

Serving Farmers Through Science



**Excel**



**Enable**



**Engage**



**RALLIS INDIA LIMITED**  
A **TATA** Enterprise

**73<sup>rd</sup> Annual General Meeting FY'21**  
**Sanjiv Lal**  
MD & CEO

**June 24, 2021**  
**Through Video Conference**



8%



**Rs. 2,429 crore**

Rs. 2,252 crore (FY'20)

**Revenue from operations**

**Rs. 323 crore**

Rs. 259 crore (FY'20)

**EBITDA**

25%



28%



**Rs. 304 crore**

Rs. 237 crore (FY'20)

**Operating profit**

**Rs. 11.75**

Rs. 9.51 (FY'20)

**Earning per share**

24%



**18.4%**

16.3% (FY'20)

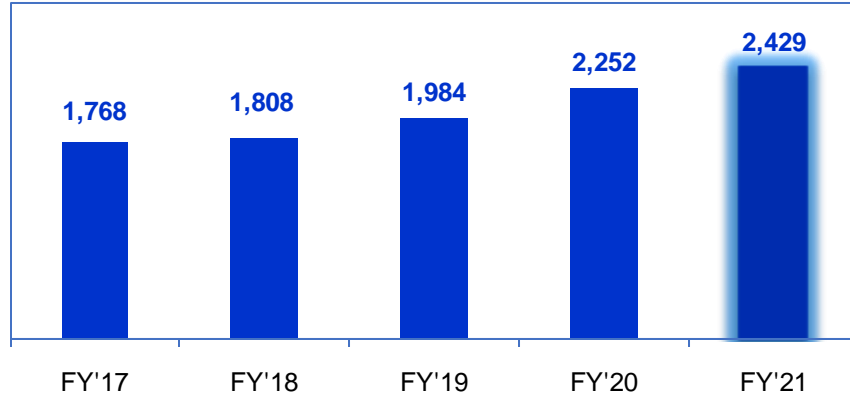
**Return on capital employed**

**210**

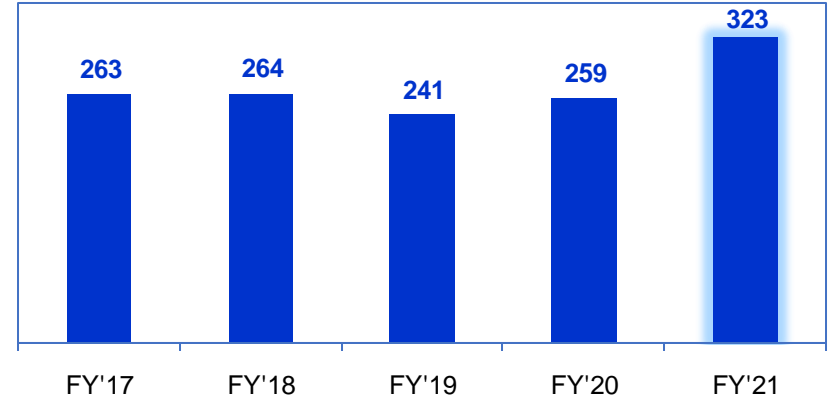
**BPS** ↑



## Revenue from Operations

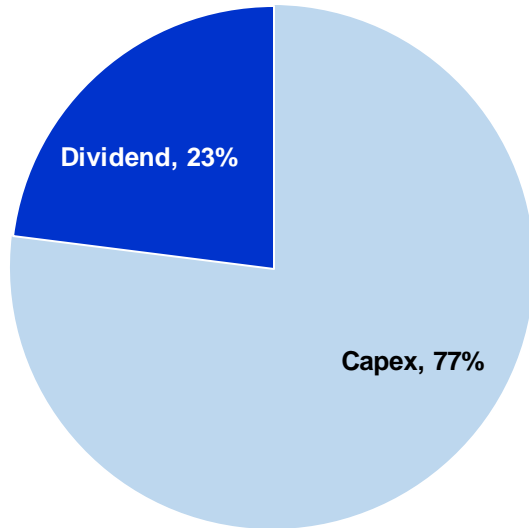


## EBITDA

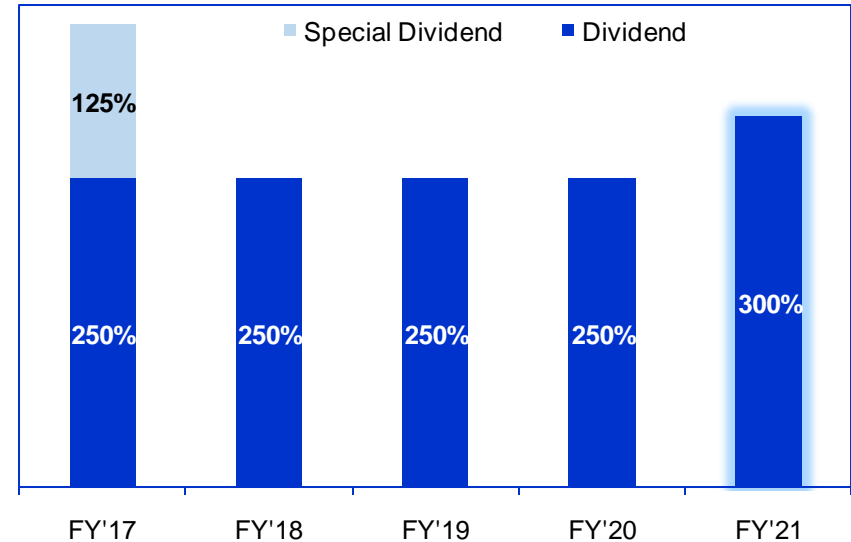




### Cash usage



### Dividend trend



**Cash from operations - Rs.217 Cr**  
**Capex - Rs.168 Cr & Dividend - Rs.49 Cr**

## 14 New launches

Crop Care  
**10**



Seeds  
**4**



## e-Sparsh rollout



## Cash focus

Rs. **406** crore

Rs. 451 crore (31/03/2020)

**Trade Receivables**

10%



## Completed

**Active Ingredients capacity expansion**

**Progressing**

**Formulation and multipurpose plant**

# Operational resilience – Crop Care supply chain



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# Operational resilience – Seed supply chain



# New brand architecture for Crop Care products



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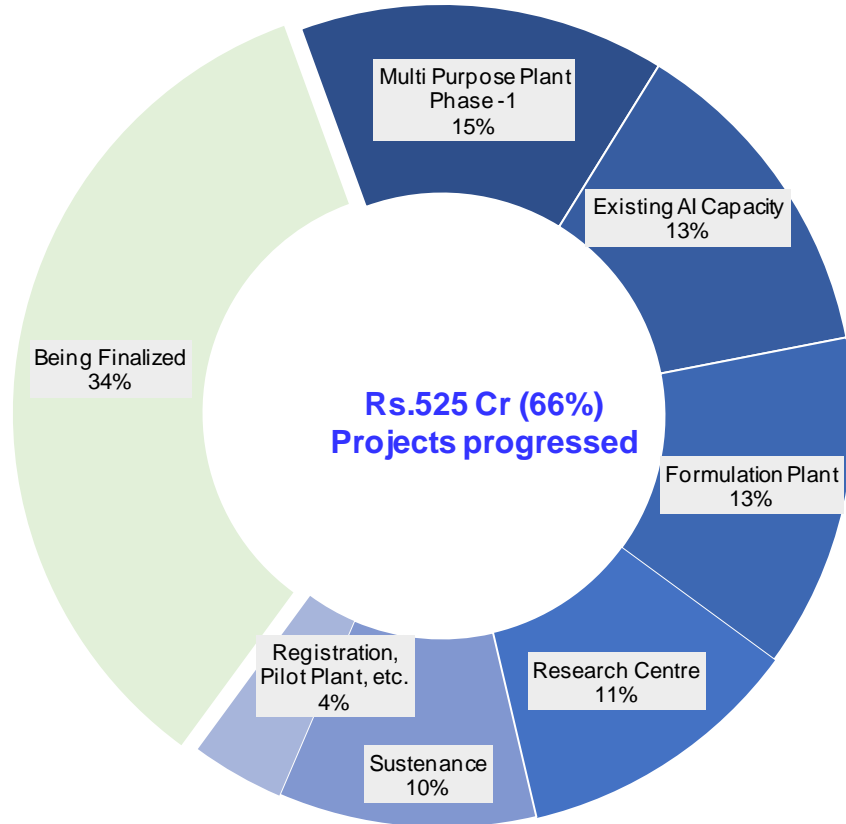
- ✓ Uniformity and simplicity in design across pouches, bottles and cartons
- ✓ Ease of identification of product category by all stakeholders
- ✓ Uniform marketing communication to farmers under the TATA and Rallis Branding
- ✓ Aligned with impending guidelines

## Brand Category Colours



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Capex for better product mix, backward integration and further enhancement of R&D capabilities

# Marketing and engagement campaigns – Crop Care

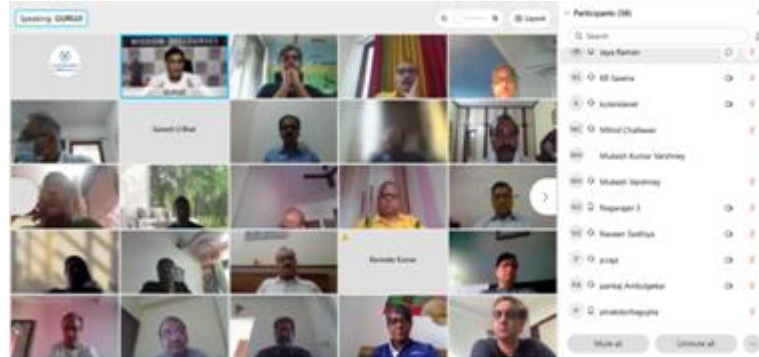
















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- ✓ Good pre-monsoon rain followed by good start to the monsoon
- ✓ Recovering commodity price of cotton and maize
- ✓ Export demand is good for crop protection products and agri commodities

- ✓ Increase in MSP of paddy, pulses and oil seeds to support higher crop acreages
- ✓ Normalisation of economy to aid recovery of fruits and vegetables farmers
- ✓ Covid-19 pandemic normalisation to overcome credit risk aversion among trade channels

- ✓ Significant increase in inputs cost
- ✓ Container freight costs on the rise; shortage causing shipment delays
- ✓ Apr and May lockdown impacting product movement from distributors to retailers

We are optimistic and cautious

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**Thank You**