

August 2, 2022

Q1FY23 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY23E	FY24E	FY23E	FY24E
Rating	BUY		BUY	
Target Price	1,020		1,010	
Sales (Rs. m)	5,31,423	5,73,953	5,10,425	5,51,472
% Chng.	4.1	4.1		
EBITDA (Rs. m)	1,19,039	1,32,009	1,15,356	1,27,942
% Chng.	3.2	3.2		
EPS (Rs.)	61.5	72.9	61.4	71.9
% Chng.	0.2	1.3		

Key Financials - Consolidated

Y/e Mar	FY21	FY22	FY23E	FY24E
Sales (Rs. m)	3,86,940	4,62,400	5,31,423	5,73,953
EBITDA (Rs. m)	85,590	1,01,650	1,19,039	1,32,009
Margin (%)	22.1	22.0	22.4	23.0
PAT (Rs. m)	30,662	38,917	47,059	55,744
EPS (Rs.)	40.1	50.9	61.5	72.9
Gr. (%)	34.1	26.9	20.9	18.5
DPS (Rs.)	10.0	10.0	10.0	10.0
Yield (%)	1.3	1.3	1.3	1.3
RoE (%)	17.9	19.7	20.1	20.3
RoCE (%)	13.8	16.4	18.2	20.0
EV/Sales (x)	2.1	1.7	1.5	1.3
EV/EBITDA (x)	9.4	7.9	6.7	5.7
PE (x)	19.1	15.1	12.5	10.5
P/BV (x)	3.3	2.7	2.3	2.0

Key Data

UPLL.BO | UPLL IN

52-W High / Low	Rs.848 / Rs.608
Sensex / Nifty	58,116 / 17,340
Market Cap	Rs.576bn/ \$ 7,288m
Shares Outstanding	751m
3M Avg. Daily Value	Rs.1834.13m

Shareholding Pattern (%)

Promoter's	28.96
Foreign	36.45
Domestic Institution	16.45
Public & Others	18.14
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	19.2	(2.2)	(5.1)
Relative	8.6	(1.0)	(14.1)

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UPL (UPLL IN)

Rating: BUY | CMP: Rs767 | TP: Rs1,020

Strong operational performance; raises FY23 revenue and EBITDA guidance.!!

Quick Pointers:

- Volume and Price growth of 6% and 18% YoY respectively
- Net debt (including perpetual bond) stood at ~Rs294bn, up Rs75.7bn sequentially

Citing positive demand scenario globally coupled with better realizations, UPL raised its revenue and EBITDA growth guidance to 12-15% and 15-18% in FY23E (earlier 10% and 12-15% YoY), with growth to be driven by focus on differentiated solutions and new product launches. While, the company expects to reduce debt by USD400mn in FY23E. We broadly maintain our FY23/24 estimates. We expect UPL to clock Revenue/PAT CAGR of 11%/20% over FY22-24E. Maintain 'BUY' with a revised TP of INR1020 (earlier Rs1010) based on 14x FY24E EPS.

UPL reported 1QFY23 revenue/EBITDA/PAT of Rs108.2bn/Rs23.4bn/Rs9.4bn (+27%/+26%/+29% YoY). Results were ahead of our and consensus estimates. Key highlights are: (a) volume and price growth of 6%/18% YoY respectively; (b) all geographies barring India posted double digit growth; (c) gross margin improved 40bps YoY aided by favorable product and superior pricing; (d) EBITDA margins maintained flat amid an inflationary cost scenario (down 20bps YoY) to 21.7%; (e) Net debt (including perpetual bond) stood at Rs294bn, up Rs50.1bn YoY (up Rs75.7bn sequentially) largely led by inflated WC and higher factoring of receivables; (f) NWC has increased by 17 days YoY to 108 days led by short-term inventory build-up due to strong demand and uncertainties in supply-chain coupled with increase in receivables on the back of strong growth in LATAM.

- All geographies barring India posted double digit growth:** Consolidated revenues at Rs108.2bn (+27% YoY) were ahead of our and consensus estimates of Rs96bn and Rs97bn respectively. Volume growth of 6% YoY, while positive price variance of 18% YoY and positive 3% FX has resulted into 27% YoY growth in 1QFY23. All the regions posted positive growth with LATAM/ NAFTA/ Europe/ Row/India recording 38%/47%/14%/31%/8% YoY growth respectively. Growth was primarily driven by (a) strong growth in herbicide and insecticides segment; (b) better price realizations led by healthy demand and comfortable channel inventory; (c) accelerated growth in differentiated products across regions.
- Margin stable despite inflationary RM cost environment:** Gross Margins were up 40bps YoY led by price hikes taken in the recent past to mitigate the inflated RM cost and higher contribution of differentiated products. While, lower employee and higher other expenses -60bps and +130bps YoY has restricted EBITDA margins contraction by 20 bps YoY to 21.7% (Our/Consensus estimates of 22.2%/21.5%). Forex loss in finance cost and other income stood at Rs1.09bn during 1QFY23 vs Rs2.9bn in same quarter last year. Adjusted PAT came in at Rs9.4bn (PLe Rs6.9bn). Exceptional item of Rs780mn (net of tax Rs640mn) is largely towards loss on account of fire in a plant, restructuring cost in Europe, litigation cost and severance related charges.

■ **Debt on the higher side led by higher WC and seasonality of business:**

As on June 30, 2022 Net debt stood at Rs294.6bn (including perpetual bond of Rs29.9bn, considered as equity), up Rs50.1bn YoY/ Rs75.7bn QoQ. Increase in debt was largely led by increase in working capital (WC) primarily led by a) higher revenue growth of 27% YoY; b) short-term inventory build-up due to strong demand and uncertainties in supply-chain; c) increase in receivables on the back of strong growth in LATAM. While the company has done higher factoring of receivables of Rs90.1bn as against Rs70.4bn in the same period last year coupled with adverse FX impact of Rs5.9bn in order to have a lesser impact of forex on interest cost has resulted into higher debt. However, notwithstanding the a) reduced quantum of factoring, and b) FX impact; the implied increase in net debt on a sequential basis would have been lower at Rs33.9bn as against Rs75.7bn. Despite inflated WC, UPL remained confident to achieve its debt reduction guidance of USD400mn during FY23E.

Other Key Highlights

- **LATAM:** UPL posted 38% YoY growth in the LATAM revenues primarily driven by strong growth led by pricing in herbicide and insecticides segment in Brazil and Argentina markets. The company posted strong double digit growth in NPP Bio solutions in the Mexican and Andean region. While better price realizations in Perito led to an overall good performance from the region.
- **Europe:** UPL posted 13% YoY growth in the European region primarily on the back of strong growth in France led by NPP Bio solutions. While central Europe witnessed a good mix of higher volumes and improved pricing leading to better growth from the region. Growth in the region was impacted by a) regulatory issues in the region led to ban of products; b) escalated geo-political tensions between Russia-Ukraine and c) currency devaluation (Euro/INR depreciated by 7% YoY in 1QFY23). Strong performance driven by fungicides, herbicides and Bio-solutions segment aided to offset the loss from the region. Going ahead, UPL has guided for mid-single digit sort of growth from the region to be backed by better product mix supported by strong sales of differentiated & sustainable solutions (higher growth and better margin products).
- **North America:** UPL posted 47% YoY growth in the NAFTA regions primarily led by higher volume growth and superior price realizations in glufosinate from the region. Improved commodity prices coupled with tight supply of key products has in turn resulted into an overall healthy performance from the region. Going forward, the company remains upbeat led by better traction from the Non-selective herbicides supported by better price realizations. However, the channel inventory is slightly on the higher end led by heavy stocking of herbicides amid supply concerns.
- **India:** UPL posted 8% YoY growth in the domestic market primarily led by delayed start of the South-west monsoons impacting the liquidation during the quarter. Growth in 1Q23 was largely led by better performance from herbicide segment and healthy demand from newly launched products (Shenzi, Triskele, and Trishuk). Further, favorable commodity prices have helped to fetch better realizations.

- **RoW:** UPL posted 31% YoY growth in the RoW region during 1QFY23 primarily led by improved pricing, better product mix supported by healthy volume growth. Sales in China was impacted due to lockdowns, unfavorable weather conditions and higher channel inventory. While better growth witnessed in the central African region.
- **Advanta Seeds- Robust traction in revenue and EBITDA:** Advanta seeds reported 28% YoY in revenues to Rs8.41bn primarily driven by strong growth in a) field corn in India; b) Canola in Australia and c) Field and fresh corn in Thailand. However, subdued grain sorghum season in Argentina partially offset the growth. While, better realizations in Corn and Canola coupled with favorable product mix has in turn resulted into a 28% YoY growth in EBITDA during 1QFY23.
- **Interest Expenses:** Interest expense grew by 50% on YoY on account of a) higher borrowing cost amid rising interest cost scenario up Rs1.9bn (up 70% YoY). The company had Mark to market (MTM) gains of Rs880mn in respect of advance sales orders as compared to net exchange loss of Rs2.0bn in 1QFY22.
- **Net working capital:** NWC has increased by 17 days YoY to 108 days led by a) robust growth of 27% in sales, b) short-term inventory build-up due to strong demand and uncertainties in supply-chain, and c) increase in receivables on the back of strong growth in LATAM.
- **Guidance:** Citing positive demand scenario globally, UPL raised its revenue and EBITDA growth guidance to 12-15% and 15-18% in FY23E (earlier 10% and 12-15% YoY), with growth to be driven by focus on differentiated solutions and new product launches. While, the company expects to reduce debt by USD400mn in FY23. Further, better operating leverage coupled with synergy benefits and price hike in local currency is likely to support margins going forward.

Exhibit 1: Q1FY23 Result Overview (Rs mn)

(Rs mn)	1QFY23	1QFY22	YoY(%)	4QFY22	QoQ (%)	FY23E	FY22	YoY(%)
Revenue	1,08,210	85,150	27.1	1,58,610	(31.8)	5,31,423	4,62,400	14.9
Raw material costs	46,640	37,030	26.0	79,940	(41.7)	2,57,209	2,20,720	16.5
Gross profit	61,570	48,120	28.0	78,670	(21.7)	2,74,214	2,41,680	13.5
Employee costs	12,440	10,300	20.8	13,470	(7.6)	54,205	46,220	17.3
Other expenses	25,700	19,190	33.9	29,280	(12.2)	1,00,970	93,810	7.6
Total operating expenses	38,140	29,490	29.3	42,750	(10.8)	1,55,176	1,40,030	10.8
EBITDA	23,430	18,630	25.8	35,920	(34.8)	1,19,039	1,01,650	17.1
Depreciation	5,880	5,510	6.7	6,420	(8.4)	26,685	23,590	13.1
EBIT	17,550	13,120	33.8	29,500	(40.5)	92,353	78,060	18.3
Less: Interest Expense	5,190	6,070	(14.5)	8,000	(35.1)	23,700	22,950	3.3
Add: Other income	-1,240	-410	NA	-960	NA	200	-3,550	NA
Profit Before Tax	11,120	6,640	67.5	20,540	(45.9)	68,853	51,560	33.5
Less: Provision for Tax	730	-1,407	NA	2,952	(75.3)	13,771	5,873	134.5
Less: Minority Interest	980	760	28.9	2,420	(59.5)	8,024	6,770	18.5
Adjusted Profit	9,410	7,287	29.1	15,168	(38.0)	47,059	38,917	20.9
Add: Exceptional items (net of tax)	640	517	23.8	1,378	(53.6)	2,500	2,657	(5.9)
Reported Profit	8,770	6,770	29.5	13,790	(36.4)	44,559	36,260	22.9
Adjusted EPS	12.3	9.5	29.1	19.8	(38.0)	61.5	50.9	20.9
As % of revenues								
COGS	43.1	43.5		50.4		48.4	47.7	
Gross profit	56.9	56.5		49.6		51.6	52.3	
Employee costs	11.5	12.1		8.5		10.2	10.0	
Other expenses	23.8	22.5		18.5		19.0	20.3	
Total operating expenses	35.2	34.6		27.0		29.2	30.3	
EBITDA	21.7	21.9		22.6		22.4	22.0	
Net profit	8.7	8.6		9.6		8.9	8.4	

Source: Company, PL

Exhibit 2: Robust growth driven by higher realizations

	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23
Volume growth	0	19	7	18	6	15	11	3	6
Realization impact	(1)	(1)	1	1	2	3	13	19	18
Forex impact	0	(4)	(5)	(4)	1	0	0	2	3
Total (%)	(1)	14	3	15	9	18	24	24	27

Source: Company, PL

Exhibit 3: All geographies barring India posted double digit revenue growth

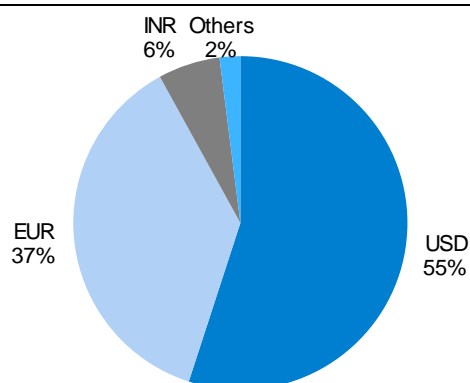
Geography	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23
NAFTA	10,270	7,730	13,520	25,390	12,210	9,580	21,170	35,120	17,960
India	15,110	14,090	9,060	8,510	19,140	14,830	9,070	13,840	20,670
Europe	17,030	10,220	11,200	25,770	15,220	13,360	14,060	26,290	17,280
ROW	15,780	15,030	18,990	20,640	13,500	17,020	21,850	25,750	17,650
LATAM	20,150	42,330	38,490	47,660	25,070	50,880	46,830	57,610	34,640
Total Sales	78,340	89,400	91,260	1,27,970	85,140	1,05,670	1,12,980	1,58,610	1,08,200
NAFTA	(14.1)	8.7	5.0	4.0	18.9	23.9	56.6	38.3	47.1
India	26.7	17.9	21.0	23.2	26.7	5.3	0.1	62.6	8.0
Europe	0.9	6.2	30.1	16.9	(10.6)	30.7	25.5	2.0	13.5
ROW	10.3	27.2	6.1	(14.4)	(14.4)	13.2	15.1	24.8	30.7
LATAM	(16.0)	12.4	(8.4)	40.5	24.4	20.2	21.7	20.9	38.2

Source: Company, PL

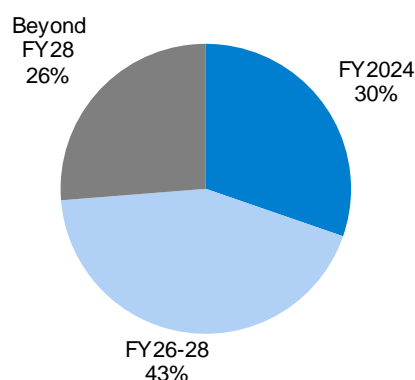
Exhibit 4: Quarterly Debt Movement

Cash Flow Metrics	FY22	1QFY23
Sources		
PAT + Depreciation	59,850	14,650
Increase in Debt	-150	75,740
Total Sources	59,700	90,390
Application		
Working Capital	11,240	56,080
Capex	27,030	9,410
Dividend paid	9,220	0
Investment in subsidiaries	0	0
Miscellaneous	12,210	24,900
Total Utilisations	59,700	90,390

Source: Company, PL

Exhibit 5: Debt Profile of UPL- By Currency


Source: Company, PL

Exhibit 6: Debt Profile of UPL- By Maturity


Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
Net Revenues	3,86,940	4,62,400	5,31,423	5,73,953
YoY gr. (%)	8.2	19.5	14.9	8.0
Cost of Goods Sold	1,90,960	2,20,720	2,57,209	2,76,645
Gross Profit	1,95,980	2,41,680	2,74,214	2,97,308
Margin (%)	50.6	52.3	51.6	51.8
Employee Cost	37,120	46,220	54,205	58,543
Other Expenses	60,370	74,520	85,028	89,537
EBITDA	85,590	1,01,650	1,19,039	1,32,009
YoY gr. (%)	20.5	18.8	17.1	10.9
Margin (%)	22.1	22.0	22.4	23.0
Depreciation and Amortization	21,730	23,590	26,685	28,706
EBIT	63,860	78,060	92,353	1,03,303
Margin (%)	16.5	16.9	17.4	18.0
Net Interest	20,600	22,950	23,700	21,350
Other Income	510	(3,550)	200	(20)
Profit Before Tax	43,770	51,560	68,853	81,933
Margin (%)	11.3	11.2	13.0	14.3
Total Tax	7,288	5,873	13,771	16,387
Effective tax rate (%)	16.7	11.4	20.0	20.0
Profit after tax	36,482	45,687	55,083	65,547
Minority interest	6,240	8,110	9,364	11,143
Share Profit from Associate	420	1,340	1,340	1,340
Adjusted PAT	30,662	38,917	47,059	55,744
YoY gr. (%)	34.1	26.9	20.9	18.5
Margin (%)	7.9	8.4	8.9	9.7
Extra Ord. Income / (Exp)	1,952	2,657	2,500	2,500
Reported PAT	32,613	41,574	49,559	58,244
YoY gr. (%)	16.6	27.5	19.2	17.5
Margin (%)	8.4	9.0	9.3	10.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	32,613	41,574	49,559	58,244
Equity Shares O/s (m)	765	765	765	765
EPS (Rs)	40.1	50.9	61.5	72.9

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
Non-Current Assets				
Gross Block	2,68,360	3,00,470	3,25,430	3,50,070
Tangibles	1,56,890	1,89,790	2,14,750	2,39,390
Intangibles	1,11,470	1,10,680	1,10,680	1,10,680
Acc: Dep / Amortization	85,420	1,09,010	1,35,695	1,64,401
Tangibles	85,420	1,09,010	1,35,695	1,64,401
Intangibles	-	-	-	-
Net fixed assets	1,82,940	1,91,460	1,89,735	1,85,669
Tangibles	71,470	80,780	79,055	74,989
Intangibles	1,11,470	1,10,680	1,10,680	1,10,680
Capital Work In Progress	8,990	11,840	11,840	11,840
Goodwill	1,76,890	1,83,640	1,83,640	1,83,640
Non-Current Investments	5,810	10,820	10,820	10,820
Net Deferred tax assets	(9,960)	(3,990)	(3,990)	(3,990)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	370	8,400	8,400	8,400
Inventories	94,220	1,30,780	1,33,889	1,36,428
Trade receivables	1,30,260	1,53,340	1,82,053	1,96,623
Cash & Bank Balance	48,530	61,200	41,385	60,380
Other Current Assets	-	-	-	-
Total Assets	7,04,310	8,26,790	8,39,800	8,74,701
Equity				
Equity Share Capital	1,530	1,530	1,530	1,530
Other Equity	1,77,480	2,15,220	2,50,560	2,94,586
Total Network	1,79,010	2,16,750	2,52,090	2,96,116
Non-Current Liabilities				
Long Term borrowings	2,53,460	2,45,910	2,15,910	1,85,910
Provisions	-	-	-	-
Other non current liabilities	14,160	10,950	10,950	10,950
Current Liabilities				
ST Debt / Current of LT Debt	14,140	42,610	42,610	42,610
Trade payables	1,25,250	1,65,520	1,69,124	1,85,693
Other current liabilities	54,740	73,830	77,896	82,202
Total Equity & Liabilities	7,04,310	8,26,790	8,39,800	8,74,701

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E
PBT	41,810	49,660	68,853	81,933
Add. Depreciation	21,730	23,590	26,685	28,706
Add. Interest	20,600	22,950	23,700	21,350
Less Financial Other Income	510	(3,550)	200	(20)
Add. Other	(1,790)	(3,530)	(10,724)	(12,283)
Op. profit before WC changes	82,350	92,670	1,08,515	1,19,706
Net Changes-WC	(2,140)	(17,670)	(26,881)	904
Direct tax	(7,250)	(10,040)	(13,771)	(16,387)
Net cash from Op. activities	72,960	64,960	67,863	1,04,224
Capital expenditures	(20,650)	(25,650)	(24,960)	(24,640)
Interest / Dividend Income	1,960	2,870	200	(20)
Others	(2,320)	(15,410)	-	-
Net Cash from Invt. activities	(21,010)	(38,190)	(24,760)	(24,660)
Issue of share cap. / premium	-	-	-	-
Debt changes	73,570	96,840	(30,000)	(30,000)
Dividend paid	(4,580)	(9,220)	(9,218)	(9,218)
Interest paid	(16,550)	(19,410)	(23,700)	(21,350)
Others	(1,19,570)	(87,420)	-	-
Net cash from Fin. activities	(67,130)	(19,210)	(62,918)	(60,568)
Net change in cash	(15,180)	7,560	(19,815)	18,995
Free Cash Flow	72,960	64,960	67,863	1,04,224

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q2FY22	Q3FY22	Q4FY22	Q1FY23
Net Revenue	1,05,670	1,12,970	1,58,610	1,08,210
YoY gr. (%)	18.2	23.8	24.0	27.1
Raw Material Expenses	52,210	51,540	79,940	46,640
Gross Profit	53,460	61,430	78,670	61,570
Margin (%)	50.6	54.4	49.6	56.9
EBITDA	20,450	26,650	35,920	23,430
YoY gr. (%)	13.1	20.7	26.5	25.8
Margin (%)	19.4	23.6	22.6	21.7
Depreciation / Depletion	5,660	6,000	6,420	5,880
EBIT	14,790	20,650	29,500	17,550
Margin (%)	14.0	18.3	18.6	16.2
Net Interest	3,920	5,210	6,280	6,070
Other Income	(340)	(1,590)	(2,680)	(360)
Profit before Tax	10,530	13,850	20,540	11,120
Margin (%)	10.0	12.3	13.0	10.3
Total Tax	2,562	1,765	2,952	730
Effective tax rate (%)	24.3	12.7	14.4	6.6
Profit after Tax	7,968	12,085	17,588	10,390
Minority interest	1,300	2,290	2,420	980
Share Profit from Associates	-	-	-	-
Adjusted PAT	6,668	9,795	15,168	9,410
YoY gr. (%)	4.5	35.0	34.4	29.1
Margin (%)	6.3	8.7	9.6	8.7
Extra Ord. Income / (Exp)	(328)	(435)	(1,378)	(640)
Reported PAT	6,340	9,360	13,790	8,770
YoY gr. (%)	36.9	17.9	29.7	29.5
Margin (%)	6.0	8.3	8.7	8.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	6,340	9,360	13,790	8,770
Avg. Shares O/s (m)	765	765	765	765
EPS (Rs)	8.7	12.8	19.8	12.3

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY21	FY22	FY23E	FY24E
Per Share(Rs)				
EPS	40.1	50.9	61.5	72.9
CEPS	68.5	81.7	96.4	110.4
BVPS	234.0	283.3	329.5	387.1
FCF	95.4	84.9	88.7	136.2
DPS	10.0	10.0	10.0	10.0
Return Ratio(%)				
RoCE	13.8	16.4	18.2	20.0
ROIC	12.9	17.0	16.1	18.4
RoE	17.9	19.7	20.1	20.3
Balance Sheet				
Net Debt : Equity (x)	1.2	1.0	0.8	0.5
Net Working Capital (Days)	94	94	101	94
Valuation(x)				
PER	19.1	15.1	12.5	10.5
P/B	3.3	2.7	2.3	2.0
P/CEPS	11.2	9.4	8.0	7.0
EV/EBITDA	9.4	7.9	6.7	5.7
EV/Sales	2.1	1.7	1.5	1.3
Dividend Yield (%)	1.3	1.3	1.3	1.3

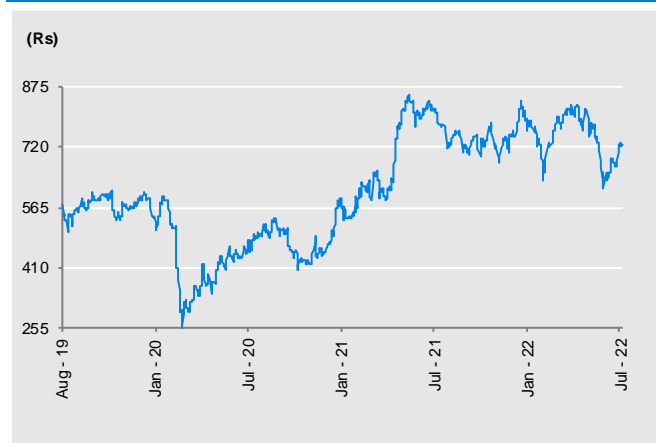
Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY21	FY22	FY23E	FY24E
Revenues	3,86,940	4,62,400	5,31,423	5,73,953
India	46,770	56,900	63,728	70,101
LAAtAM	1,48,630	1,80,400	2,12,872	2,36,288
Europe	64,220	68,900	74,412	78,133
Rest of World	70,410	78,100	89,815	94,306
North America	56,910	78,100	90,596	95,126

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	04-Jul-22	BUY	1,010	644
2	10-May-22	BUY	1,010	778
3	08-Apr-22	BUY	990	803
4	31-Jan-22	BUY	980	777
5	12-Jan-22	BUY	910	822
6	27-Dec-21	BUY	910	747

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Bayer Cropscience	Accumulate	5,640	5,076
2	Coromandel International	BUY	960	745
3	Dhanuka Agritech	BUY	870	687
4	Godrej Agrovet	Accumulate	577	502
5	Insecticides India	Hold	680	881
6	P.I. Industries	BUY	3,340	2,581
7	Rallis India	BUY	230	205
8	Sharda Cropchem	BUY	740	564
9	Sumitomo Chemical India	BUY	510	423
10	UPL	BUY	1,010	644

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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