



# United Phosphorus Limited

Additional Details

For the Year April 2008 To March 2009

*Global Manufacturer Supplier & Distributor of  
Crop Protection Products*

# Financial Results Apr-Mar 09

Particulars	Year ended 31.03.2009	Year ended 31.03.2008
	Audited	Audited
<b>Income</b>		
a) Net Sales / Income from Operations	480,212	351,552
b) Other Income from Operations	12,954	21,506
<b>Total Income</b>	<b>493,166</b>	<b>373,058</b>
<b>Expenditure</b>		
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in stock	245,115	181,457
b) Employee Cost	47,936	40,165
c) Depreciation / Amortisation	19,268	15,222
d) Other Expenses	105,629	80,882
<b>Total</b>	<b>417,948</b>	<b>317,726</b>
<b>Profit from Operations before Other Income, Interest and Exceptional items</b>	<b>75,218</b>	<b>55,332</b>
<b>Other Income</b>	<b>4,184</b>	<b>3,112</b>
<b>Profit from Operations before Interest and Exceptional items</b>	<b>79,402</b>	<b>58,444</b>
<b>Interest and Finance Cost</b>	<b>29,189</b>	<b>16,882</b>
<b>Profit after Interest but before Exceptional Items</b>	<b>50,213</b>	<b>41,562</b>
<b>Exceptional Items</b>	<b>1,007</b>	<b>11,436</b>
<b>Profit / (Loss) from Ordinary Activities before Tax</b>	<b>49,206</b>	<b>30,126</b>
<b>Provision for Taxation</b>		
Current	2,577	1,413
Deferred	(193)	2,626
Fringe Benefit Tax	308	198
Tax expense	2,692	4,237
<b>Net Profit / (Loss) from Ordinary Activities after Tax</b>	<b>46,514</b>	<b>25,889</b>
<b>Add Income from Associate Co</b>	<b>1,995</b>	<b>2,218</b>
<b>Net Profit After Tax with Income from Associate Co.</b>	<b>48,509</b>	<b>28,107</b>



# Comparative Results of Apr-Mar 09

Particulars	Year 2008-09		Year 2007-08		Growth
	Lacs	%	Lacs	%	%
Gross Revenues	497,351	100%	376,170	100%	32%
Domestic Revenues	103,262	21%	80,105	21%	29%
International Revenues	394,089	79%	296,065	79%	33%
Cost of Goods Sold	298,889	60%	220,777	59%	35%
Gross Margin	198,462	40%	155,393	41%	28%
Overheads	99,791	20%	81,727	22%	22%
EBDITA	98,671	20%	73,666	20%	34%
Depreciation & Amorisation	19,269	4%	15,222	4%	27%
Interest & Finance Charges	29,189	6%	16,882	4%	73%
Income From Associates	1,995	0%	2,218	1%	-10%
Profit Before Tax	52,208	10%	43,780	12%	19%
Provision for Tax - Current	2,577	1%	1,412	0%	83%
Provision for Tax - Deffered	(193)	0%	2,626	1%	-107%
Provision for Tax - FBT	308	0%	198	0%	56%
Profit After Tax	49,516	10%	39,544	11%	25%



# Income by Region – For the year

Region	Year 08-09		Year 07-08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	108,070	22%	92,746	25%	15,324	17%
India	103,262	21%	80,105	21%	23,157	29%
Europe	158,708	32%	114,593	30%	44,115	38%
Rest of World	1,27,311	25%	88,725	24%	38,586	43%
Total	497,351	100%	376,169	100%	121,182	32%



# Sales Analysis

Analysis of Sales of Product for Apr-Mar '09				
				Rs in Crore
Particulars	Apr-Mar 09	Apr-Mar 08	Increase	%
Sales	4,802	3,515	1,287	37%
- Exchange Impact			281	8%
Balance Increase			1,006	29%
- Rate Variance			538	15%
- Quantity Variance			468	14%



## Analysis of Borrowings Apr 08- Mar 09

<b>Particulars</b>	<b>Rs. Crs.</b>
<b>Outstanding Borrowings as at 31st March 2008</b>	<b>1,568</b>
<b>Outstanding Borrowings as at 31st March, 2009</b>	<b>2,073</b>
<b>Increase in Borrowings</b>	<b>504</b>
<b>Reduction in Cash and Bank Balances</b>	<b>336</b>
<b>Effective Increase in Borrowings</b>	<b>841</b>
<b>Key Uses</b>	
<b>Loans to Advanta</b>	<b>184</b>
<b>Repricing of Forex Loans</b>	<b>261</b>
<b>Balance towards Capital Expenditure &amp; Working Capital</b>	<b>396</b>



# Working Capital Analysis – Key Parameters

Particulars		Rs. Crores			
		31-03-08 12 m	31-12-08 9 m	31-03-09 12 m	Increase Over Mar 08
Turnover	Rs. Crs	3516	3451	4802	
Inventory	Rs. Crs	1085	1853	1685	600
No of Days		113	147	128	15
Receivables	Rs. Crs	854	1104	1141	287
No of Days		89	88	87	-2
Payables	Rs. Crs	1347	1463	1625	278
No of Days		140	116	124	16
Net Working Capital	Rs. Crs	592	1494	1200	608
Net Working Capital Days/ Sales		61	119	91	30



# Comparative Results of 4th Qtr 2008-09

Particulars	Qtr Ending Mar 09		Qtr Ending Mar 08		Growth	# Adjusted Qtr Ending March 08		Growth
	Lacs	%	Lacs	%		Lacs	%	
Gross Revenues	140,021	100%	122,059	100%	15%	122,059	100%	15%
Domestic Revenues	19,608	14%	18,692	15%	5%	18,692	15%	5%
International Revenues	120,413	86%	103,367	85%	16%	103,367	85%	16%
Cost of Goods Sold	82,916	59%	71,121	58%	17%	71,121	58%	17%
Gross Margin	57,105	41%	50,938	42%	12%	50,938	42%	12%
Overheads	26,955	19%	26,331	22%	2%	26,331	22%	2%
EBDITA	30,150	22%	24,607	20%	23%	24,607	20%	23%
Depreciation & Amorisation	6,380	5%	283	0%	2154%	4,980	4%	28%
Interest & Finance Charges	8,750	6%	7,432	6%	18%	7,432	6%	18%
Income From Associates	287	0%	1,310	1%	-78%	1,310	1%	-78%
Profit Before Tax	15,307	11%	18,202	15%	-16%	13,505	11%	13%
Provision for Tax - Current	679	0%	1,024	1%	-34%	1,024	1%	-34%
Provision for Tax - Deffered	(1,544)	-1%	(1,317)	-1%	17%	(1,317)	-1%	17%
Provision for Tax - FBT	90	0%	11	0%	718%	11	0%	718%
Profit After Tax	16,082	11%	18,484	15%	-13%	13,787	11%	17%

# Adjustment refers to normalisation of Amortisation for FY 08 removing the impact due to scheme of arrangement with SWAL.





# Income by Region – 4th Qtr 2008-09

Region	4th Qtr of 08-09		4th Qtr of 07-08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	30,364	22%	28,788	24%	1,576	5%
India	19,608	14%	18,692	15%	916	5%
Europe	58,526	42%	48,240	40%	10,286	21%
Rest of World	31,523	22%	26,337	21%	5,185	20%
Total	140,021	100%	122,058	100%	17,963	15%



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Thank You

