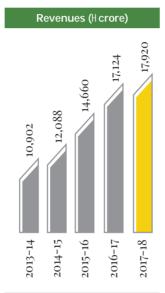
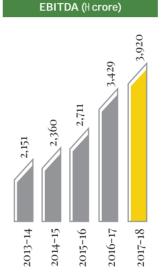
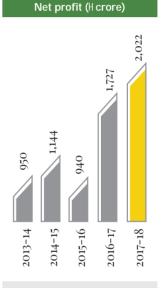
UPL. Consistently outperforming. Enriching farmers. Enhancing stakeholder value.







Definition

Revenues (including Other Income)

Why is this measured?

To measure the Company's ability in comprehending global demand trends, enhancing supply chain efficiency and strengthening product acceptance

What does it mean?

Aggregate sales increased by 5% to reach H17,920 crore in FY2017-18 due to increasing demand for existing products and strategic launch of new ones.

Value impact

Improved product offtake and enhanced the Company's sectoral reputation.

Definition

Earning (including other income) before the deduction of fixed expenses (interest, depreciation, extraordinary items and tax)

Why is this measured?

It is an index that showcases the Company's ability to optimise operating costs despite inflationary pressures and can be easily compared with sectoral peers.

What does it mean?

Helps create a robust growth engine and allows the Company to build profits in a sustainable manner.

Value impact

The Company's EBIDTA grew every single year through the last 5 years. The Company reported a 14% increase in its EBIDTA in FY2017-18 – an outcome of painstaking efforts in improving operational efficiency.

Definition

Profit earned during the year after deducting all expenses and provisions

Why is this measured?

It highlights the strength in the business model in generating value for its shareholders.

What does it mean?

Ensures that adequate cash is available for reinvestment and allows the Company's growth engine to sustain.

Value impact

The Company reported a 17% increase in its net profit in FY2017-18 – reflecting the robustness and resilience of the business model in growing shareholder value despite external vagaries.