

## **PRESS RELEASE**

### **UPL (United Phosphorus Limited) Acquires ICONA**

#### **Via a share purchase agreement**

United Phosphorus Limited (UPL) announced today that it has purchased 100% stake through its UK subsidiary of ICONA and ICONA San Luis S.A. (ICONA), a manufacturer and distributor of crop protection products headquartered in Buenos Aires, Argentina. The share purchase includes all stocks, products registrations, manufacturing sites and all other property rights associated with the business of ICONA.

ICONA is a debt free company, having more than 35 registrations in Argentina. It has a strong manufacturing base located in Capilla del Señor from Buenos Aires and at Justo Daract. Justo Daract is located in the province of San Luis. ICONA has its own distribution network covering more than 1000 customers. For the Year ended 30<sup>th</sup> September 2006 ICONA's Consolidated revenues were US\$ 13 mm. The total cost of acquisition for UPL is US\$ 10mm and the acquisition is effective from 18<sup>th</sup> July 2007. It is an all cash offer and UPL will fund this through its cash accrual.

Commenting on this transaction Mr Jai Shroff, Chief Executive Officer of UPL states "This acquisition provides UPL with a much stronger platform to expand and strengthen its presence in Argentina. With the strong Agricultural commodity pricing the market is going to be very good in Argentina. ICONA has a very strong distribution network in Argentina. After considerable growth both organically and acquisitions in the USA, Europe, and in India, UPL has been actively pursuing opportunities for growth in the other regions. The acquisition of ICONA is in line with UPL's strategy to grow its business globally both organically and through acquisitions."

This is UPL's Third acquisition in this Calendar year following its acquisition of the Cerexagri group of companies and the global rights to two tin compounds from DuPont.

United Phosphorus Limited (UPL) is the largest Indian agrochemical player and among the top five generic players globally in this industry. It is engaged in research, manufacture and distribution of agrochemicals and speciality chemicals across the globe. The Company's revenue's for the year ending March 2007 were in excess of USD 560 mm (Rs.2470 Crores).

Through acquisitions, strategic alliances and network of subsidiaries, UPL has built a marketing network across the globe and its international revenues account for over 70% of its total revenues. It exports to over 100 countries, the primary markets being Europe and North America.

UPL has over 3100 employees and has 22 operating plants (8 in India, 9 in Europe, 1 in the US and 4 in Rest of World) most of them are ISO compliant to the highest standards of Quality, Safety, Environment and Occupational Health.