



Consolidated Unaudited Results

For the Quarter ended
30th June 2015

Investor Presentation 29th July 2015

Comparative Results-Q1 FY 2016

Particulars	Qtr Ending June 15			Qtr Ending June 14			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		3,064	100%		2,756	100%	11%
Domestic Revenues	1,083		35%	938		34%	15%
International Revenues	1,981		65%	1,818		66%	9%
Cost of Goods Sold		1,878	61%		1,707	62%	10%
Gross Margin		1,186	39%		1,049	38%	13%
Overheads		599	20%		527	19%	14%
EBIDTA		587	19%		522	19%	12%
Other Income / (Loss)		(25)	-1%		16	1%	-256%
Depreciation & Amortisation		108	4%		103	4%	5%
Interest & Finance Charges		102	3%		116	4%	-12%
Profit Before Tax		352	11%		319	12%	10%
Tax provision*		69	2%		77	3%	-10%
Profit After Tax		283	9%		242	9%	17%
Income from Associates		5	0%		10	0%	-50%
Minority Interest		(2)	0%		(12)	0%	-83%
Profit before Excp & prior period		290	9%		264	10%	10%
Exceptional items & Prior Period*		15	0%		(25)	-1%	-160%
Net Profit for the period		275	9%		289	10%	-5%

*Previous year Exceptional item includes Rs. 49 crores (net off taxes of Rs. 11 crores) on Profit on sale of Sipcam UPL Brazil SA.

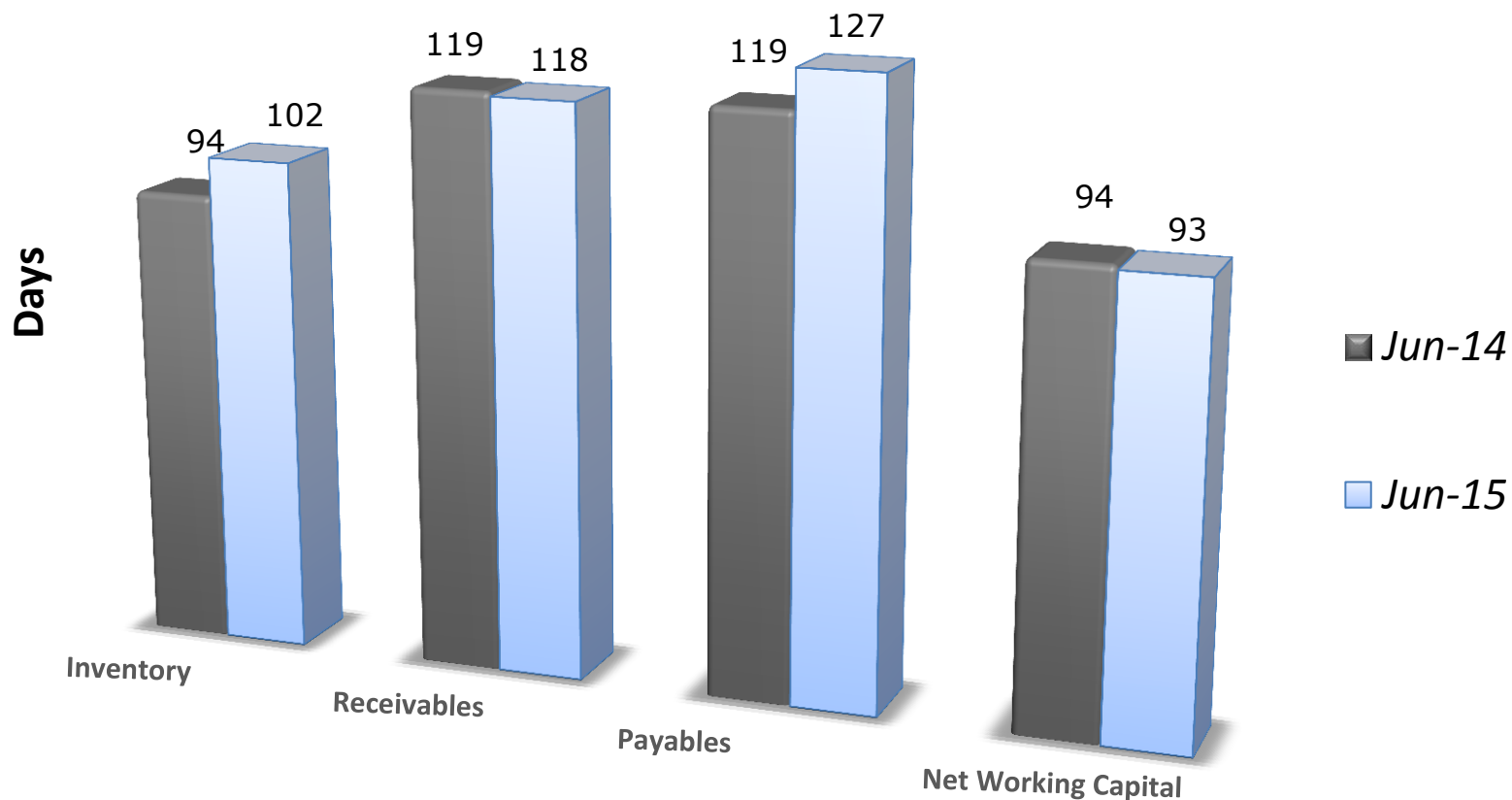
Income by Region-Q1 FY 2016 & FY 2015

Sr. No	Region	1st Qtr of FY '16		1st Qtr of FY '15		Growth	
		Crores	%	Crores	%	Crores	%
1	India	1,083	35%	938	34%	145	15%
2	Latin America	587	19%	484	18%	103	21%
3	Europe	505	17%	499	18%	6	1%
4	Rest of World	336	11%	306	11%	30	10%
5	North America	553	18%	529	19%	24	5%
	Total	3,064	100%	2,756	100%	308	11%

Sales Analysis for 1st Quarter FY 2016

Particulars	1st Qtr
Sales Growth	11%
Exchange Impact	-5%
Balance Growth	16%
Price Increase	0%
Volume Growth	16%

Working Capital Analysis



Rs. in Crore	QI FY 2015-16	QI FY 2014-15
Turnover	3,012	2,720

India

	1st Qtr of FY '16	1st Qtr of FY '15	Growth
Revenue Crores	1,083	938	15%

- Commodity prices depressed (except pulses) resulting in reduced cash flow in the market
- Power brands continue to outperform the market
- Parts of Maharashtra and Karnataka facing dry weather
- Crop shift towards cluster beans & corn affecting rice & cotton area
- New products Iris and Eros, launched last year, are expected to perform as per expectations

Latin America (Incl. Brazil)

	1st Qtr of FY '16	1st Qtr of FY '15	Growth
Revenue Crores	587	484	21%

- Brazil continues to be on strong growth curve
- However, low commodity prices a concern
- Crops in Argentina harvested with good yields. Weed resistance creating good opportunities for UPL's herbicide portfolio
- Good recovery commenced in South Cone
- 4 new products launched in LatAm
- Continued devaluation in Brazil, Mexico and Colombia is resulting in distributors delaying purchases

Europe

	1st Qtr of FY '16	1st Qtr of FY '15	Growth
Revenue Crores	505	499	1%

- Beetup Compact successfully launched in sugarbeet herbicide segment in France
- Significant devaluation of Euro suppressing real growth of ~10%
- Dry spring with low disease pressure in potato in north
- Normal disease pressure in south (vine) with increased use of our brands like Cuprofix, Bordeaux mixtures
- Early sowing of sugarbeets resulted in more spray intensity of herbicides

ROW

	1st Qtr of FY '16	1st Qtr of FY '15	Growth
Revenue Crores	336	306	10%

- Unizeb brand well accepted across Africa
- Improved market access expected through increased registrations in African countries
- Significant citrus / berries crop damage in Turkey due to frost / hail storm
- Dry spell in SE Asia with much reduced rice planting. Pyrethroid sales under pressure due to severe price competition
- Excellent acceptance of our cotton portfolio in Pakistan

North America

	1st Qtr of FY '16	1st Qtr of FY '15	Growth
Revenue Crores	553	529	5%

- Late planting of Soya by > 30 days. Herbicide consumption will increase due to wet season
- Sales of our new herbicides (Lifeline and Satellite) increasing as per expectation. “Over the top” segment opened with Interline brand
- Fungicide consumption reduced due to continued dry conditions in west
- Insects pressure is low so far
- Aquatic products show upside from FWCC (aquatic segment)

Financial Results for April-June'15

In Crores

Particulars	Quarter ended 30.06.2015 (Unaudited)	Quarter ended 31.03.2015 (Audited)	Quarter ended 30.06.2014 (Unaudited)	Year ended 31.03.2015 (Audited)
Income				
a) Net Sales	3,012	3,563	2,720	11,911
b) Other Income from Operations	52	61	36	180
Total Income	3,064	3,624	2,757	12,091
Expenditure				
a) Consumption of RM, PM, TR goods	1,502	1,863	1,324	6,024
b) Employee benefits expenses	289	271	253	1,043
c) Depreciation / Amortisation	108	103	103	425
d) Other Expenses	686	705	657	2,661
Total	2,585	2,943	2,337	10,153
Profit from Operations before Oth Inc, Fin cost & Excep items	479	681	419	1,938
Other Income	(25)	(49)	16	(3)
Profit from Operations before Interest and Exceptional items	454	632	435	1,935
Interest and Finance Cost	102	122	116	517
Profit after Interest but before Exceptional Items	352	510	319	1,418
Exceptional Items	13	13	(36)	3
Profit from Ordinary Activities before Tax	339	497	355	1,415
Prior Period Adjustments	2	(4)	0	5
Profit from Ordinary Activities before Tax	337	501	355	1,410
Tax expense	69	50	88	244
Net Profit from Ordinary Activities after Tax	268	451	267	1,166
Less : Minority Interest	(2)	3	(12)	43
Add : Share of Profit from Associate Co	5	(8)	10	21
Net Profit After Tax with Income from Associate Co.	275	440	289	1,144

THANK YOU