



## RALLIS INDIA LIMITED

January 18, 2023

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

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

Dear Sir/Madam,

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

**Ref: Letter dated January 11, 2023 informing about Analysts/Investors Presentation**

Further to our referred letter, please find enclosed a presentation to be made to analysts/investors on the results for third quarter and nine months ended December 31, 2022 for the analysts/investors call to be held on Thursday, January 19, 2023.

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 at [www.rallis.com](http://www.rallis.com).

You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Rallis India Limited**

**Srikant Nair  
Company Secretary**

Encl: As above



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Q3 & YTD FY23

# RESULTS PRESENTATION



DOMESTIC CROP  
PROTECTION



INTERNATIONAL  
BUSINESS



CONTRACT  
MANUFACTURING



SEEDS



PLANT GROWTH  
NUTRIENTS



AGRI  
SERVICES



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# 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**.

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 looking statements, whether as a result of new information, future events or otherwise.



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# OUR LONG TERM STRATEGY REMAINS ON TRACK

## CROP CARE (DCP/IB/DCN)



## SEEDS



 **EXTEND PORTFOLIO OFFERINGS**

 **STRENGTHEN MANUFACTURING**

 **WIDEN REACH**

 **PLUG PORTFOLIO GAPS**

 **MULTIPLE CHEMISTRY COMPETENCIES**



 **FLEXIBLE MPP's**



 **STRONG BD & DISTRIBUTION**



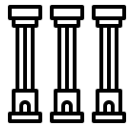
 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



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# DOMESTIC CROP PROTECTION



Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and Widen markets

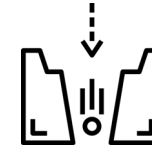
Comprises of domestic branded formulations and Institutional business (Fungicides, Insecticides, Herbicides)



Well entrenched connect with farmers covering 80% of India's districts



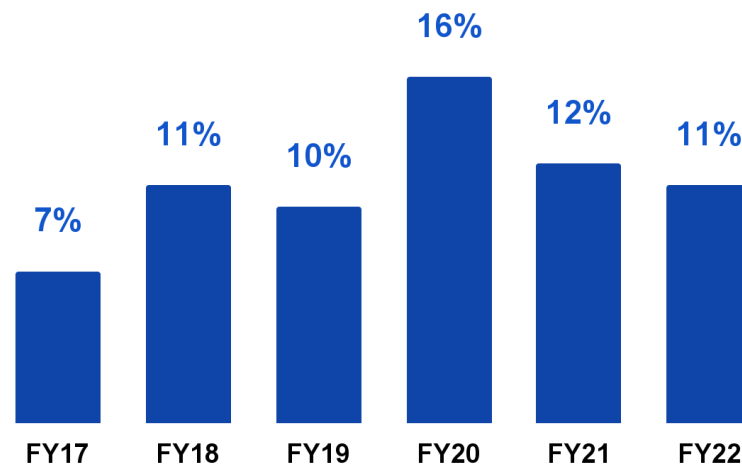
Research efforts focused on developing customized products and packages of practices by understanding their emerging needs



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



## ITI CROP CARE



## New Product launches in YTD FY23

### 9(3) products

- Daksh Plus (Pendimethalin + Metribuzin), H-Wheat
- Clasto (Pyrifluquinazon): I-Cotton Whitefly
- Capstone (Fenoxanil + Isoprothiolane): F-Paddy Blast

### 9(4) products

- Clue (Pymetrozine): I-Paddy
- Onto (Quinalphos): I -Multiple Crops
- Castello (Difenoconazole): F- Grapes, F&V

### Co-Mkt

- Dext (Fipronil): I-Paddy, Sugarcane

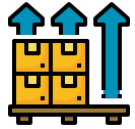
### Crop Nutrition

- Rallizin(FCO), Paclor 9(4)



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# INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



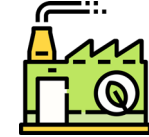
Committed to expand product and customer portfolio in contract manufacturing



Investment in strengthening R&D, process scale-up and manufacturing

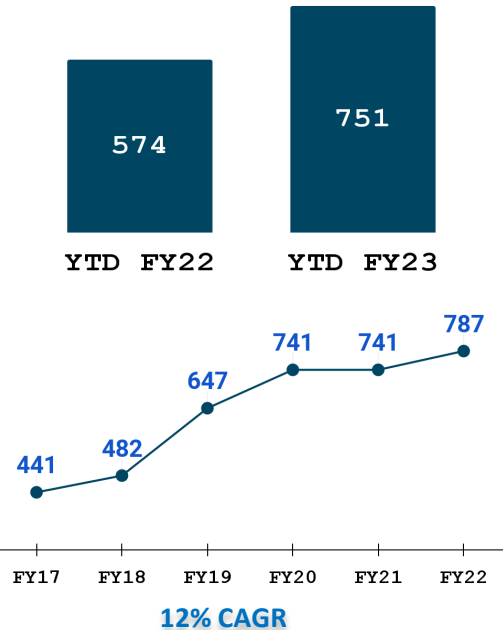


Expanding synthesis capacity at the R&D Centre at Bengaluru

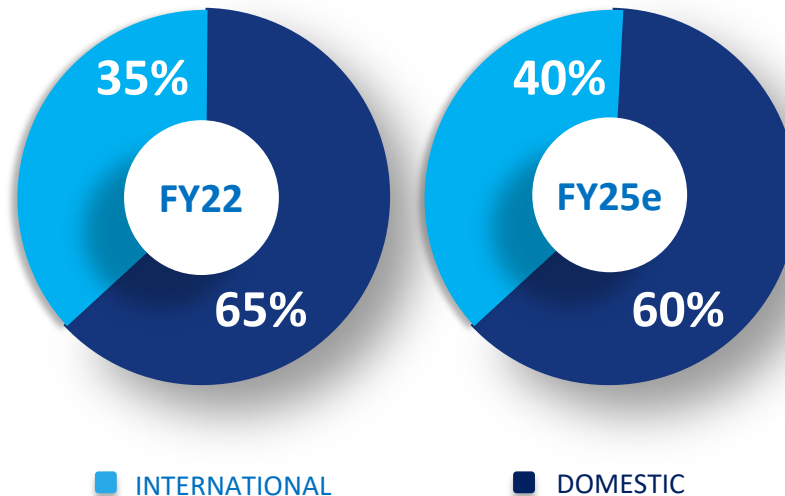


Upgrading pilot plants to strengthen process scale-up capabilities

## IBD Revenue ₹ Crs



## REVENUE MIX



- Significant market share in 2 a.i.s and dominant across the globe
- Expanding manufacturing capacities of key active ingredients to scale-up and strengthen
- Invested further in research and manufacturing to expand portfolio
- Continuous expansion of registrations across key markets
- Significant growth from Formulation business



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# 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



More than 1.8x growth in last 5 years (till FY22)



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



Robust products in pipeline to build stronger portfolio

## CHANNEL ENGAGEMENT



## PRODUCT PROMOTION





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# 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: Chilli, Okra, Tomato, Gourds etc.

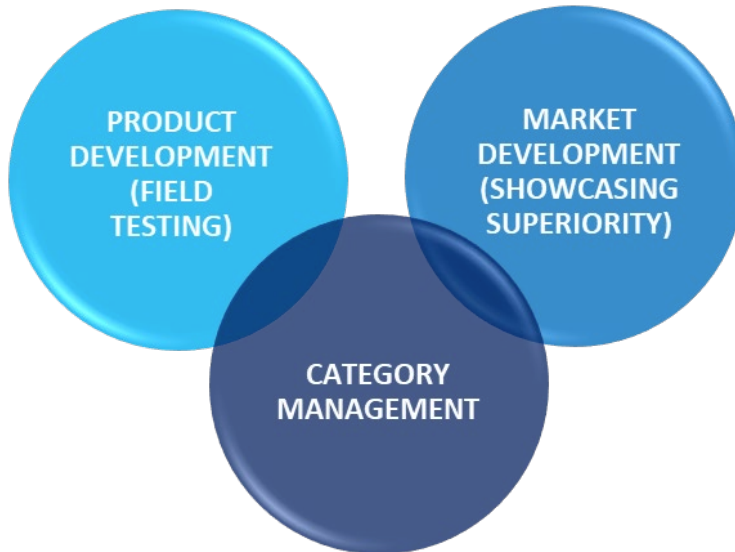


This is also supported through in-licensing partnerships with leading players



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

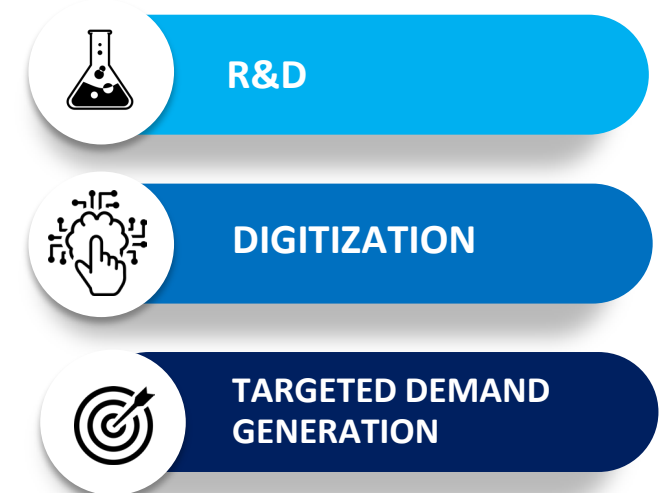
## CUSTOMER CENTRIC



## PARTNERING



## INVESTMENT







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# Q3 AND YTD FY23 RESULTS

Q3 & YTD FY23

## RESULTS PRESENTATION



DOMESTIC CROP  
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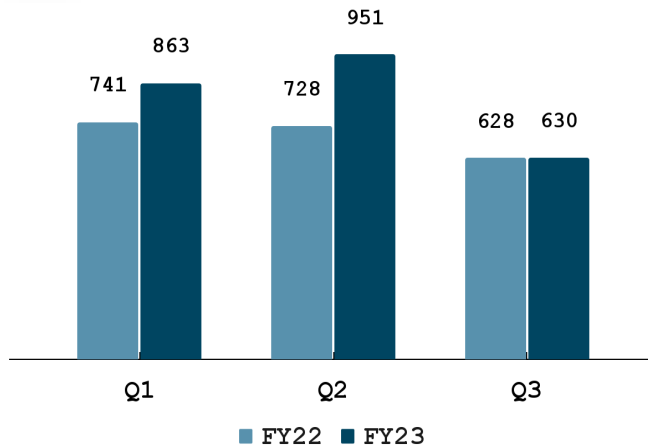
AGRI  
SERVICES



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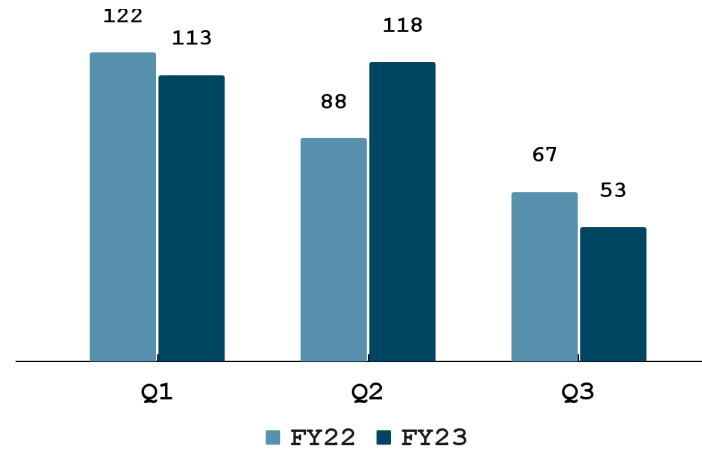
# FINANCIAL SNAPSHOT – Q3, YTD FY23

## REVENUE



- Overall revenue at par as compared to PY Q3
- Crop care revenue grew by 1% largely driven by domestic business.
- Seeds business revenue lower, Rs 24 Cr vs Rs 28 Cr PY Q3

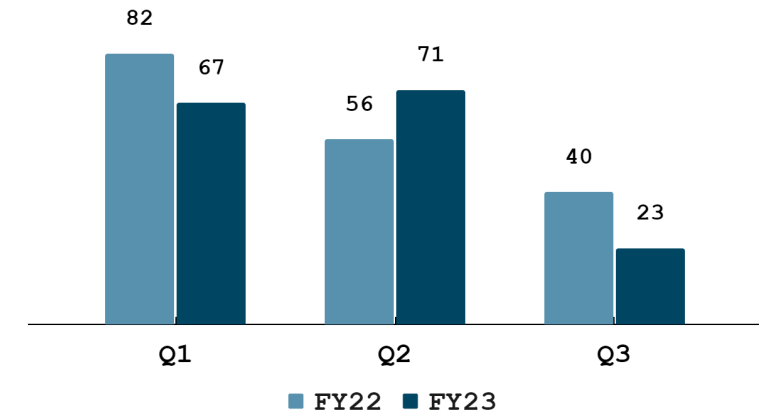
## EBITDA



- Gross Margins largely maintained through agile pricing and procurement decisions
- EBITDA lower due to higher marketing spends,, provision taken for retrospective rent demand by MbPA.
- EBITDA lower by 21% as as compared to PY Q3

## PAT AEI

₹ Crs



- Lower cash and higher borrowings compress “Other Income” and increase Finance Costs
- Depreciation on newly commissioned plant has an impact of Rs. 4 Crs

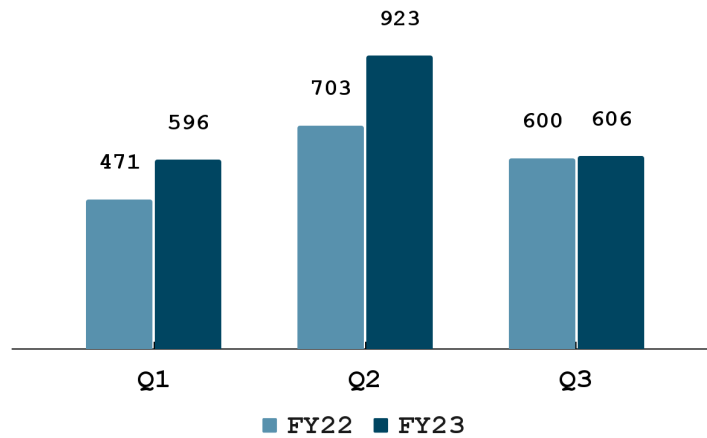
Headwinds in international business



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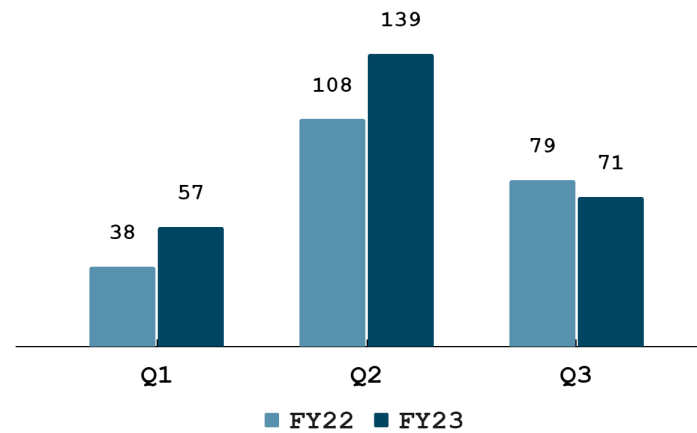
# FINANCIAL SNAPSHOT – Q3, YTD FY23 - CROP CARE

## REVENUE



- Crop Care revenue at par as compared to PY Q3
- Domestic Crop Care grew by 6.7%, YTD growth at 14.6%
- International business de-grew by 6.5% However, YTD growth at 30.8%.
- Crop nutrition grew by 22.4%

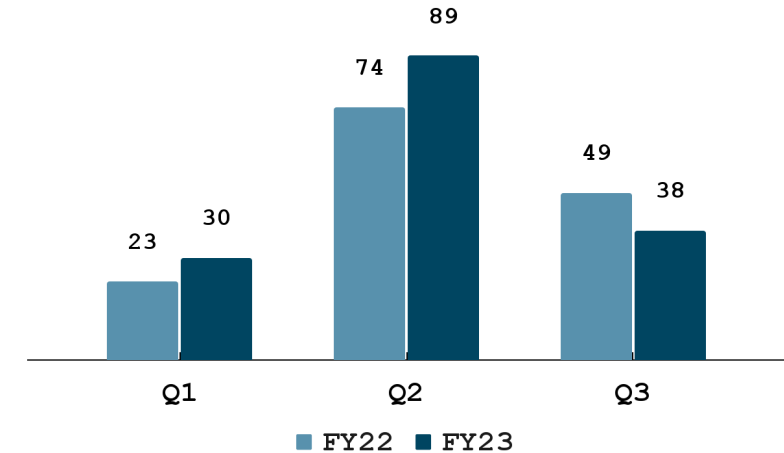
## EBITDA



- EBITDA decreased by 10% as compared to PY Q3
- Margins sustained in domestic business, Margin pressures continued in International business
- Increase in market facing expenses

## PAT AEI

₹ Crs



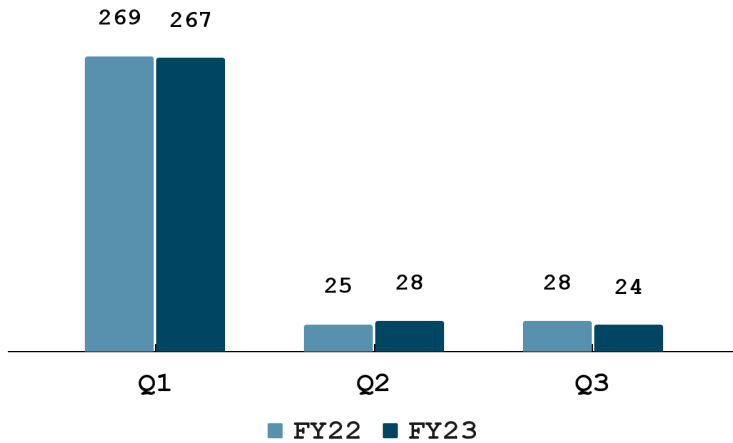
- PAT is reflective of EBITDA trend



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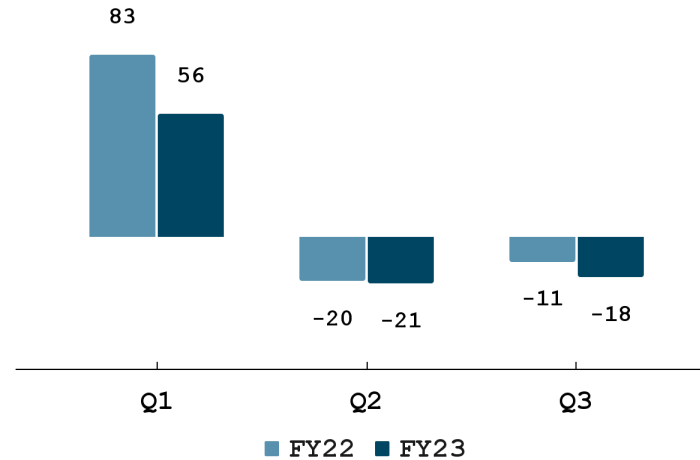
# FINANCIAL SNAPSHOT – Q3, YTD FY23 - SEEDS

## REVENUE



- Seeds business revenue lower, Rs 24 Cr vs Rs 28 Cr PY Q3
- Satisfactory response to Wheat & Mustard Seeds

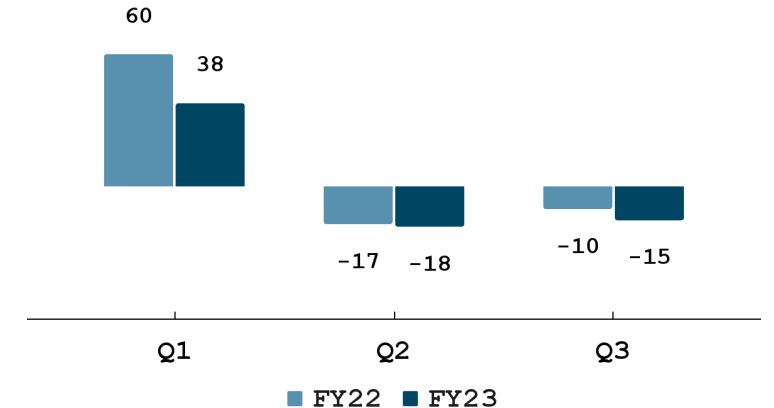
## EBITDA



- EBITDA lower at Rs (18) Cr vs Rs (11) Cr PY Q3
- Increase in marketing investments for upcoming Kharif

## PAT AEI

₹ Crs



- PAT is reflective of EBITDA trend



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# DOMESTIC MARKET DEVELOPMENT

## PRODUCT PROMOTION



## FARMER ENGAGEMENT



## CHANNEL ENGAGEMENT





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# RECOGNITION RECEIVED



**FICCI Chemicals and Petrochemicals Awards 2022:** Dahej, SEZ plant  
Rallis India Limited has won this award under Sustainability – Best Green process category for 'WOW! Wealth Out of Waste' Metribuzin Project



**Received Two Safety Awards by National Safety Council - MH Chapter:** Lote Plant  
Scheme 1. For achieving "Lowest Accident Frequency Rate"  
Scheme 2. For achieving "Longest Accident Free Period"



**36th National Convention on Quality Concepts Award:** Ankleshwar plant  
Rallis India Limited has won this award under Allied (Six Sigma & Lean Concepts) category for " Mfg. Efficiency (Yield & Safety Improvement)



**Best skill centre Award by the MKCL at their AGM for the year 2022:**  
Rallis (Akola) - LOLT skill centre  
Rallis India Limited has won this award for digital education (CSR - TARA)



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# COMMUNITY SUPPORT ACTIVITIES

## Unnat gram (Model Tribal Village) :

**Setting up small businesses:** Women for Dairy (25), Tailoring (10); Youth for Agri. (25); Veg. cultivation (89), Pashu Mitra (5); **Health:** Pregnant Women & Child care; **Education** - Language, Numerical ability; **Water conservation**

## TARA (Skill Development) :

3 Computer batches **cleared for MS-CIT**; Distribution of Certificates and Starter kits to Tailoring, Beautician and Computer students; Good response for Satellite batches for Tailoring course

## RUBY (Rallis Ujjwal Bhavishya Yojana) :

**Support to special children;** Enhancing Math, Science & English skills in select 35 schools



## Saksham gram (Integrated Village development):

**Education** - 463 (of 523) attending school; **Health:** Pregnant Women & Child care

**Social & Financial Inclusion:** 10 women in each village are saving Rs 500/- p.m.; Support to get Pan Card, Shram card and Ayushman Bharat Health Cards

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

**Added 448 farmers with 1274 acres from 3 FPOs in Buldhana**

Greenhouse installation - 3 farmers; Trichoderma treated Onion seedlings demos

## Jal Dhan (Water conservation) :

Projects in two villages in Osmanabad taken up



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# THANK YOU

**FOR ANY QUERIES PLEASE CONTACT BELOW:**

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**RALLIS INDIA LIMITED**  
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**SERVING FARMERS THROUGH SCIENCE**

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