



RALLIS INDIA LIMITED

July 21, 2021

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, 2021 informing about Analysts/Investors Call

Further to our referred letter, please find enclosed the presentation to be made to analysts/investors on the financial results for the first quarter ended June 30, 2021 during the analysts/investors call to be held on Thursday, July 22, 2021.

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.

The presentation is also uploaded on the Company's website at www.rallis.co.in.

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

**Yash Sheth
Company Secretary**

Encl: As above



RALLIS INDIA LIMITED

Results Presentation

Q1 FY22



DOMESTIC CROP
PROTECTION



INTERNATIONAL
BUSINESS



CONTRACT
MANUFACTURING



SEEDS



PLANT GROWTH
NUTRIENTS



AGRI
SERVICES

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, its direct and indirect subsidiaries and its associates. 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 look statements, whether as a result of new information, future events or otherwise.

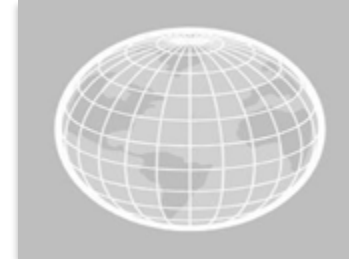
Rallis – Businesses



**Well entrenched connect
with the Indian farmer**

**(Domestic
business)**

- Crop Protection
- Plant growth
- Nutrients(PGN)
- Soil conditioner
- Seeds



Chemistry

**(International
business)**

- Partnering with global innovators
- Strong R&D and executional capabilities
- Environmentally adhering products

Proven capabilities make Rallis a Preferred Partner of Choice for Innovators

Domestic business

Leading Agrochemical Company

Presence across value chain: Seeds – Soil Conditioners – Crop Protection Chemicals - Plant Growth Nutrients

Market share: ~ **6%** (Crop protection & PGN), ~**3%** (Seeds)

Strong & Healthy pipeline of sustainable products

Nationwide footprint – Crop Care: **3700+** dealers & **48000+** retailers; Seeds: **2500+** dealers & **25000+** retailers



International Business

Manufacturing Technicals for global Agro chemicals players

Key products

- **Pendimethalin:** Used as a pre-emergence herbicide to control annual grasses and certain broad leaved weeds. Global a.i market size: **394 Mn USD** (Calendar Year 2019)
- **Acephate:** An organophosphate foliar and soil insecticide used primarily for control of aphids, leaf miners, caterpillars, sawflies, thrips, and spider mites. Global a.i market size: **483 Mn USD** (Calendar Year 2019)
- **Hexaconazole:** is a Broad-spectrum systemic triazole fungicide used for the control of many fungi particularly Ascomycetes and Basidiomycetes, used chiefly for the control of rice sheath blight in China, India, Vietnam and parts of East Asia. Global a.i Market size: **156 Mn USD** (Calendar Year 2019)
- **Metribuzin:** herbicide used both pre- and post-emergence in crops including soybean, potatoes, tomatoes and sugar cane. Global market size: **227 Mn USD** (Calendar Year 2019)
- **Metalaxyl:** an acylalanine fungicide used to control Pythium in a number of vegetable crops, and Phytophthora in peas
Global a.i market size: **109 Mn USD** (Calendar Year 2019)

Note: Value of the formulations that contained this ingredient

FACTS

1st Indian company to introduce a new a.i in India

1st company to set up an R&D centre in the country

Seed business

Rallis develops, produces and sells hybrid seeds including Paddy, Millet, Maize and Bt Cotton; Kharif season accounts for 80-85% revenues

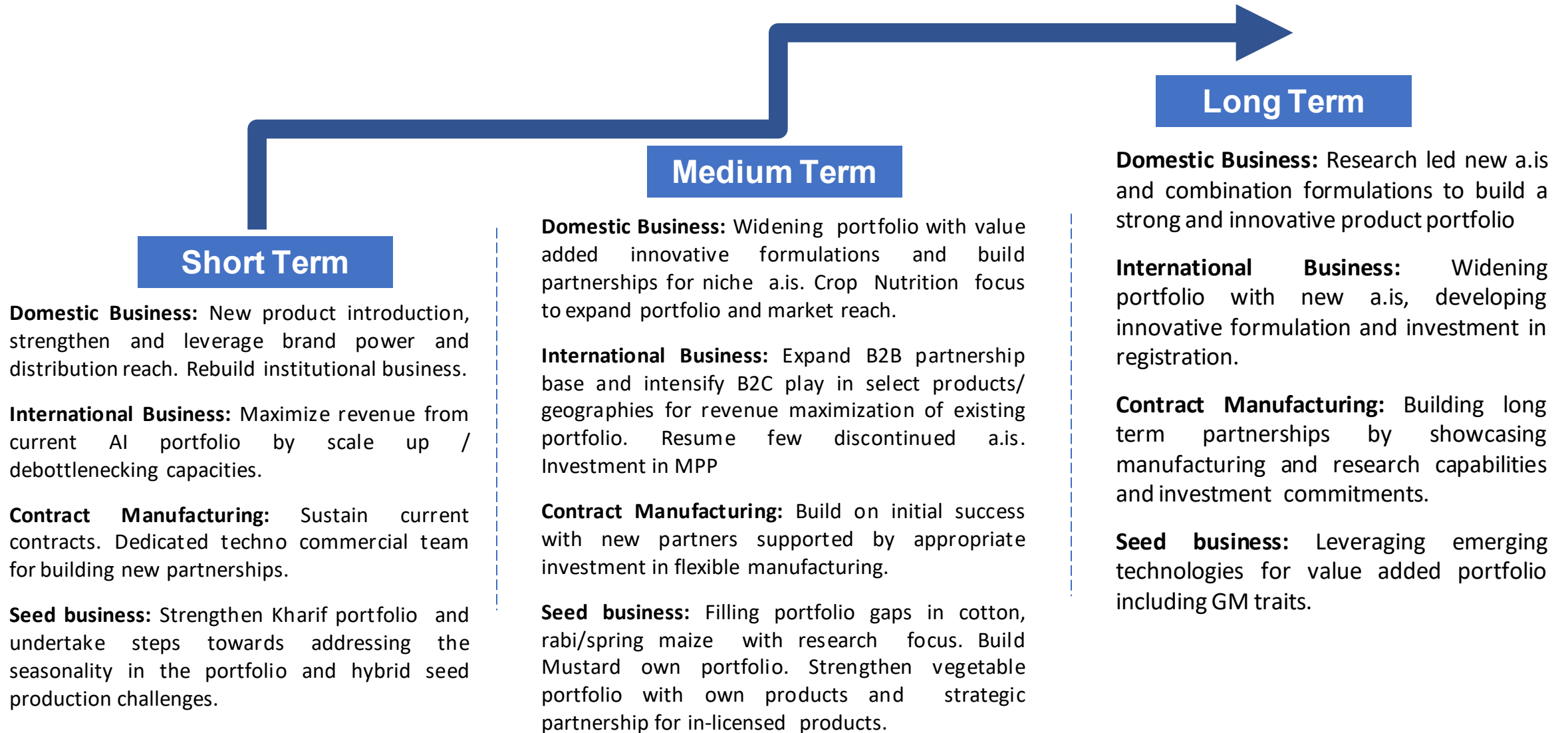
Strong market position - among top 3 in Hybrid Paddy (3rd) & Hybrid Millet (2nd) and Maize (6th). With around a million packets sold, our Bt Cotton portfolio is fast growing

Farmer base of **3 Mn** (FY20) up from 1 Mn in FY15

Seasonal business – Q1 & Q2 accounting for 80% of revenues



Business Strategy



Growth Drivers



Domestic Business

- Focus on innovation - New Formulations, New a.is In-house, Partnerships , Nutrients
- Strengthen and leverage brand power
- Augment distribution reach



International Business

- Capacity expansion of existing molecules and resume few discontinued products
- Expand B2B base and select B2C play
- New a.is development and registration



Contract Manufacturing

- Renewed approach for building partnerships - appointed new business head
- Research focus to strengthen and leverage chemistry knowledge
- Investment in flexible manufacturing capacity



Seeds Business

- Focused on addressing portfolio gaps
- Address production challenges
- Leveraging emerging technologies to build differentiated and value added portfolio

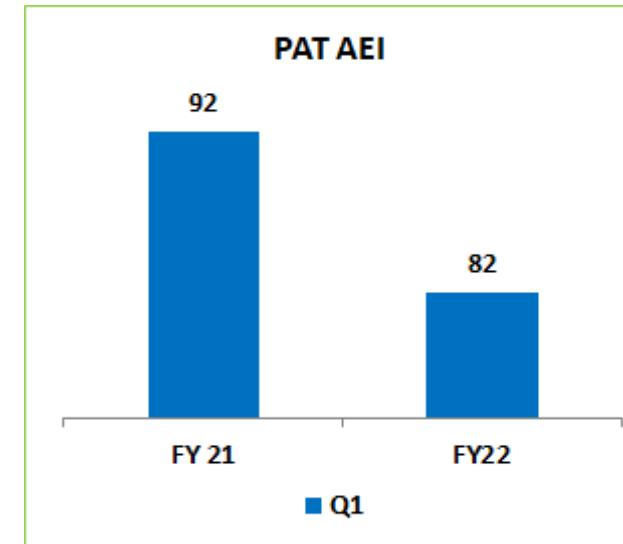
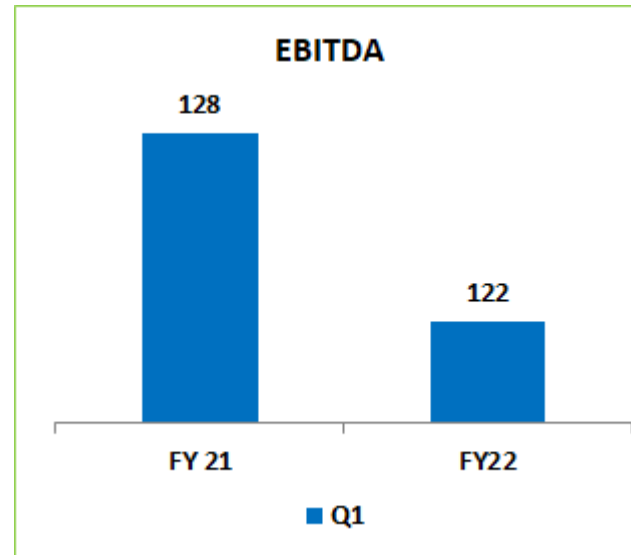
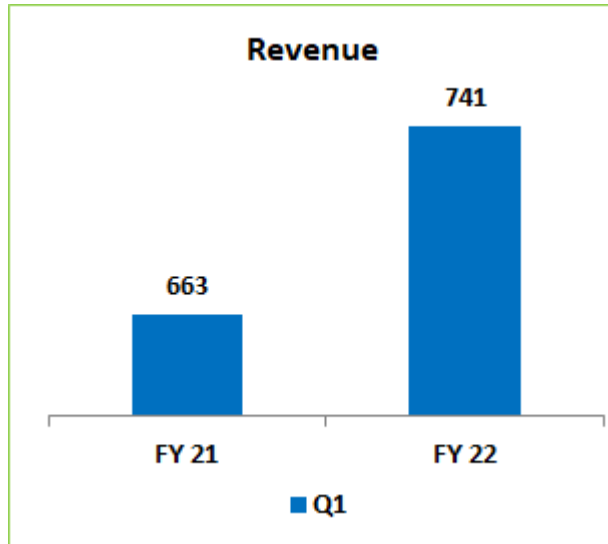


Capex

- Investing for delivering growth across business segments
- Backward integration to de-risk from supply disruption

Q1 FY22 - Performance Highlights: Overall

Rs Crs



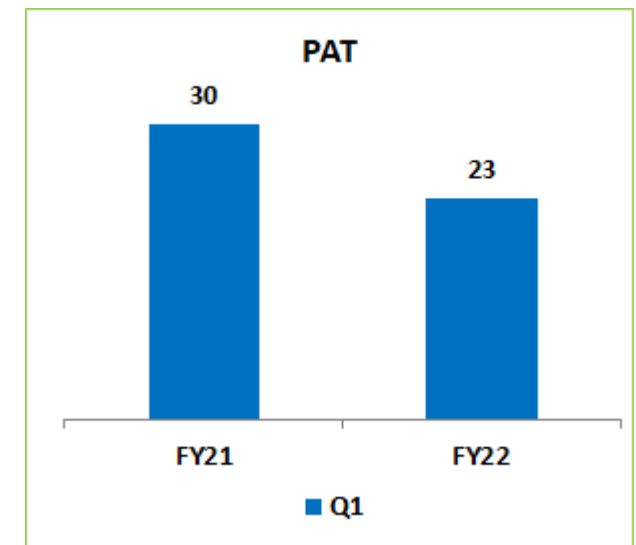
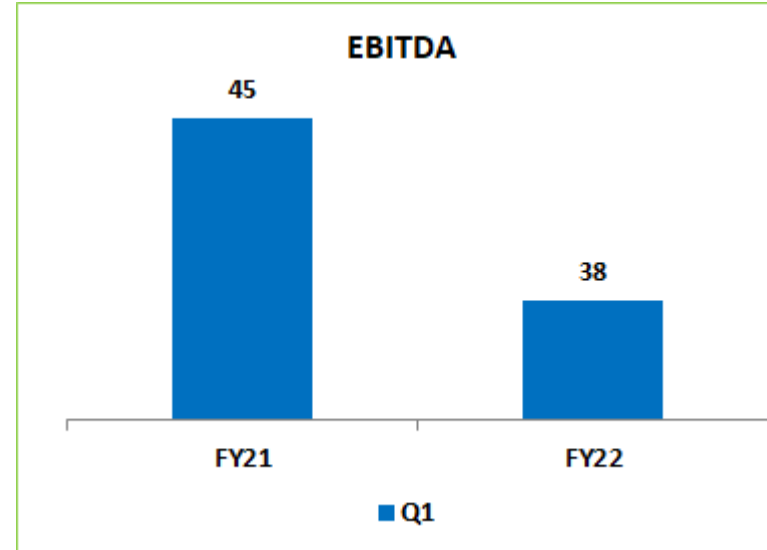
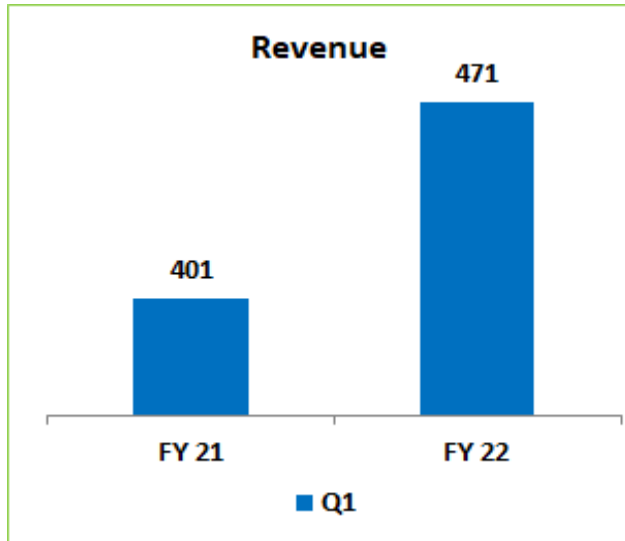
- 11.7% growth YoY. Crop Care grew by 17.4% and Seeds by 3.1%
- 31% revenue growth on YoY basis in the domestic Crop Care business
- International business was lower by 8% vs, Q1' 21. PY spillover sales due to lockdown was approx Rs 45 Crs. Without that in the base, growth for IBD would be 38 %

- Margins have been impacted by pricing pressure, limiting our ability to fully pass on the steep cost inflation.
- Employee cost (incl one off hit for actuarial charge), freight increase have led to margin dilution.

- PAT drop coming from EBITDA shortfall.
- Lower yield on current investments and shortfall in export incentives (MEIS) accentuated the drop.

Q1 FY22 - Performance Highlights: Crop Care division

Rs Cr



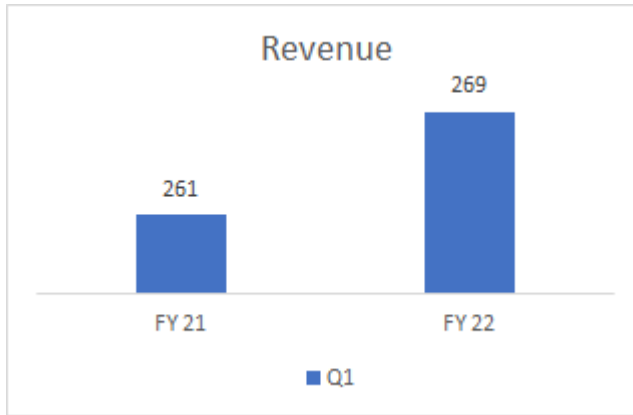
- Crop care revenues grew by 17.4% YoY
- 31% revenue growth on YoY basis in the domestic crop care business.
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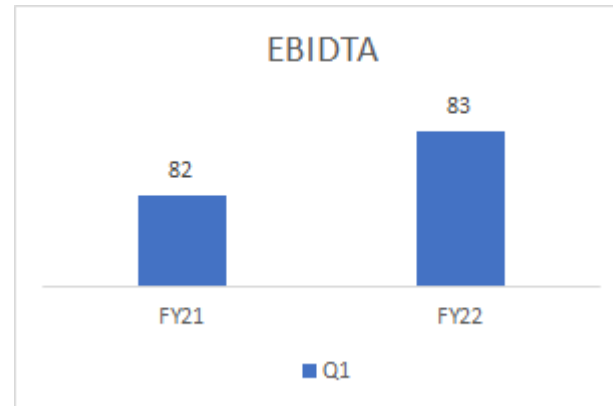
- PAT drop coming from EBITDA shortfall.
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Q1 FY22 - Performance Highlights : Seeds Division

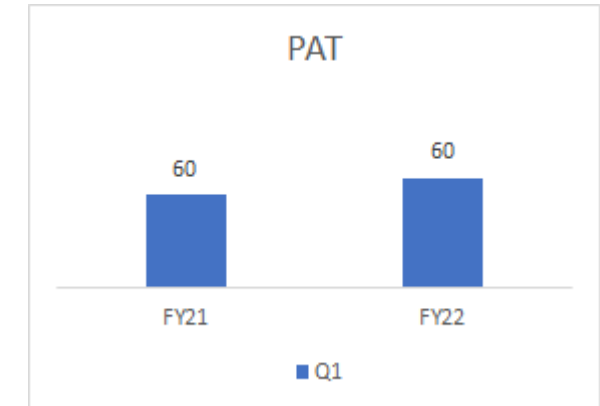
Rs Cr



- 3.1% growth in topline in Q1 FY22 supported by volume Growth in Paddy
- Growth impacted due to influx of illegal HT cotton.

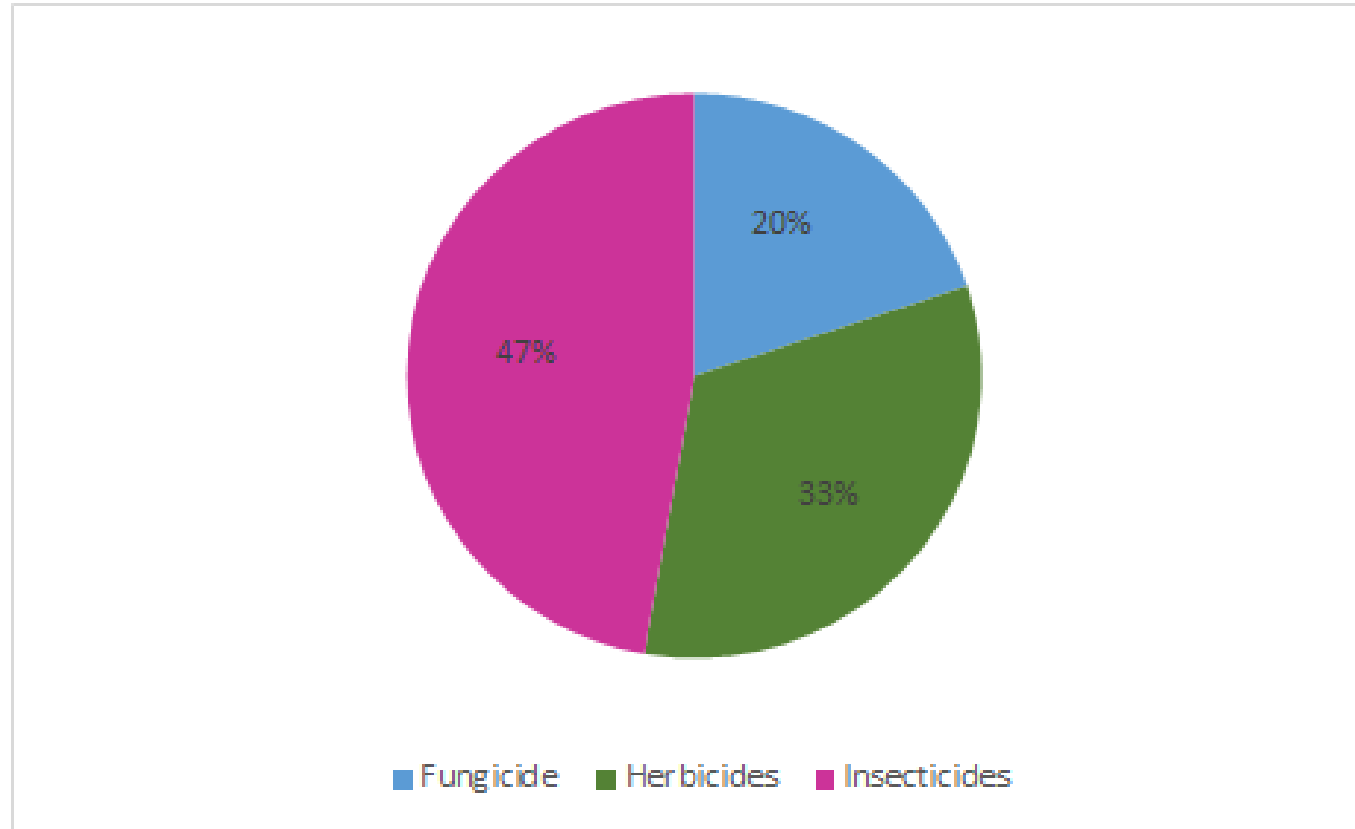


- Margins are at almost similar level to PY.



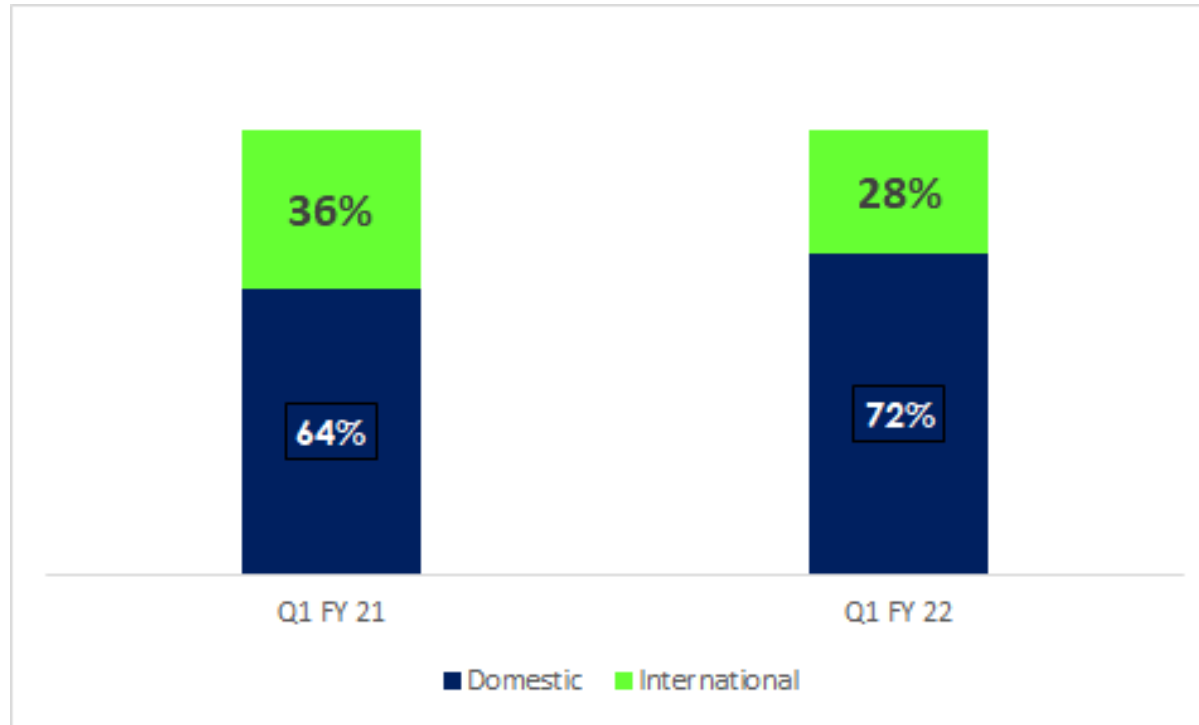
- PAT is at almost similar level to PY

Category-wise Revenue Split Q1 FY22



Note: revenue breakup is for Crop Protection;
Crop Care consist of crop protection, crop nutrition, Polymer and others

Revenue Split Domestic/International Q1 FY22



Note: Revenue breakup is for Crop Care

Lower share due to international business spillover impact of sales in base quarter.

Capex - Update

- Overall Capex implementation impacted due to COVID 19 Wave II : delayed by 2- 3 months
- Ankleshwar debottlenecking project for two a.i's completing in Q2 FY22
- MPP project progressing well
- Formulation Plant at Dahej, CZ - Phase 1 Expected now to be completed by Q2 FY22
- Metri getting recommissioned in July'21
- All other projects progressing, although impacted by Covid Wave II

Operational Highlights

New Product Progress –

- ❖ DF - Launched new 9(3) formulation in Q1 – Pepe (Pendimethalin + Penoxsulam) targeted as a herbicide in Rice; 9(4) formulation Preet Plus (Pretilachlor) targeted as a Rice herbicide and Kaushal (Propineb) targeted as a fungicide in F&V segment
- ❖ PGN - Launched Aquafert Foliar - Apple
- ❖ Seeds – Launched Paddy (medium maturity) and five products in Cotton segment
- ❖ IBD - Four new registrations in Africa and two in SE Asia

Tackling COVID Difficulties and Operational Efficiency –

- ❖ Digital acceleration: focus on digital connect – hangout meets, voice blast and aggressive TVC campaign
- ❖ Domestic formulation business registered 34% revenue growth YoY basis. Strong performance of flagship brands
- ❖ Continued upstocking of raw materials to avert production disruptions due to potential supply chain issues and sharp price hike.



RALLIS INDIA LIMITED
A TATA Enterprise

THANK YOU



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