



## RALLIS INDIA LIMITED

January 17, 2025

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 9, 2025 informing about Analysts/Investors Call**

With reference to the aforesaid letter, please find enclosed a presentation for analysts/ investors on the financial results for the third quarter and nine months ended December 31, 2024 for the analysts/investors call to be held today, i.e., on Friday, January 17, 2025.

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 being 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 & Compliance Officer**

Encl: As above



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

# Q3 and 9M FY25

## RESULTS PRESENTATION

**Rooted in values,**

**Seeding growth.**

SERVING FARMERS THROUGH SCIENCE



DOMESTIC CROP PROTECTION



EXPORTS CROP PROTECTION



CUSTOM SYNTHESIS MANUFACTURING



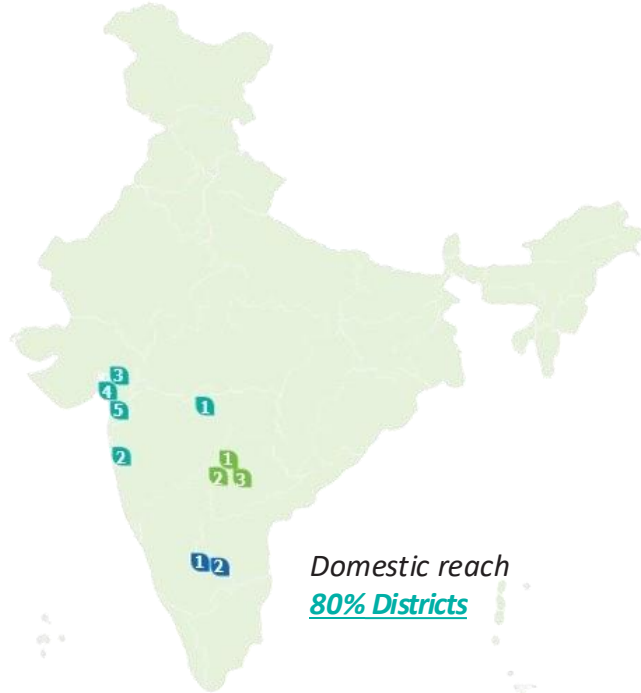
BIOLOGICALS & SPECIALTY SOLUTIONS



SEEDS

# ORGANISATION OVERVIEW

## Operations



Domestic reach  
**80% Districts**



Global access  
**70+ Countries**

### ■ Crop care: Manufacturing Facilities

1. Akola
2. Lote
3. Ankleshwar
4. Dahej Special Economic Zone (SEZ)
5. Dahej Chemical Zone (CZ)
6. Third Party Facilities (TPF): 9 nos.

### ■ Seeds: Drying, Processing and Packaging Plants

1. GP Pally (TPF)
2. Kokkonda
3. Medchal (TPF)

TPF: Third Party Facilities

### ■ Innovation Centres

1. Rallis Innovation Chemistry Hub (RICH), Bengaluru
2. Agri-Biotech Centre, Bengaluru

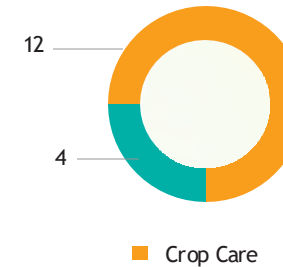


## Comprehensive presence in Agri-input business

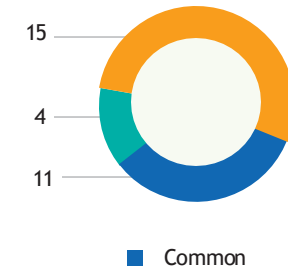
	Crop Care	Seeds
Businesses	Crop Protection, Biologicals & Specialty solutions	Focused Crops
Domestic Presence	B2C (Domestic Brand) and B2B	B2C (Domestic Brand)
Exports	Catalogue products and CSM	No presence
No. of Customers	Brand: 4,975; DIB: 45+; Exports: 75+	Brand: 2,765
No. of Farmers Connected with	~3 million	~4 million

DIB: Domestic Institutional Business; CSM: Custom Synthesis and Manufacturing

### REGIONAL OFFICES (nos.)



### DEPOTS (nos.)



Serving Farmers through Science

# LONG TERM STRATEGY

## CROP CARE

Crop Protection,  
Biologicals & Specialty Solutions





## SEEDS

Focused Crops



### OVERALL:

-  **WIDEN REACH, EXTEND PORTFOLIO OFFERINGS**
-  **TARGETED R&D INVESTMENTS**
-  **DIGITAL / DATA DRIVEN ORGANIZATION CULTURE**
-  **FOCUS ON COST COMPETITIVENESS**

### B2B (Domestic, Exports, CSM):



**BUILD STRATEGIC ALLIANCES**



**INTENSIFY CUSTOM SYNTHESIS MANUFACTURING**

### B2C (Domestic Brand):



**CAPTURE UNDERSERVED CROP PROTECTION SEGMENTS**



**ENHANCED FOCUS ON BIOLOGICALS & SPECIALITY SOLUTIONS**



**PLUG PORTFOLIO GAPS IN MAIZE, PADDY**



**EXTEND NORTH COTTON SUCCESS TO OTHER MARKETS**

Customer Centricity. Leveraging Digital, Collaborations and Alliances



# DOMESTIC CROP PROTECTION



- Portfolio expansion
- Widen reach
- Digital as multiplier

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



Deepen customer relationships leveraging digital



Participate in under-represented and high growth segments. Higher no. of new launches in Herbicides

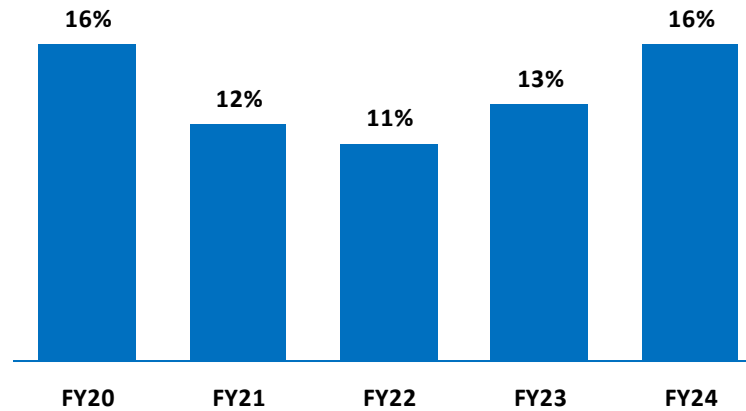


Creating Power Brands: ₹ 100+ Cr each; Tail brand reduction

## Crop Care - Innovation Turnover Index



Farmer Meeting



Our ambition is to deliver minimum 15% ITI



Retailer Club Meeting

# EXPORTS BUSINESS



Export of Catalogue products (Active Ingredients, Formulations) and Custom Synthesis Manufacturing (CSM)



Committed to expand product and customer portfolio in CSM



Strengthening R&D, process scale-up and manufacturing



Intensify Building Strategic Alliances with Key Players

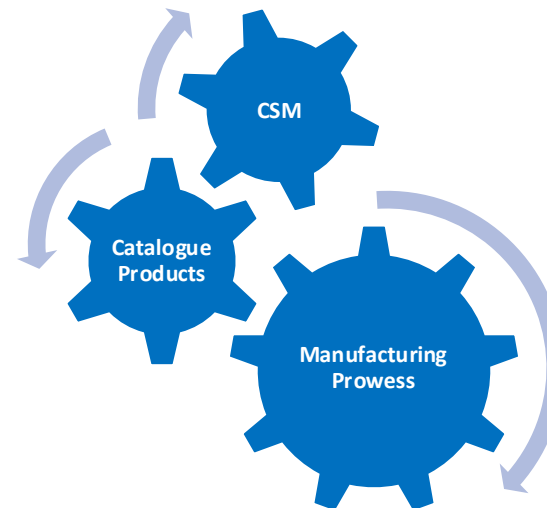


Upgrading pilot plants to strengthen process scale-up capabilities



MPP, Dahej

## Crop Care B2B



Increased Global outreach to 70+ countries

### Crop Care B2B Priorities:

- Customer base expansion
- Strategic alliances
- Focus on CSM
- R&D, Process scale-up

# BIOLOGICALS & SPECIALITY SOLUTIONS



**Bio-Fertilizers:**  
Soil microbial consortium  
Improves Soil Health



**Bio-Stimulants:**  
Boost plant performance  
Stress tolerance



**Specialty Micronutrients:**  
Balanced Crop Nutrition  
Improves Yield and Quality



**Organic Fertilizers:**  
Balances the soil ecosystem  
Improves Soil structure



**Water Soluble Fertilizers:**  
Crop wise customized  
Improves soil and crop health



**Bio-Pesticides:**  
Reduce chemical use  
Promoting Bio-diversity

Expanding Horizons to Offer comprehensive suite of Biologicals & Specialty solutions (BSS) that support regenerative agriculture



Field visit for Surplus promotion



Aquafert Vegetable launch with Dealers

"Crop Nutrition" will be referred to as "Biologicals & Specialty solutions"



# SEEDS BUSINESS



Engaged in research, development, production, processing and distribution of hybrid seeds for field crops



Field Crops: Paddy, Maize, Millet, Cotton, Mustard and Wheat.

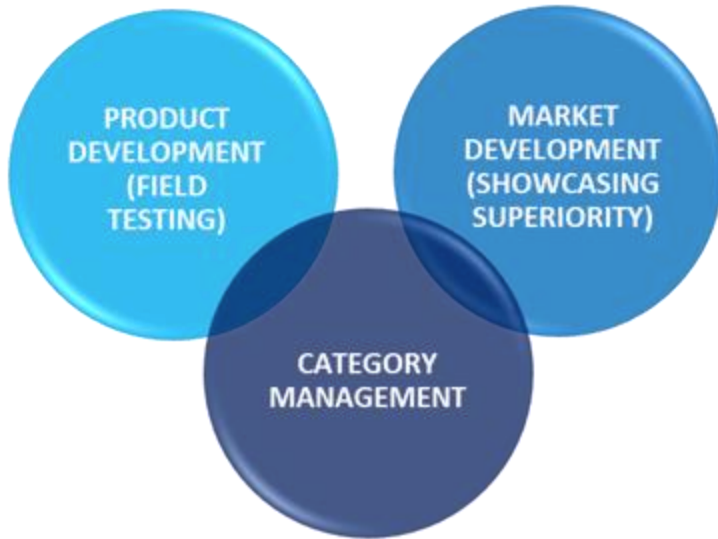


This is also supported through in-licensing partnerships with leading players



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

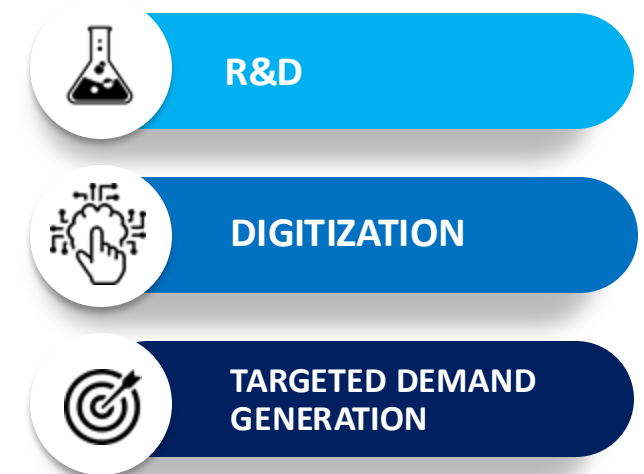
## CUSTOMER CENTRIC



## PARTNERING



## INVESTMENT





# Q3 AND 9M FY25 RESULTS



DOMESTIC CROP  
PROTECTION



EXPORTS CROP  
PROTECTION



CUSTOM SYNTHESIS  
MANUFACTURING



BIOLOGICALS &  
SPECIALTY SOLUTIONS



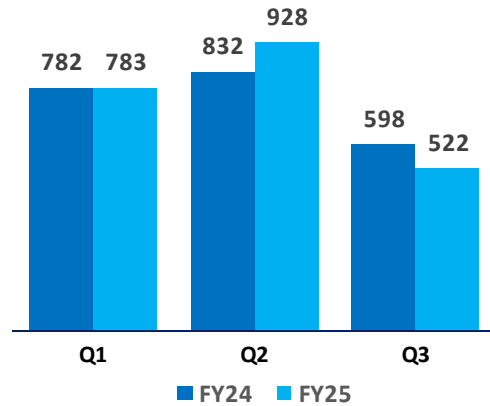
SEEDS

# FINANCIAL SNAPSHOT - Q3 AND 9M FY25

₹ Cr.

## REVENUE

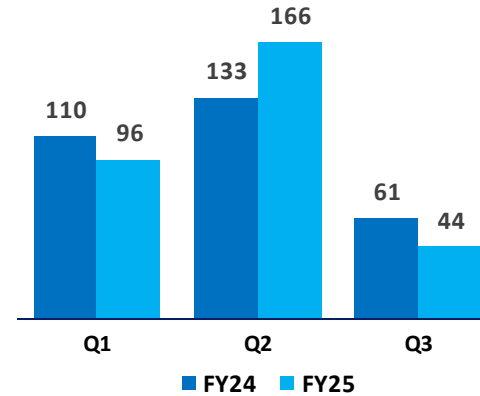
9MFY24: ₹2212 Cr; 9MFY25 ₹2233 Cr



- Q3 Revenue is down by 13% vs Q3 PY
- Crop Care revenue down by 13% vs Q3 FY24. Seeds revenue down by 7% vs Q3 FY24
- Flat revenue in 9M due to weak export demand

## EBITDA

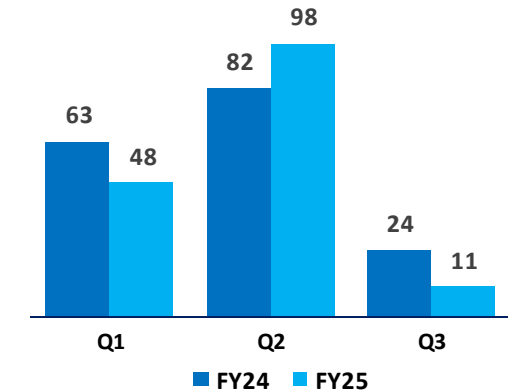
9MFY24: ₹304 Cr; 9MFY25 ₹306 Cr



- EBITDA down by 27% vs Q3 FY24. Volume drop and pricing pressure in exports impacted margins
- Actions continue to be taken to control overheads

## PAT

9MFY24: ₹169 Cr; 9MFY25 ₹157 Cr



- PAT down by 56% vs Q3 FY24 due to lower EBITDA

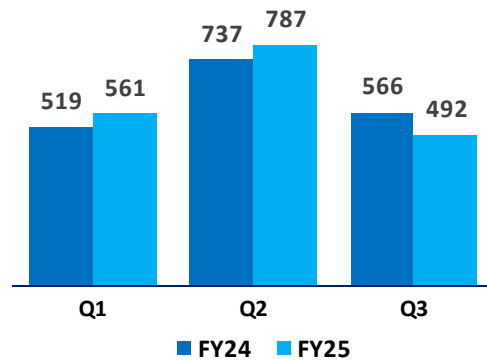
Exports demand remained weak. Positive volume growth in Domestic business

# FINANCIAL SNAPSHOT - Q3 AND 9M FY25 CROP CARE

₹ Cr.

## REVENUE

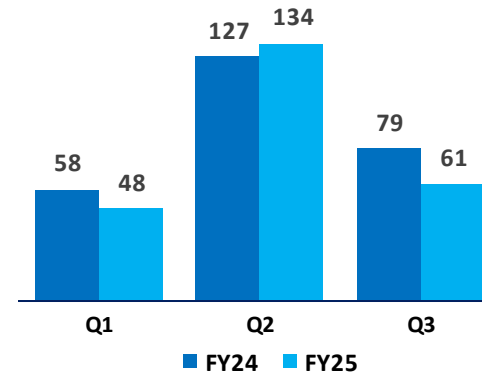
9MFY24: ₹1822 Cr; 9MFY25 ₹1840 Cr



- Crop Care revenue down by 13% vs Q3 FY24
- Domestic Crop care volumes up by 2.5% and price drop of 4.5% vs PY
- Exports volumes fell by 34% due to weak demand and price drop 4%, revenue drops by 38%
- 9M revenue up by 1%, BSS growth of 24%, Herbicide growth of 18% in line with our long-term strategy

## EBITDA

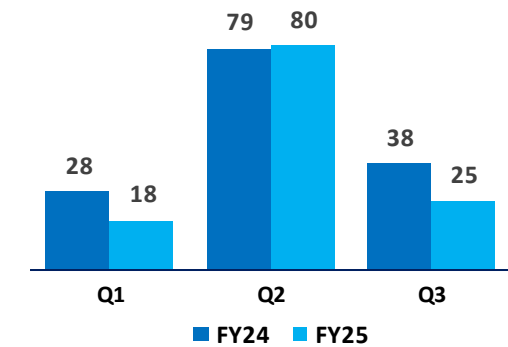
9MFY24: ₹264 Cr; 9MFY25 ₹243 Cr



- EBITDA drop by 22% vs Q3 FY24 due to both volume drop and margin challenges in exports business.
- Domestic business improves margin through agile pricing and prudent cost management

## PAT

9MFY24: ₹145 Cr; 9MFY25 ₹123 Cr



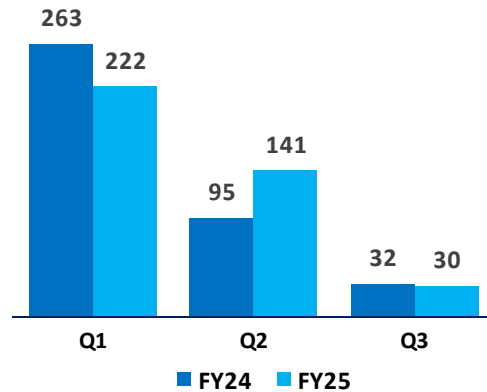
- PAT drop by 35% vs Q3 FY24 on account of decreased revenue and increased fixed cost

# FINANCIAL SNAPSHOT - Q3 AND 9M FY25 SEEDS

₹ Cr.

## REVENUE

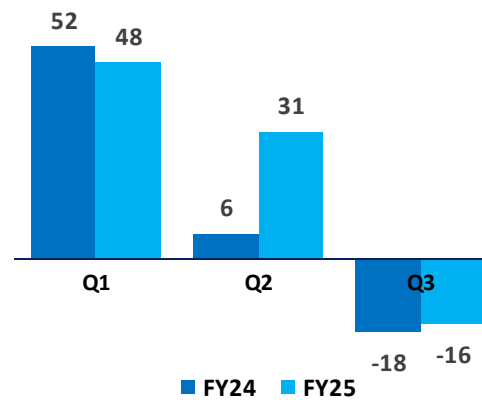
9M FY24: ₹390 Cr; 9M FY25 ₹393 Cr



- In a small quarter, Seeds revenue down by 7% vs Q3 FY24 largely due to drop in Hybrid Mustard market demand

## EBITDA

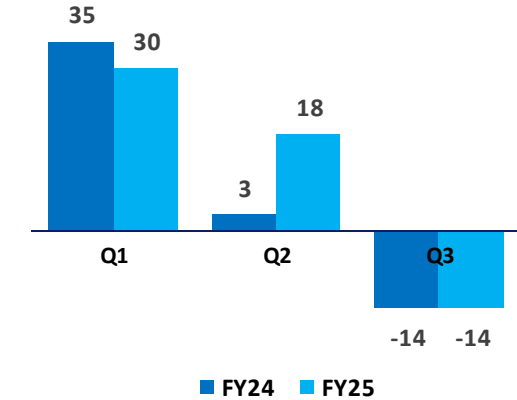
9M FY24: ₹40 Cr; 9M FY25 ₹63 Cr



- EBITDA improved by 11% in Q3FY25 over Q3FY24 due to increased GC margin and better cost management

## PAT

9M FY24: ₹24 Cr; 9M FY25 ₹34 Cr



- PAT in-line with the Q3 FY24



# DOMESTIC MARKET DEVELOPMENT

## PRODUCT PROMOTION



## FARMER ENGAGEMENT



## CHANNEL ENGAGEMENT





# SUSTAINABILITY GOALS ALIGNED TO TATA GROUP'S FLAGSHIP PROJECT "AALINGANA"

**30% reduction in absolute CO2 footprint by 2030**

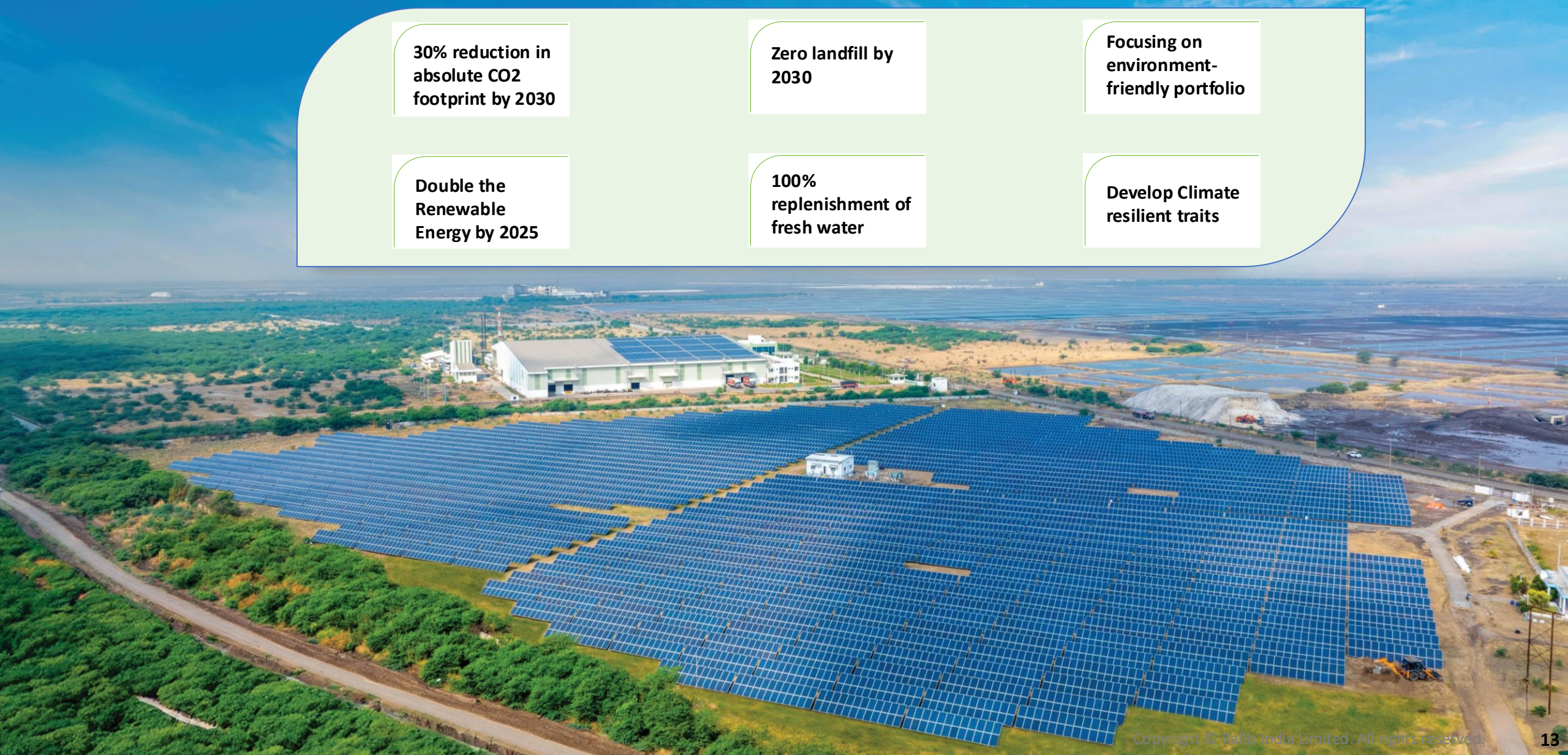
**Zero landfill by 2030**

**Focusing on environment-friendly portfolio**

**Double the Renewable Energy by 2025**

**100% replenishment of fresh water**

**Develop Climate resilient traits**





# COMMUNITY SUPPORT ACTIVITIES

## RUBY (Rallis Ujjwal Bhavishya Yojana)

- Math intervention: 3.7% students achieved Grand Champion level and 13.5% achieved Mathematician level
- Primary Boys school: 5 RUBY schools are among Top48 schools at National level; Dahej is among Top 14 (Grade 7) & 25 (Grade 6) schools at National level
- Special children intervention: Celebrated World Disability day and Christmas, Participated in Mahakumbh - Para sports competition

## TaRa (Skill Development) :

- Conducted Industrial visit for 100 trainees from ITI Vaghra (Dahej) in December
- Provided 60 Tool kits to initiate Micro businesses
- Diwali celebration: 5 women got order for 92 Ceramic artifacts. Women from centre put-up stall near Rallis HO
- Production unit got order to stitch 420 school uniform and 1050 cloth bags

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

- Distributed 402 kitchen garden kits to AA Farmers for additional income source
- Registered 210 farmers on NCCF platform for procurement of soybean on MSP rates
- Sinner FPC: Training for accurate yield estimate and Crop cutting for Exotic crops
- Amravati FPC: Procurement of 750 MT oranges done by Big Basket
- Chintamani FPC: Converting farmers to collection centers for e-commerce players

## • Unnat Gram

- Livelihood support: Vegetables cultivation (46 families); Micro business (12 families) like Dal mill, Sugarcane juice centre, Men`s parlour kit.
- Government schemes conversion as per eligibility: 30 families got milch animals, Pradhan Mantri Samman Nidhi Yojana (26 farmers), Toilet facility (16 families); and Drip Irrigation (18 farmers)



# THANK YOU

## FOR ANY QUERIES, PLEASE CONTACT BELOW:

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

## SERVING FARMERS THROUGH SCIENCE

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