



RALLIS INDIA LIMITED  
A **TATA** Enterprise

## Q2 and H1 FY'25

# RESULTS PRESENTATION

Rooted in  
values,

Seeding  
growth.

SERVING FARMERS THROUGH SCIENCE



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



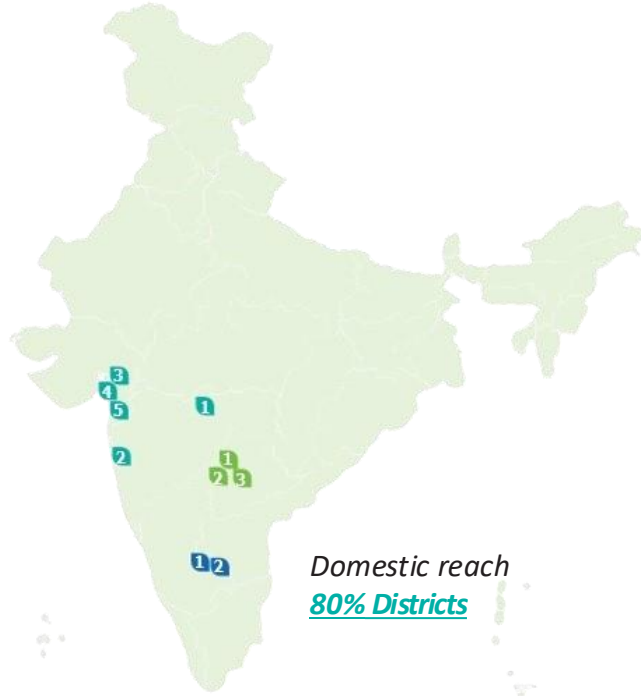
CROP  
NUTRITION



SEEDS

# ORGANISATION OVERVIEW

## Operations



Domestic reach  
**80% Districts**



Global access  
**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

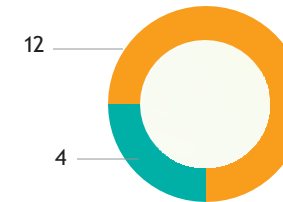


## Comprehensive presence in Agri-input business

	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

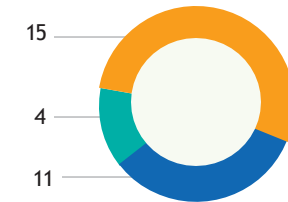
DIB: Domestic Institutional Business; CSM: Custom Synthesis and Manufacturing

### REGIONAL OFFICES (nos.)



■ Crop Care

### DEPOTS (nos.)

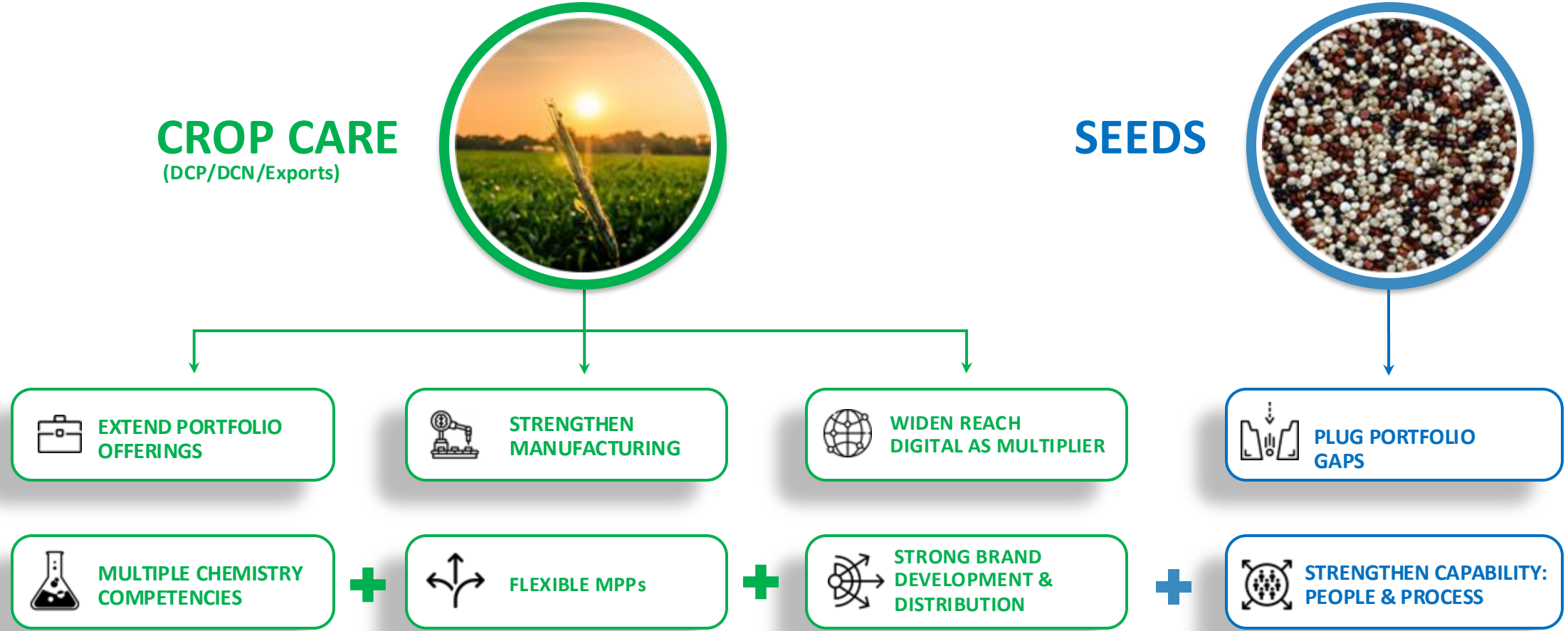


■ Seeds

■ 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

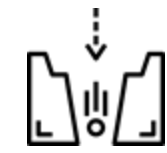
Comprises of domestic branded formulations and Institutional business (Herbicides, Insecticides, Fungicides)



Deepen customer relationships in relevant markets leveraging digital

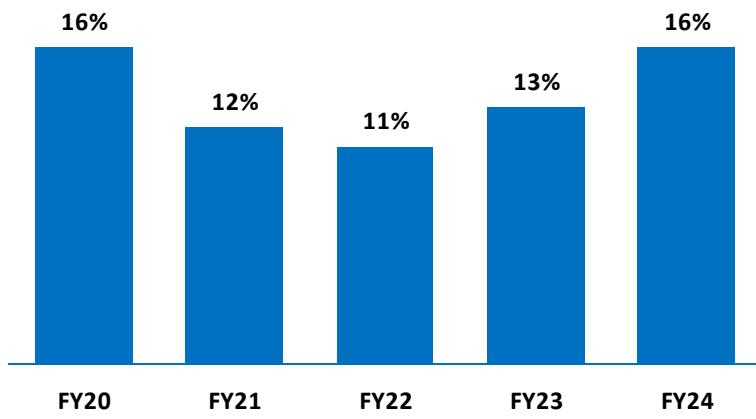


Research efforts focused on developing customized products and packages of practices by understanding their emerging needs

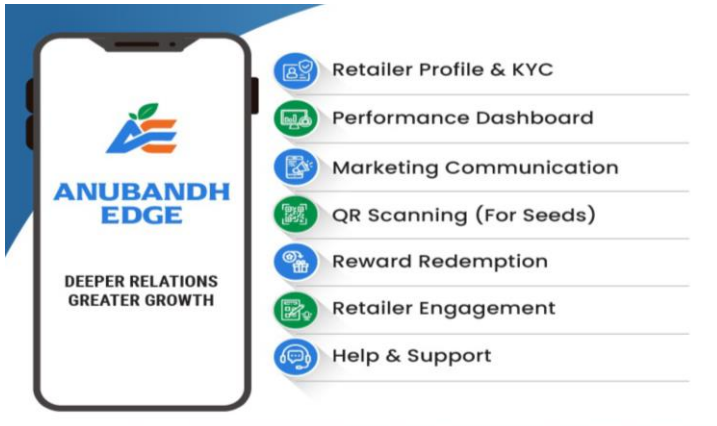


Identified category, segment and portfolio gaps for future product development. Various segments across categories have been chosen for new product development and commercialization

Crop Care - Innovation Turnover Index



Field visits



Launched Anubandh Edge - Unified Retailer Management mobile App



# 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

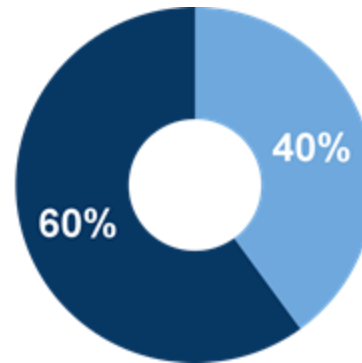


Upgrading pilot plants to strengthen process scale-up capabilities

## REVENUE MIX ASPIRATION



Flavocide production started for Bio-Genie @ MPP, Dahej



INTERNATIONAL DOMESTIC

Increased Global outreach to 70+ countries

### Business Development activities:

- Customer base expansion
- Strategic alliances

# 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



Field visit for Geogreen promotion



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.

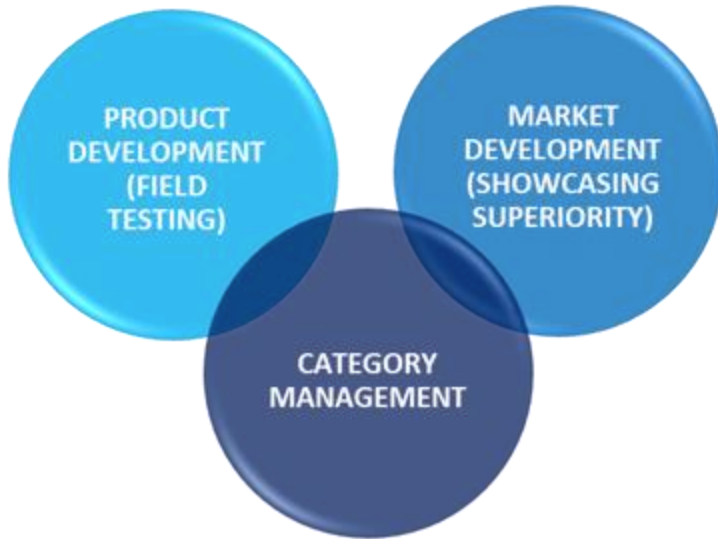


This is also supported through in-licensing partnerships with leading players

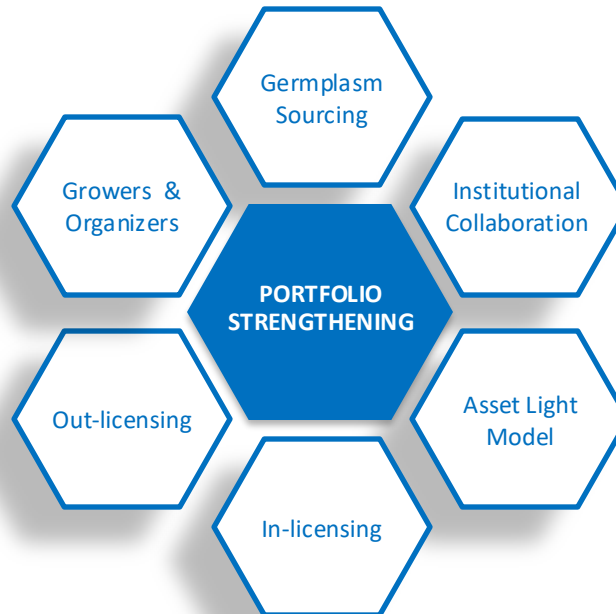


We have our focus on developing high-growth segments across crop categories & continue strengthening our presence in emerging channels

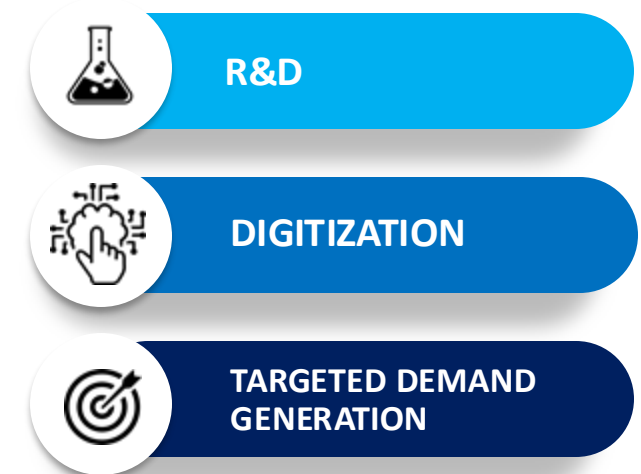
## CUSTOMER CENTRIC



## PARTNERING



## INVESTMENT



# Q2 AND H1 FY25 RESULTS



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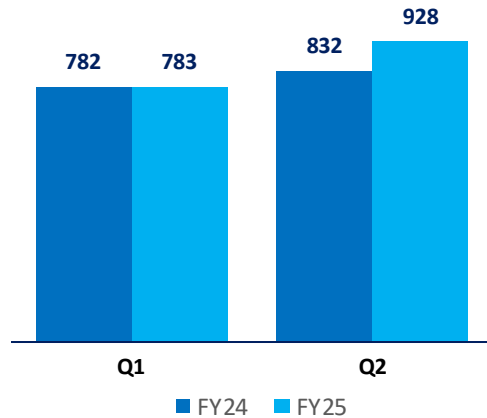


# FINANCIAL SNAPSHOT - Q2 AND H1 FY25

₹ Cr.

## REVENUE

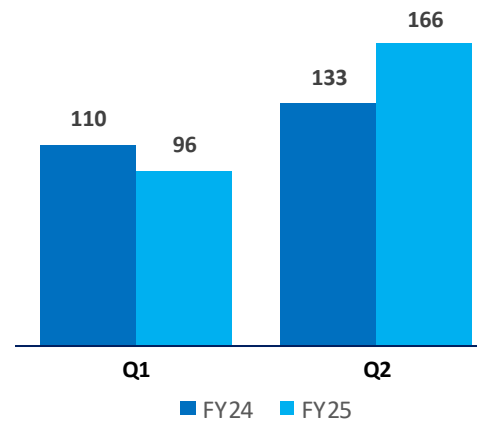
H1FY24: ₹1614 Cr; H1FY25 ₹ 1711 Cr



- Q2 Revenue increased by 11% vs Q2 PY
- Crop Care revenue up by 7% vs Q2 FY24. Seeds revenue up by 48% vs Q2 FY24

## EBITDA

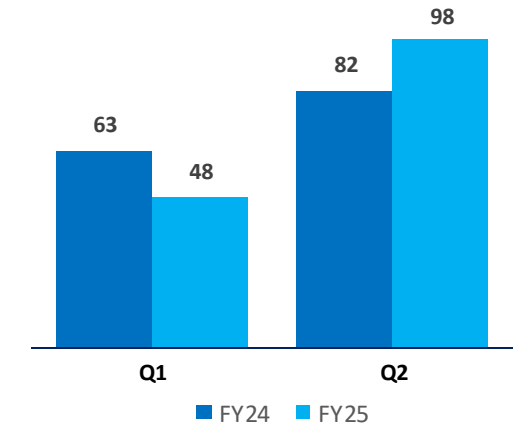
H1FY24: ₹ 243 Cr; H1FY25 ₹ 262 Cr



- EBITDA increased by 24% vs Q2 FY24. Positive volume growth in domestic business helps improve margins
- Overheads kept under control with actions around cost management across lines

## PAT

H1FY24: ₹ 145 Cr; H1FY25 ₹ 146 Cr



- PAT increased by 21% vs Q2 FY24

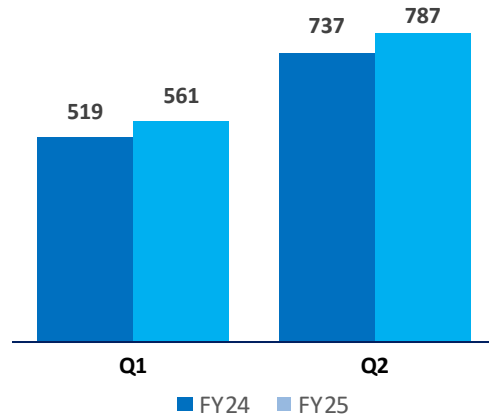
Robust growth in Domestic Crop Care and Seeds business. Pricing pressure impacts realization across markets

# FINANCIAL SNAPSHOT - Q2 AND H1 FY25 CROP CARE

₹ Cr.

## REVENUE

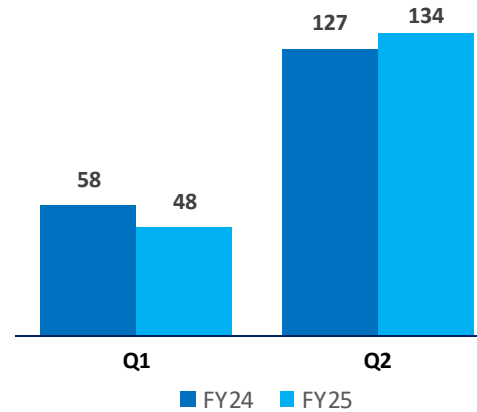
H1FY24: ₹1256 Cr; H1FY25 ₹ 1348 Cr



- Crop Care revenue increased by 7% vs Q2 FY24
- Domestic Crop care volumes up by 17% in Q2 FY 25, partially offset by price drop resulting in revenue up by 11%
- Exports volumes flat but due to price drop, revenue drops by 9%

## EBITDA

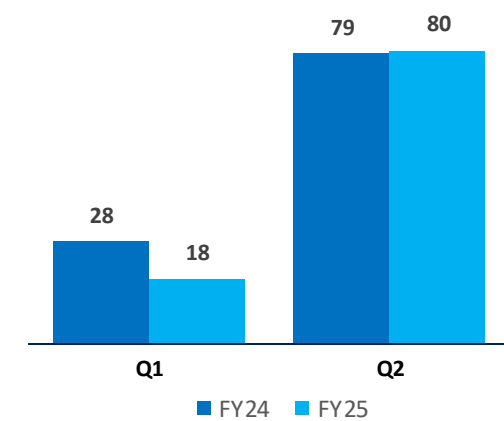
H1FY24: ₹ 185 Cr; H1Y25 ₹ 182 Cr



- EBITDA up by 5% vs Q2 FY24 due to volume growth and better cost management

## PAT

H1Y24: ₹ 107 Cr; H1FY25 ₹ 98 Cr



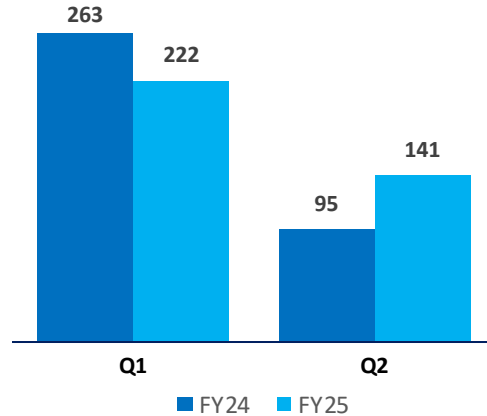
- PAT up by 2% vs Q2 FY24

# FINANCIAL SNAPSHOT - Q2 AND H1 FY25 SEEDS

₹ Cr.

## REVENUE

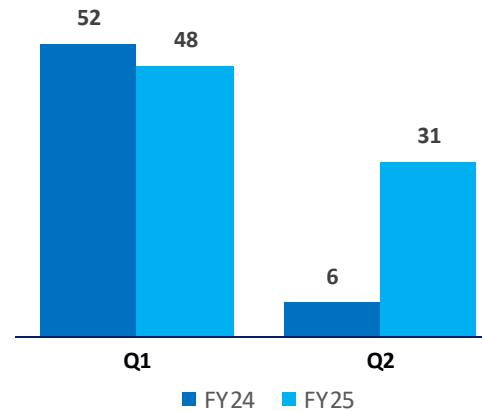
H1 FY24: ₹358 Cr; H1 FY25 ₹ 363 Cr



- Seeds revenue up by 48% vs Q2 FY24 largely due to better Kharif liquidation
- Strong momentum in North Cotton Hybrids. Lower sales returns in Paddy and Maize

## EBITDA

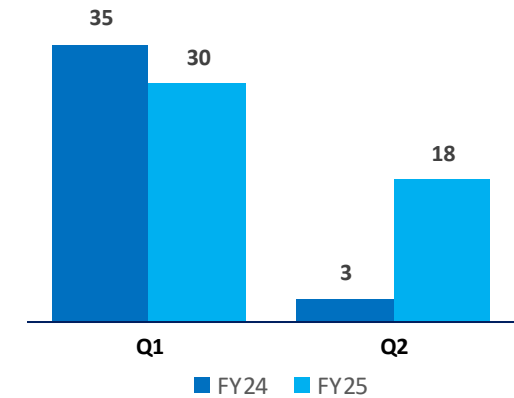
H1 FY24: ₹ 58 Cr; H1 FY25 ₹ 79 Cr



- EBITDA increased on account of higher sales helping in positive operating leverage

## PAT

H1 FY24: ₹ 38 Cr; H1 FY25 ₹ 48 Cr



- PAT increased in line with better EBITDA

# DOMESTIC MARKET DEVELOPMENT

## PRODUCT PROMOTION



## FARMER ENGAGEMENT



## CHANNEL ENGAGEMENT





# COMMUNITY SUPPORT ACTIVITIES

## RUBY (Rallis Ujjwal Bhavishya Yojana)

- Set-up of Science labs: Gujarat (1) and Maharashtra (1)
- Special children: Brain games, Physiotherapy, Motor skills, etc.
- Mathematics: 1115 students; Grand Champion (3.1%), Mathematician (12.5%)
- Schools under RUBY are among Top National School Ranking: Primary School Dahej among Top 23 schools and other 6 schools among Top 45

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

- Training in New practices in agriculture, Integrated Pest Management, Finance, Performance Metrics, Risk Management, etc.
- Piloted Chilli as intercrop in Orange orchid for additional income generation
- Linked FPC with NABKISAN for getting working capital of ₹25 L.
- Developed Farmer Linkages with Urban Fruits & Vegetable stores

## TaRa (Skill Development) :

- Two Skill development centres for Tailoring, Beauty care, Welding, Plumbing, Electrician, Computers, Bakery, Ceramic painting, Jewellery making, Candle making
- Exposure Visits, Role model interactions, Sessions on Business planning, marketing
- Production unit for School uniform and bags started (27 women)
- “TaRa” program in Vibrant Rotary CSR Conclave under “Community and Economic development” category

## Government convergence under Unnat gram, Saksham gram, TaRa and C-Safe:

- Total ₹ 2.7+ Cr. funding support received from Government
- 30 Tribal under Animal husbandry, 4 under Farm pond scheme,
- Jal Jeevan Mission;
- Kalyan Laxmi (16 families); Gruha Jyothi: Gas cylinder (45 families)
- PM Vishwakarma Scheme (210 women); Pension schemes: (56 families)



# THANK YOU

## FOR ANY QUERIES PLEASE CONTACT BELOW:

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## SERVING FARMERS THROUGH SCIENCE

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