



**RALLIS INDIA LIMITED**

October 19, 2021

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 October 8, 2021 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 the second quarter and half year ended September 30, 2021 for the analysts/investors call to be held on Wednesday, October 20, 2021.

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.co.in](http://www.rallis.co.in).

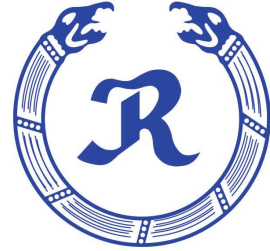
You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Rallis India Limited**

**Yash Sheth  
Company Secretary**

Encl: As above



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A **TATA** Enterprise

# Results Presentation

Q2 & H1 FY22



**DOMESTIC CROP  
PROTECTION**



**INTERNATIONAL  
BUSINESS**



**CONTRACT  
MANUFACTURING**



**SEEDS**



**PLANT GROWTH  
NUTRIENTS**



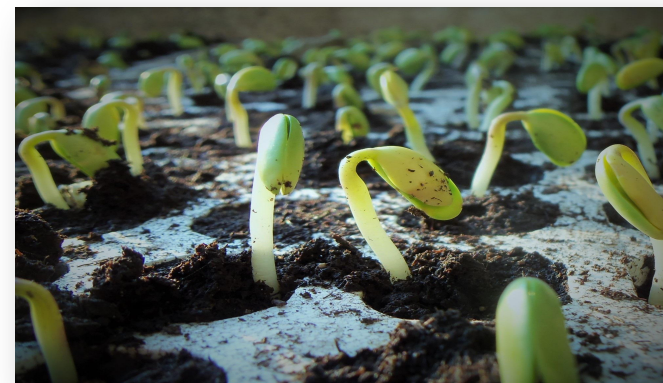
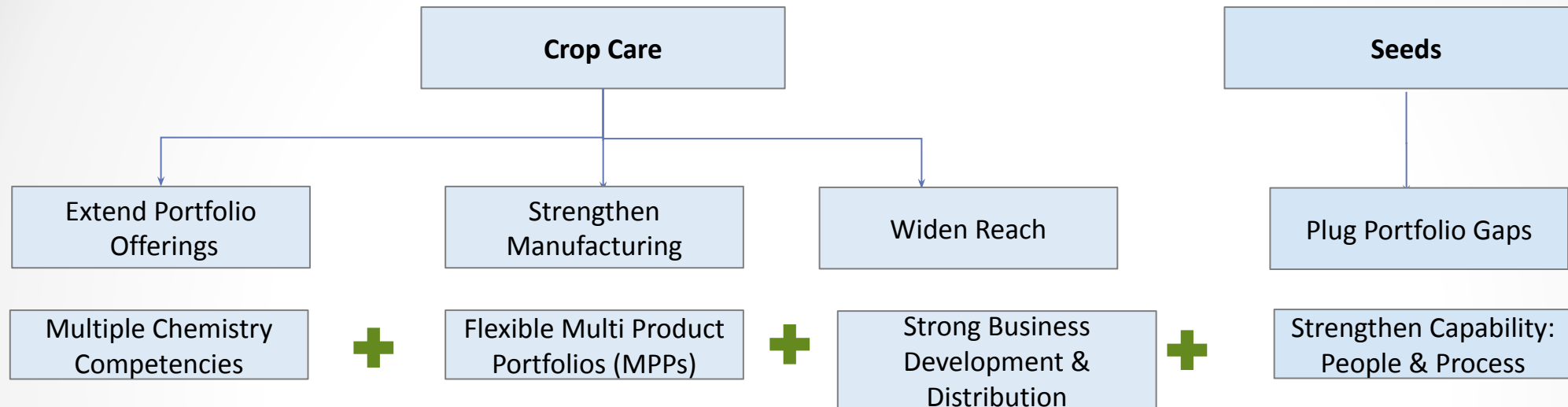
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# Disclaimer

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*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.*

# Our Long Term Strategy Remains on Track



WE ASPIRE TO BE AMONGST TOP 3 LEADING ENTERPRISES BY 2026 IN THE CHOSEN AREAS WITHIN FARM INPUTS AND CHEMISTRY LED BUSINESSES



# Domestic Crop Protection

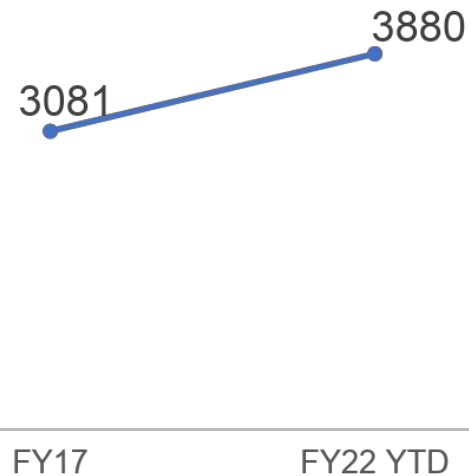
- ★ Focused on 3 pillars - Extend portfolio offerings, Strengthen manufacturing and, Widen markets
- ★ Comprises of domestic branded formulations and Institutional business (Fungicides, Insecticides, Herbicides)
- ★ Well entrenched connect with farmers covering 80% of India's districts
- ★ Research efforts 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



ITI momentum has been disrupted due to slow down in market development activities because of Covid.



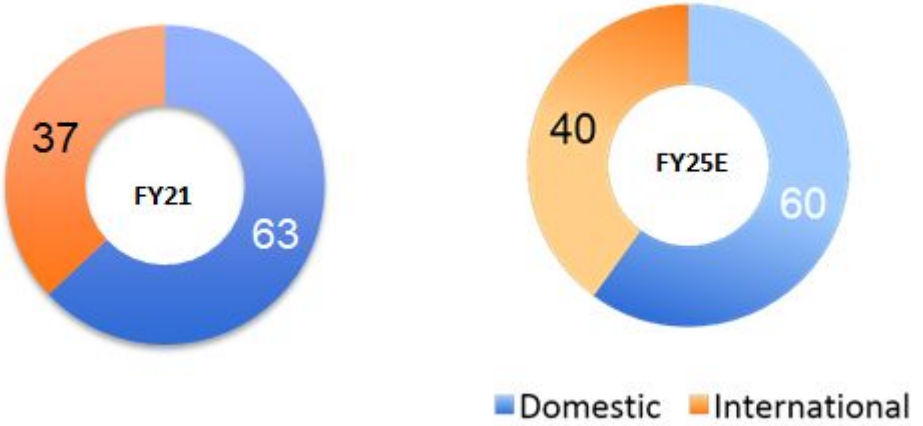
● No. of Active Dealers



# International Business

- ★ Manufacturing and export of Active Ingredients(a.i), 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

Revenue Mix



- ★ Significant market share in 2 a.i. and dominant across globe in 1
- ★ Added more than 20 new customers in last 3 years expanding our penetration and export destinations
- ★ Adding 2 new manufacturing plants at Dahej
- ★ Expanding manufacturing capacities of key active ingredients to scale-up and strengthen
- ★ Trusted supply partner to global innovators and generic players
- ★ Continuous expansion of registrations across key markets
- ★ Invested further in research, registration and manufacturing to expand portfolio

# 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 1.6x growth in last 5 years
- ★ Good future potential to grow given the market situation and positive farmer response
- ★ Robust products in pipeline to build stronger portfolio



Product  
Demo



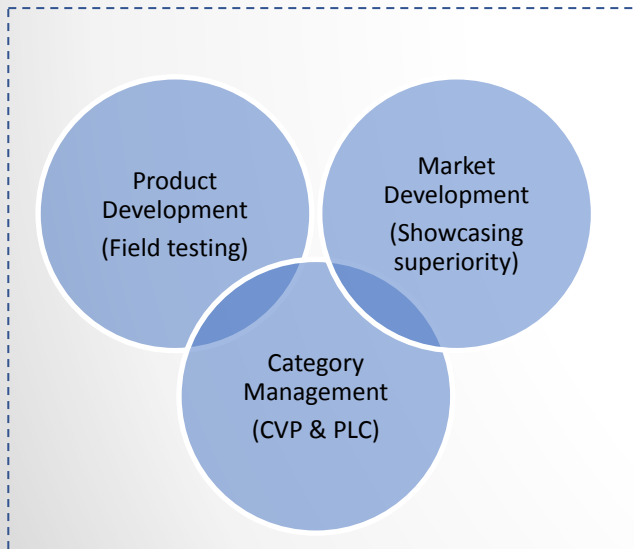


# Seeds Business

- ★ Rallis is engaged in research, development, production, processing and distribution of hybrid seeds for field crops and vegetables
- ★ Field Crops: Paddy, Maize, Pearl Millet, Cotton and Mustard. 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 presence in emerging channels



## Customer Centric

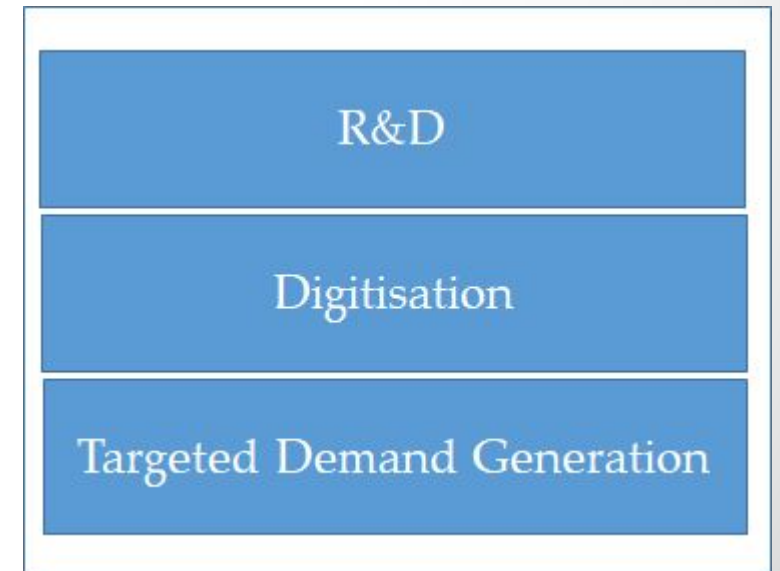


- CVP-Customer value proposition
- PLC-Product life cycle

## Partnering

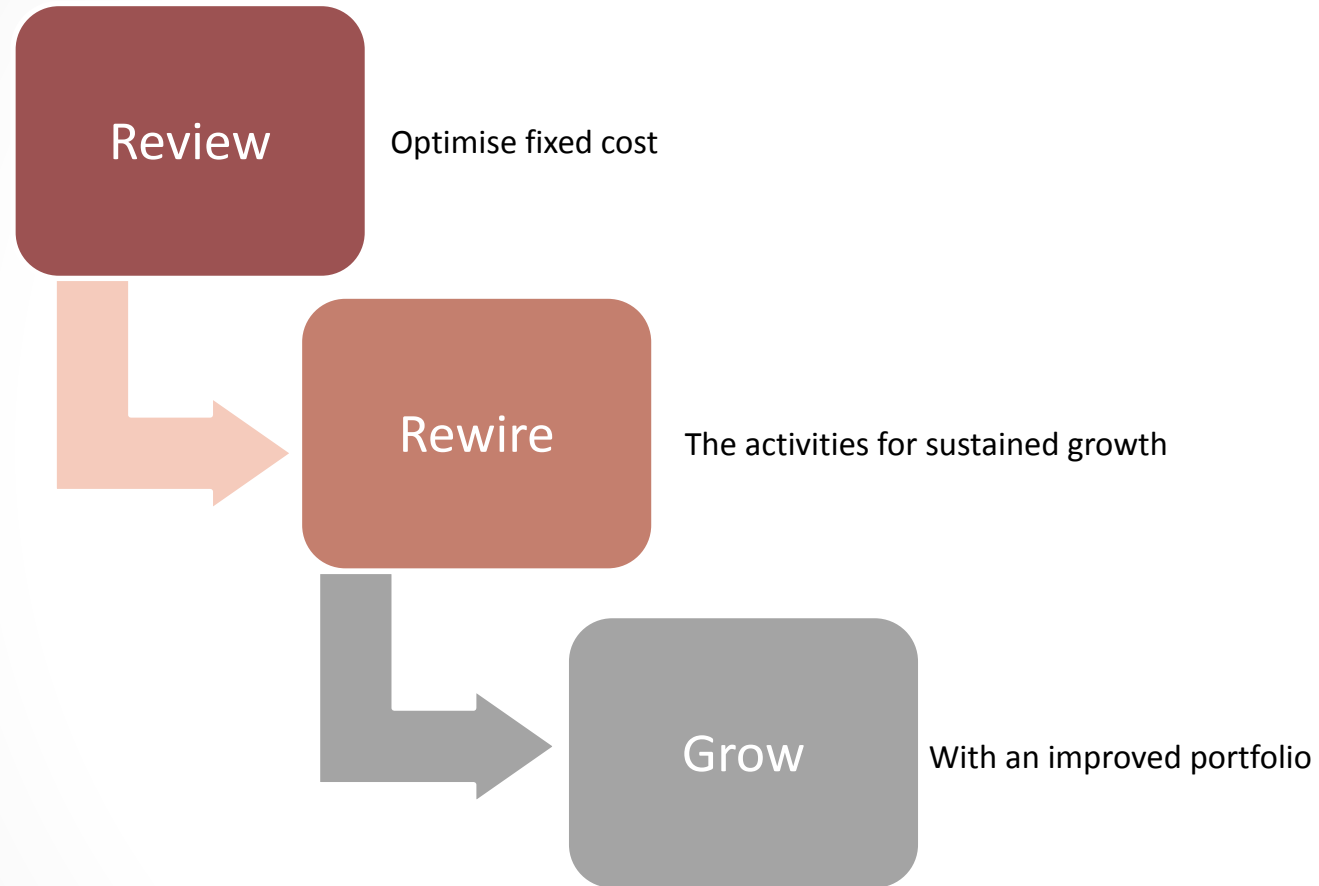


## Investment





# Seeds Business - Focus Going Forward



# Domestic Market Development

## रैलीज इंडिया के नए बीटी नरमा बीज दिग्गज की मलोट में शानदार लांचिंग

अबोहर, 13 मार्च। किसानों के हित में नए-नए प्रोडक्ट तैयार करने वाली रैलीज इंडिया लि. के सोड डिवीजन द्वारा तैयार किया गया बीटी कॉटन का नया उत्पाद दिग्गज नरमा बीज की गत दिवस मलोट में शानदार लांचिंग की गई। जिसमें बड़ी संख्या में किसानों के अलावा कंपनी के रिजनल मैनेजर राजीव सोलंकी, ऐरिया मैनेजर सतेन्द्र चौधरी सहित बीज वितरक आदि उपस्थित थे।



मलोट के वंशी होटल में आयोजित लांचिंग कार्यक्रम में किसानों को संबोधित करते हुए कंपनी के रिजनल मैनेजर राजीव सोलंकी ने बताया कि रैलीज इंडिया हमेशा ही वातवरण में हो रहे बदलाव और किसानों की जरूरतों को ध्यान में रखते हुए बीजों का संशोधन करती है। दिग्गज बीटी

के बारे में उन्होंने बताया कि इसके पीछे की रोग प्रतिरोधक क्षमता अधिक होने के कारण इसमें कोट पैदा नहीं होते जिससे कोटनाशक के खर्च की बचत होती है। वहीं 155 से 160 दिनों में तैयार होने वाली दिग्गज बीटी की पहली चुगाई में करीब 70 प्रतिशत

फसल निकाल ली जाती है जबकि दूसरी चुगाई करने के बाद खेत खाली हो जाता है। उन्होंने बताया कि कम पानी वाली वैरायटी दिग्गज बीटी के पीछे की लंबाई करीब 5 से 6 फुट होती है और इसके टिंडे नीचे से ही लगने (शेप अंदर के पृष्ठ पर)



Farmer Engagement



Channel Engagement

Product Launches



Rallis India Limited प्रोडक्ट लॉन्च | खरपतवारनाशक | अब नामुमकिन कुछ भी नहीं!

1,815 views • Premiered Jun 3, 2021



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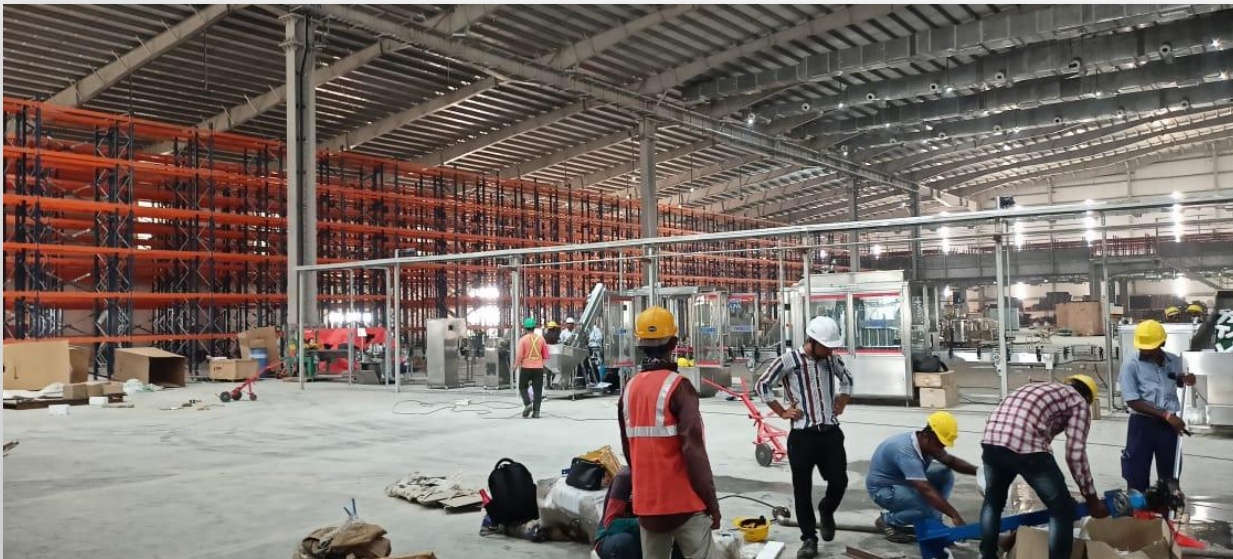
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# Investing for Future Growth Plans

- ★ Formulation plant Phase 1 **ready for commissioning**
- ★ New technical plant **commissioned** and commercial production started at Ankleshwar
- ★ Pilot Plant at Dahej - Overall project is **progressing satisfactorily**. Expected Phase-I completion by November 2021
- ★ MPP at Dahej - There is good progress on engineering and construction.

3D Image of Formulation Plant



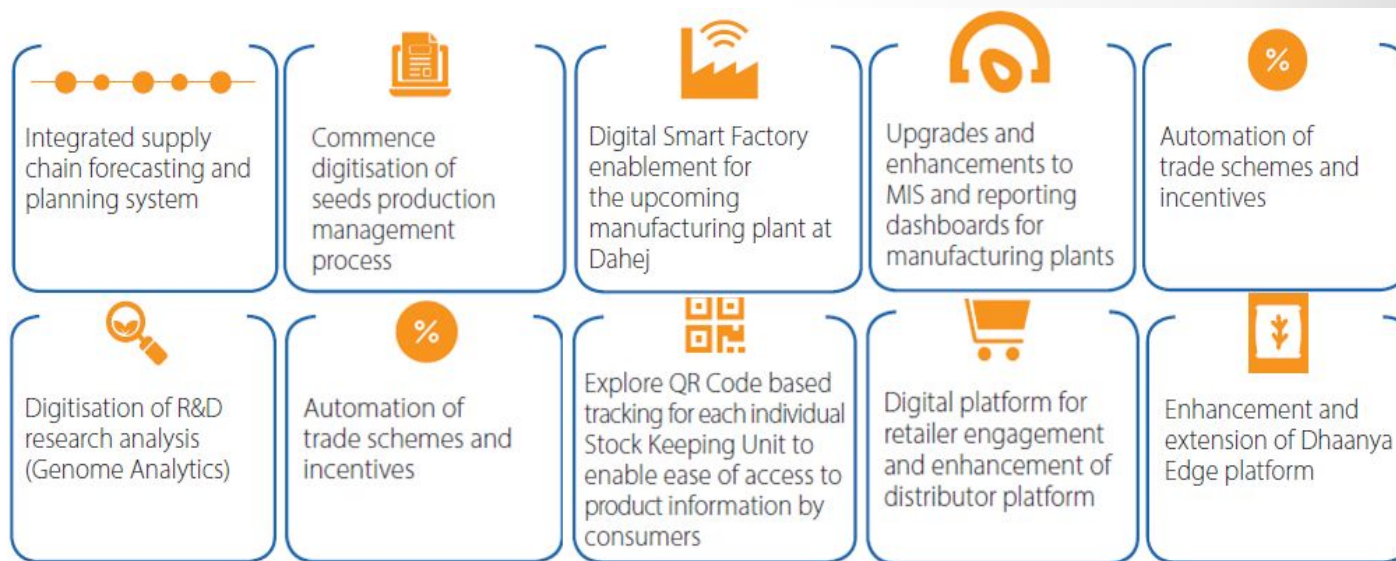


# Enhancing Experience Through Digitisation

## Our Digital Vision:

1. Digital enabled, Customer centric organization
2. Data and insights driven enterprise
3. Agile, secured and ubiquitous digital enterprise
4. Leverage digital elements to enable smart factory, smart labs, connected workforce, future-ready supply chain, newer marketplace & ecosystems and integrated business process enablement

## Initiatives planned for FY22



## Initiatives Implemented

- ★ **e-Sparsh and e-Bandhan:** digital platforms to connect sales team and distribution
- ★ **Dr. Vishwas:** a digital platform for farmer helpline management
- ★ **Drishti:** a remote-sensing based crop monitoring system
- ★ **Sampark:** a mobile-based platform for extended sales team to service farmers
- ★ **Samadhan app:** a mobile-based platform for farmers to access product information and farming practices





# One Rallis

## Scope:

Integration of Seeds & Crop Care Sales & Marketing teams under One Rallis architecture in Chhattisgarh, Odisha, Jharkhand, Bihar, West Bengal, Assam & N.E States

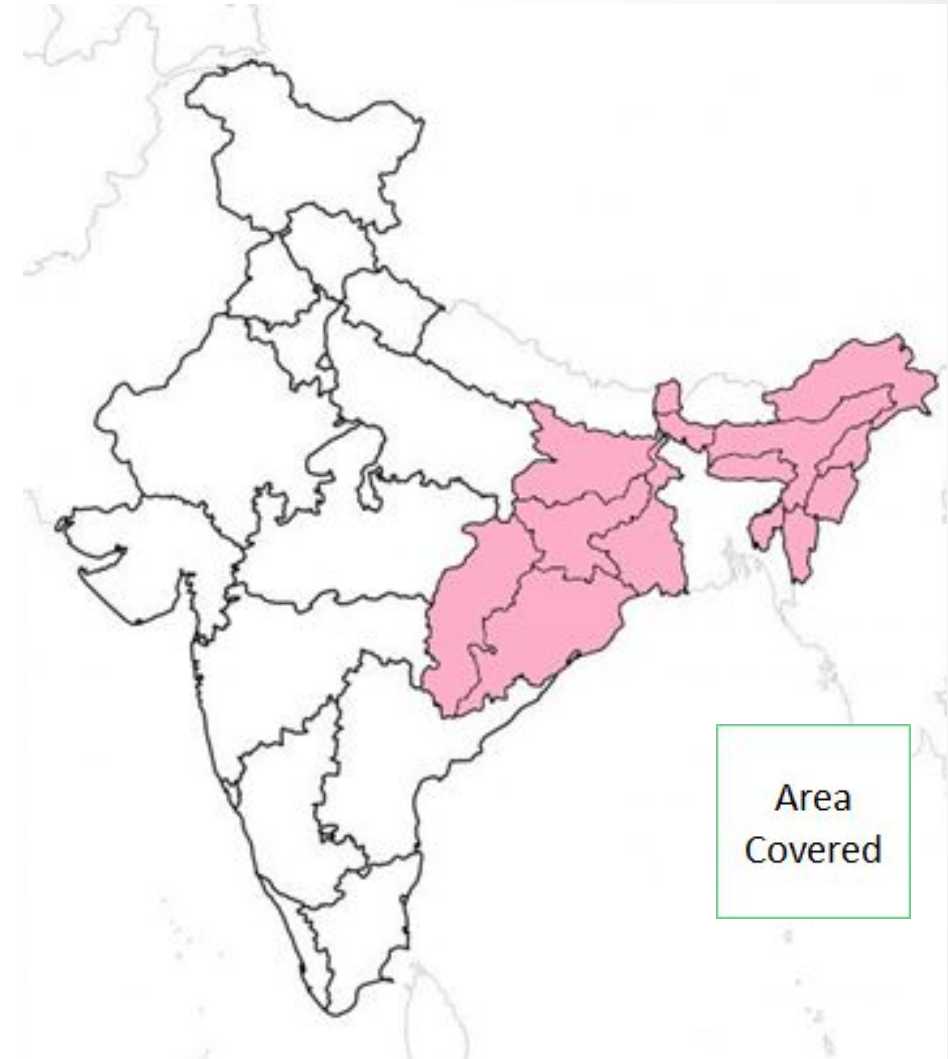
## Objective:

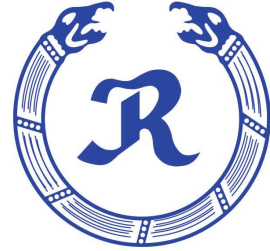
- ★ Leveraging the Synergy of Crop Care & Seed operations
- ★ To improve Reach & Penetration leveraging cross-category strengths
- ★ To increase Farmer Connect
- ★ Optimization of Resources to improve efficiency & territory productivity

Project Commenced : 1<sup>st</sup> October 2021

## Status:

- Re-alignment of teams completed after extensive deliberations/ consultations
- Surrounding processes and systems being put in place





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# Q2 and H1 Results

Q2 & H1 FY22



**DOMESTIC CROP  
PROTECTION**



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**SEEDS**



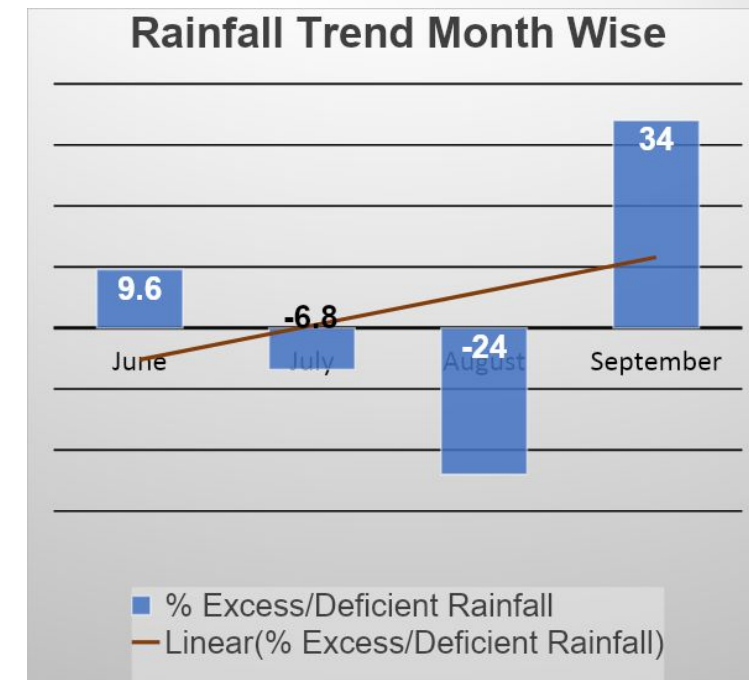
**PLANT GROWTH  
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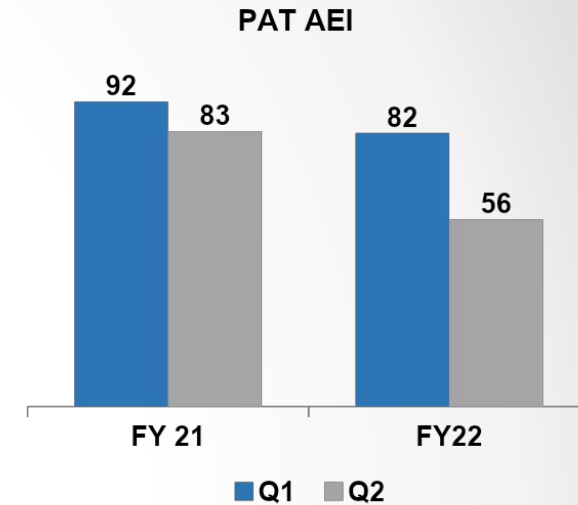
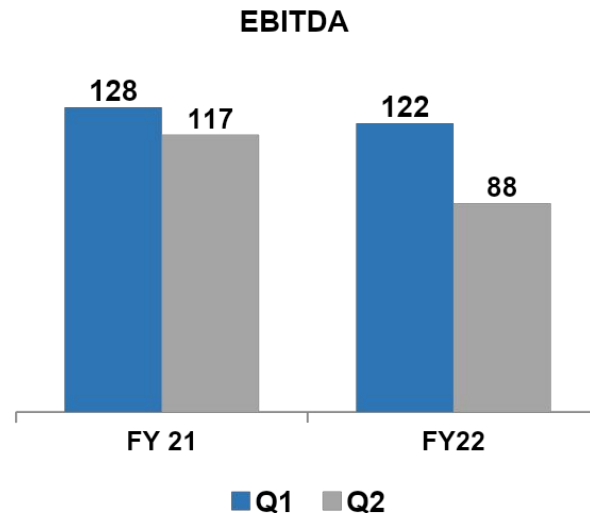
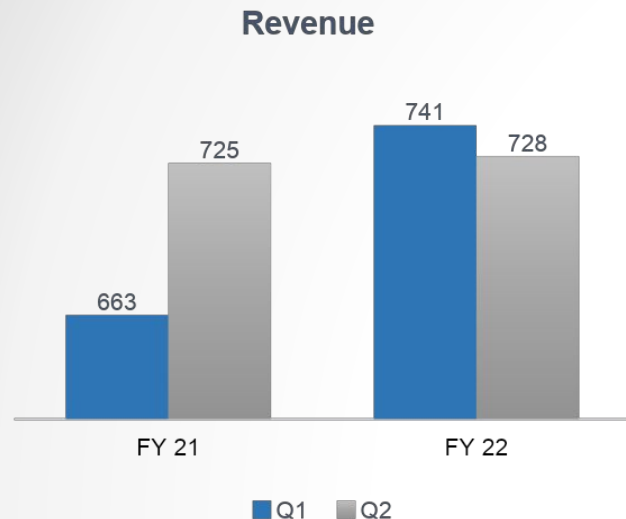
# Market Situation

- ★ Erratic monsoon throughout the quarter affected the consumption of pesticides.
- ★ The geographical rainfall distribution showed severe impact on Central and North Western region during crucial months of July - August.
- ★ Raw material shortage mainly due to supply issues from China has caused significant price escalations in key products.
- ★ The container/vessel availability crisis has created limitations for timely shipment of products.
- ★ Seeds business was also hampered due to:
  - Reduction in Hybrid Paddy area in Uttar Pradesh and few other states
  - Excessive rainfall in Bihar leading to reduction in paddy acreage
  - Significant reduction in Bajra area due to a long pause in rainfall in Northern States
  - Increased proliferation of Illegal BT/HT/4G/5G cotton.



Source: IMD

# Financial Snapshot-Q2 & H1'22



- ❖ Crop Care growth of 7.7 % (H1 11.4%). Seeds business degrowth of 65% (H1 degrowth of 11.8%)
- ❖ Growth in both Domestic (H1: 13%) and International business (H1: 8%)
- ❖ Seeds business revenue degrowth due to significantly higher sales return than planned.

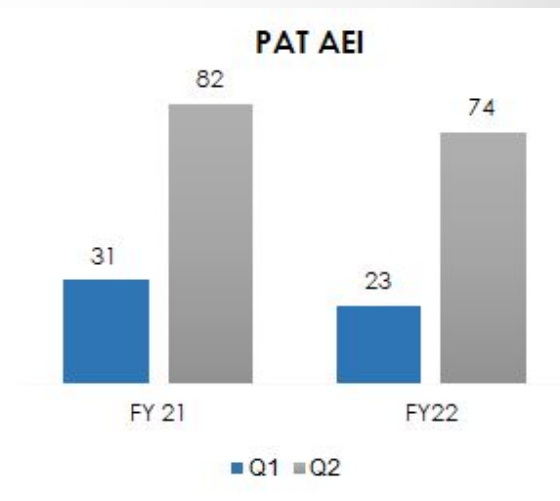
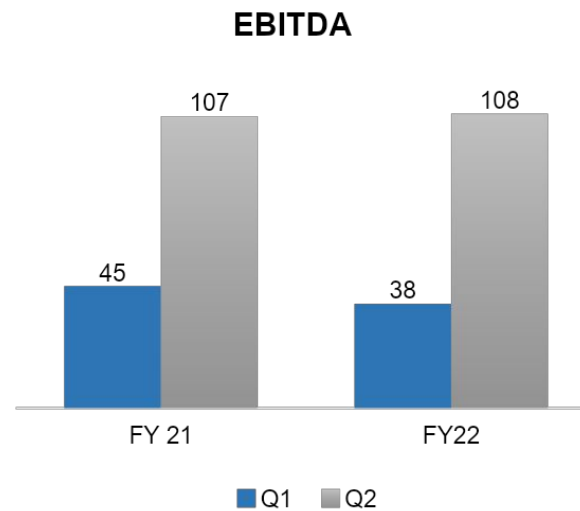
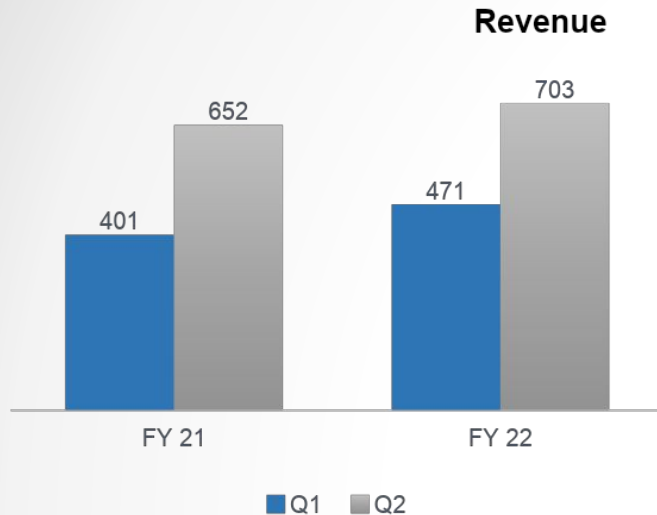
- ❖ Product mix and inability to completely absorb steep material inflation impacts EBITDA.
- ❖ Employee spends increase for normal salary inflation.
- ❖ Implemented cost austerity measures to control spends.

- ❖ EBITDA margin drop
- ❖ Lower export incentive under RODTEP, lower yield on liquid investments impacted overall PAT.

Our performance resilient despite multiple headwinds



# Segment Revenue & Results-Q2 & H1 '22- Crop Care

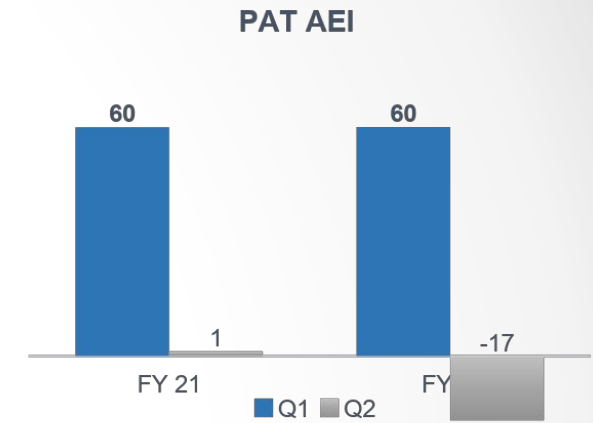
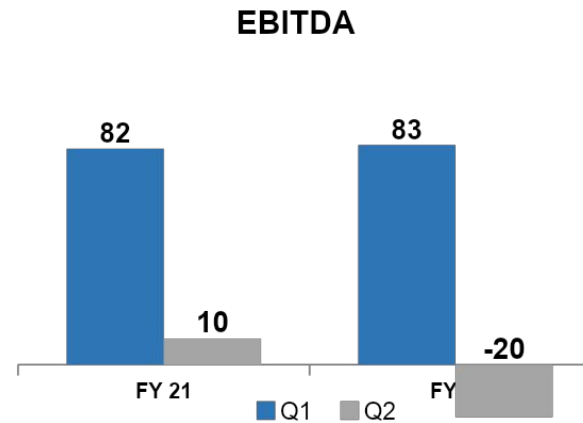
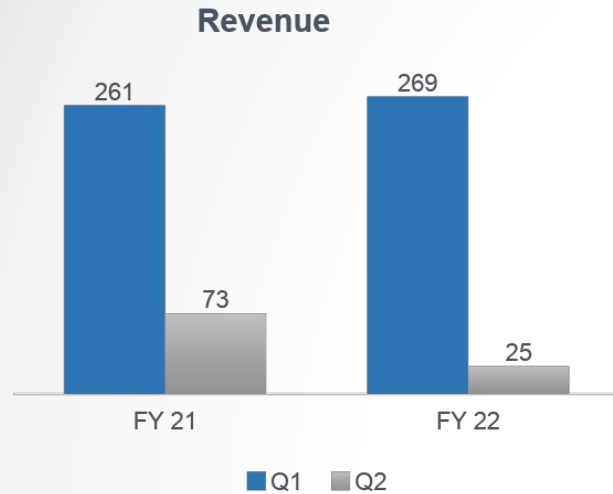


- ❖ Crop Care growth of 7.7 % for Q2 and 11.4 % for H1 2022
- ❖ Double digit growth in H1 across Domestic and International business.(excl. spillover impact in PY in international business)

- ❖ Absolute EBITDA maintained despite steep material costs and increase in ocean freight costs.
- ❖ Employee spends increase for the normal increments.

- ❖ EBITDA margin drop
- ❖ Lower export incentive under RODTEP, lower yield on liquid investments impacted overall PAT.

# Segment Revenue & results-Q2 & H1 '22-Seeds



- ❖ Growth impacted due to high sales returns.
- ❖ Erratic Rainfall and reduction in sowing area lead to high returns in Bajra.
- ❖ Cotton returns are high due to unexpectedly high proliferation of illegal cotton Bt/HT/4G/ 5G cotton and high acceptability of these hybrids by farmers

- ❖ Lower revenue impacts EBITDA.
- ❖ Cost control measures implemented to reduce controllable spends.
- ❖ Strategic review of business done and actions identified to improve profitability.

- ❖ PAT reflective of EBITDA trend.

# COVID Support Activities

## COVID Support Activities:

- Rallis installed Medical Oxygen plant in Gujarat as part of Covid relief
- Sanitizer and Mask distribution and awareness sessions related to Covid were conducted
- Seeds team distributed food kits to Covid affected community at Nashik
- Seeds team adopted 3 endangered species from Bannerghatta Biological Park at Bangalore as part of Covid relief support
- In Model tribal village CSR program, with pandemic still looming, the emphasis on awareness generation for overcoming vaccine-hesitancy continued. Street plays and puppet shows were organized in the village by the children to create awareness about COVID-19 vaccination

## Flood Relief Work: Chiplun

- Provided 1200 educational kits to students affected from flood from villages near Chiplun
- Employee volunteers participated in the distribution of Grocery kits and other basic materials to the flood victims in Chiplun along with Local bodies.
- Volunteers from Rallis participated in cleaning, washing and removal of debris after the floods in Chiplun

Medical O2 plant inaugurated by CM Gujarat virtually in August 2021 @ Urban Community Health Centre, Bhavnagar



Food kits distribution





# Corporate Sustainability & Engagement





# THANK YOU

For any queries please contact below:

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**SERVING FARMERS THROUGH SCIENCE**



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