



UPL LTD – Q2FY25 RESULTS UPDATE

MUMBAI, INDIA, November 11, 2024 – UPL Ltd. (NSE: UPL & BSE: 512070, LSE: UPLL), today reported financial results for the second quarter ended September 30, 2024.

Financial Performance Update

(₹ Crore)	Q2FY25	Q2FY24	YoY %	H1FY25	H1FY24	YoY%
Revenue	11,090	10,170	9%	20,157	19,133	5%
Contribution Profit	4,180	4,060	3%	7,764	8,158	-5%
Contribution Margin	37.7%	39.9%	(220bps)	38.5%	42.6%	(410bps)
EBITDA	1,576	1,573	0%	2,721	3,167	-14%
EBITDA margin	14.2%	15.5%	(130bps)	13.5%	16.6%	(310bps)
Net Profit*	(443)	(189)	n.a.	(827)	(23)	n.a.

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

- Revenue for the second quarter was up by 9%, driven by 16% increase in volumes, 7% decline in price and near flat Fx.
- Contribution margins primarily impacted by overall pricing pressure in crop protection segment
- Differentiated and sustainable portfolio continued to outperform; share of this portfolio as % of crop protection segment increased from ~39% in Q2FY24 to ~42% in Q2FY25
- SG&A impacted by \$16 million due to ECLs and write-offs, mainly in Latin America
- Seeds business had a margin accretive growth this quarter, driven by favorable pricing in grain sorghum and corn. The strategic investments we have made are expected to yield favorable results in the second half of the year.
- Net Debt increased by \$627 million in Q2FY25 vs year end March 24. The corresponding increase last year was \$1,639 million.

Commenting on the Q2FY25 performance, Jai Shroff, Chairman and Group CEO, said *“Our volume growth continues, and we are on the path to achieving our EBITDA and net debt guidance levels.*

With our fundamentals intact, we saw robust volume growth in our global crop protection business. In India, there was an overall positive momentum. Pushing sales closer to application season has optimized our working capital requirements and minimized likelihood of sales returns. We will continue to focus on enforcing stricter credit and inventory norms to enhance cash flows.

On our global seeds platform, Advanta, we are back on track after some headwinds in Q1. Our growth this quarter was margin accretive, driven by favorable pricing in grain sorghum and corn. The continued business momentum is expected to yield favorable results in the second half of the year.”

Commenting on the Q2FY25 performance, Mike Frank, CEO, UPL Corporation Ltd., said: *“The fundamentals in the global crop protection market continue to remain strong. We continue to see robust dealer and farmgate demand across most regions for our products, as seen in our 13% volume growth this past quarter. Leading this growth was our fungicide segment, led by mancozeb products globally, as well as other premium fungicides in Europe.*

We had continued growth in our BioSolutions NPP business, which grew 10%. Specifically, our biocontrol offerings in Latin America and Europe have received strong customer demand. Additionally, NPP was supported by biostimulant volumes in Brazil.

Aligned with our strategy, we continue to improve product mix from differentiated and sustainable segments, which has increased from ~35% last year to ~37% now.

Contribution margin compressed by ~150 bps vs Q2FY24, primarily due to pricing pressure, as well as foreign exchange impact in key countries, such as Brazil.

On SG&A, we faced challenges related to ECLs and write-offs impacting our EBITDA for the quarter, which came in 9% lower than last year Q2.”

Regional Performance Update

Revenue (₹ Crore)	Q2FY25	Q2FY24	YoY %	H1FY25	H1FY24	YoY%
Latin America	5,043	5,032	0%	7,702	7,997	(4%)
Europe	1,368	1,263	8%	2,793	2,522	11%
Rest of the World	2,550	1,981	29%	4,426	3,795	17%
North America	558	507	10%	1,794	1,378	30%
India	1,571	1,387	13%	3,443	3,441	0%
Total	11,090	10,170	9%	20,157	19,133	5%

We continue to maintain an overall positive outlook for FY25 and expect accretive margins in the second half of the year. Our focus remains on overall cash generation, and we are optimizing our inventories and other working capital items.

**Investor Call Details:
Q2 FY2025 Results Conference Call**

The results will be followed by Earnings Concall at 16:00 hrs IST on Monday, 11 November 2024. The dial-in details and registration link are given below:

Online Registration link:

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4901527&linkSecurityString=208f707ad5>

The presentation will be made available on the company website at <https://www.upl-ltd.com/investors/financial-results-and-reports/financial-results>

Conference Call Detail:

Location	Dial in number
India	1 800 120 1221 (Toll free)
Singapore	8001012045 (Toll free)
Hong Kong	800964448 (Toll free)
USA	18667462133 (Toll free)
UK	08081011573 (Toll free)
Universal Dial In	+91 22 6280 1518 +91 22 7115 8879
Replay Numbers (11-11-24 to 18-11-24)	Dial In Number: India: +91 22 71945757 Replay Code: 02311

About UPL

UPL Ltd. (NSE: UPL & BSE: 512070, LSE: UPLL) is a global provider of sustainable agriculture products and solutions, with annual revenue exceeding \$5 bn. We are a purpose-led company. Through OpenAg®, UPL is focused on accelerating progress for the food system. We are building a network that is reimagining sustainability, redefining the way an entire industry thinks and works – open to fresh ideas, innovation, 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 15,000 registrations. We are present in more than 130 countries, represented by more than 12,000 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 www.upl-ltd.com

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.

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