



RALLIS INDIA LIMITED

April 23, 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 April 9, 2025 informing about Analysts/Investors call

With reference to the aforesaid letter, please find enclosed a presentation on the results for the quarter and financial year ended March 31, 2025 for the analysts/investors call to be held on Thursday, April 24, 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.

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



**Rooted in
values,**



**Seeding
growth.**



SERVING FARMERS THROUGH SCIENCE

Q4 and FY25

RESULTS PRESENTATION



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING



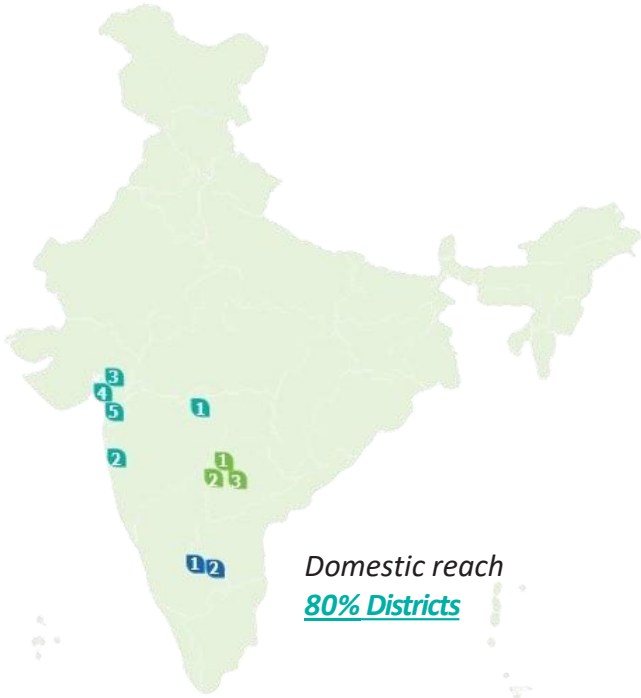
SOIL AND PLANT
HEALTH



SEEDS

ORGANISATION OVERVIEW

Operations



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

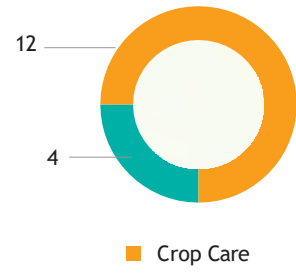


Comprehensive presence in Agri-input business

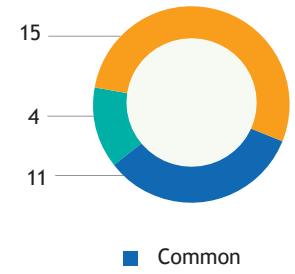
	Crop Care	Seeds
Businesses	Crop Protection, Biologicals & Specialty solutions	Focused Crops
Domestic Presence	B2C (Domestic Brand) and B2B	B2C (Domestic Brand)
Exports	Catalogue products and CSM	No presence
No. of Customers	Brand: 4,975; DIB: 45+; Exports: 75+	Brand: 2,765
No. of Farmers Connected with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







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):

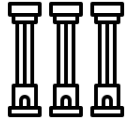
-  **BUILD STRATEGIC ALLIANCES**
-  **INTENSIFY CUSTOM SYNTHESIS MANUFACTURING**

B2C (Domestic Brand):

-  **CAPTURE UNDERSERVED CROP PROTECTION SEGMENTS**
-  **ENHANCED FOCUS ON SOIL AND PLANT HEALTH 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

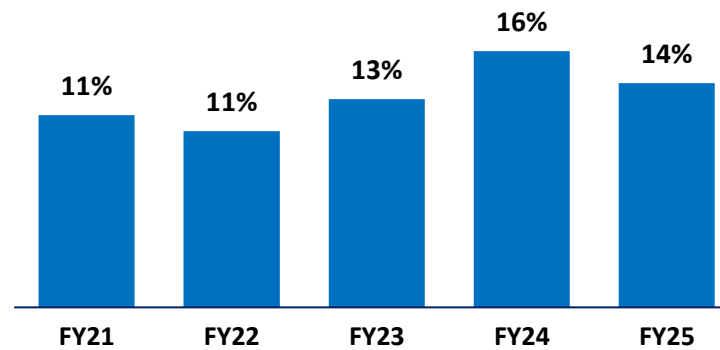


Creating Power Brands: ₹ 100+ Cr each; Tail brand reduction



Farmers Meeting

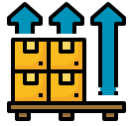
Crop Protection - Innovation Turnover Index



Our ambition is to deliver minimum 23% ITI



Anubandh Retailers conference



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



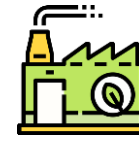
Committed to expand product and customer portfolio in CSM



Strengthening R&D, process scale-up and manufacturing



Intensify Building Strategic Alliances with Key Players

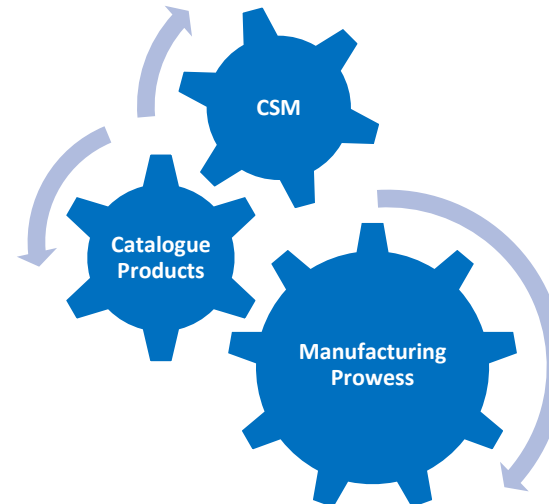


Upgrading pilot plants to strengthen process scale-up capabilities



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

SOIL AND PLANT HEALTH 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 Soil and Plant Health solutions (SPH) that support regenerative agriculture



Orchard Growers meet



Field visit

SEEDS BUSINESS



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



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

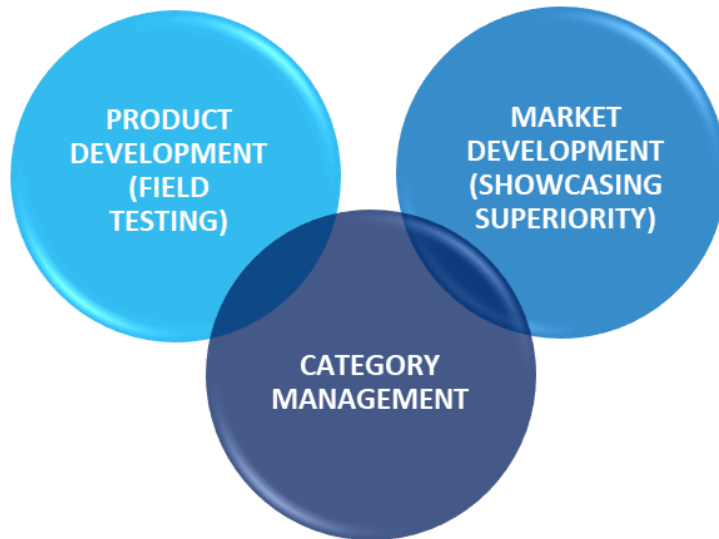


This is also supported through in-licensing partnerships with leading players



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

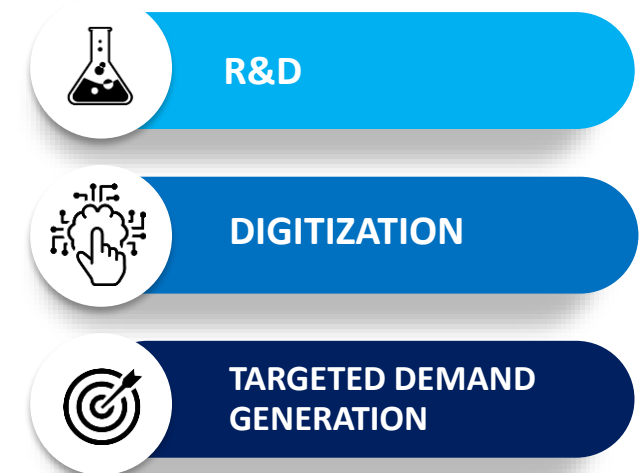
CUSTOMER CENTRIC



PARTNERING



INVESTMENT



Q4 AND FY25 RESULTS



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING



SOIL AND PLANT
HEALTH

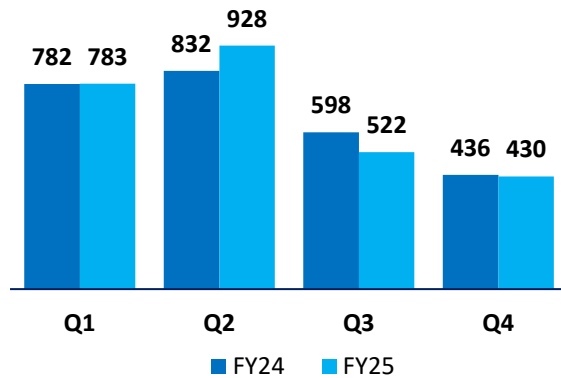


SEEDS

FINANCIAL SNAPSHOT - Q4 AND FY25

REVENUE

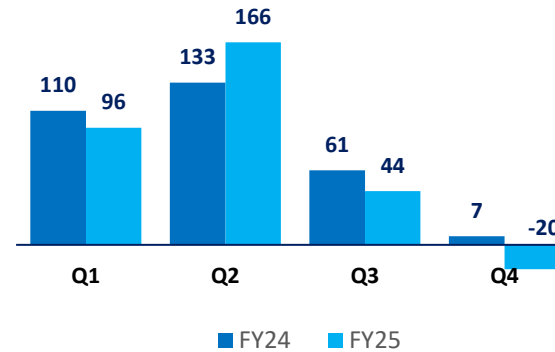
Q4FY24: ₹436 Cr; Q4FY25 ₹430 Cr
FY24: ₹2,648 Cr; FY25 ₹2,663 Cr



- Q4 FY25 Revenue is down by 1% vs Q4 PY
- Crop Care revenue down by 1% and Seeds revenue down by 3% vs Q4 FY24
- Flat full year revenue dented by weak exports

EBITDA

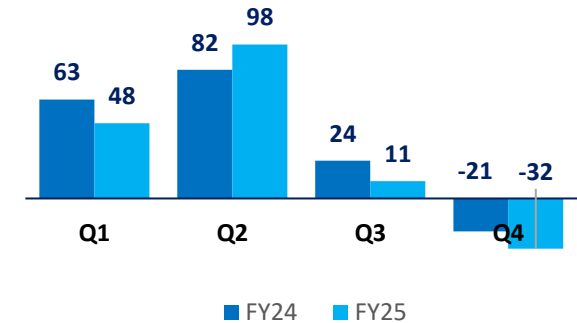
Q4FY24: ₹7 Cr; Q4FY25 -₹20 Cr
FY24: ₹311 Cr; FY25 ₹287 Cr



- Q4 FY25 EBITDA is ₹-20 Cr due to pricing pressure in Domestic Crop care
- Actions continue to be taken to control overheads

PAT

Q4FY24: -₹21 Cr; Q4FY25 -₹32 Cr
FY24: ₹148 Cr; FY25 ₹125 Cr



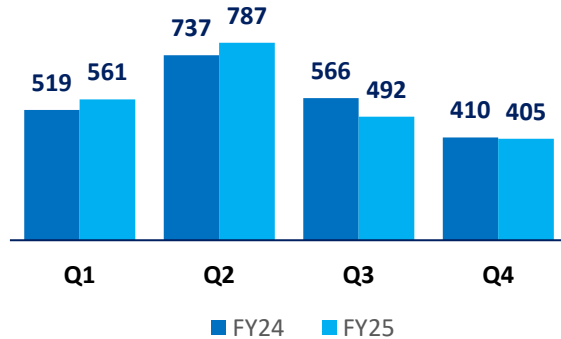
- Q4 FY25 PAT is ₹-32 Cr due to lower EBITDA

Volume and margin pressure in exports market impact Q4 performance. Positive volume growth in Domestic business

FINANCIAL SNAPSHOT - Q4 AND FY25 CROP CARE

REVENUE

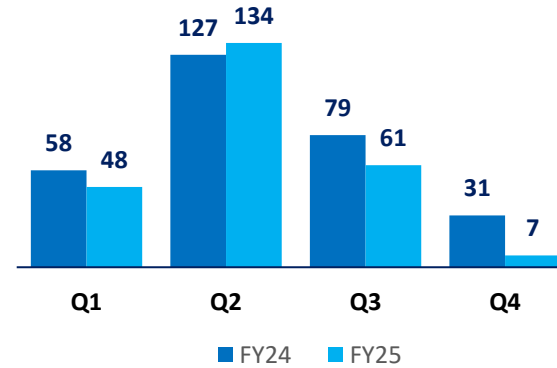
Q4FY24: ₹410 Cr; Q4FY25 ₹405 Cr
FY24: ₹2,232 Cr; FY25 ₹2,245 Cr



- Crop Care revenue down by 1% vs Q4 FY24
- B2C Crop care volumes up by 3% and price drop of 5% vs PY
- Exports up by 6%: 1% by volume, 5% by price
- Q4 FY25 revenue is down by 1% vs PY. SPH growth of 22%, Herbicide growth of 24% in line with growth strategy

EBITDA

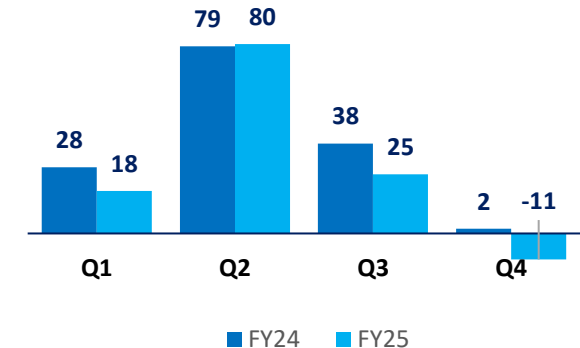
Q4FY24: ₹31 Cr; Q4FY25 ₹7 Cr
FY24: ₹294 Cr; FY25 ₹250 Cr



- Q4 FY25 EBITDA is ₹7 Cr. due to Pricing pressure in Domestic Crop care

PAT

Q4FY24: ₹2 Cr; Q4FY25 -₹11 Cr
FY24: ₹147 Cr; FY25 ₹113 Cr

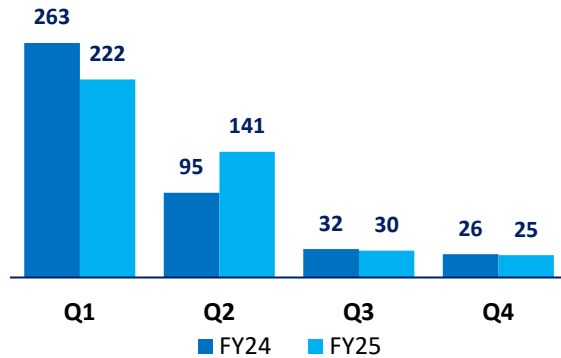


- Q4 FY25 PAT is ₹-11 Cr on account of decreased revenue and increased fixed cost

FINANCIAL SNAPSHOT - Q4 AND FY25 SEEDS

REVENUE

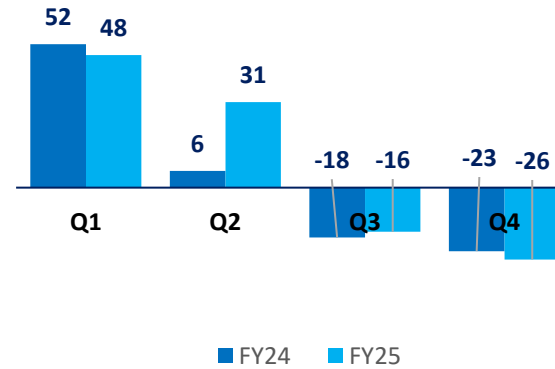
Q4FY24: ₹26 Cr; Q4FY25 ₹25 Cr
FY24: ₹416 Cr; FY25 ₹418 Cr



- In a small quarter, Seeds revenue was ₹ 25 Cr vs ₹ 26 Cr of Q4 FY24

EBITDA

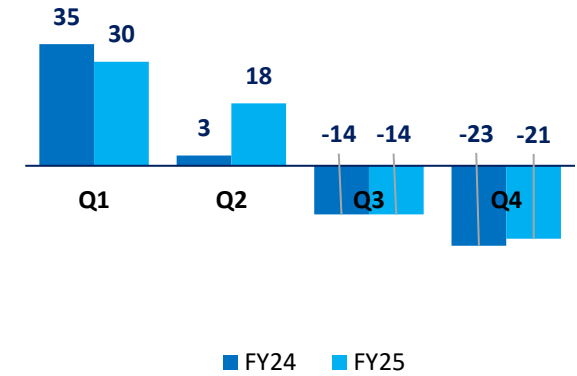
Q4FY24: -₹23 Cr; Q4FY25 -₹26 Cr
FY24: ₹17 Cr; FY25 ₹37 Cr



- EBITDA is ₹-26 Cr in Q4FY25

PAT

Q4FY24: -₹23 Cr; Q4FY25 -₹21 Cr
FY24: ₹1 Cr; FY25 ₹12 Cr



- PAT increased by 8% vs Q4 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

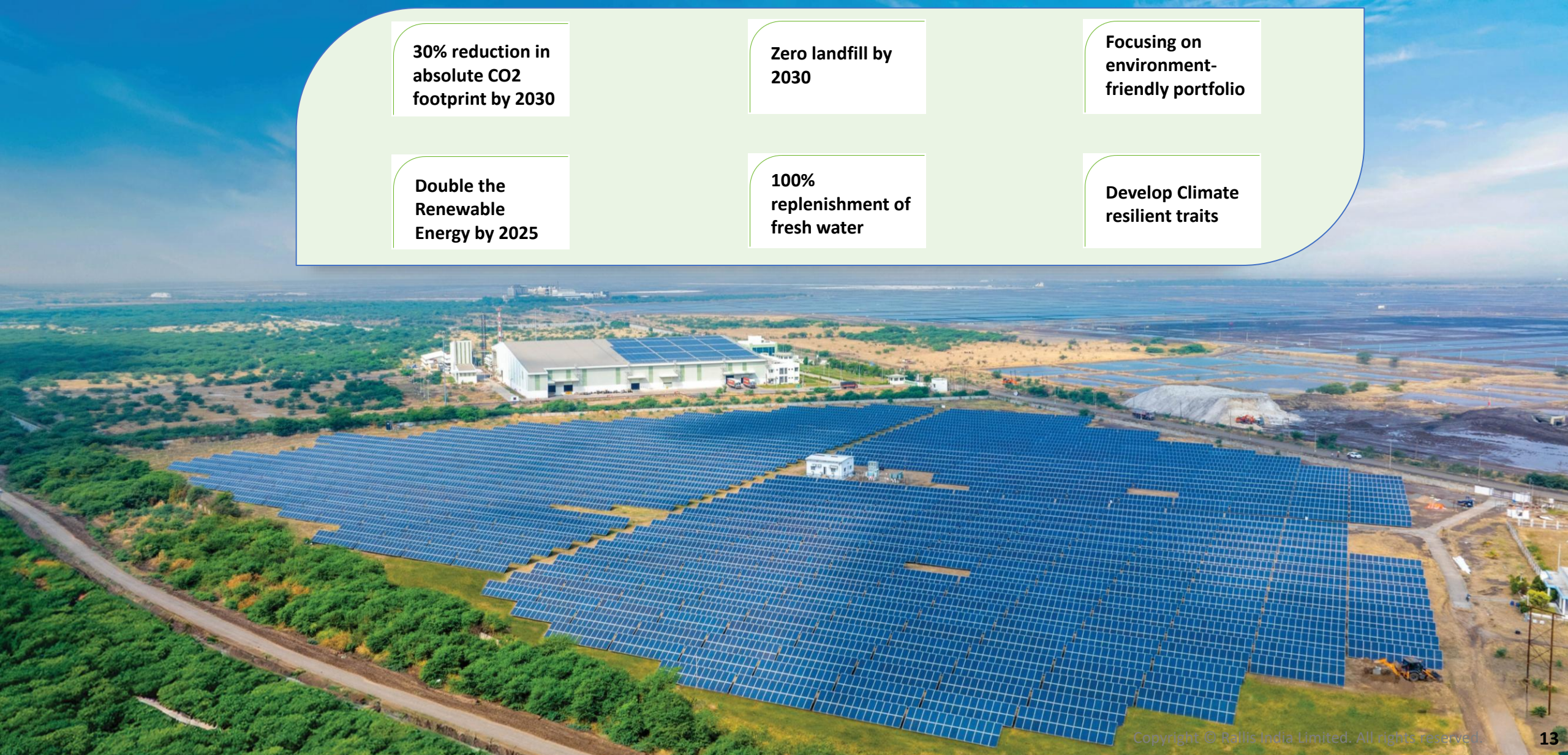
Zero landfill by
2030

Focusing on
environment-
friendly portfolio

Double the
Renewable
Energy by 2025

100%
replenishment of
fresh water

Develop Climate
resilient traits



COMMUNITY SUPPORT ACTIVITIES

Volunteering Month :

Rallis has celebrated March as Tata Volunteering month (TVW). 200+ employees have contributed >786 hours across 90+ curated volunteering activities.

Unnat Gram :

- Desilted check-dams and nalas, Constructed 5 loose boulders and 3 gabion structures
- Government convergence support for tribals worth 1.4 Cr., like tap connection, Housing, Toilet construction, Pension, and Medical schemes, etc.
- Under livelihood support: 263 families benefited in setting-up their business-like sugarcane juice center, dal mill, diesel pump, vegetable cultivation, Jewellery making

Rural Development :

- Rallis in partnership with Ma Foundation, runs “Ma Ki Roti” center with help of 3 destitute women to serve meals to daily wagers from Ankleshwar GIDC
- Solar streetlights were provided to gram panchayat in Dahej under Rallis CSR
- Under Saksham gram supported 114 families under livelihood initiative making them financially independent (Engaged 92 youth)

Rallis Ujwal Bhavishya Yojana (RUBY) :

- Math intervention: Primary Boys school@ Dahej is among Top 15 schools at National level across. 4.7% of students have achieved the Grand champion
- English intervention: Selected 10 winner students from Rallis Word Power Championship to participate in Open Word Power Championship
- Special children: Celebrated "Women's Day" by organizing one day trip for mother's of PwD children to Chowki dhani – surat

TaRa (Skill Development) :

- All ongoing trainings are completed for 530
- For providing exposure to trainee various visits and interactions were planned and implemented in March
- 474 Toolkits were distributed for support women to initiate home based businesses



THANK YOU

FOR ANY QUERIES, PLEASE CONTACT BELOW:

Subhra Gourisaria
subhra.gourisaria@rallis.com

Chirjeev Singh Arneja
chirjeev.singh@rallis.com

Gavin Desa
gavin@cdr-india.com

Suraj Digawalekar
suraj@cdr-india.com



RALLIS INDIA LIMITED
A **TATA** Enterprise

SERVING FARMERS THROUGH SCIENCE

Registered Office

Rallis India Limited
23rd Floor, Vios Tower, New Cuffe Parade,
Off Eastern Freeway,
Wadala, Mumbai - 400037

CIN: L36992MH1948PLC014083

Tel. No.: +91 22 6232 7400

E-mail address: investor_relations@rallis.com

Website: www.rallis.com