



RALLIS INDIA LIMITED

# Results Presentation

Q3 & 9M FY19



DOMESTIC CROP  
PROTECTION



INTERNATIONAL  
BUSINESS



CONTRACT  
MANUFACTURING



SEEDS



PLANT GROWTH  
NUTRIENTS



AGRI  
SERVICES

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# Rallis – Areas of Strength



**Well entrenched connect with the Indian farmer**

(Domestic business)

- Crop Protection
- Plant Growth Nutrients (PGN)
- Soil conditioners
- Seeds (Hybrid – Paddy, Millet, Maize & Bt Cotton)
- Advisory



**Chemistry**

(International business)

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

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

# Domestic business

Leading Agrochemical Company

Presence across value chain: Seeds – Harvest – Plant growth nutrients – Soil conditioners

Market share: 6% (Crop protection & PGN)

Strong & Healthy pipeline of sustainable products

Nation wide footprint – 3,500 dealers & 55,000 retailers



# International Business – Primed for growth

## Alliances

- Developing molecules for global - Agro chemicals, Polymers and Animal care players
- **Key products**
  - **Pendimethalin:** 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 majorly 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 soy bean, 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**

*Source: Kleffmann market research FY17-18*

## Contract Manufacturing

- Developing molecules for global - Agro chemicals, Polymers and Animal care 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 aerospace, automotive, structural, high temperature electrical and biomedical applications
- **Metconazole**
  - Fungicide supplied to Kureha Chemicals, a leader in speciality chemicals

## 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

**Opportunity Size: Agrochemicals products worth US\$ 2.9 bn expected to go off patent between 2017 - 20**

# Seed business

Metahelix 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 (3<sup>rd</sup>) and Maize (6<sup>th</sup>). With over 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

The Board approved the merger of Metahelix (a wholly owned subsidiary of the Company) with the Company under a Scheme of Amalgamation subject to necessary statutory approvals from various regulatory authorities





# Strategic Initiatives

## Domestic business:

- Refreshing distribution channel : Adding distributors to enhance growth
- Revitalized dealer incentive structure: Higher variable incentives linked to revenue targets
- Expansion of credit period to support select product growth
- Increase focus on specialty product launches
- Improve connect between distributors and top management

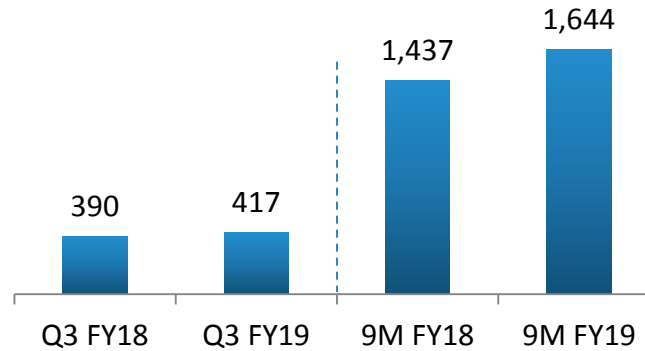
## International business:

- Investing in capacity expansion
- Registration in International markets
- Increasing higher margin exports to smaller South East Asian countries

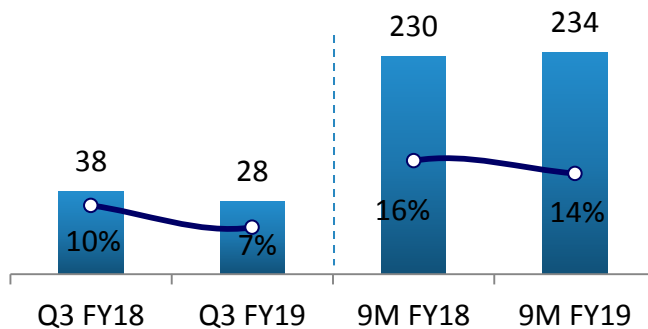
# Financial Performance

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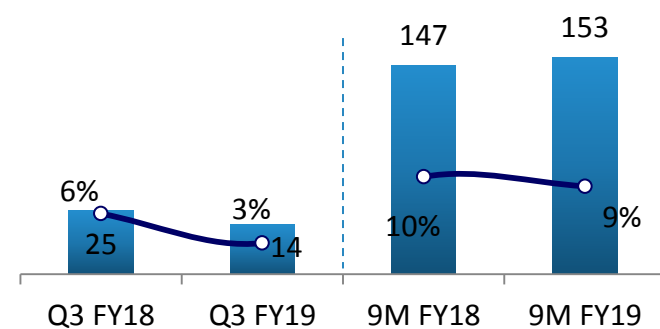
## Revenue



## EBITDA



## PAT









# Contact Us

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