



RALLIS INDIA LIMITED

April 25, 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 April 12, 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 the fourth quarter and year ended March 31, 2023 for the analysts/investors call to be held on Wednesday, April 26, 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 being uploaded on the Company's website at www.rallis.com.

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Rallis India Limited**

SRIKANT Digitally signed by
NAIR SRIKANT NAIR
Date: 2023.04.25
18:17:05 +05'30'

**Srikant Nair
Company Secretary**

Encl: As above



RALLIS INDIA LIMITED
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Q4 & 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**



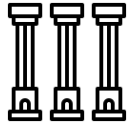
 **STRENGTHEN CAPABILITY: PEOPLE & PROCESS**

SERVING FARMERS THROUGH SCIENCE



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DOMESTIC CROP PROTECTION



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

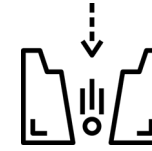
Comprises of domestic branded formulations and Institutional business (Herbicides, Insecticides, Fungicides)



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



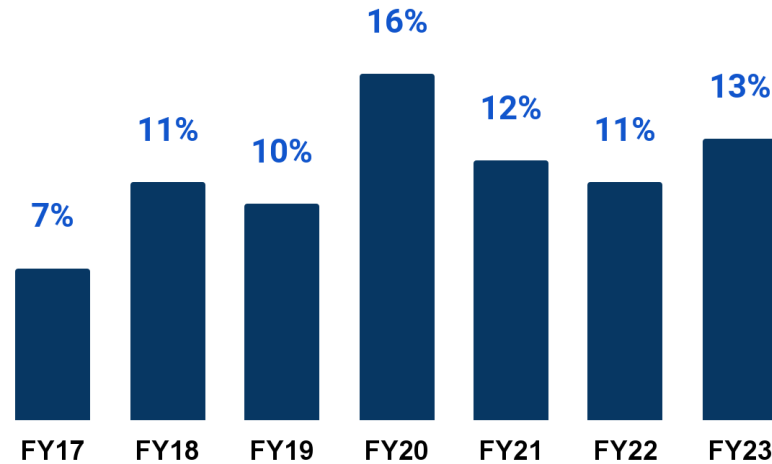
Research efforts focused on developing customized products and packages of practices by understanding their emerging needs



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



Pilot drone Spray demonstrations



ITI Crop Care

New Product launches in FY23

9(3) products

- Daksh Plus (Pendimethalin + Metribuzin), H-Wheat
- Clasto (Pyriproxyfen): 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
- Themifit (Thiophanate Methyl), F- Multiple Crops
- Mahat (Pyrazosulfuron 10% WP), H-Paddy

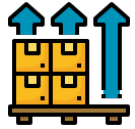
Co-Marketing

- Dext (Fipronil): I-Paddy, Sugarcane
- Kevat Ultra (Pyriproxyfen + Quinalphos), H-Cotton



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INTERNATIONAL BUSINESS



Manufacturing and export of Active Ingredients, Formulations and Contract Manufacturing



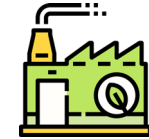
Committed to expand product and customer portfolio in contract manufacturing



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

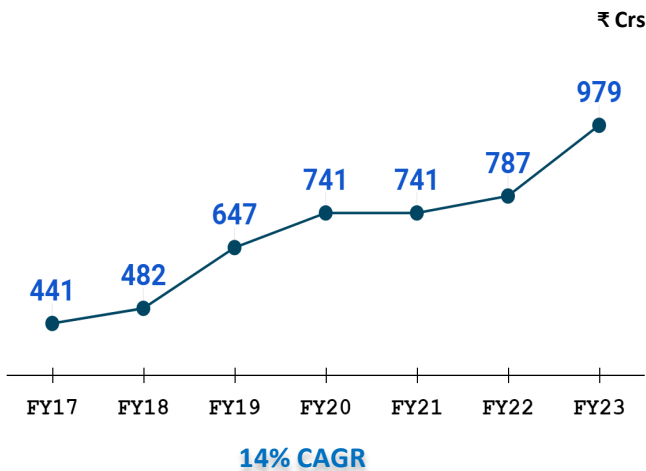


Expanding synthesis capacity at the R&D Centre at Bengaluru

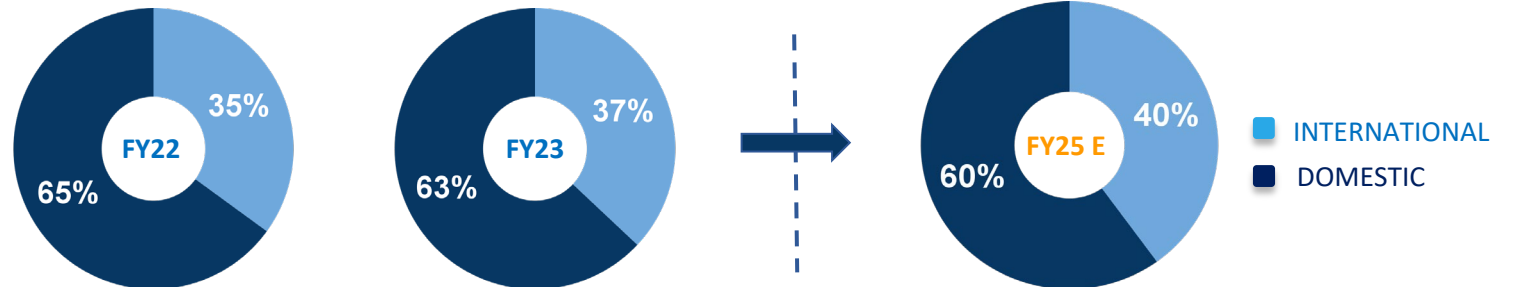


Upgrading pilot plants to strengthen process scale-up capabilities

IBD REVENUE



REVENUE MIX



- Despite challenges, Exports growth on good momentum. Continue the journey towards increasing the share to 40% share in Crop care revenue by FY25E
- 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
- Progress on the emerging CM opportunities



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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



20% growth p.a. 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

CHANNEL ENGAGEMENT



PRODUCT PROMOTION



New Product launches in FY23

GeoGreen P Plus GR, Rallizin(FCO), Paclo 9(4)





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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: Tomato, Gourds, Solanaceous, Chilli, Okra etc.

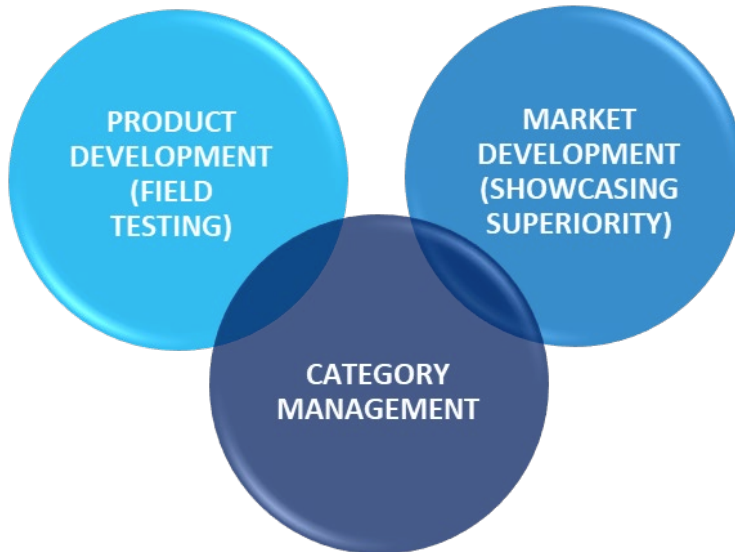


This is also supported through in-licensing partnerships with leading players



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

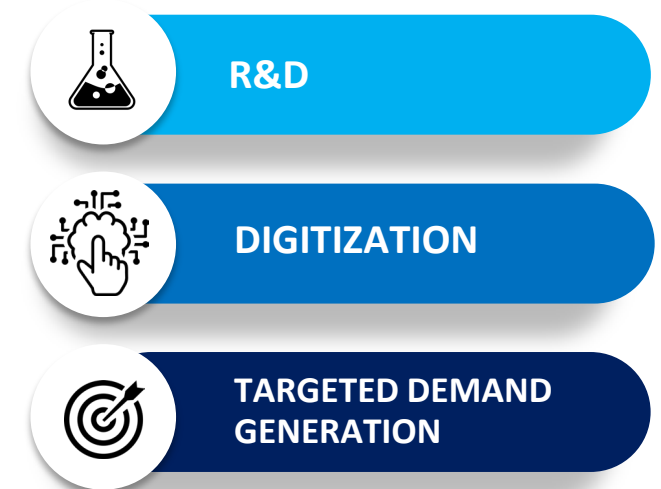
CUSTOMER CENTRIC



PARTNERING



INVESTMENT





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Q4 & FY23 RESULTS

Q4 & FY23

RESULTS PRESENTATION



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PLANT GROWTH
NUTRIENTS



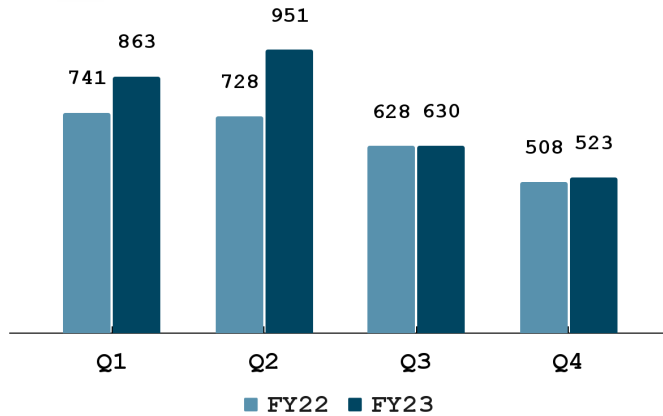
AGRI
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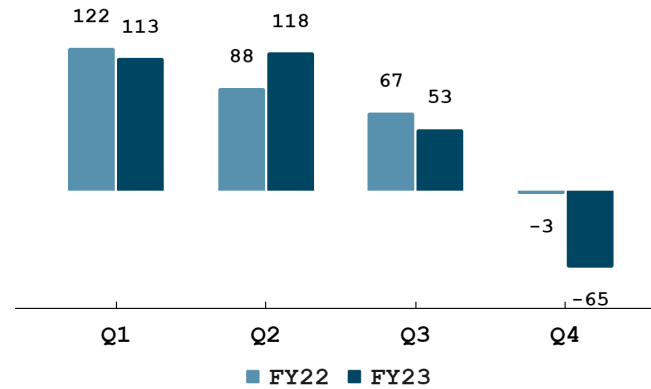
FINANCIAL SNAPSHOT – Q4, FY23

REVENUE



- Q4FY23 Revenue grew by 3% over PY Q4 Full year revenue growth at 14%
- Q4FY23 Crop Care revenue grew by 3% largely driven by International business. Full year growth of 16%
- Q4FY23 Seeds revenue is ₹25 Crs Vs ₹26 Crs PY Q4. Full year revenue de-grew by 1%

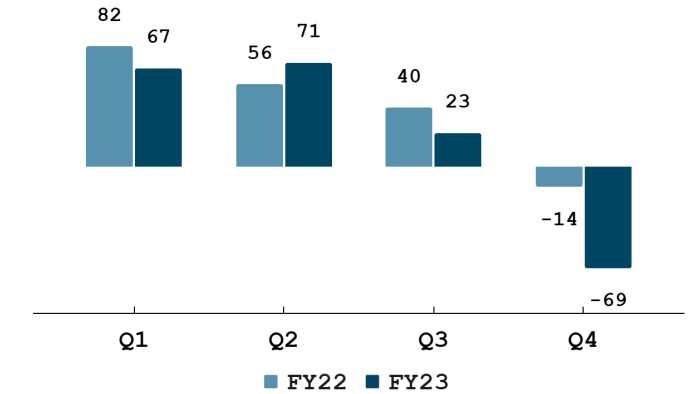
EBITDA



- Gross margins lower due to high cost volatility mitigated through agile pricing and procurement decisions
- EBITDA lower due to inventory provision & impairments of intangibles in Seeds business of ₹ 63 Crs & ₹ 83 Crs for Q4FY23 & FY23 respectively
- Q4FY23 EBITDA at ₹ (65) Crs Vs ₹ (3) Crs as compared to PY Q4. Full year EBITDA at ₹ 219 Crs

PAT AEI

₹ Crs



- Lower cash and higher borrowings further compress “Other Income” and increase Finance Costs
- Depreciation on additional capex including formulation plant commissioned has an impact of ₹ 17 Crs for the year

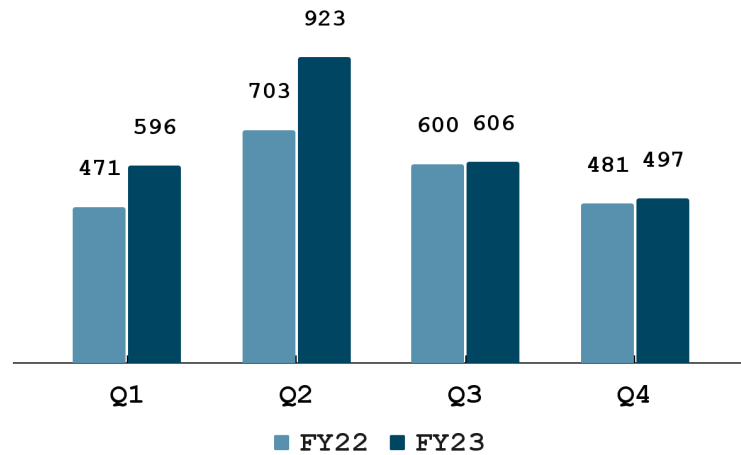
Moderate revenue growth in a lean quarter. Additional charge impact profitability



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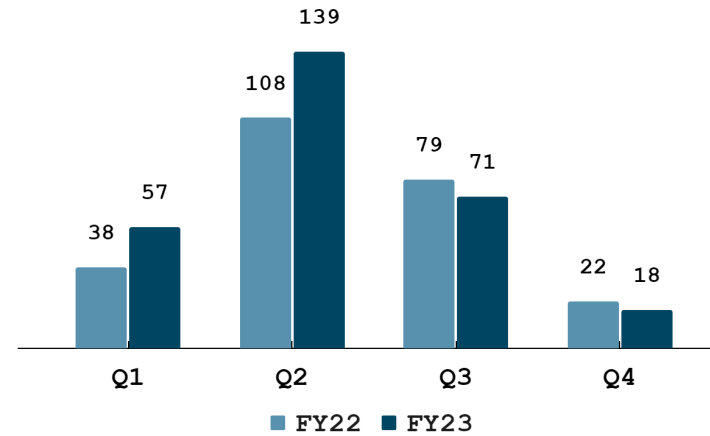
FINANCIAL SNAPSHOT – Q4, FY23 - CROP CARE

REVENUE



- Q4FY23 Crop Care revenue grew by 3% over PY Q4. Full year revenue growth at 16%
- Q4FY23 Domestic Crop Care revenue flat in the quarter. Full year growth of 12%
- Q4FY23 International business grew by 7%. Full year growth of 25%
- Crop nutrition grew by 22% on full year basis

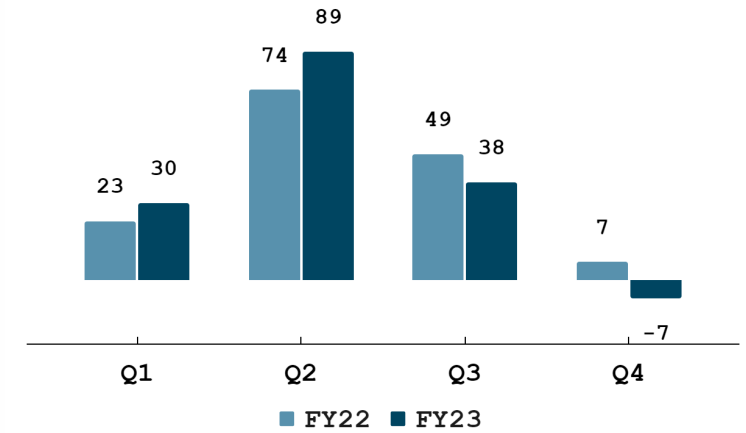
EBITDA



- Q4FY23 EBITDA decreased by 16% as compared to PY Q4. Full year EBITDA grew by 15%. EBITDA margin maintained vs PY
- Margins sustained in domestic business, Margin pressures continued in International business
- Increase in market facing expenses & additional provision of ₹ 4.6 Crs recognised for the notice served by MBPT during the year

PAT AEI

₹ Crs



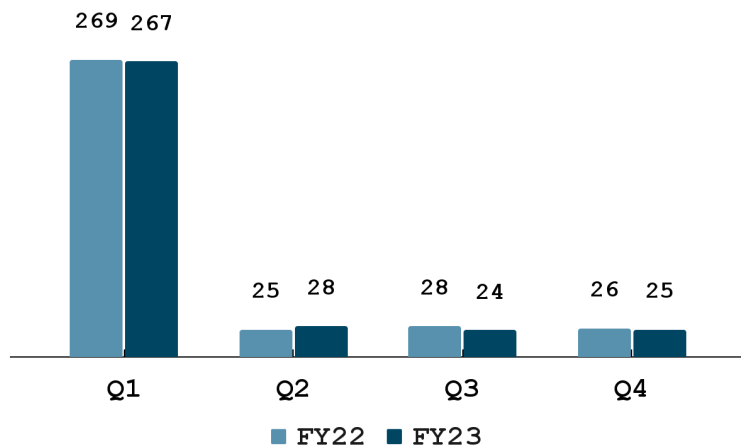
- PAT is reflective of EBITDA trend
- Depreciation on additional capex including formulation plant commissioned has an impact of ₹ 17 Crs for the year



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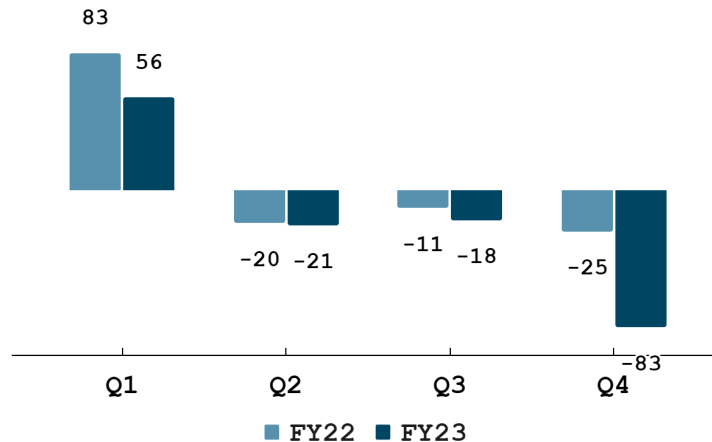
FINANCIAL SNAPSHOT – Q4, FY23 - SEEDS

REVENUE



- Seeds business revenue flat in Q4FY23 ₹ 25 Crs vs ₹ 26 Crs PY Q4. Full year revenue at ₹345 Crs vs ₹349 Crs in PY. Revenue impacted mainly due to segmental shifts in Paddy and supply shortfall in Maize
- Satisfactory response to Wheat & Mustard Seeds
- Efforts underway for placement for Kharif season

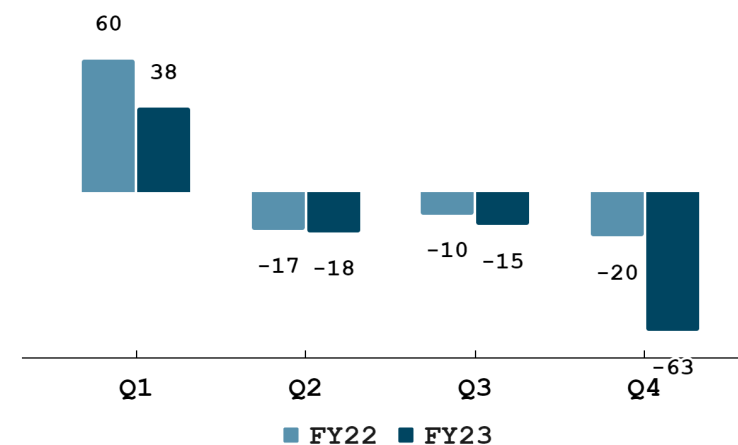
EBITDA



- EBITDA lower at ₹ (83) Crs vs ₹ (25) Crs PY Q4. Full year EBITDA at ₹ (66) Crs vs ₹ 28 Crs of last year
- EBITDA lower due to inventory provision & impairments of intangibles of ₹ 63 Crs & ₹ 83 Crs for Q4FY23 & FY23 respectively
- Increase in marketing investments for upcoming Kharif

PAT AEI

₹ Crs



- PAT is reflective of EBITDA trend



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INVENTORY & IMPAIRMENT PROVISION – Q4, FY23

₹ Crs

Gross Provision	Details	9M FY23	Q4 FY23	FY23
Inventory Provision in Seeds	Lower than anticipated sales resulted in higher inventory levels in few Hybrids specially in Cotton. Provision recognized for slow moving Hybrids.	13.0	39.8	52.8
Impairment of Intangible asset in Seeds	Impairment of few Hybrid development programs in line with the recalibrated strategy	6.8	23.6	30.4
	Total	19.8	63.4	83.2

Project “Fit” launched to make the Seeds business profitable and improve ROCEs



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DOMESTIC MARKET DEVELOPMENT

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT





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RECOGNITION RECEIVED



47TH CHEMEXCIL EXPORT AWARDS 2017-18 and 2018-19

Rallis India awarded with “Bronze award” by Smt. Anupriya Patel, Union Minister of State for Commerce and Industry for outstanding export performance category of Large Scale Manufacturers



“ICAI (Institute of Chartered Accountants of India) Sustainability Reporting Awards 2021-22

Rallis India has received Plaque for Integrated Reporting in the Manufacturing Sector



GPCB & SGCCI Award: Rallis India Limited (Dahej, SEZ)

Received award under category Corporate Environment Responsibility



Bringing predictability
to agricultural output
using intelligence
and forecasting tools



NASSCOM Enterprise Cloud Adoption Awards 2022

DRISHTI Solution bagged the award (participated by TCS) for under the category “Excellence in leveraging cloud for sustainability”



COMMUNITY SUPPORT ACTIVITIES

Saksham gram (Integrated Village development):

Education - Supporting for GURUKUL, NAVODAY VIDYALA, MILITARY SCHOOLS Entrance exams; **Skilling**: Training in Driving, Beauty parlor (8 women); Computer embroidery (8 women), Tailoring (8 women) and sewing machine are given to them; **Health**: Working with ASHA workers for the cattle and other domestic animals to mobile veterinary clinic run by Govt. of Telangana

TARA (Skill Development) :

Starter kits & certificates distributed to @ Dhasai centre:
Tailoring - 66; Beautician - 66; Poultry - 6 and Goat rearing - 9;
@ Akola centre: Tailoring - 15, beautician - 20 & Computer - 5

Jal Dhan (Water conservation) :

Activities implemented in 7 villages of MH: 3 were funded by Rallis, 2 by TCSR and 2 by Tata Investment. 0.5 MCM water holding capacity created, 9.8 km Sewage Canal de-silted



Unnat gram (Model Tribal Village):

Education - Improvement in language and social sciences by 12-15 % in all students compared to last year; **Health**: 100% Vaccination. 800 Vegetables kitchen garden - ₹1200/- p.m. secondary income
Government Convergence: 22 applications for Drip Irrigation subsidy. Support to get PAN cards (40), e-Labour cards (32) and Caste certificates (5)

RUBY (Rallis Ujjwal Bhavishya Yojana) :

Students covered in FIM solved >15 L. math problems. 1.02% students have reached Genius level and 10% have reached Mathematician level. In Mar'23 "Rallis Science Trophy competition" was organised



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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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