



SERVING FARMERS THROUGH SCIENCE

# Q4 and FY25

## RESULTS PRESENTATION



DOMESTIC CROP PROTECTION



EXPORTS CROP PROTECTION



CUSTOM SYNTHESIS MANUFACTURING



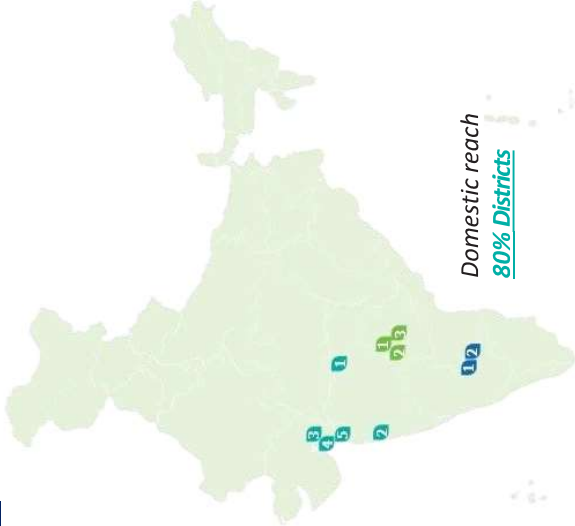
SOIL AND PLANT HEALTH



SEEDS

# ORGANISATION OVERVIEW

## Operations



### 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)

TPF: Third Party Facilities

### Innovation Centres

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



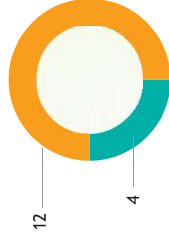
Global access  
**70+ Countries**

## Comprehensive presence in Agri-input business



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

### REGIONAL OFFICES (nos.)



### DEPOTS (nos.)



## Serving Farmers through Science

"Crop Nutrition/Biologicals & Specialty solutions" will be referred to as "Soil and Plant health solutions (SPH)

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# LONG TERM STRATEGY



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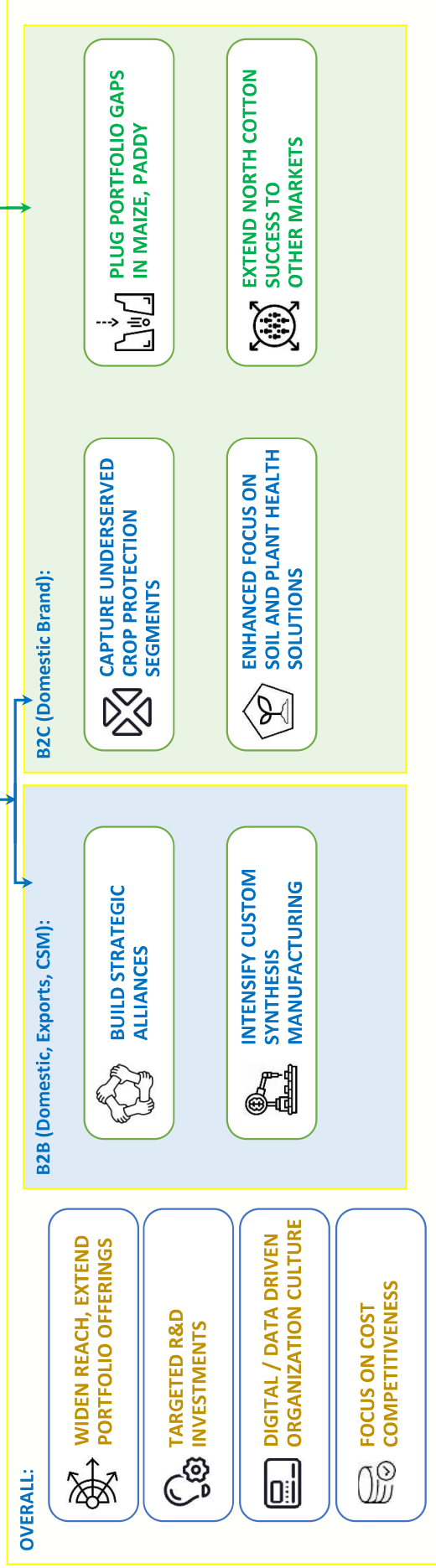
## CROP CARE

Crop Protection,  
Soil and Plant Health



## SEEDS

Focused Crops

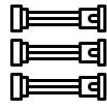


Customer Centricity. Leveraging Digital, Collaborations and Alliances

# DOMESTIC CROP PROTECTION



- Portfolio expansion
- Widen reach
- Digital as multiplier



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



Deepen customer relationships leveraging digital



Participate in under-represented and high growth segments. Higher no. of new launches in Herbicides



Creating Power Brands: ₹ 100+ Cr each; Tail brand reduction

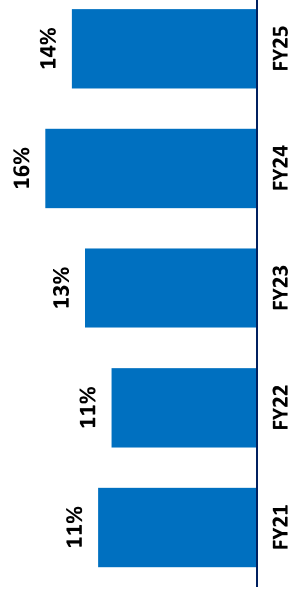


Farmers Meeting



Anubandh Retailers conference

## Crop Protection - Innovation Turnover Index



Our ambition is to deliver minimum 23% ITI

# EXPORTS BUSINESS



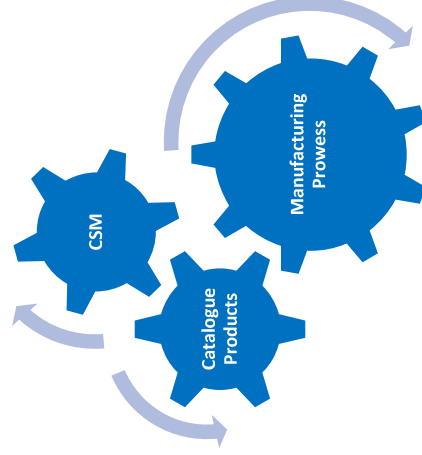
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## Crop Care B2B



MPP, Dahej



Increased Global outreach to 70+ countries

### Crop Care B2B Priorities:

- Customer base expansion
- Strategic alliances
- Focus on CSM
- R&D, Process scale-up



# SOIL AND PLANT HEALTH SOLUTIONS



**Bio-Fertilizers:**  
Soil microbial consortium  
Improves Soil Health



**Bio-Stimulants:**  
Boost plant performance  
Stress tolerance



**Specialty Micronutrients:**  
Balanced Crop Nutrition  
Improves Yield and Quality



**Organic Fertilizers:**  
Balances the soil ecosystem  
Improves Soil structure



**Water Soluble Fertilizers:**  
Crop wise customized  
Improves soil and crop health



**Bio-Pesticides:**  
Reduce chemical use  
Promoting Bio-diversity

**Expanding Horizons to Offer comprehensive suite of Soil and Plant Health solutions (SPH) that support regenerative agriculture**



Orchard Growers meet



Field visit

# SEEDS BUSINESS



Engaged in research, development, production, processing and distribution of hybrid seeds for field crops



Field Crops: Paddy, Maize, Bajra, Cotton, Mustard and Wheat.

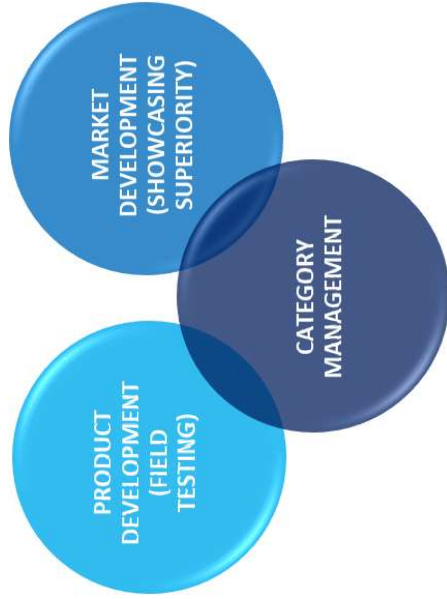


This is also supported through in-licensing partnerships with leading players

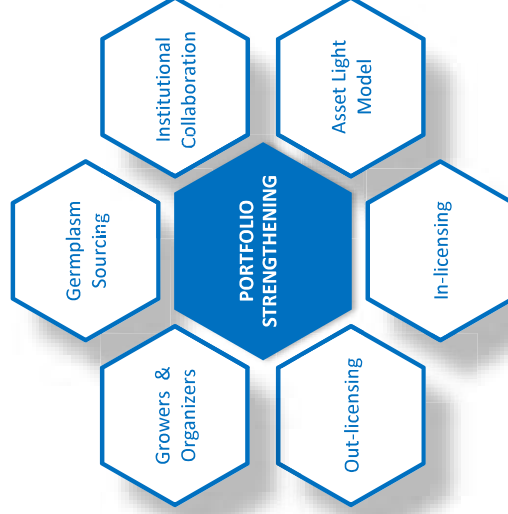


We have our focus on developing high-growth segments across crop categories & continue strengthening our presence in emerging channels

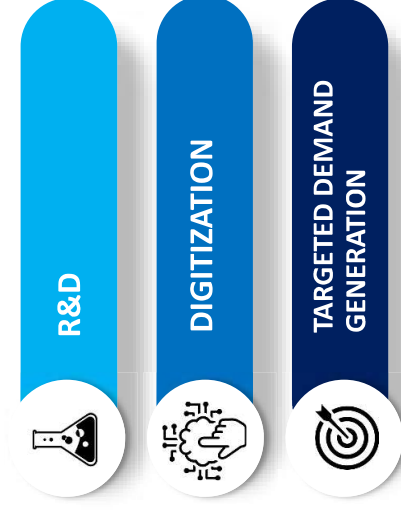
## CUSTOMER CENTRIC



## PARTNERING



## INVESTMENT





# Q4 AND FY25 RESULTS



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DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



SOIL AND PLANT  
HEALTH



SEEDS

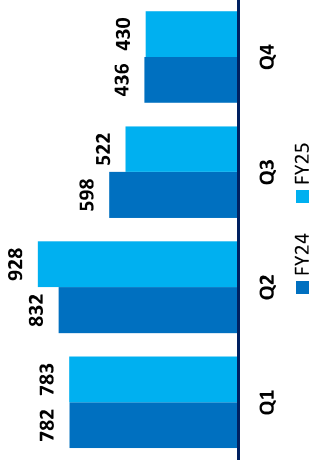


# FINANCIAL SNAPSHOT - Q4 AND FY25

₹ Cr.

## REVENUE

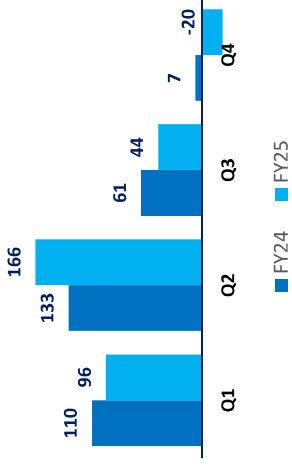
Q4FY24: ₹436 Cr; Q4FY25 ₹430 Cr  
FY24: ₹2,648 Cr; FY25 ₹2,663 Cr



- Q4 FY25 Revenue is down by 1% vs Q4 PY
- Crop Care revenue down by 1% and Seeds revenue down by 3% vs Q4 FY24
- Flat full year revenue dented by weak exports

## EBITDA

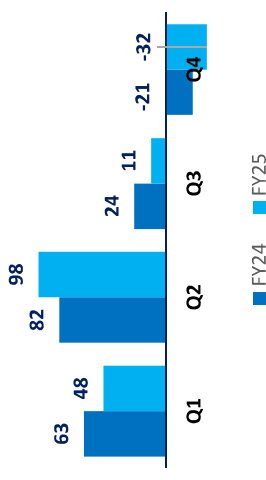
Q4FY24: ₹7 Cr; Q4FY25 ₹20 Cr  
FY24: ₹311 Cr; FY25 ₹287 Cr



- Q4 FY25 EBITDA is ₹-20 Cr due to pricing pressure in Domestic Crop care
- Actions continue to be taken to control overheads

## PAT

Q4FY24: ₹21 Cr; Q4FY25 ₹32 Cr  
FY24: ₹148 Cr; FY25 ₹125 Cr



- Q4 FY25 PAT is ₹-32 Cr due to lower EBITDA

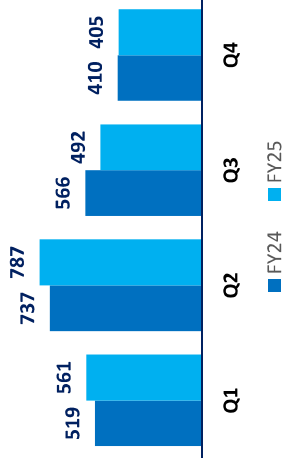
Volume and margin pressure in exports market impact Q4 performance. Positive volume growth in Domestic business

# FINANCIAL SNAPSHOT - Q4 AND FY25 CROP CARE

₹ Cr.

## REVENUE

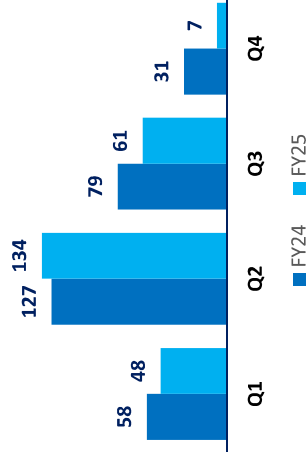
Q4FY24: ₹410 Cr; Q4FY25 ₹405 Cr  
FY24: ₹2,232 Cr; FY25 ₹2,245 Cr



- Crop Care revenue down by 1% vs Q4 FY24
- B2C Crop care volumes up by 3% and price drop of 5% vs PY
- Exports up by 6%. 1% by volume, 5% by price
- Q4 FY25 revenue is down by 1% vs PY. SPH growth of 22%, Herbicide growth of 24% in line with growth strategy

## EBITDA

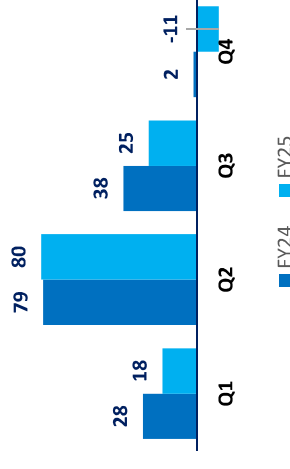
Q4FY24: ₹31 Cr; Q4FY25 ₹7 Cr  
FY24: ₹294 Cr; FY25 ₹250 Cr



- Q4 FY25 EBITDA is ₹7 Cr. due to Pricing pressure in Domestic Crop care

## PAT

Q4FY24: ₹2 Cr; Q4FY25 ₹11 Cr  
FY24: ₹147 Cr; FY25 ₹113 Cr



- Q4 FY25 PAT is ₹-11 Cr on account of decreased revenue and increased fixed cost

# FINANCIAL SNAPSHOT - Q4 AND FY25 SEEDS

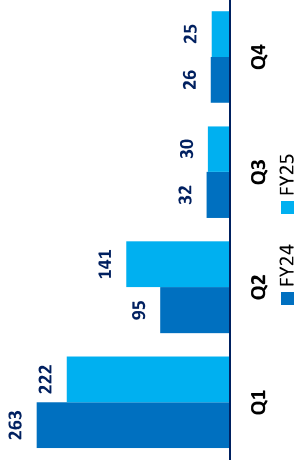


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₹ Cr.

## REVENUE

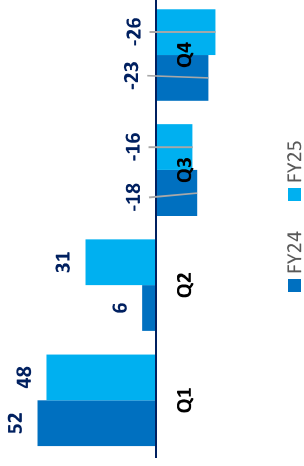
Q4FY24: ₹26 Cr; Q4FY25 ₹25 Cr  
FY24: ₹416 Cr; FY25 ₹418 Cr



- In a small quarter, Seeds revenue was ₹ 25 Cr vs ₹ 26 Cr of Q4 FY24

## EBITDA

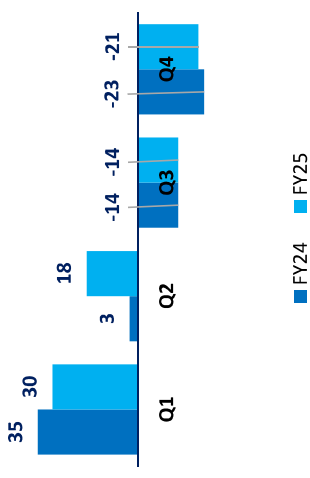
Q4FY24: ₹23 Cr; Q4FY25 ₹26 Cr  
FY24: ₹17 Cr; FY25 ₹37 Cr



- EBITDA is ₹-26 Cr in Q4FY25

## PAT

Q4FY24: ₹23 Cr; Q4FY25 ₹21 Cr  
FY24: ₹1 Cr; FY25 ₹12 Cr



- PAT increased by 8% vs Q4 FY24

# DOMESTIC MARKET DEVELOPMENT

## PRODUCT PROMOTION



## FARMER ENGAGEMENT



## CHANNEL ENGAGEMENT





# SUSTAINABILITY GOALS ALIGNED TO TATA GROUP'S FLAGSHIP PROJECT "AALINGANA"



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30% reduction in absolute CO2 footprint by 2030

Zero landfill by 2030

Focusing on environment-friendly portfolio

Double the Renewable Energy by 2025

100% replenishment of fresh water

Develop Climate resilient traits





# COMMUNITY SUPPORT ACTIVITIES

## Volunteering Month :

Rallis has celebrated March as Tata Volunteering month (TVM). 200+ employees have contributed >786 hours across 90+ curated volunteering activities.

## Unnat Gram :

### Rallis Ujwal Bhavishya Yojana (RUBY) :

- Desilted check-dams and nallas, Constructed 5 loose boulders and 3 gabion structures
- Government convergence support for tribals worth 1.4 Cr., like tap connection, Housing, Toilet construction, Pension, and Medical schemes, etc.
- Under livelihood support: 263 families benefited in setting-up their business-like sugarcane juice center, dal mill, diesel pump, vegetable cultivation, Jewellery making

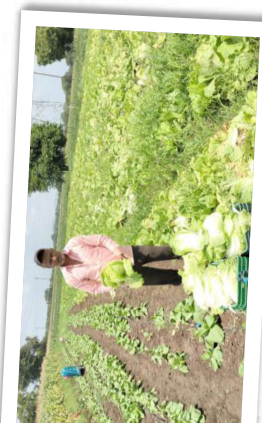
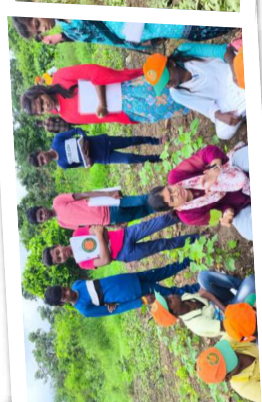
- Math intervention: Primary Boys school@ Dahej is among Top 15 schools at National level across. 4.7% of students have achieved the Grand champion
- English intervention: Selected 10 winner students from Rallis Word Power Championship to participate in Open Word Power Championship
- Special children: Celebrated "Women's Day" by organizing one day trip for mother's of PwD children to Chowki dhani – surat

## Rural Development :

- Rallis in partnership with Ma Foundation, runs "Ma Ki Roti" center with help of 3 destitute women to serve meals to daily wagers from Ankleshwar GIDC
- Solar streetlights were provided to gram panchayat in Dahej under Rallis CSR
- Under Saksham gram supported 114 families under livelihood initiative making them financially independent (Engaged 92 youth)

## TaRa (Skill Development) :

- All ongoing trainings are completed for 530
- For providing exposure to trainee various visits and interactions were planned and implemented in March
- 474 Toolkits were distributed for support women to initiate home based businesses



# THANK YOU

**FOR ANY QUERIES, PLEASE CONTACT BELOW:**

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