhary, Hon'ble Minister of State, Ministry of Agriculture and Farmers Welfare, etc.



Rallis awarded with "Treasure Tech Innovation Initiative of the year"
at 7th annual Treasury Summit from INVENTICON



COMMUNITY SUPPORT ACTIVITIES

Saksham gram (Integrated Village development):

Health: Ensure 100% vaccination of U-5 children and pregnant and lactating women. Support for Kitchen garden Identified for 2435 families;
Livelihood: Community digital centre beneficiaries were given training about how to operations and record maintenance of business

C-Safe :

Farmer awareness program along with Ambajidurga FPC to promote Millet crops; Demonstration of Tomato nursery management; Supported Devnathi FPC in refrigerated vans purchase process

Jal Dhan (Water conservation) :

Identified the potential villages to be covered under Jal Dhan in current year from Beed and Osmanabad and completed work as per Drainage line survey

Unnat gram (Model Tribal Village):

Education - VLC (village learning centre): Math, English & Gujarati. Capability building of Community teachers (6); **Health:** 100% ANC, PNC and Vaccination
Livelihood: Handed over Community digital centre system, Tailoring machines (3) and Welding & repair material (5) to beneficiaries

RUBY (Rallis Ujjwal Bhavishya Yojana) :

Capacity building training organized for English teachers from MH FIM - Math interventions, 188 students enrolled from MH Physiotherapy sessions (13) conducted for children

TARA (Skill Development) :

209 students have enrolled for Computer, Tailoring, Bike Repairing, Vegetables cultivation and Beautician; 08 students cleared Tally exam





RALLIS INDIA LIMITED
A **TATA** Enterprise

THANK YOU

FOR ANY QUERIES PLEASE CONTACT BELOW:

Subhra Gourisaria
subhra.gourisaria@rallis.com

Vijay Furia
vijay.furia@rallis.com

Gavin Desa
gavin@cdr-india.com

Suraj Digawalekar
suraj@cdr-india.com



RALLIS INDIA LIMITED
A **TATA** Enterprise

SERVING FARMERS THROUGH SCIENCE

Registered Office

Rallis India Limited
23rd Floor, Vios Tower, New Cuffe Parade,
Off Eastern Freeway,
Wadala, Mumbai - 400037

CIN: L36992MH1948PLC014083

Tel. No.: +91 22 6232 7400

E-mail address: investor_relations@rallis.com

Website: www.rallis.com