



**RALLIS INDIA LIMITED**

July 22, 2020

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001  
Scrip Code: 500355

National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra-Kurla Complex Bandra (E)  
Mumbai – 400 051  
Symbol: RALLIS

Dear Sir/Madam,

**Sub: Submission of Analysts/Investors Presentation**

**Ref: Letter dated July 14, 2020 informing about Analysts/Investors Presentation**

Further to our referred letter, please find enclosed a presentation to be made to analysts/investors on Unaudited Standalone and Consolidated Financial Results for the first quarter ended June 30, 2020 for the analysts/investors call to be held on Thursday, July 23, 2020.

The presentation is being submitted in compliance with Regulation 30(6) read with Schedule III Part A Para A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

A copy of the presentation is also uploaded on the Company's website [www.rallis.co.in](http://www.rallis.co.in).

You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Rallis India Limited**

**Yash Sheth  
Company Secretary**

Encl: As above

Corporate Office: 2<sup>nd</sup> Floor, Sharda Terraces, Plot No 65, Sector 11, CBD Belapur, Navi Mumbai – 400 614

Tel: 91 22 6776 1700 Fax: 91 22 6776 1634

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

Tel: 91 22 6665 2700 Website: [www.rallis.co.in](http://www.rallis.co.in)

Corporate Identity No. L36992MH1948PLC014083

**A TATA Enterprise**



RALLIS INDIA LIMITED

# Results Presentation

Q1 FY21



DOMESTIC CROP  
PROTECTION



INTERNATIONAL  
BUSINESS



CONTRACT  
MANUFACTURING



SEEDS



PLANT GROWTH  
NUTRIENTS



AGRI  
SERVICES

# Disclaimer

---

*This presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of Rallis India Limited, its direct and indirect subsidiaries and its associates. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. You are urged to view all statements contained herein with caution. Rallis India Limited does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise.*

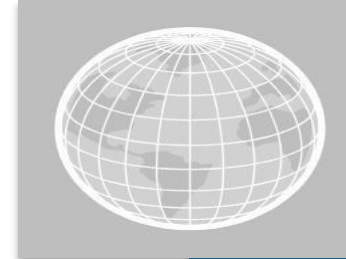
# Rallis – Areas of Strength



**Well entrenched connect  
with the Indian farmer**

(Domestic  
business)

- Crop Protection
- Plant growth  
Nutrients(PGN)
- Soil conditioner
- Seeds



**Chemistry**

(International  
business)

- Partnering with global  
innovators
- Strong R&D and  
executional capabilities
- Environmentally  
adhering products

**Proven capabilities make Rallis a Preferred Partner of Choice for Innovators**

# Domestic business

Leading Agrochemical Company

Presence across value chain: Seeds – Soil conditioners – Crop Protection Chemicals - Plant growth nutrients

Market share: ~ **6%** (Crop protection & PGN), ~**3%** (Seeds)

Strong & Healthy pipeline of sustainable products

Nationwide footprint – **3812** dealers & **47377+** retailers



# International Business – Primed for growth

## Alliances

- Developing Technicals for global Agro chemicals players
- **Key products**
  - **Deltamethalin:** Used as a pre-emergence herbicide to control annual grasses and certain broad leaved weeds. Global market size: **413Mn USD**
  - **Acephate:** An organophosphate foliar and soil insecticide used primarily for control of aphids, leaf miners, caterpillars, sawflies, thrips, and spider mites. Global market size: **510Mn USD**
  - **Hexaconazole:** is a Broad-spectrum systemic triazole fungicide used for the control of many fungi particularly Ascomycetes and Basidiomycetes, used chiefly for the control of rice sheath blight in China, India, Vietnam and parts of East Asia. Global Market size: **149 Mn USD**
  - **Metribuzin:** herbicide used both pre- and post-emergence in crops including soybean, potatoes, tomatoes and sugar cane. Global market size: **196 Mn USD**
  - **Metalaxyl:** an acylalanine fungicide used to control Pythium in a number of vegetable crops, and Phytophthora in peas. Global market size: **89 Mn USD**

## FACTS

1<sup>st</sup> Indian company to introduce a new molecule in India

1<sup>st</sup> company to set up an R&D centre in the country

## Contract Manufacturing

- Manufacturing molecules for global chemical players
- Key products - Poly Ether Ketone Ketone (PEKK) & Metconazole
- **Poly Ether Ketone Ketone (PEKK)**
  - Major supplier of PEKK for Solvay
  - Polyetheretherketone (PEKK) is a high-performance, engineering thermoplastic characterized by an unusual combination of properties - resistance to chemicals, wear, fatigue
  - PEKK and its composites are widely used in automotive, high temperature electrical, aerospace, structural and biomedical applications
- **Metconazole**
  - Fungicide supplied to Kureha Chemicals, a leader in speciality chemicals

# Seed business

Rallis develops, produces and sells hybrid seeds including Paddy, Millet, Maize and Bt Cotton with main exposure (80-85%) to the Kharif season

Strong market position - among top 3 in Hybrid Paddy(3<sup>rd</sup>) & Hybrid Millet (2<sup>nd</sup>) and Maize (6<sup>th</sup>). With around a million packets sold, our Bt Cotton portfolio is fast growing

Farmer base of 3 Mn up from 1 Mn in FY15

Seasonal business – Q1 & Q2 accounting for 85% of revenues



# Strategic Initiatives

---

## Domestic business

- Refresh distribution channel : Add distributors to enhance growth
- Revitalize channel policies
- Increase focus on new product launches; portfolio optimisation
- Improve connect between distributors and company
- Customer connect through digital campaigns

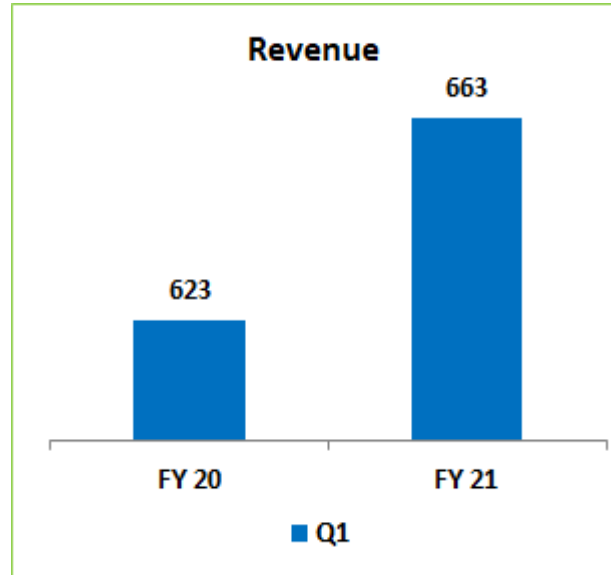
## International business:

- Invest in capacity expansion
- Increase Registrations in International markets
- Expand footprints in South East Asian countries and Africa

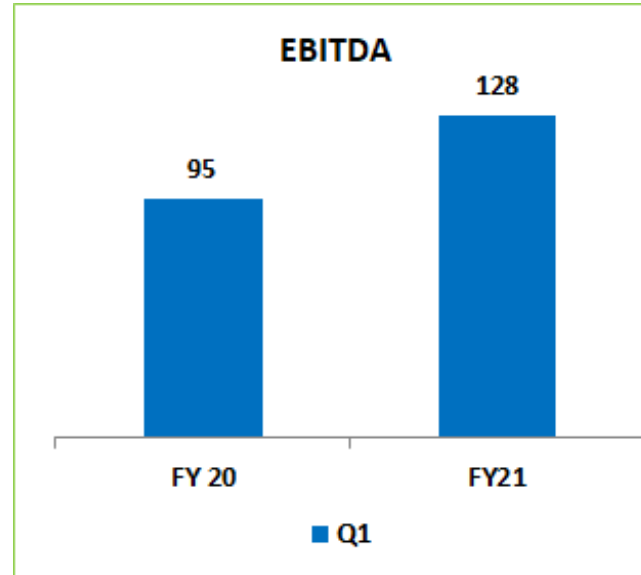


# Q1 FY21 - Performance Highlights: Standalone

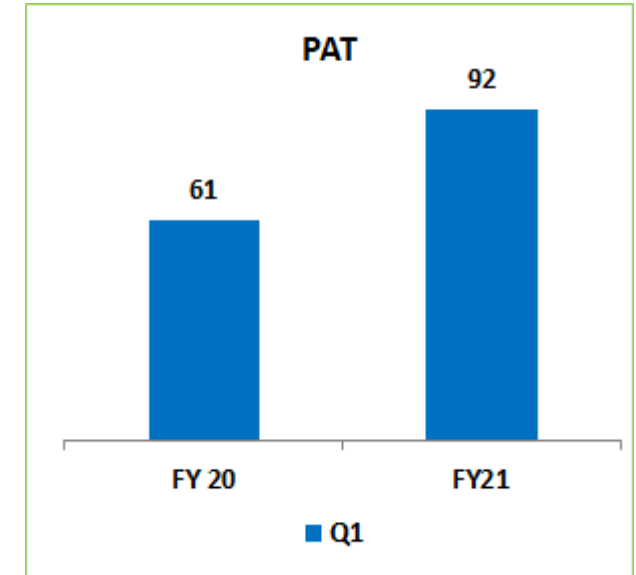
Rs crs



- Revenue Growth of 6% in Q1 as compared to PY Q1.



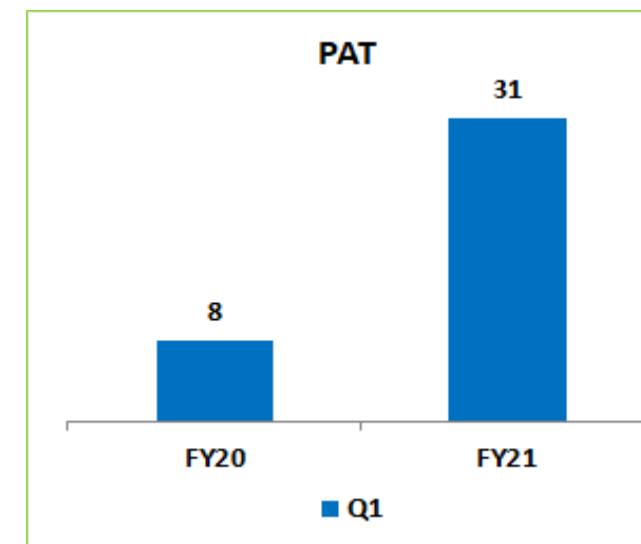
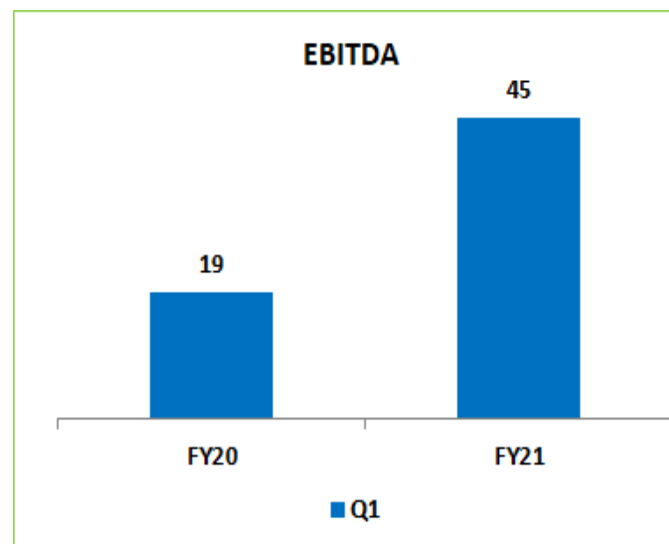
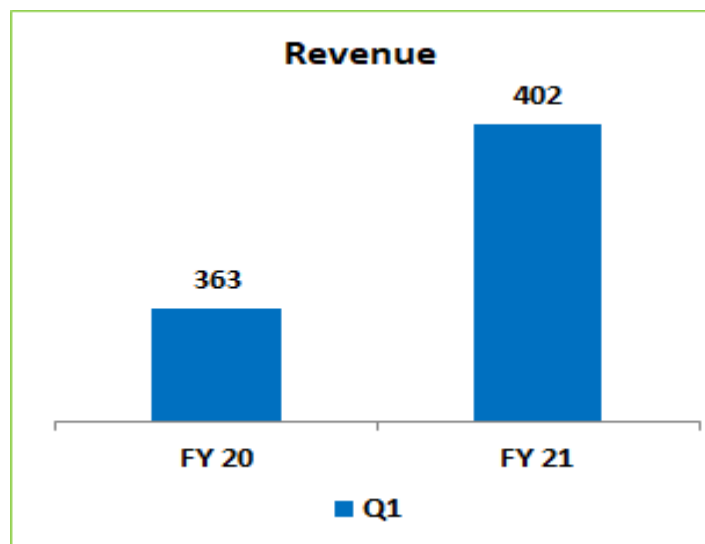
- Price realization in some products and better product mix leading to improvement in EBITDA %, coupled with lower fixed cost



Company has opted for lower Income tax rate from current year. The effective tax rate is 23.53% as against 30.43% in same period in PY

# Q1 FY21 - Performance Highlights: Rallis Crop Care division

Rs Cr



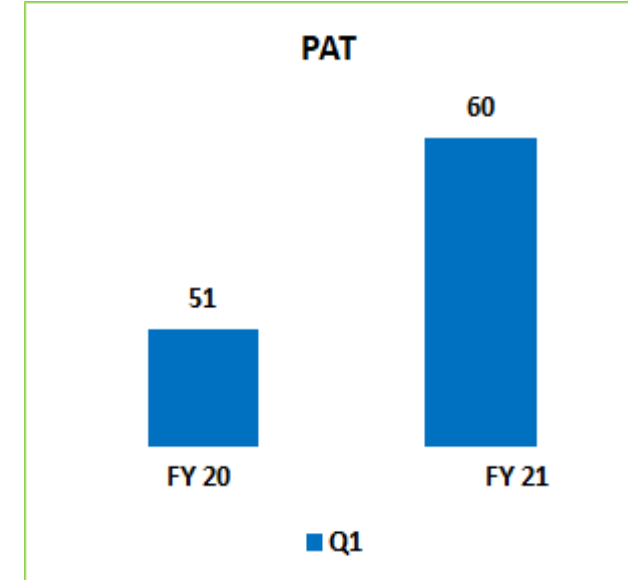
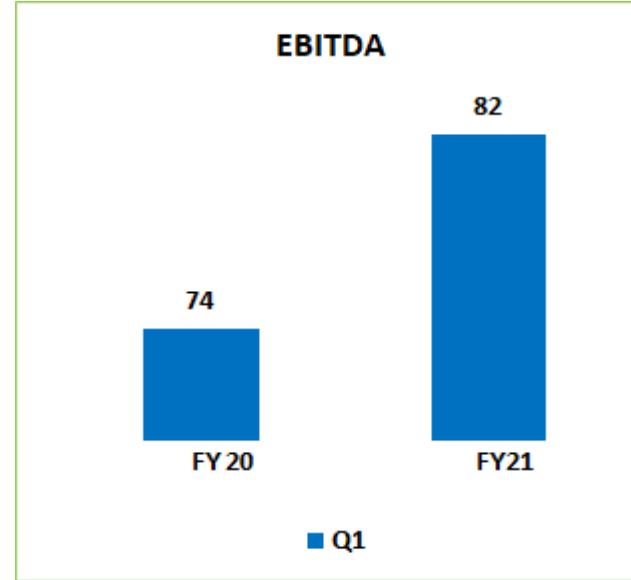
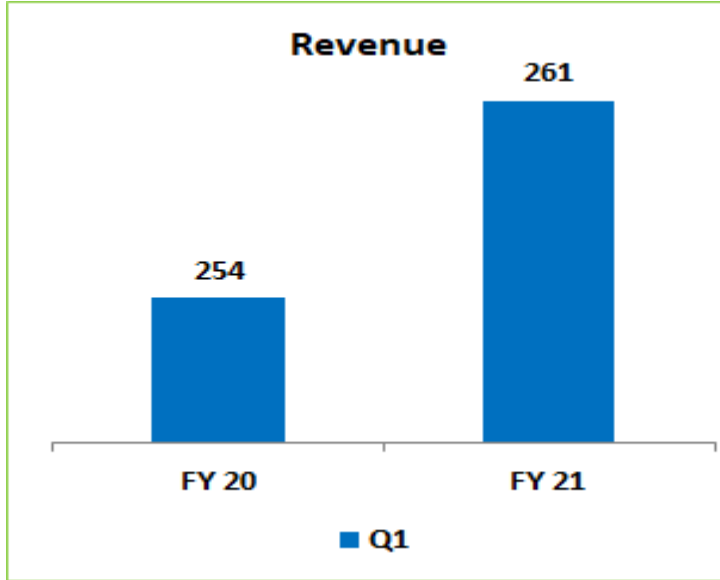
- Overall growth of 11% in topline
- Volume growth in major a.i.s ( Acephate & Pendi ) in International Business
- Volume growth also seen in some of our branded formulated products in the domestic business
- Drop in volumes in Contract Manufacturing

- Price realization in some products and better product mix leading to improvement in EBIDTA %, coupled with lower fixed cost

Company has opted for lower Income tax rate from current year. The effective tax rate is 23.53% as against 30.43% in same period in PY

# Q1 FY21 - Performance Highlights : Rallis Seeds Division

Rs Cr



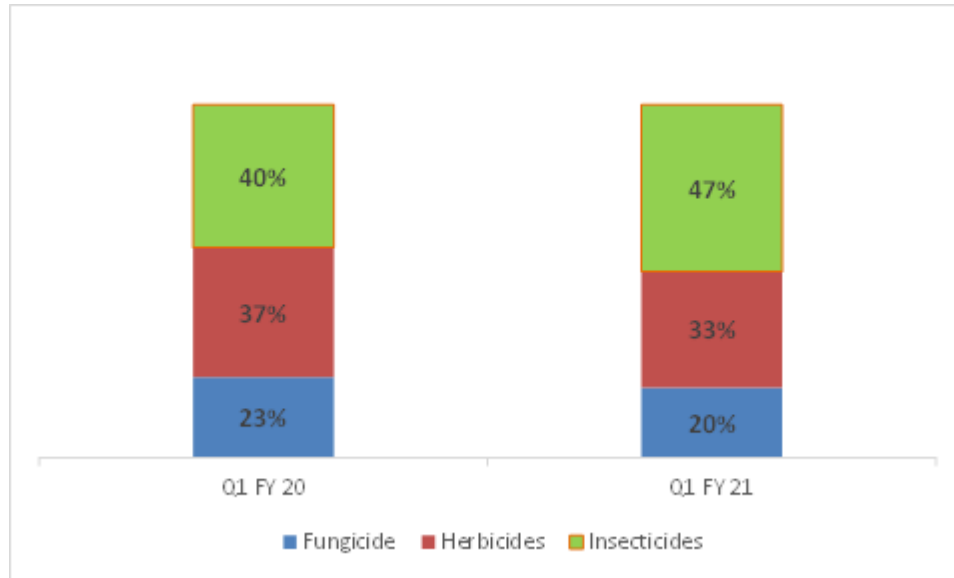
- Revenue growth of 3%
- Volume growth in Bajra & Maize
- Crop shift expected to result in higher sales returns of cotton, impacting top line

- Better price realization in Paddy and Maize coupled with lower fixed cost leading to higher EBITDA

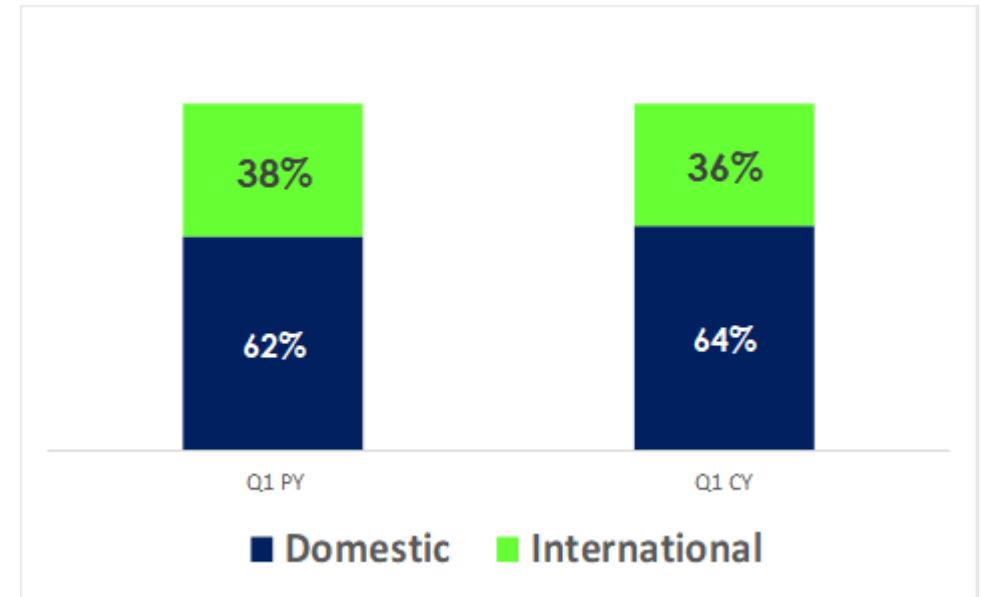
- PAT movement for the quarter mirrors EBITDA ; lower taxation rate opted by the company

# Revenue Split Q1

## Category wise



## Geography wise



### Note:

Pl note that these revenue breakups are for Crop Protection

### Note:

Geography breakup is for Crop Care only and not for total revenue.

# Capex - Update

---

## Scaling up capacities of selective molecules -

- Overall Capex implementation impacted due to COVID 19
- Civil construction of the formulation plant at Dahej Chemical Zone has restarted with all precautions as per COVID safety guidelines; commissioning of EC and GR line expected by Dec 20/Jan 21
- Phase II expansion of Metribuzin (500 MTPA) commissioned in July, commercial production yet to ramp up amid weak demand

# Operational Highlights

---

## Strong Product pipeline –

- ❖ Successful launch of 4 new hybrid seeds: Maize (2), Bajra (1), Chilli (1)
- ❖ Received CIB & RC registration for 2 new products(which will be launched in the forthcoming months of FY21), 2 more approved and certificates awaited
- ❖ Successful launch of GroSmart(Giberellic Acid 1ppm) in Crop Nutrition category

## Tackling COVID Difficulties and Operational Efficiency –

- ❖ Above 90% adherence to supply plans despite COVID lockdown and labour issues
- ❖ While Maize and Millet are seeing encouraging trends in liquidation, Cotton trends appear weak due to crop shift
- ❖ Digital Acceleration: Campaigns, Sales meetings; Trade, NPD, farmer and employee engagement
- ❖ 26% top line product growth in Domestic Crop Protection business
- ❖ Improved cash from Operations, due to strong collections despite higher inventory. Deliberate Raw Material Inventory stock up to cope with Covid challenges
- ❖ Channel pipeline stocks stable

# *THANK YOU*



DOMESTIC CROP  
PROTECTION



INTERNATIONAL  
BUSINESS



CONTRACT  
MANUFACTURING



SEEDS



PLANT GROWTH  
NUTRIENTS



AGRI  
SERVICES