



RALLIS INDIA LIMITED

16th January, 2020

The General Manager
Corporate Relationship Dept.
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code: 500355

Asst. Vice President
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra - Kurla Complex, Bandra (E)
Mumbai 400 051
Symbol: RALLIS

Dear Sir,

Ref: **Presentation for Analysts' Call to be held on 17th January, 2020**

With regard to the Analysts' Call to be held on 17th January, 2020 and pursuant to Regulation 30 read with Schedule III Part A Para A of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, we are enclosing the presentation for your reference and records.

Thanking you,

Yours faithfully,
RALLIS INDIA LIMITED


YASH SHETH
COMPANY SECRETARY

Encl: a/a

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Tel 91 22 6776 1700 Fax 91 22 6776 1634

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Tel 91 22 6665 2700 website www.rallis.co.in
Corporate Identity No. L36992MH1948PLC014083

A TATA Enterprise



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BUSINESS



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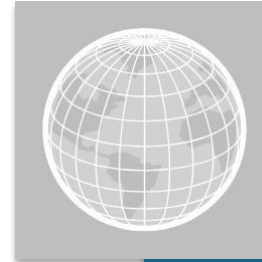
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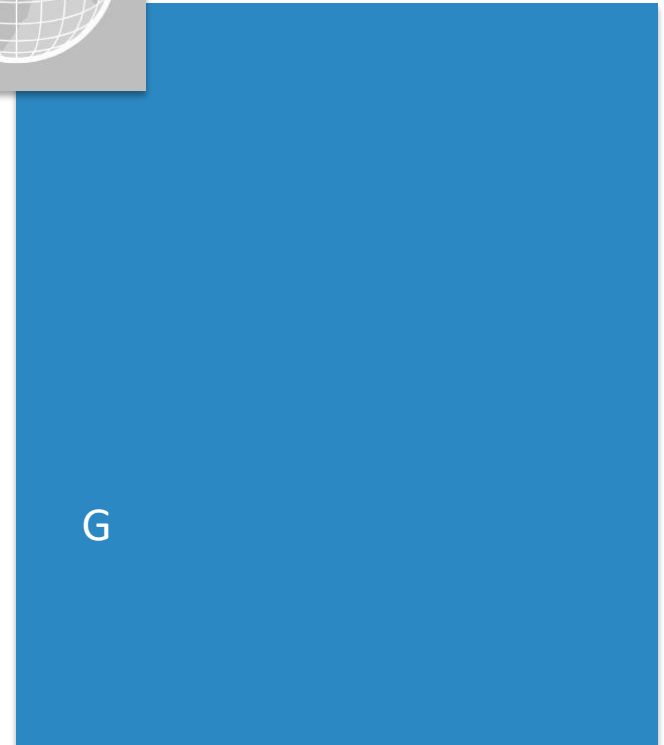
Rallis – Areas of Strength



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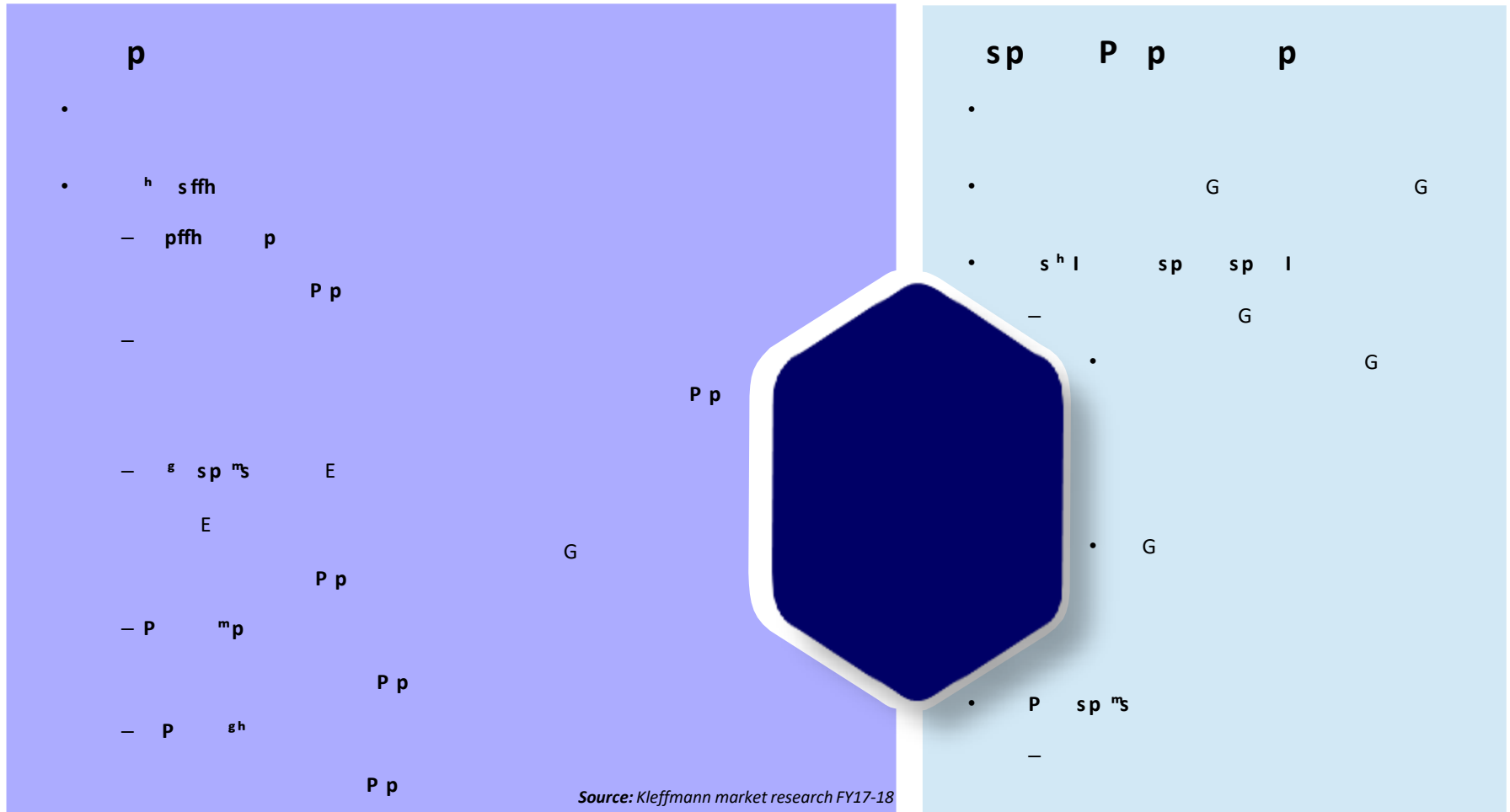


RALLIS INDIA LIMITED

Domestic business



E



Source: Kleffmann market research FY17-18

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Seed business

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Strategic Initiatives

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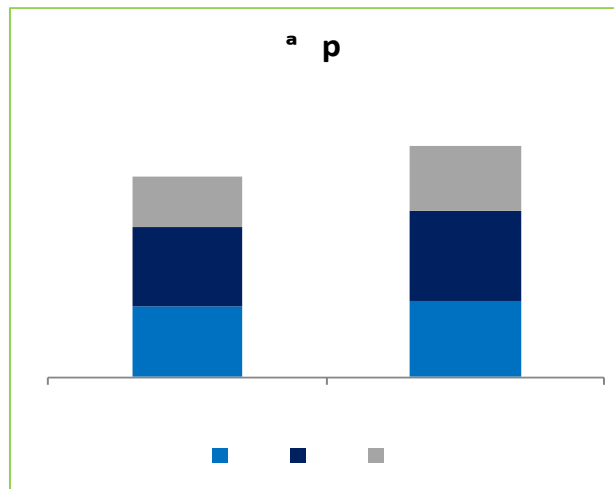
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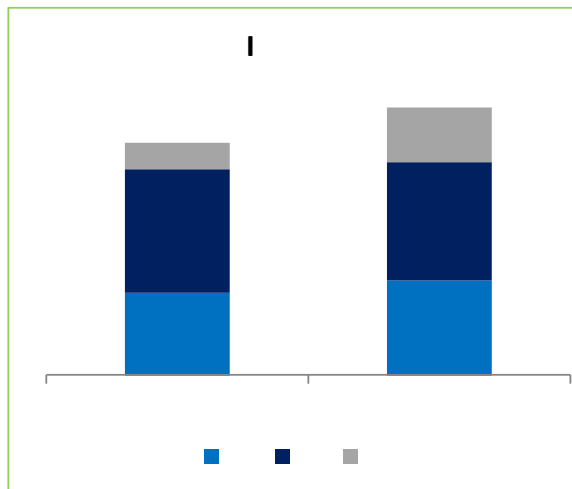
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Overall growth of 28%.

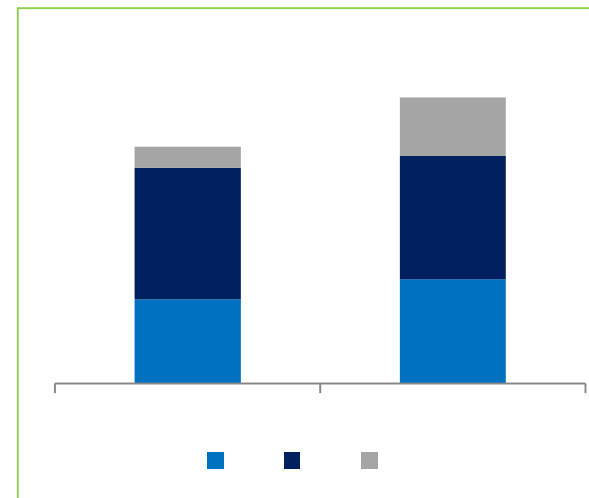
Majority growth coming from Volume growth across Domestic business and International Business

Seeds business registered a modest growth for the quarter largely coming from Paddy, Millet and Vegetable



EBITDA for the quarter increased due to higher contribution coming through volume growth across businesses and reduction in raw material cost (net of unfavorable price var)

Seeds: Improved Gross margin due to product mix



Higher contribution through volume growth, part reversal of tax provision.

Q3 FY20 - Performance Highlights : Rallis Standalone (Merged Entity)

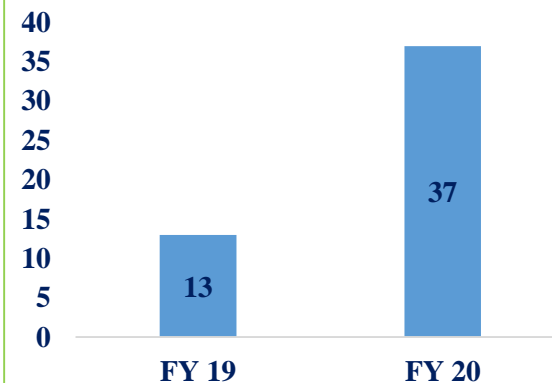
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Rallis: Overall growth of 30%, majority growth coming through volume- across Domestic and International business.

Seeds: Major Growth in Paddy ,Bajra & Vegetable

Rallis : EBITDA for the quarter increased due to higher contribution coming through volume growth across businesses and reduction in raw material cost (net of unfavorable price var)

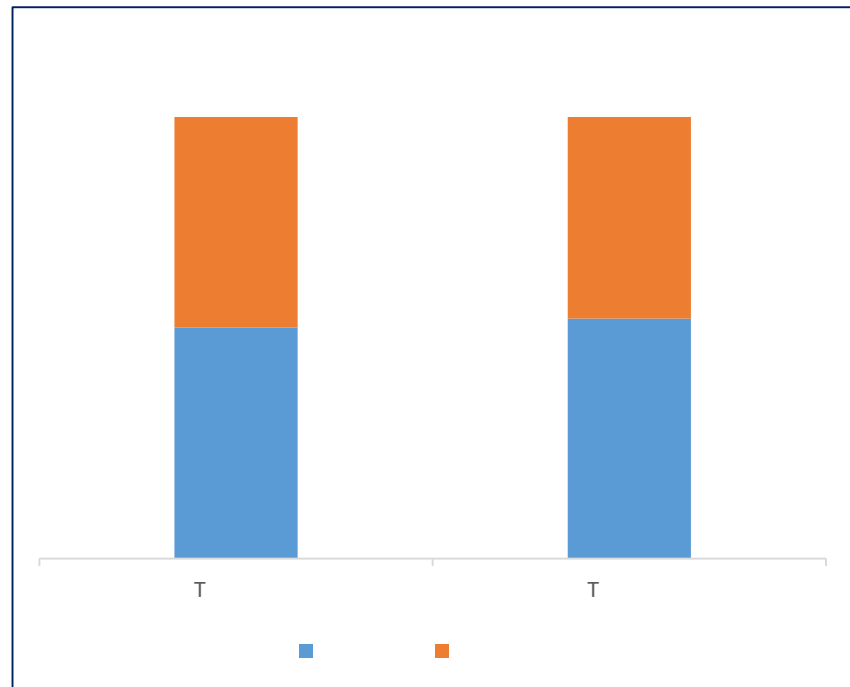
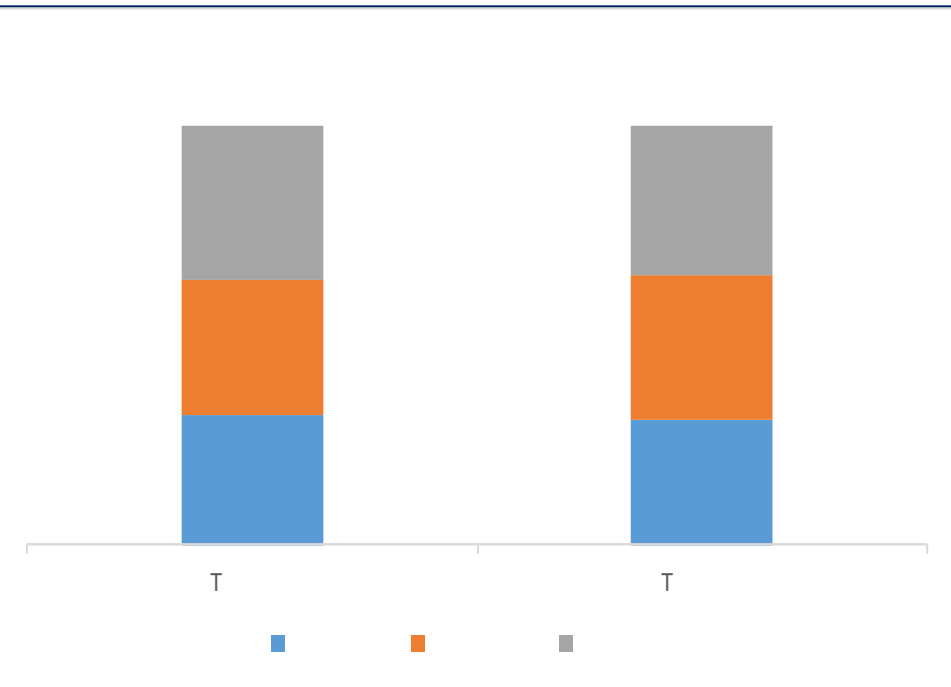
Seeds: Product mix leading to margin improvement

Higher volume growth leading to increased gross contribution coupled with Cost optimization and Tax provision reversal

Revenue Split Q3

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