



Values

Live new UPL



Always human

We are all about connecting with people, in a human way – showing respect, demonstrating trust, celebrating diversity. For us, technology is an enabler, not the endgame. We see the value in human connectivity and how it creates new opportunities for everyone. With this, comes our promise to protect people's safety in every way we can.



Nothing's impossible

There isn't any limit to our ambition or our ability to grow. We are not afraid to run with new ideas, work with new partners, anticipate new needs, push ourselves beyond our comfort zones or simply ask 'Why not?'. We dare to change the game and create a new food economy for the world.



Win-Win-Win

We serve a cause bigger than ourselves – sustainability of global food systems. We win when we create sustainable solutions based on responsible choices, when everyone we serve and partner with grows too, and when together we achieve sustainable growth for society as a whole - the biggest win of all.

Work new UPL



One team, one focus

We are one team, for maximum impact. One team with shared goals. We all play for the team and no one plays against the team. We have a laser-like focus on what our customers need and want, on anticipating their future needs and how we can create innovative solutions and experiences for them.



Agile

No one is faster or more efficient. We thrive on targets and challenges that, while possibly daunting at first glance, only excite and energise us. Wherever we operate, speed and agility are in our DNA. The world needs our urgency.



Keep it simple, make it fun

Food systems are highly complex and present huge challenges. We cut through this by keeping it simple. People value simplicity, customers especially. And everyone likes fun, so let's have some, doing what we love to do.

Forward-looking statement

This document contains statements about expected future events and financial and operating results of UPL, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the UPL Annual Report 2018-19.

UPL in numbers

22,077

Revenues in FY2019 (₹ in crore)

4,111

EBITDA in FY2019 (₹ in crore)

1,447

Net Profit in FY2019 (₹ in crore)

48

Manufacturing Facility locations

1,023

Patents granted

>12,400

Registrations

>138

Countries of presence

5th

Rank among global crop protection product players (trailing twelve months basis)

10,300+

Number of employees

75

Number of countries, workforce representation

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'OpenAg'

A new UPL

An open agriculture
network for the world
that feeds sustainable
growth for all.

No limits, no borders.

Modern agriculture faces multiple challenges

Population

The challenge of feeding a growing global population in the midst of growing resource scarcity.

Resilient

The challenge of making agriculture climate-smart and farming more resilient to global warming.

Affordability

The challenge of making new agro technologies affordable for every single farmer, strengthening profitability while reducing environment impact.

Productivity

The challenge of enhancing farmer productivity with relevant inputs; minimizing risks associated with traditional farming practices.

Model

Addressing challenges with a new model that converges different players across the value-chain.

Purpose

Connecting farmers to food processors to supermarkets to consumers around a new purpose.

Vision

...

Our vision is to be an icon for growth, technology and innovation. We only have one vision and it is not highlighted by the year.

Mission

...

Change the game – to make every single food product more sustainable.

How OpenAg is equipped to address

The only way the challenge of growing more food for the world in a declining quantum of land area can be met is through a new model - one that brings together different stakeholders together across the food value chain.

From farmers to food processors to supermarkets to consumers – around a new purpose.

A purpose we call 'OpenAg'.

A purpose where we play a new role by creating a network that changes the way the food system thinks and works - exposing it to new ideas, new possibilities and new solutions.

OpenAg will change the game

At UPL Limited, OpenAg, will change the game by creating a society where agriculture is valued, outputs are sustainable and farmers are able to prosper.

The acquisition of Arysta LifeScience, has helped by the foundation for 'OpenAg'.





Eight things you need to
know about UPL Limited.

The world's fifth largest
post-patent crop protection
products company.

And the world's fastest
growing in this space.

01 Pedigree

UPL Limited is a global crop protection company of Indian origin. Founded in 1969 by Mr. R. D. Shroff (Chairman), the Company is backed by a team of motivated and experienced industry professionals. The Company is listed on the National Stock Exchange and Bombay Stock Exchange in India. The Company's market capitalisation as on 31st March 2019 stood at ₹48,693 crore.

02 Leading

UPL acquired Arysta LifeScience, a global provider of innovative crop protection solutions, in early 2019. The acquisition will enhance UPL's position as a global leader in agricultural solutions with close to US\$ 5 billion in combined sales and EBITDA of ~US\$ 1 billion as well as a portfolio of more than 12,400 product registrations. UPL has a strong presence in India, the Americas and Western Europe while Arysta has a relatively stronger presence in Africa, Russia and Eastern Europe.

03 Solutions-oriented

UPL has transformed from a crop protection products provider to a complete crop solutions partner, enhancing food security across the world. The Company has diversified its portfolio across seeds, seed treatment solutions, post-harvest solutions and industrial chemicals. UPL's large basket of crop protection products safeguard crops against pest infestations. It has also created a retail chain in select geographies to provide one-stop solution to farmers.

04 Global presence

UPL's products are marketed in more than 138 countries, strengthening its global positioning and de-risking the business from an excessive dependence on any single region. The Company accounts for around 14% share of India's organised crop protection products sector. The Company has or direct global presence in major markets with a direct access to distribution and with sales forces deployed across more than 40 nations.

05 All-encompassing

UPL's product portfolio comprises fungicides, herbicides, insecticides, plant growth regulators, rodenticides, specialty chemicals, nutri-feeds, seeds and seed treatment products. With Arysta under its wing, UPL will bolster its portfolio of BioSolutions and Seed Treatment products. It has also ventured into providing value-added services in select markets.

06 Innovative

UPL's investments in research and innovation have helped the Company generate 1,023 patents and more than 12,400 product registrations worldwide.

07 Comprehensive

UPL has expanded across the sectoral value-chain, from R&D and registrations to manufacturing, packaging and marketing, making it possible to emerge as one of the most comprehensive crop protection product companies in the world.

08 Awards and achievements

2012: 'Agriculture Leadership' award for Mr. Rajju Shroff and Mr. Vikram Shroff

2013: Ernst & Young 'Entrepreneur of the Year' award

2015: 'Lifetime Achievement' award by AGROW for Mr. Rajju Shroff

2016: First position in the agrochemical sector for UPL (Dun & Bradstreet's 'Top-500 Companies in 2016')

2017: IIRIM – India Green Manufacturing Challenge 2016 – 'Silver and Special' awards (Unit#2)

2018: Frost & Sullivan - TERI Sustainability 4.0 Awards 2018 - 1st Runner-up, Challengers category
Frost & Sullivan and TERI Sustainability 4.0 Awards 2018 - Challengers Award - Large Business, Process Sector

Gold Award 'Brands for Environment' for year 2018 - Top 10 Environment Friendly Factories in the country

Gold Award 'Friendly Green Factory' for Year 2018 - 'TOP 20 Clean and Green Factory' in Country

Gold Award 'Sustainable development' for Year 2018 - 'Top 20 Factory for sustainable development, innovation and Systems' in the country

Outstanding business award, India Manufacturing Excellence Award (IMEA) 2018 by Frost & Sullivan - Gold Certificate of Merit

India Green Manufacturing Challenge (IGMC) by Frost & Sullivan - Silver Award

National Awards for Manufacturing Competitiveness, (NAMC 2017-2018) - Gold medal.



Started manufacturing red phosphorus



- Entered the crop protection products sector
- Started exporting products



Began production of yellow phosphorus at Ankleshwar



- Acquired the UK-based MTM Agrochemical to gain access to the European herbicides market
- Commenced operations at the Jhagadia plant, UPL's largest manufacturing site, with a cumulative capacity of 240,000 metric tonnes per annum

Milestones



- Acquired Cerexagri for boosting revenues significantly through its global distribution network
- Successfully completed a QIP issue of equity shares



- Acquired RiceCo for leveraging the global sales and marketing network for the rice segment
- Acquired Manzate brand, strengthening its fungicide portfolio



- Acquired DVA Agro and SIB for gaining entry into Brazil



- Crossed ₹100 billion in revenues
- Introduced Unizeb Gold

