



RALLIS INDIA LIMITED
A **TATA** Enterprise

Q1 FY25

RESULTS PRESENTATION

Rooted in
values,

Seeding
growth.

SERVING FARMERS THROUGH SCIENCE



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING



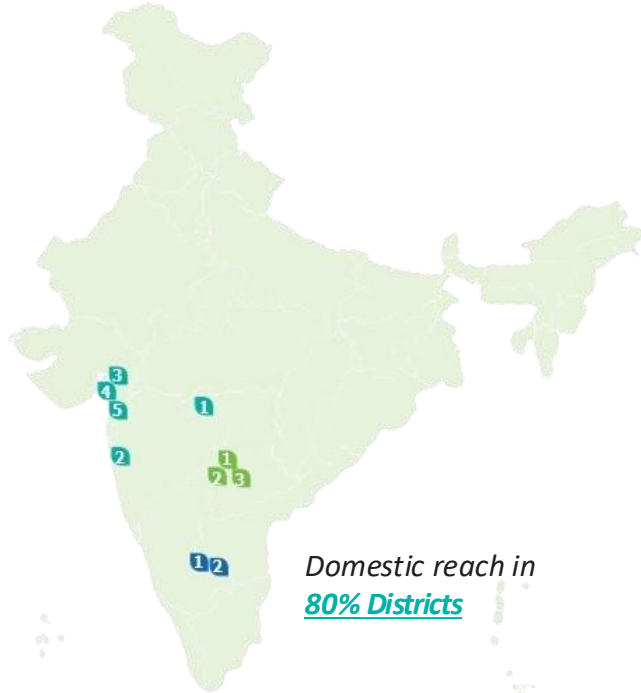
CROP
NUTRITION



SEEDS

ORGANISATION OVERVIEW

Operations



Domestic reach in **80% Districts**



Global access in **70+ Countries**

■ Crop care: Manufacturing Facilities

1. Akola
2. Lote
3. Ankleshwar
4. Dahej Special Economic Zone (SEZ)
5. Dahej Chemical Zone (CZ)
6. Third Party Facilities (TPF): 9 nos.

■ Seeds: Drying, Processing and Packaging Plants

1. GP Pally (TPF)
2. Kokkonda
3. Medchal (TPF)

■ Innovation Centres

1. Rallis Innovation Chemistry Hub (RICH), Bengaluru
2. Agri-Biotech Centre, Bengaluru

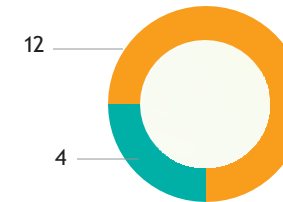


Comprehensive presence in Agri-input business

	Crop Care	Seeds
Businesses	Crop Protection, Crop Nutrition	Field Crops, Vegetables
Domestic Presence	Brand and DIB	Brand
Exports	B2B and CSM	No presence
No. of Customers	Brand: 4,975; DIB: 45+; Exports: 75+	Brand: 2,765
No. of Farmers Connected with	~3 million	~4 million

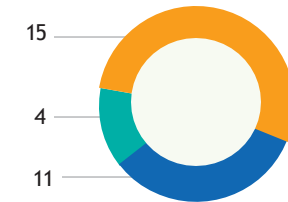
DIB: Domestic Institutional Business; CSM: Custom Synthesis and Manufacturing

REGIONAL OFFICES (nos.)



■ Crop Care

DEPOTS (nos.)

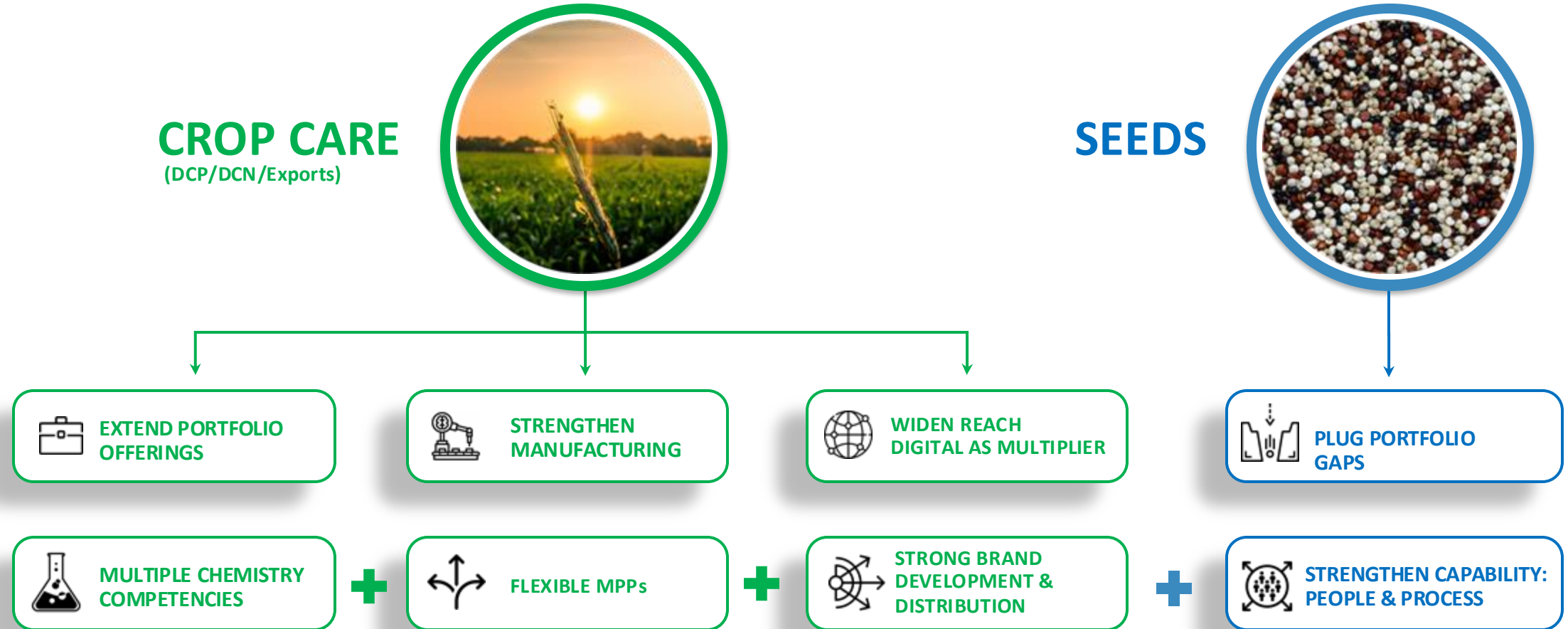


■ Seeds

■ Common

Serving Farmers through Science

LONG TERM STRATEGY



DCP: Domestic Crop Protection; DCN: Domestic Crop Nutrition; MPPs: Multi-Purpose Plants

Customer Centricity. Leveraging Digital; Collaborations and Alliances

DOMESTIC CROP PROTECTION



Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and Widen reach with Digital as multiplier

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



Deepen customer relationships in relevant markets leveraging digital



Research efforts focused on developing customized products and packages of practices by understanding their emerging needs

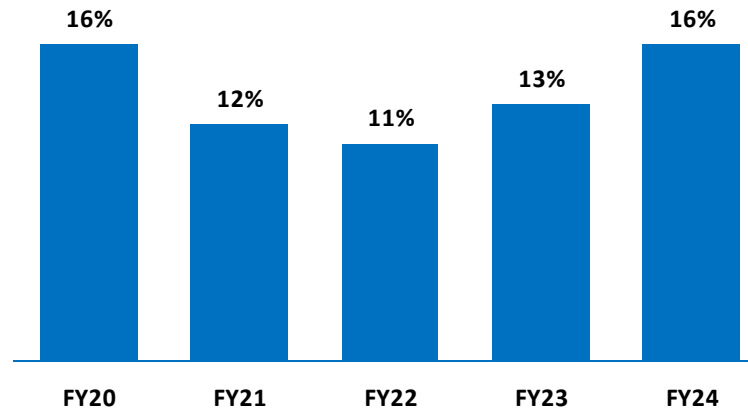


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization



National Sales meet for Crop care team

Crop Care - Innovation Turnover Index



New product training Mark Plus 9(3) Herbicide

EXPORTS 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

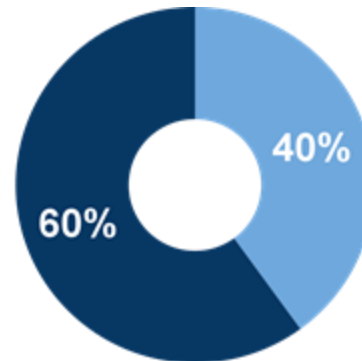


Upgrading pilot plants to strengthen process scale-up capabilities

REVENUE MIX ASPIRATION



MPP @ Dahej



INTERNATIONAL DOMESTIC

Increased Global outreach to 70+ countries

Expansion of customer base with strategic alliances both in B2B and CSM business

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



15%+ CAGR over last 6 years



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



Robust products in pipeline to build stronger portfolio



Water Soluble Fertilizer (WSF) Plant



Aquafert Pomegranate Launch

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, Chili, Okra etc.

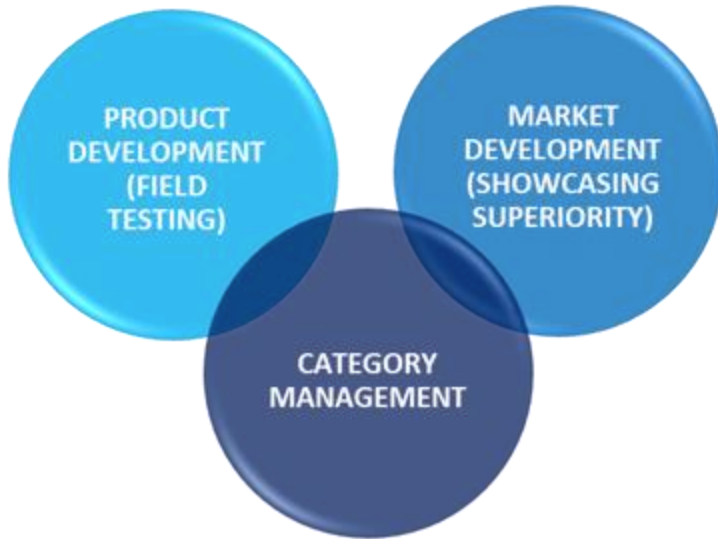


This is also supported through in-licensing partnerships with leading players

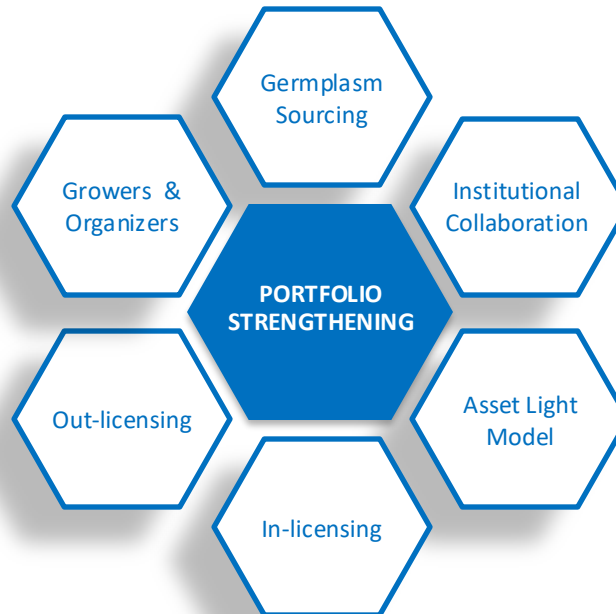


We have our focus on developing high-growth segments across crop categories & continue strengthening our presence in emerging channels

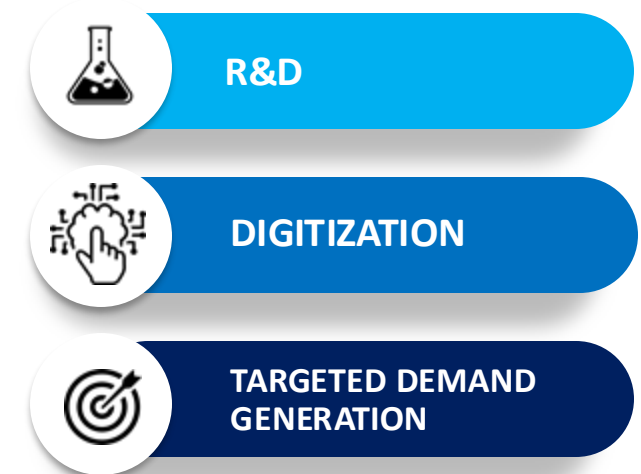
CUSTOMER CENTRIC



PARTNERING



INVESTMENT



Q1 FY25 RESULTS



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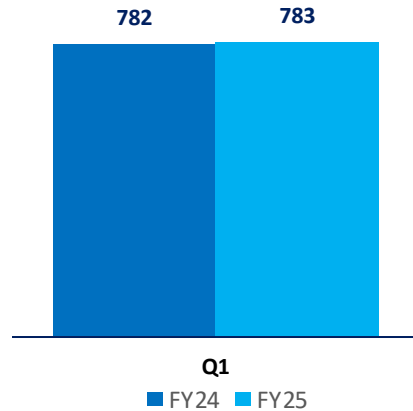
SEEDS

FINANCIAL SNAPSHOT - Q1 FY25

₹ Cr.

REVENUE

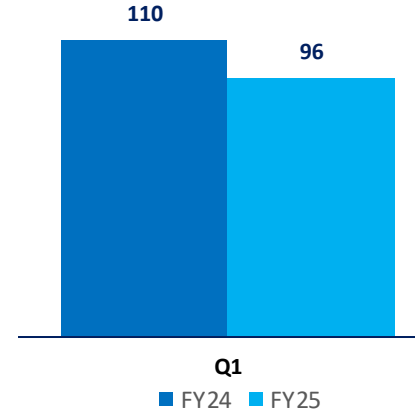
Q1 FY24: ₹782 Cr; Q1 FY25 ₹ 783 Cr



- Revenue remained flat vs Q1 PY
- Crop Care revenue up by 8% vs Q1 FY24
- Seeds revenue down by 16% vs Q1 FY24 largely due to supply constraints

EBITDA

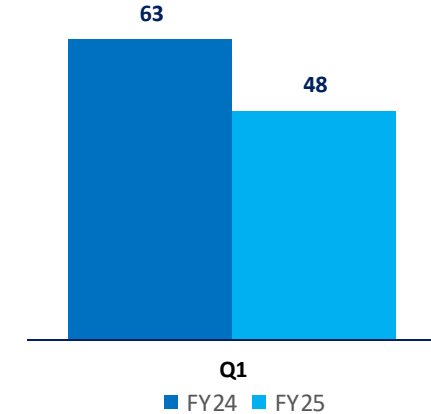
Q1 FY24: ₹ 110 Cr; Q1 FY25 ₹ 96 Cr



- EBITDA declined by 13% vs Q1 FY24 primarily due to challenges in margin in export front and inferior mix (lower growth in seeds)
- Other Expenses for the quarter included Rs 5 Cr as contribution to "Progressive Electoral Trust"

PAT AEI

Q1 FY24: ₹ 63 Cr; Q1 FY25 ₹ 48 Cr



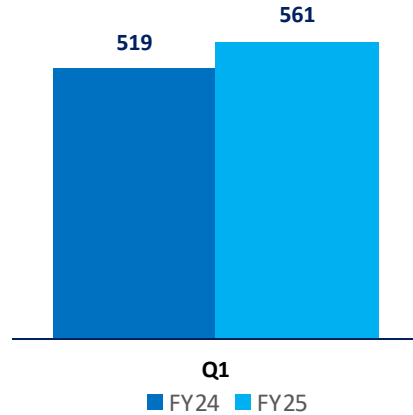
- PAT declined by 25% vs Q1 FY24

Robust Volume growth in Crop care business, pricing pressure in Exports market impact growth and margin

FINANCIAL SNAPSHOT - Q1 FY25 CROP CARE

REVENUE

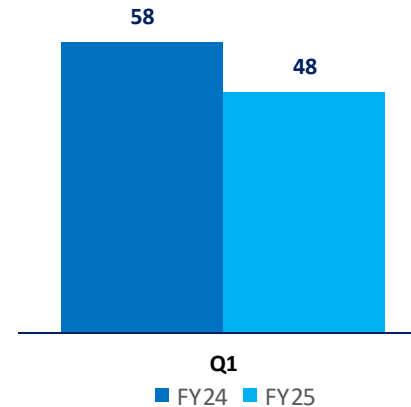
Q1 FY24: ₹ 519 Cr; Q1 FY25 ₹ 561 Cr



- Crop Care revenue increased by 8% vs Q1 FY24
- Domestic Crop care had good volume led growth of 13%
- Despite ~19% volume growth, steep pricing challenges led to 5% decline in Exports Crop Care

EBITDA

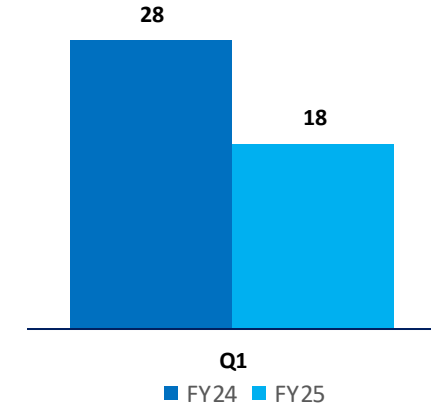
Q1 FY24: ₹ 58 Cr; Q1 FY25 ₹ 48 Cr



- EBITDA declined by 17% vs Q1 FY24 due to lower pricing in exports

PAT AEI

Q1 FY24: ₹ 28 Cr; Q1 FY25 ₹ 18 Cr

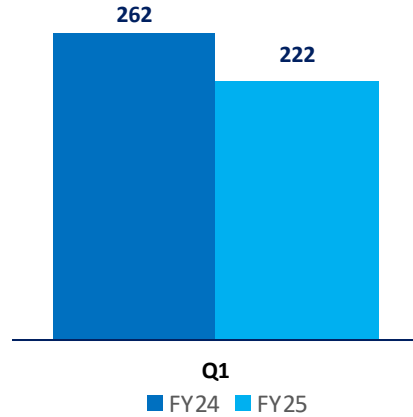


- PAT declined by 36% vs Q1 FY24

FINANCIAL SNAPSHOT - Q1 FY25 SEEDS

REVENUE

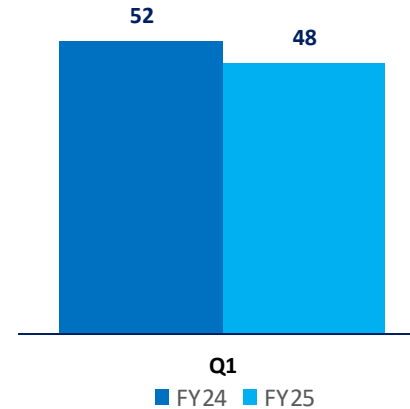
Q1 FY24: ₹ 262 Cr; Q1 FY25 ₹ 222 Cr



- Seeds revenue down by 16% vs Q1 FY24 largely due to supply constraints.
- North Cotton Hybrids continue to witness positive momentum with near zero sales return

EBITDA

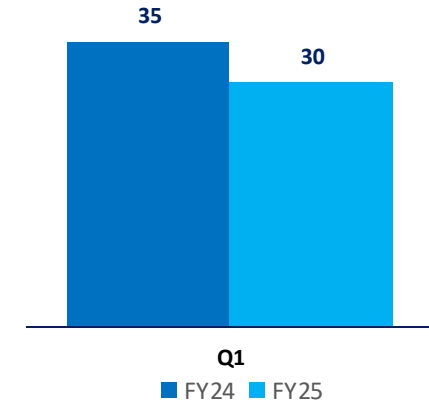
Q1 FY24: ₹ 52 Cr; Q1 FY25 ₹ 48 Cr



- EBITDA declined by 8% vs Q1 FY24 due to volume drop.
- Cost efficiencies continue to be pursued across the value chain

PAT AEI

Q1 FY24: ₹ 35 Cr; Q1 FY25 ₹ 30 Cr



- PAT declined by 16% vs Q1 FY24

DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



COMMUNITY SUPPORT ACTIVITIES

Unnat gram (Model Tribal Village) :

Education: Drive to ensure zero drop-outs. Coaching for Eklavya, Navodaya exams

Health: 100% vaccination for under 5 yr children, pregnant and lactating women;
Supported with Kitchen garden

Water conservation: De-silting & deepening of Check-dam, Canals in Devidav and Pen

Livelihood: Skill training related to Tailoring and Beauty care initiated

Centre for Sustainable Agriculture and Farm Excellence (C-Safe) :

- Dudheshwar Farmer Producer Company installed a maize mesh unit. This will increase maize crushing capacity by 15 MT per day
- Devnathi Farmer Producer Company initiated the onion supply chain in collaboration with Erde Agro Ecosystem Pvt Ltd.
- Guided the orange farmers on pesticide, nutrient and irrigation management

TaRa (Skill Development) :

- Two Skill Development Centers @ Maharashtra
- Training women and youth for Tailoring, Beauty care and Computers
- Capability building session for project coordinators and trainers conducted

RUBY (Rallis Ujjwal Bhavishya Yojana) :

- Organized English language training for Community teachers across Gujarat, Maharashtra and Telangana
- Organized Training for Government teachers from Karnataka for English, Mathematics and Science with the help of partners
- Differently abled children intervention for 3 schools



THANK YOU

FOR ANY QUERIES PLEASE CONTACT BELOW:

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