



## RALLIS INDIA LIMITED

October 25, 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: Press Release - Unaudited Financial Results of the Company for the second quarter and half year ended September 30, 2023**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is a copy of the Press Release with regard to the Unaudited Financial Results of the Company for the second quarter and half year ended September 30, 2023.

A copy of the press release is also uploaded on the Company's website [www.rallis.com](http://www.rallis.com).

You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Rallis India Limited**

**SRIKANT** Digitally signed  
by SRIKANT NAIR  
**NAIR** Date: 2023.10.25  
17:56:37 +05'30'

**Srikant Nair  
Company Secretary & Compliance Officer**

Encl: As above



## RALLIS INDIA LIMITED

Rallis/PR/06/2324/Corp

***Rallis India Limited reports Q2 revenue at ₹ 832 Cr vs ₹ 951 Cr PY.  
PAT at ₹ 82 Cr increased by 14% over PY.***

**Mumbai, 25 October 2023:** Rallis India Limited, a TATA Enterprise and a leading player in the Agri inputs industry announced its financial results for the quarter ended September 30, 2023.

### Key Highlights - Q2 FY24

*The Company recorded revenue of ₹832 Cr for the quarter ending September 30, 2023, vs ₹951 Cr over PY. Profit before tax (before exceptional items) was at ₹109 Cr vs PY of ₹95 Cr and the Profit after tax (after exceptional items) was at ₹82 Cr vs ₹72 Cr of PY. During the quarter Company repaid ₹75 Cr of working capital loan.*

**Announcing the results, Sanjiv Lal, Managing Director & CEO, Rallis India,** said, *“Our revenue has been affected by weak exports demand, falling prices and erratic rainfall in domestic market. Although our revenue for Q2 FY24 was lower at ₹832 Cr vs ₹951 Cr of Q2 FY23, margins have improved through better product mix and cost optimization activities across businesses. Our Crop care revenue was ₹737 Cr vs ₹923 Cr PY, mainly due to lower exports. The seeds business did well through improved sales and strong performance for our Cotton hybrids in particular. Multi-Purpose Plant at Dahej has been put to use.*

*Amidst El Nino conditions, we remain cautious about the domestic and international markets. Global Agchem demand continues to remain soft on the back of inventory overhang and lower prices and revival is expected only after Q3 FY24. The company's long-term strategy remains unchanged, focused on expansion of product portfolio, widening of market reach, increasing manufacturing capacities and digitalisation in operations”.*

### Key Developments

- *Rallis India continues its focus on refreshing its Domestic crop care portfolio and launched 8 new products in Q2*
- *Multi-purpose plant has commenced production of technical “Difencanozole” and is now being prepared for another new CSM product in Q3FY24*
- *Cotton hybrids, Diggaz and Aatish, have registered significant growth in North India and Maharashtra & South cotton belt respectively*
- *Digital initiatives are progressing well. Rallis launched “Seedsure” a mobile enabled tool to digitize its hybrid seed production process*
- *Rallis celebrated its 75<sup>th</sup> anniversary on 23-Aug-2023. On this occasion, the Company reiterated its sustainability commitments in line with Tata Group’s Sustainability “Aalingana” objectives*

Registered Office: 23<sup>rd</sup> Floor, Vios Tower, New Cuffe Parade, Off Eastern Freeway, Wadala, Mumbai – 400 037

Tel: +91 22 6232 7400 Website: [www.rallis.com](http://www.rallis.com)

Corporate Identity No. L36992MH1948PLC014083

**A TATA Enterprise**



## RALLIS INDIA LIMITED

### **About Rallis India:**

Rallis India Limited is a subsidiary of Tata Chemicals Limited and a part of the US\$ 150 billion Tata Group. It is one of India's leading agri sciences companies, with more than 75 years of experience of servicing rural markets 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 and marketing expertise along with its strong product portfolio in seeds and crop care which is available through vast distribution network of 7,000 dealers and over 1,00,000 retailers across India. 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 as a preferred partner for contract manufacturing by leading global corporations.

### **For more information please contact:**

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