



UPL LTD - Q3 & 9M FY24 RESULTS UPDATE

MUMBAI, INDIA, Feb 2, 2024 – UPL Ltd. (NSE: UPL & BSE: 512070, LSE: UPLL), today reported financial results for the third quarter ended FY24 (Oct-Dec 2023)

Financial Performance Update

In ₹ crore (Unless otherwise stated)	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY
Revenue	9,887	13,679	(28%)	29,020	37,007	(22%)
Contribution Profit	2,689	5,831	(54%)	10,847	15,889	(32%)
Contribution Margin (%)	27.2%	42.6%	(1540 bps)	37.4%	42.9%	(556 bps)
EBITDA	416	3,035	(86%)	3,583	8,145	(56%)
EBITDA Margin (%)	4.2%	22.2%	(1800 bps)	12.3%	22.0%	(966 bps)
Net Profit*	-1,217	1,087	-	-1,240	2,777	-

Note: *Net Profit attributable to equity shareholders of the company

- Revenue and EBITDA for Q3 continued to be impacted by global channel destocking and ongoing pricing pressure in post patent space exacerbated by higher rebates.
- Liquidation of high-cost inventory, and higher rebates to support channel partners, impacted contribution margin.
 - Adjusted for this temporary impact, Q3FY24 contribution margin would be ~300 bps lower vs. LY (instead of reported 1540 bps), and 9MFY24 contribution margin would be largely on par with LY.*
- Differentiated and Sustainable portfolio continued to perform better. **Share of this portfolio as % of CP revenue rose ~300 bps YoY to 32% in Q3FY24 and ~700 bps YoY to 36% in 9MFY24.**
- Reduced SG&A expenses by 19% YoY to INR 2,272 crore**

Commenting on the Q3FY24 performance, Mr. Mike Frank, CEO – UPL Corporation Ltd., said “Destocking continued to weigh down the global agrochemical market. Overall, prices remained stable QoQ in the crop protection business but came off significantly vis-à-vis the high base of previous year amid intense post-patent price competition. Given this backdrop, our Q3 performance was significantly impacted by these headwinds in line with rest of the industry, which is currently experiencing its worst downturn in decades.

However, we did see a pick-up in volumes in Latin America, and a double-digit growth in revenue in the RoW region. Our high margin differentiated and sustainable portfolio continued to outperform as revenue

share of this portfolio increased to 37% of crop protection revenue (ex-India) vs 28% last year. Contribution margins too were down only marginally versus last year adjusted for the short-term impact of high-cost inventory liquidation and higher rebates to channel partners.

We continued to implement cost optimization initiatives to align our operations with the new reality, reducing SG&A expenses by 19% YoY in Q3. We are well on track to reduce our SG&A by \$100 million in FY25 (from the base of FY23). Going forward, while we are optimistic of a progressively improved performance in Q4FY24 and Q1FY25, we expect normalized business performance from Q2FY25. Our foremost priority is reducing debt. In-line with this, we have also recently announced a rights issue of upto \$500 million and are exploring capital raise opportunities at platforms in addition to operational cash flows.”

Regional Performance Update

Region (INR crore)	Q3 FY24	Q3 FY23	YoY % Chg.	9M FY24	9M FY23	YoY % Chg.
Latin America	4,286	5,974	(28%)	12,284	15,531	(21%)
Europe	1,006	1,444	(30%)	3,529	4,525	(22%)
North America	990	2,745	(64%)	2,368	5,726	(59%)
India	860	1,075	(20%)	4,301	4,951	(13%)
Rest of the World	2,744	2,441	12%	6,538	6,273	4%
Total	9,887	13,679	(28%)	29,020	37,007	(22%)

Supplemental Information:

The results will be followed by **Earnings Concall at 17:00 IST on 2nd February 2024**. The dial-in details and registration link have been shared below.

Conference Call Details:

Location	Dial-in Number
Universal Dial-in	+91 22 6280 1518 / +91 22 7115 8879
India	1 800 120 1221 (Toll free)
Singapore	8001012045 (Toll free)
Hong Kong	800964448 (Toll free)
USA	18667462133 (Toll free)
UK	08081011573 (Toll free)

Online Registration link:

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=5653279&linkSecurityString=212b18f871>

Conference Call Replay Details:

A replay will be made available after the call and the presentation will be accessible on our website at <https://www.upl-ltd.com/investors/financial-results-and-reports/financial-results>

Location	Replay Dial in number (valid up to 9 th February 2024)
India	+91 22 71945757 Replay Code: 00271

Safe Harbor Statement

This document contains certain forward-looking statements with respect to the financial condition, results of operations and business of UPL Limited (UPL) and certain of the plans and objectives of UPL with respect to these items. Examples of forward-looking statements include statements made about our strategy, estimates of sales growth, future EBITDA, and future developments in our organic business. Forward-looking statements can be identified generally as those containing words such as “anticipates”, “assumes”, “believes”, “estimates”, “expects”, “should”, “will”, “will likely result”, “forecast”, “outlook”, “projects”, “may” or similar expressions. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These factors include, but are not limited to, domestic and global economic and business conditions, the successful implementation of our strategy and our ability to realize the benefits of this strategy, our ability to develop and market new products, changes in legislation, legal claims, changes in exchange and interest rates, changes in tax rates, raw materials and employee costs, our ability to identify and complete successful acquisitions and to integrate those acquisitions into our business, our ability to successfully exit certain businesses or restructure our operations, the rate of technological changes, political, economic and other developments in countries where UPL operates, industry consolidation and competition. As a result, UPL’s actual future results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. For a discussion of factors that could cause future results to differ from such forward-looking statements, see also Risk management, of our Annual Report.

About UPL

UPL Ltd. (NSE: UPL & BSE: 512070) is a global provider of sustainable agriculture products & solutions, with annual revenue exceeding \$6 billion. We are a purpose-led company. Through OpenAg, UPL is focused on facilitating progress for the entire agricultural value chain. We are building a network that redefines the way an entire industry thinks and works – open to fresh ideas, innovative ways, and new answers as we strive towards our mission to make every single food product more sustainable. As one of the largest agriculture solutions companies worldwide, our robust portfolio consists of biologicals and traditional crop protection solutions with more than 14,000 registrations. We are present in more than 138 countries, represented by more than 10,000 colleagues globally. For more information about our integrated portfolio of solutions across the food value chain including seeds, post-harvest, as well as physical and digital services, please visit upl-ltd.com.

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