RALLIS INDIA LIMITED

July 14, 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 July 7, 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 first quarter ended June 30, 2025 for the Earnings Call to be held on Tuesday, July 15, 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

SARIGA P GOKUL
Digitally signed by SARIGA P GOKUL
Date: 2025.07.14 19:40:13 +05'30'

Sariga P Gokul
Company Secretary & Compliance Officer

Encl: As above

RALLIS INDIA LIMITED
A TATA Enterprise

Nurturing land,
Nourishing lives.



Q1 FY26

RESULTS PRESENTATION

DOMESTIC CROP PROTECTION | EXPORTS CROP PROTECTION | CUSTOM SYNTHESIS MANUFACTURING | SOIL & PLANT HEALTH | SEEDS

Our Vision, Mission & Values



Vision

Serving Farmers through Science



Mission

We aspire to be the preferred partner for farmers by helping improve their income & become the Industry benchmark by

- Delivering Scalable & Sustainable Growth
- Accelerating Innovation to Market
- Driving Operational Excellence
- Empowering Talent

Values

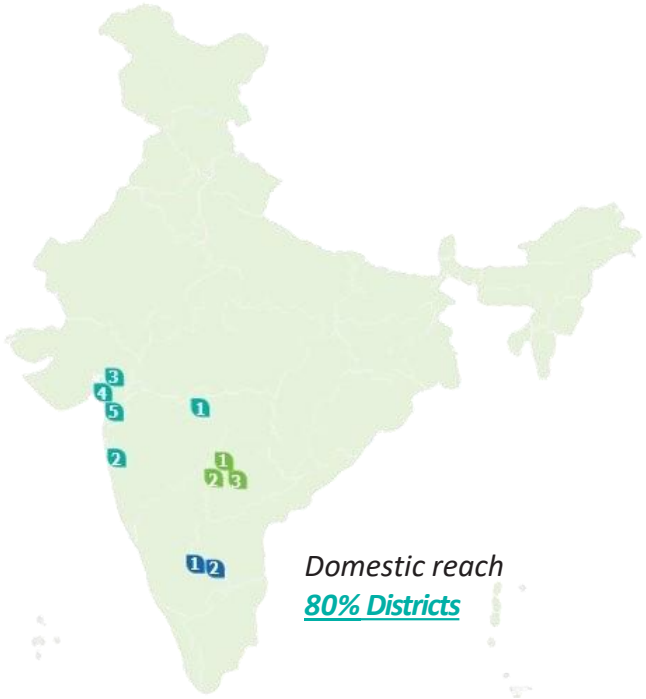
Safety | Pioneering | Integrity | Customer Centricity | Excellence | Speed

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Organization Overview

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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)

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

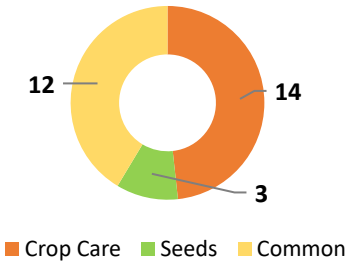


Comprehensive presence in Agri-input business

	Crop Care	Seeds
Businesses	Crop Protection, Soil & Plant Health solutions	Focused Crops
Domestic Presence	B2C (Domestic Brand) and B2B	B2C (Domestic Brand)
Exports	Catalogue products and CSM	
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

DEPOTS (nos.)



Serving Farmers through Science

"Crop Nutrition/Biologicals & Specialty solutions" will be referred to as "Soil & Plant health solutions (SPH)

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Long Term Strategy

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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
- PLUG PORTFOLIO GAPS IN MAIZE, PADDY
- ENHANCED FOCUS ON SOIL & PLANT HEALTH SOLUTIONS
- EXTEND NORTH COTTON SUCCESS TO OTHER MARKETS

Customer Centricity. Leveraging Digital, Collaborations and Alliances

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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

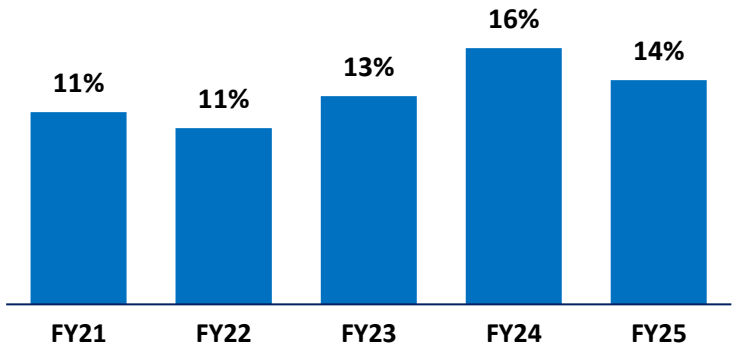
Participate in under-represented and high growth segments. Higher no. of new launches in Herbicides

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



Farmers Meeting

Crop Protection - Innovation Turnover Index



Our ambition is to deliver minimum 15% ITI



Anubandh Retailer Meeting

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Exports Business

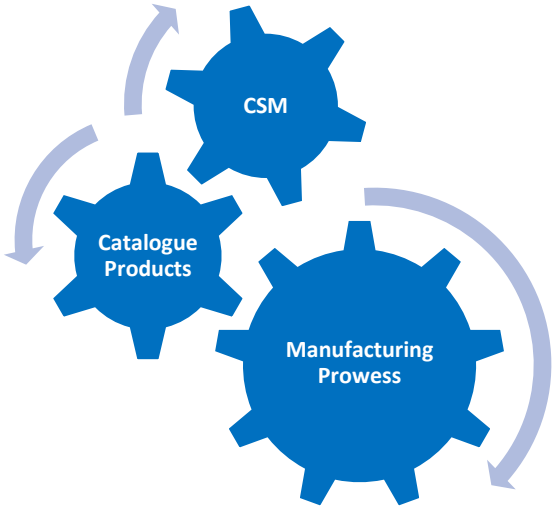
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- Export of Catalogue products (Active Ingredients, Formulations) and Custom Synthesis Manufacturing (CSM)
- Committed to expand product and customer portfolio in CSM
- Strengthening R&D, process scale-up and manufacturing
- Intensify Building Strategic 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

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Soil & Plant Health Solutions

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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



GeoGreen Farmer Meeting





Field visit

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Seeds Business

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

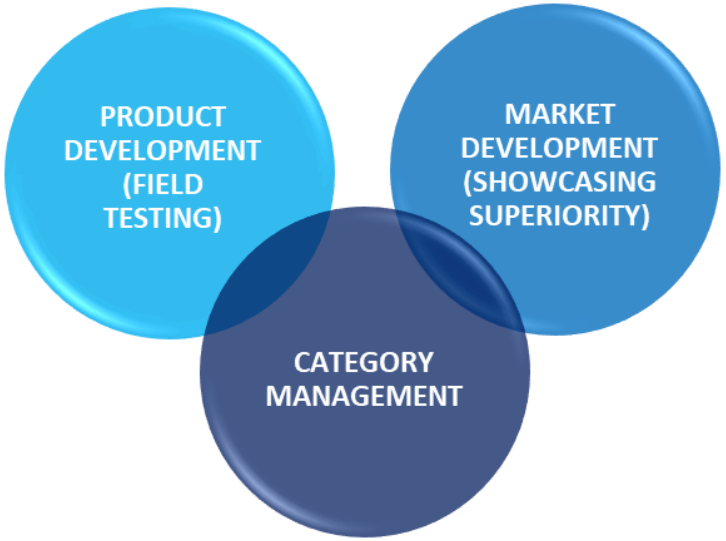


Field Crops: Paddy, Maize, Bajra, Cotton, Mustard and Wheat.

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

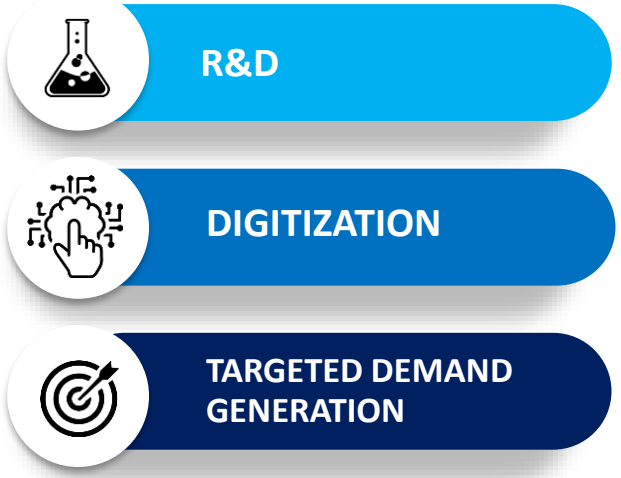
CUSTOMER CENTRIC



PARTNERING



INVESTMENT



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Q1 FY26 RESULTS

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DOMESTIC CROP PROTECTION


EXPORTS CROP PROTECTION


CUSTOM SYNTHESIS MANUFACTURING


SOIL & PLANT HEALTH


SEEDS

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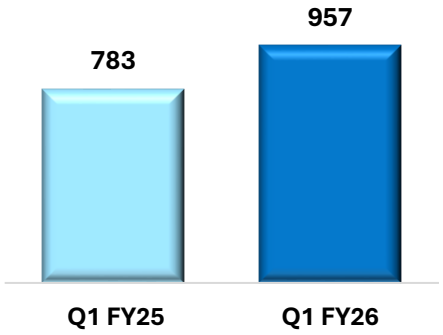
Financial Snapshot - Q1 FY26

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₹ Cr.

REVENUE

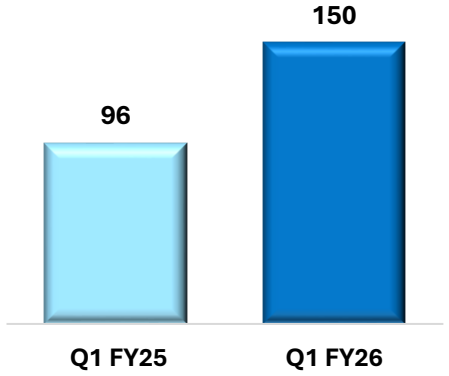
Q1 FY25: ₹783 Cr; Q1 FY26 ₹ 957 Cr



- Overall revenue is up by 22% vs Q1 PY led by volume growth and double-digit growth across businesses
- Crop Care revenue is up by 16% vs Q1 PY
- Seeds revenue is up by 38% vs Q1 PY

EBITDA

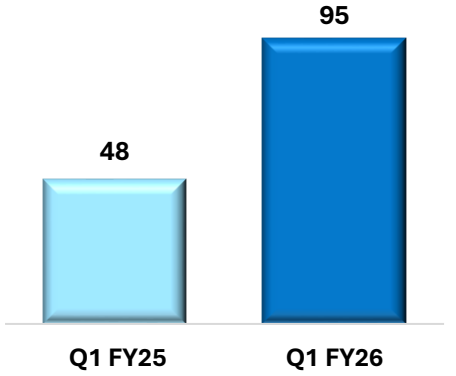
Q1 FY25: ₹ 96 Cr; Q1 FY26 ₹ 150 Cr



- EBITDA increased by 57% vs Q1 PY driven by volume led growth and fixed cost kept under moderation

PAT AEI

Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 95 Cr



- PAT increased by 100% vs Q1 PY

Positive Farmer sentiment due to early monsoon. Revival of Exports demand. Cotton seeds continue to on positive growth trajectory

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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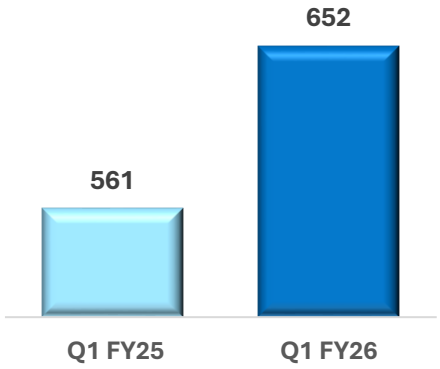
Financial Snapshot - Q1 FY26 Crop Care

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₹ Cr.

REVENUE

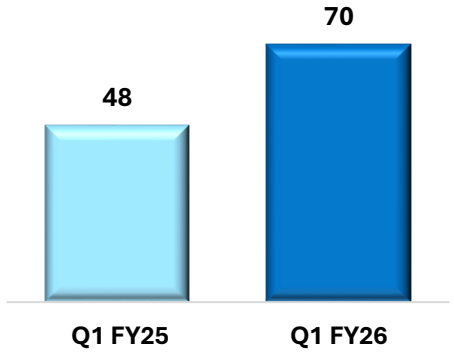
Q1 FY25: ₹561 Cr; Q1 FY26 ₹ 652 Cr



- Crop Protection B2C revenue is up by 13% vs Q1 PY
- Soil & Plant Health (SPH) business is up by 33% vs Q1 PY
- B2B revenue is up by 23% vs Q1 PY

EBITDA

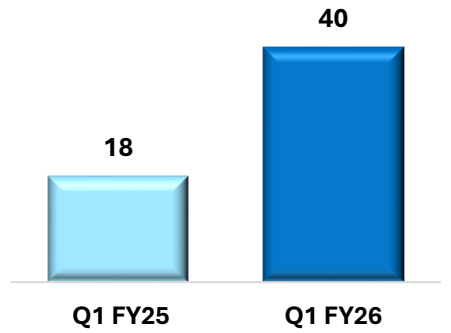
Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 70 Cr



- EBITDA increased by 47% vs Q1 PY
- Cost efficiencies continue to be pursued across the value chain

PAT AEI

Q1 FY25: ₹ 18 Cr; Q1 FY26 ₹ 40 Cr



- PAT increased by 123% vs Q1 PY

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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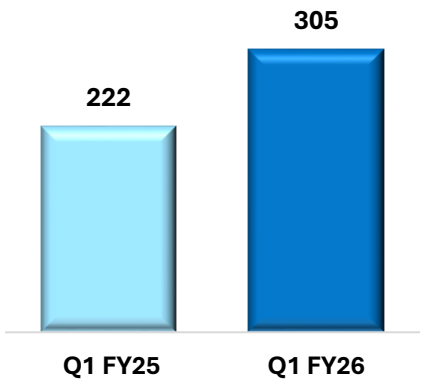
Financial Snapshot - Q1 FY26 Seeds

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₹ Cr.

REVENUE

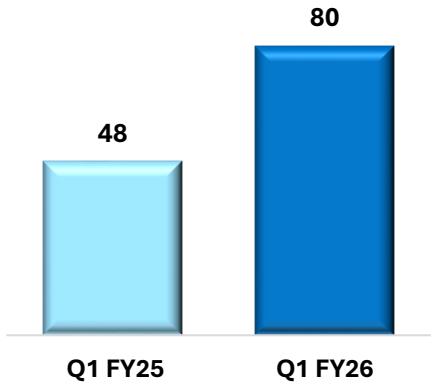
Q1 FY25: ₹222 Cr; Q1 FY26 ₹ 305 Cr



- Seeds revenue is up by 38% vs Q1 PY
- Strong Diggaz (North cotton) liquidation. Challenges in Maize and Paddy due to supply constraints

EBITDA

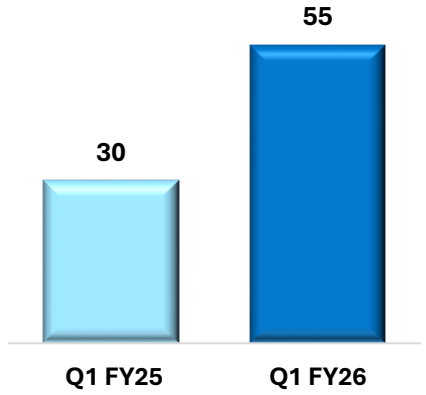
Q1 FY25: ₹ 48 Cr; Q1 FY26 ₹ 80 Cr



- EBITDA increased by 67% vs Q1 PY driven by volume led growth

PAT AEI

Q1 FY25: ₹ 30 Cr; Q1 FY26 ₹ 55 Cr



- PAT increased by 86% vs Q1 PY

Amounts for the current and previous periods are rounded off to the nearest ₹ crores

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Domestic Market Development

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PRODUCT PROMOTION





FARMER ENGAGEMENT





CHANNEL ENGAGEMENT



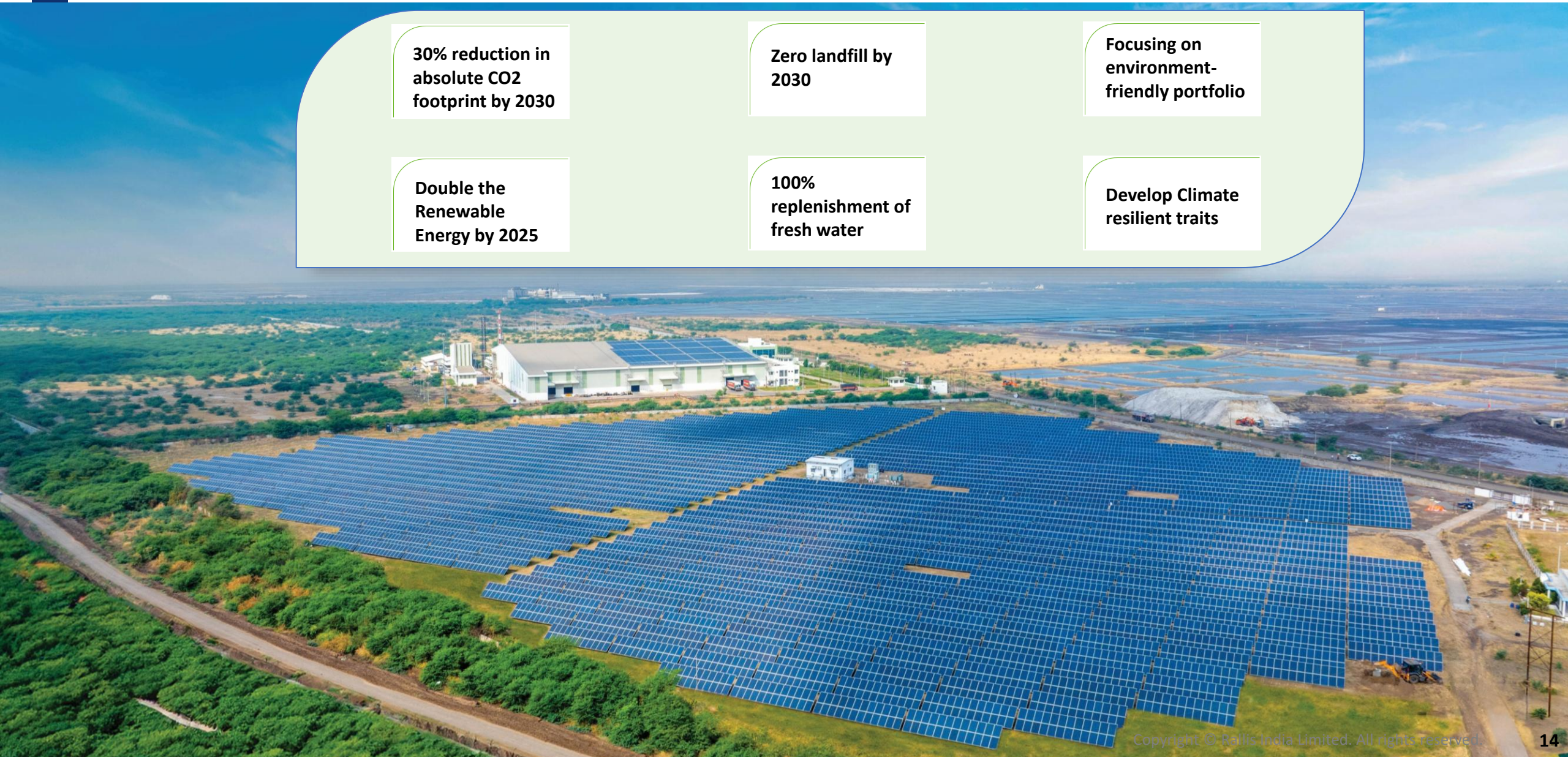


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Sustainability Goals Aligned to Tata Group's Flagship Project "Aalingana"

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- 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



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Community Support Activities

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💧 Water Conservation

Jal Dhan

- Work initiated in 7 villages
- 3.7 km Nala, 1 pond, and 1 check-dam desilted



📘 Education

Unnat Gram

- 30 students cleared Navodaya entrance
- Govt. convergence support of ₹17.58 lakh
- Women e-rickshaws & rural infrastructure enabled



👩‍💻 Skill Development

TaRa

- 110 students mobilized, 56 enrolled
- Focused on digital literacy, AI and placement



👩‍🌾 Rural Development

- “Ma Ki Roti” model scaled to Akola
- Saksham gram families earn ₹6,000/month on avg.



🌳 C- SAFE

- Crop advisory & floriculture training
- 21 farmers linked to social security (Ayushman card)

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THANK YOU

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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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