



RALLIS INDIA LIMITED

October 22, 2026

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 9, 2026 informing about Analysts/Investors call

With reference to the aforesaid letter, please find enclosed a presentation on the financial results for the second quarter and half year ended September 30, 2026 for the analysts / investors call to be held on Friday, October 23, 2026.

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: 2026.10.22
19:05:43 +05'30'

Sariga P Gokul

Company Secretary & Compliance Officer

Membership No. ACS 39637

Encl.: as above

**Nurturing Land
Nourishing Lives**



RALLIS INDIA LIMITED
A **TATA** Enterprise



Q2 & H1 FY27

RESULTS PRESENTATION



**DOMESTIC CROP
PROTECTION**



**EXPORTS CROP
PROTECTION**



**CUSTOM SYNTHESIS
MANUFACTURING**



SOIL & PLANT HEALTH



SEEDS

Q2 FY27 Key Business Highlights

1. **Flat topline** given the weakest monsoon since 2015 and challenging market condition.
2. **EBITDA down by 18%** primarily driven by input cost pressure in Crop Care and higher sales returns in Seeds .
3. **Domestic Formulation Business (B2C):** Overcoming challenges, business delivered flat revenue; Herbicides showed promising growth
 - Industry witnessed patchy demand and competitive pricing environment.
 - Launched 4 new products during Q2FY27 - 2 Fungicides, 1 Herbicide, 1 Insecticide.
 - Soil & Plant Health business registered 22% growth bouncing back from the regulatory challenge last year.
4. **B2B business** register higher unit realisation but lower margin in international market due to cost pressures.
5. **CSM business** registered strong growth on lower base with volume growth in select products.
6. **Seeds business** saw paddy and cotton acreages decline

Resilient Topline in tough quarter, Margins dragged by input cost pressures

Our Vision - Serving Farmers Through Science

Guided by 6 Core Values

Safety



Pioneering



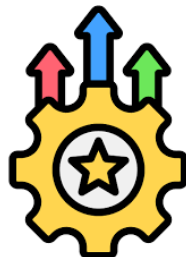
Integrity



Customer Centricity



Excellence



Speed

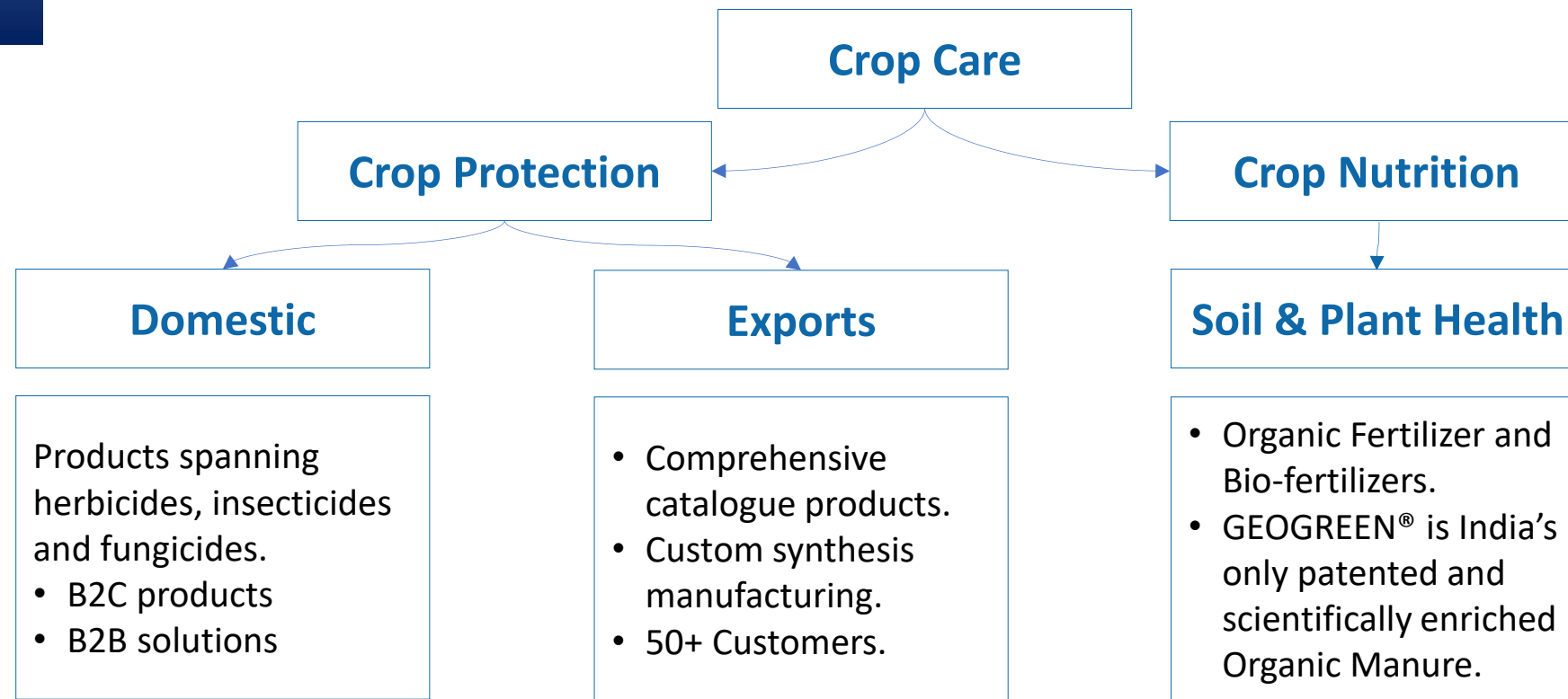


Our Mission

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*

Business overview



200+ Registrations

30+ Countries



Seeds

- “Dhaanya” is one of the fastest growing seed brands in India.
- Breeding programs in Rice, Bajra, Maize, Cotton & Mustard.



Empowering farmers with array of innovative solutions to nurture crops from seed to harvest

LONG TERM STRATEGY

CROP CARE

Crop Protection,
Soil & Plant Health



SEEDS

Focused Crops



OVERALL:



**WIDEN REACH, EXTEND
PORTFOLIO OFFERINGS**



**TARGET 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):



**CP PRODUCT BASKET
ENHANCEMENT WITH
DIFFERENTIATED
OFFERINGS**



**ENHANCED FOCUS ON
SOIL & PLANT HEALTH
SOLUTIONS**



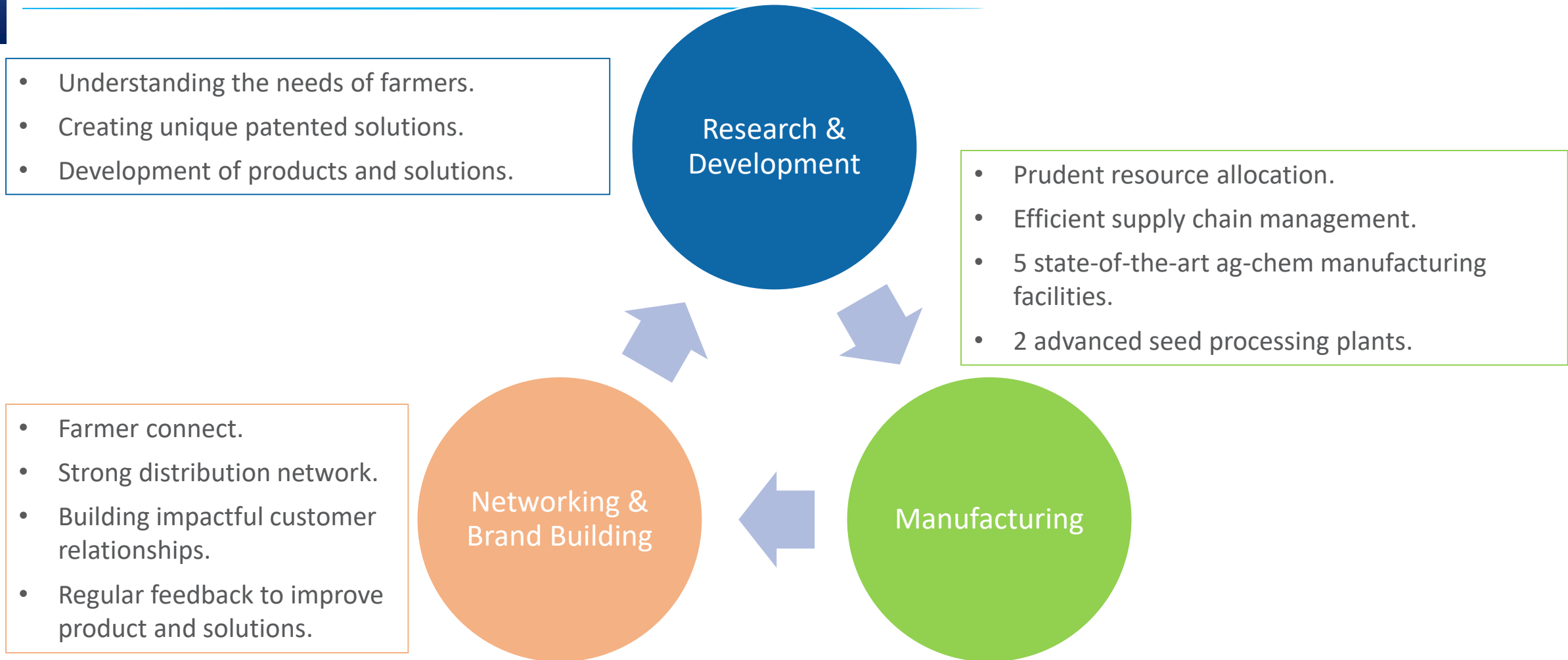
**PLUG PORTFOLIO GAPS
IN MAIZE & PADDY**



**EXTEND NORTH COTTON
SUCCESS TO
OTHER MARKETS**

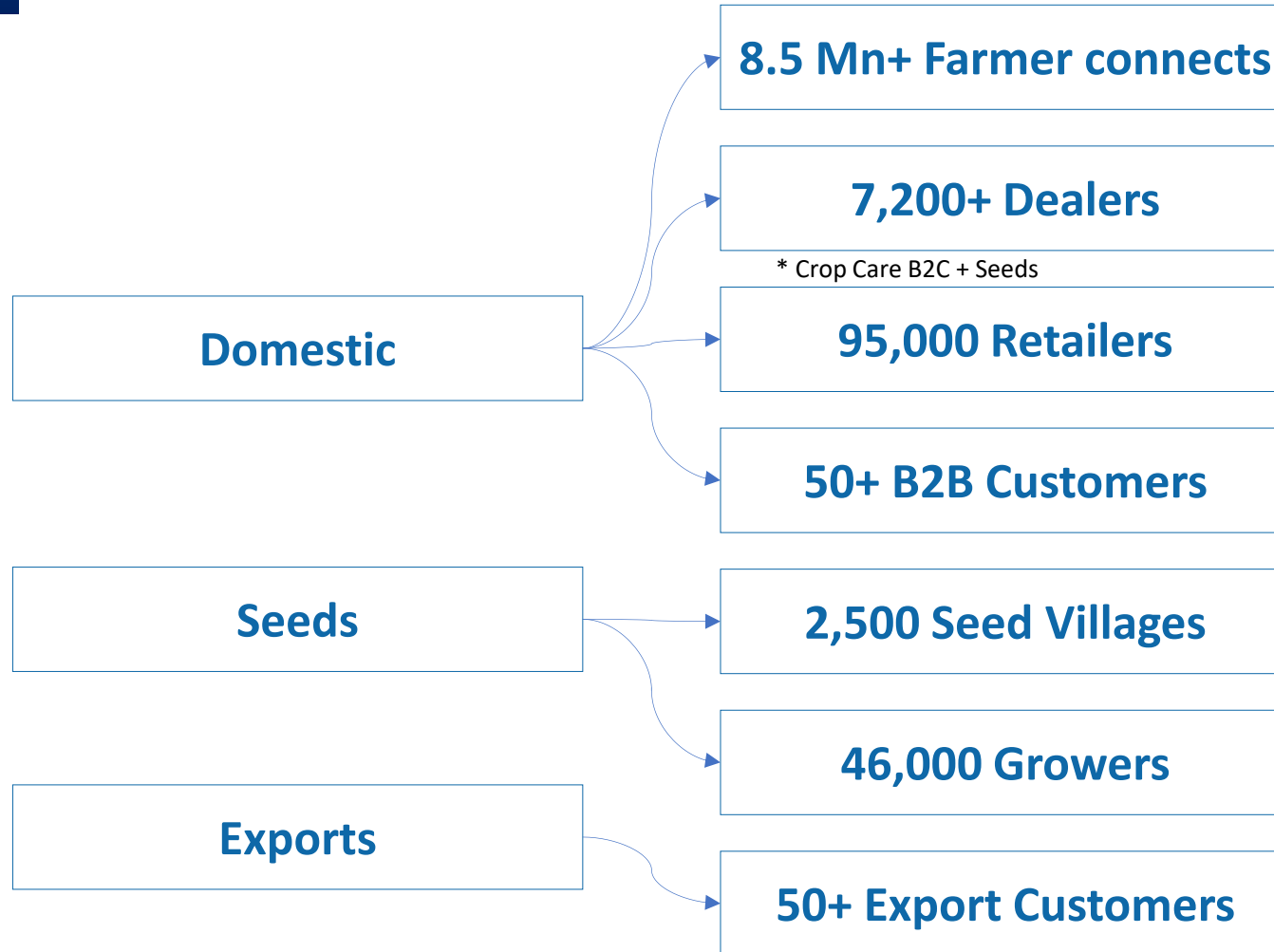
Customer Centricity. Leveraging Digital, Collaborations and Alliances

Our Business Model



Integrated value chain from development to distribution and optimization at each stage

Our Network



Extensive distribution network covering 80% of India's districts

Customer Centric Digital Interventions



GiS application to visually evaluate agriculturally potential villages & cluster them into key market centers.



Capture demand created in these carefully identified market centers & generate insights through farmer interactions.



Integrate with demand creation on field & amplify engagement through distance marketing means.



Provide convenient touchpoints to farmers to raise their queries & concerns through whatsapp & toll-free call centre.



Incentivize farmers to purchase Rallis's products through curated cashback / discount schemes, using QR code technology.

Customer Engagement

PRODUCT PROMOTION



FARMER ENGAGEMENT



CHANNEL ENGAGEMENT



Building lasting relationships with trade partners and establishing loyalty with customers

Our Manufacturing Operations

1. Extensive knowledge and expertise in process chemistry & engineering.
2. 5 owned manufacturing facilities:
 - a) Formulation manufacturing at Akola and Dahej CZ
 - b) Technical manufacturing at Ankaleshwar, Lote and Dahej SEZ*
3. 10 third party facilities under complete supervision.
4. Seeds: Drying, Processing and Packaging Plants:
 - a) Kokkonda (owned), GP Pally (TPF) and Medchal (TPF).
5. Innovation Centres:
 - a) Rallis Innovation Chemistry Hub (RICH), Bengaluru.
 - b) Ag-Biotech Centre, Bengaluru.



Ensuring highest quality of products through our state-of-the-art manufacturing capabilities

* Dahej SEZ is a multi-purpose plant

CSR Initiatives & Impact: Q2 FY27



Water Conservation



- 0.30 MCM* rainwater Capacity created
- 13 km nala de-silted; Covering 11 villages
- Covered 50%+ AA Population



Education



- Serving 7500+ school students
- 42 teachers supported
- 40 Schools covered (4 Special schools)
- Scholarship support to 150 ITI girl students



Women Empowerment and Skilling



- 165 skill center enrollment till now , Targeted for 500+
- 95% AA population targeted
- One additional skill center Started in Akola
- Created 7 women tailoring entrepreneurs



Rural Development & Agri Intervention



- Reached 1350 farmers through 8 FPOs* under C-Safe intervention
- Supporting 1600 students on Agri Education / Career covering 10 Schools
- New Unnat Gram Project supporting 4000+ tribals in Narmada District-Gujrat. Distribution of Fruit Plantation to 120 Families. 100+ Families supported with Drip Irrigation



Volunteering Engagement



- 27 Volunteering Activities, 174 Volunteer Counts, 342 Volunteering Hours, 136 Unique Volunteers across 5 States
- Tree plantation, Blood Donation, Safety Campaign, Education , visit to special schools
- 7000+ plantation completed



Q2 FY27 Operating Context & Highlights

- Drought in several parts of the country: 43% of India received 19% or more deficient rains than the long period average this monsoon season, which dictated the pace of Kharif sowing and crop outlooks.
- Witnessed slow liquidation, high carryover inventory, resulting in cautious buying behavior from channel.
- Commercially, a highly competitive and volatile pricing environment prompted farmers to greater usage of generic products and overall lower fungicides usage.
- War and supply side constraints drove shortages of raw materials & chemical fertilizers, forcing distribution channels to prioritize fertilizer stocking and payments over crop protection.
- Supply squeeze on bulk chemicals accelerates the adoption of alternatives like biofertilizers and organic manure.
- Concurrently, poor agricultural exports constrained overall farmer investments.
- The core business strategy focused on accelerating priority brand sales and strengthening execution across key markets.
- Prioritized portfolio-led growth initiatives alongside active promotion of new and key products.
- Targeted "phygital" strategies were deployed to enhance engagement with both farmers and distribution channels.

Overall demand was patchy linked with uneven rainfall distribution, crop acreage & sowing progress

Select New Product Launches in Crop Protection in H1 FY27



SILENTRA

INSECTICIDE

- ✓ Dual action solution delivering powerful control of BPH & WBPH
- ✓ Strategically selected to bridge key portfolio gap
- ✓ Focused targeting of moderate-to-high BPH infestation area
- ✓ Strong rollout across major rice-growing states



MARCELLUS

FUNGICIDE

- ✓ Premium broad-spectrum systemic fungicide.
- ✓ Sheath blight and Dirty panicle in Rice, Improves grain size, weight and shine
- ✓ Excellent diseases control and produce quality in Chilli, Tomato and Cumin
- ✓ Reduces plant stress for higher crop yields.



BLITOX SUPER

FUNGICIDE

- ✓ Excellent 2-way combination and is highly effective for controlling diseases in the bacterio-fungal complex
- ✓ Provides both preventive & curative action
- ✓ Gives long-lasting control, reducing the frequency of application.
- ✓ Rapidly absorbed by plant tissues



TRYNAGE

HERBICIDE

- ✓ Broad-Spectrum Weed Control in Sugarcane for Grass & Broadleaf weeds
- ✓ Foliar & Soil Activity: Acts through both leaves & roots on existing & new weed
- ✓ Medium to late post control of weeds

Strategic additions during H1

Select New Product Launches in Crop Protection in H1 FY27



KENGEN

INSECTICIDE

- Next-generation insecticide powered by advanced Tenebenal Technology.
- Offers powerful and effective control against major sucking and chewing pests such as Thrips, Jassids, and Lepidopteran pests in key crops like Cotton, Soybean, Chilli, Brinjal, Cabbage, Tomato, Okra & Pomegranate



BALWAN

HERBICIDE

- Patented Product with a unique three-way combination of Metamifop, Imazethapyr, & Imazamox with dual mode of action.
- Provides broad-spectrum weed control in key crops of Soybean, Groundnut, Green Gram, Black Gram and Red Gram.



PRODIM ULTRA

HERBICIDE

- Patented Product with premix formulation with inbuilt surfactant for crop safety and better efficacy.
- Provides excellent control on grassy weeds in key crops of Soybean, Cotton, and Onion.



AQUAFERT

HERBICIDE

- Water Soluble Fertilizer
- Tailor made nutrition for Ginger & Turmeric for all the important crop stages

Strategic additions during H1

Select New Product Launches in Seeds in H1 FY27



CIMBER

COTTON HYBRID

- Hybrid suitable for DNZ (Determinate North Zone) segment having medium duration with big boll size



SHUJAA

COTTON HYBRID

- A CSR (Central South Rainfed) segment hybrid having good stress tolerance recommended for entire central and south states



HANDSHAKE

COTTON HYBRID

- Our first launch in CPS (Close Planting System) segment suitable for southern states (Karnataka, Telangana, Andhra Pradesh and Tamil Nadu)



YUVAR

COTTON HYBRID

- A CSIR (central South Irrigated) segment hybrid with big boll and high boll weight suitable for irrigated markets of compact central geography (Madhya Pradesh & Maharashtra)

Select Strategic additions during H1

Q2 & H1 FY27 RESULTS



DOMESTIC CROP
PROTECTION



EXPORTS CROP
PROTECTION



CUSTOM SYNTHESIS
MANUFACTURING



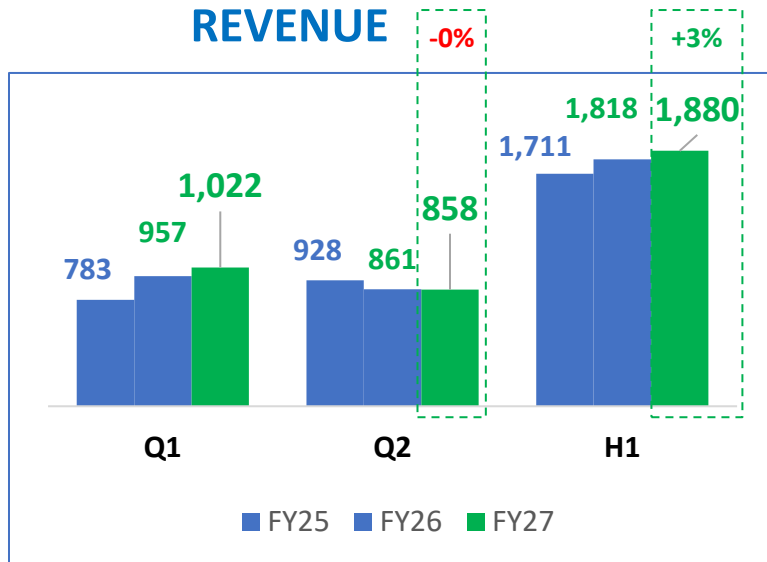
SOIL & PLANT HEALTH



SEEDS

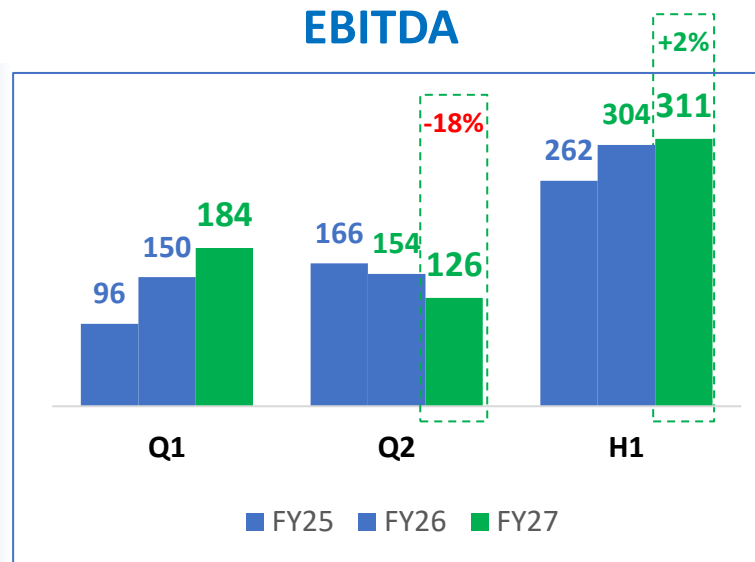
Financial Snapshot - Q2 and H1 FY27

REVENUE



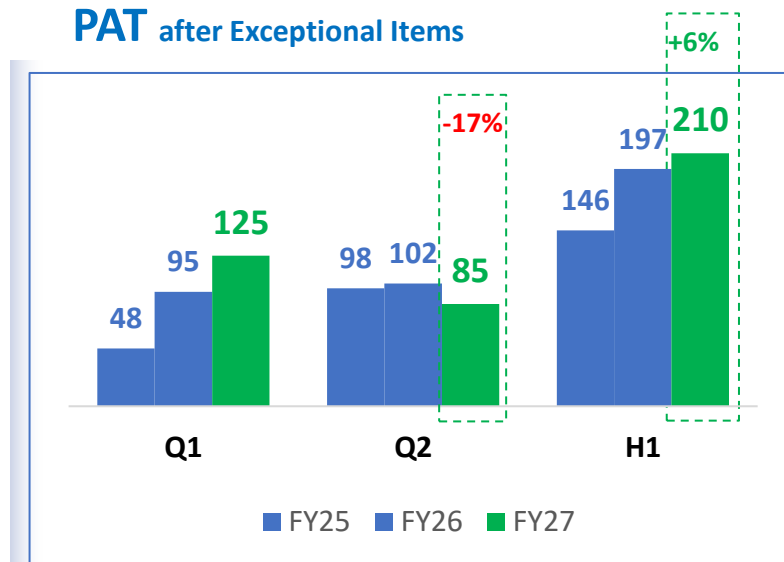
- Revenue marginally decreased from Rs. 861 Cr. in Q2FY26 to Rs. 858 Cr in Q2FY27 primarily due to higher sales returns in Seeds business.
- Q2FY27 Crop Care revenue increased by 4% YoY and Seeds revenue decreased by 31% YoY vs Q2FY26.
- Q2FY27 B2B exports including CSM revenue increased by 18% YoY vs Q2FY26.

EBITDA



- EBITDA decreased by 18% from Rs. 154 Cr. in Q2FY26 to Rs. 126 Cr. in Q2FY27.
- EBITDA increased by 2% from Rs. 304 Cr. in H1FY26 to Rs. 311 Cr in H1FY27.

PAT after Exceptional Items



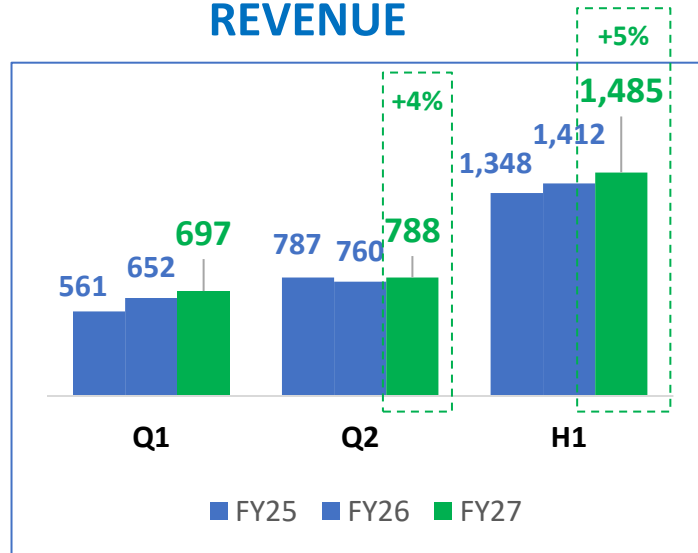
- PAT decreased by 17% from Rs. 102 Cr. in Q2FY26 to Rs. 85 Cr. in Q2FY27.
- PAT increased by 6% from Rs. 197 Cr. in H1FY26 to Rs. 210 Cr in H1FY27.

Resilient performance in a tough quarter

Financial Snapshot - Q2 and H1 FY27 Crop Care

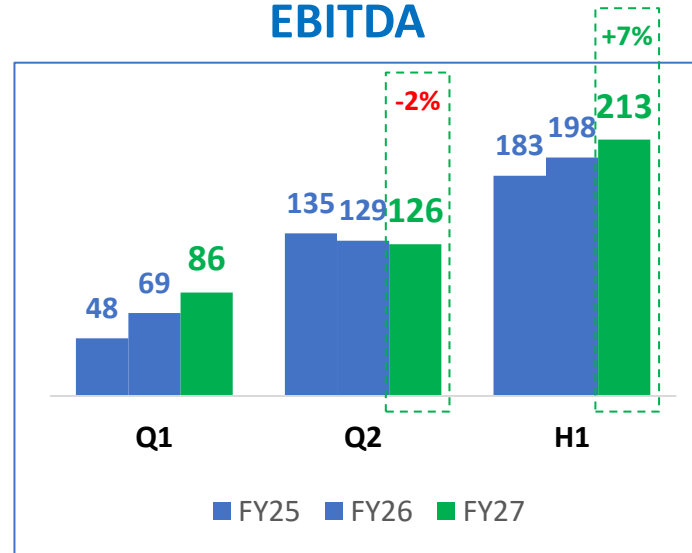
₹ Cr.

REVENUE



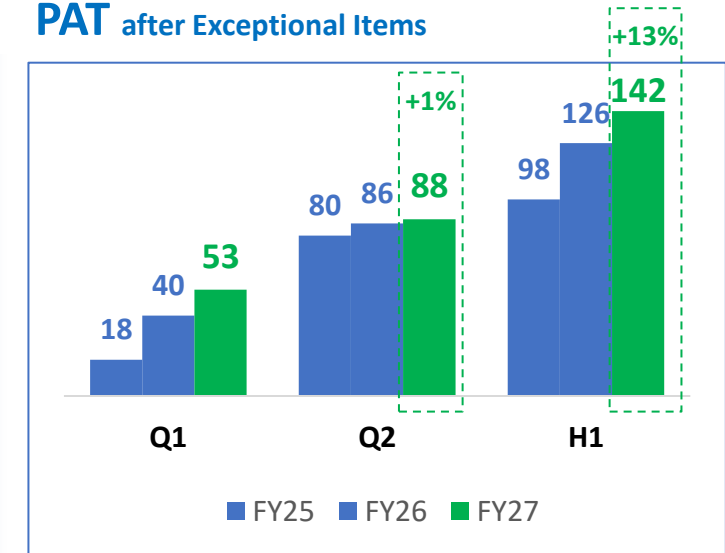
- Q2FY27 Crop Care revenue increased by 4% vs Q2FY26.
- Q2FY27 Crop Protection B2C revenue marginally decreased by 1% vs Q2FY26:
 - Q2FY27 Soil & Plant health (SPH) revenue increased by 22% vs Q2FY26.
- Q2FY27 B2B Revenue increased by 17% YoY vs Q2FY26.

EBITDA



- Q2FY27 Crop Care EBITDA marginally decreased by 2% vs Q2FY26.
- EBITDA increased by 7% from Rs. 197 Cr. in H1FY26 to Rs. 213 Cr in H1FY27.

PAT after Exceptional Items

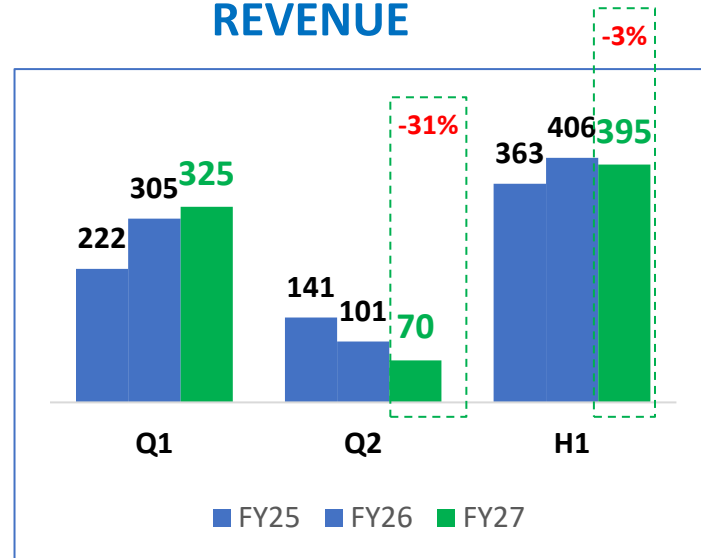


- PAT increased by 1% from Rs. 86 Cr. in Q2FY26 to Rs. 88 Cr. in Q2FY27
- PAT increased by 13% from Rs. 126 Cr. in H1FY26 to Rs. 142 Cr in H1FY27.

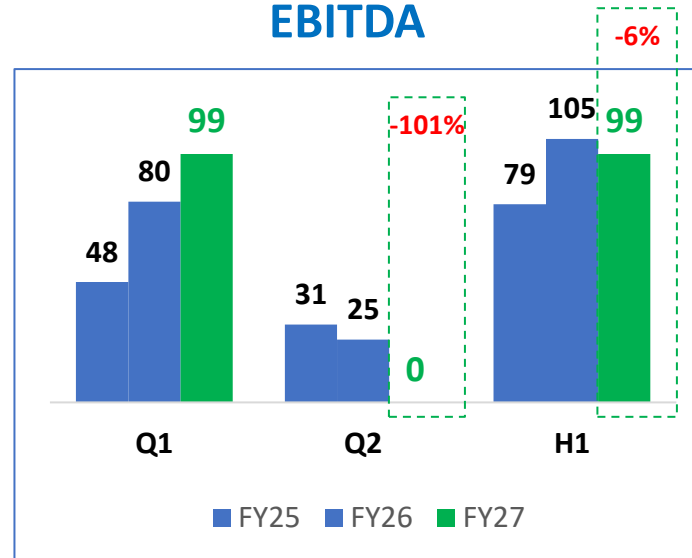
Q2FY27 Revenue Growth led by growth Soil & Plant Health and Herbicides

Financial Snapshot - Q2 and H1 FY27 Seeds

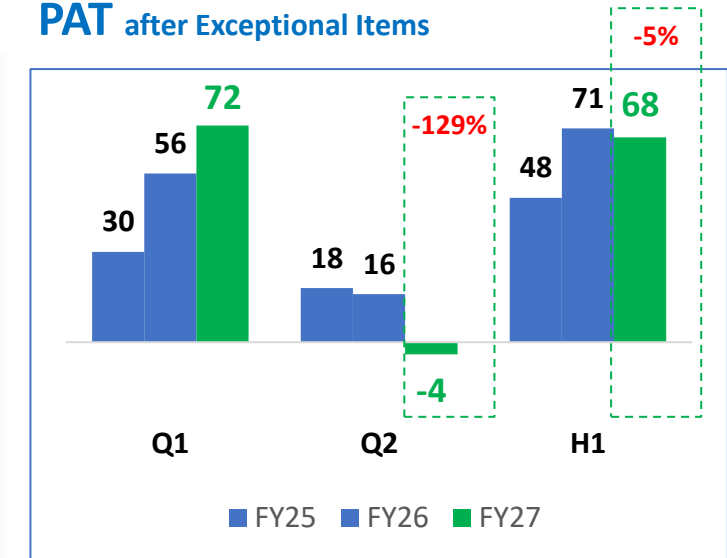
REVENUE



EBITDA



PAT after Exceptional Items



- Q2FY27 Seeds revenue decreased by 31% vs Q2FY26.
- Headwinds due to paddy acreage reduction and higher sales returns from Kharif.

- Q2FY27 Seeds EBITDA decreased from Rs. 25 Cr. in Q2FY26 to Rs. (0) Cr. in Q2FY27.

- PAT decreased from Rs. 16 Cr. in Q2FY26 to Rs. (-4) Cr. in Q2FY27.

Q2 Revenue degrowth due to weak market conditions

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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