



# United Phosphorus Limited

**Consolidated Audited Results**

**For the Period April 2009 To March 2010**

*Global Manufacturer Supplier & Distributor of  
Crop Protection Products*

# Comparative Results of FY 10 - Q 4

Particulars	Qtr Ending Mar 10			Qtr Ending Mar 09			Growth
	Rs Crs	Rs Crs	%	Rs Crs	Rs Crs	%	
<b>Gross Revenues</b>		<b>1,531</b>	<b>100%</b>		<b>1,400</b>	<b>100%</b>	<b>9%</b>
Domestic Revenues	205		13%	196		14%	4%
International Revenues	1,327		87%	1,204		86%	10%
Cost of Goods Sold		953	62%		829	59%	15%
Gross Margin		579	38%		571	41%	1%
Overheads		263	17%		270	19%	-3%
<b>EBDITA</b>		<b>316</b>	<b>21%</b>		<b>302</b>	<b>22%</b>	<b>5%</b>
Depreciation & Amortisation		56	4%		64	5%	-13%
Interest & Finance Charges		36	2%		87	6%	-59%
Income From Associates		9	1%		3	0%	208%
Profit Before Tax		233	15%		153	11%	52%
<b>Tax Expense</b>		<b>13</b>	<b>1%</b>		<b>(8)</b>	<b>-1%</b>	<b>-273%</b>
<b>Profit After Tax</b>		<b>220</b>	<b>14%</b>		<b>161</b>	<b>11%</b>	<b>37%</b>



# Income by Region - FY 10 - Q 4

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Region	Jan - Mar 10		Jan - Mar 09		Growth	
	Rs Crs	%	Rs Crs	%	Rs Crs	%
North America	328	21%	307	22%	21	7%
India	205	13%	196	14%	9	4%
Europe	543	35%	585	42%	(42)	-7%
Rest of World	455	30%	312	22%	143	46%
<b>Total</b>	<b>1,531</b>	<b>100%</b>	<b>1,400</b>	<b>100%</b>	<b>131</b>	<b>9%</b>



# Comparative Results - FY 2010

Particulars	Apr - Mar 09/10			Apr - Mar 08/09			Growth
	Rs Crs	Rs Crs	%	Rs Crs	Rs Crs	%	
<b>Gross Revenues</b>		<b>5,495</b>	<b>100%</b>		<b>4,974</b>	<b>100%</b>	<b>10%</b>
Domestic Revenues	1,198		22%	1,033		21%	16%
International Revenues	4,296		78%	3,941		79%	9%
Cost of Goods Sold		3,421	62%		2,989	60%	14%
Gross Margin		2,073	38%		1,985	40%	4%
Overheads		1,040	19%		998	20%	4%
<b>EBDITA</b>		<b>1,033</b>	<b>19%</b>		<b>987</b>	<b>20%</b>	<b>5%</b>
Depreciation & Amortisation		215	4%		193	4%	11%
Interest & Finance Charges		194	4%		292	6%	-34%
Income From Associates		19	0%		20	0%	-6%
Profit Before Tax		644	12%		522	10%	23%
<b>Tax Expense</b>		<b>81</b>	<b>1%</b>		<b>27</b>	<b>1%</b>	<b>202%</b>
<b>Profit After Tax</b>		<b>562</b>	<b>10%</b>		<b>495</b>	<b>10%</b>	<b>14%</b>



# Income by Region - FY 2010

Region	Apr - Mar 09/10		Apr - Mar 08/09		Growth	
	Rs Crs	%	Rs Crs	%	Rs Crs	%
North America	1,234	22%	1,175	24%	59	5%
India	1,198	22%	1,033	21%	166	16%
Europe	1,573	29%	1,587	32%	(14)	-1%
Rest of World	1,490	27%	1,179	24%	311	26%
<b>Total</b>	<b>5,495</b>	<b>100%</b>	<b>4,974</b>	<b>100%</b>	<b>521</b>	<b>10%</b>



# Sales Analysis

<b>Analysis of Sales Products for Apr 09 - Mar 10</b>		
<b>Particulars</b>	<b>Q4 09-10</b>	<b>12 mths</b>
Sales	7%	10%
Exchange Impact	-5%	1%
Balance Increase	12%	9%
Rate Variance	-7%	-5%
Quantity Variance	20%	14%



## Working Capital Analysis – Key Parameters

Particulars		31-03-09 12 m	31-03-10 12 m	Incr/Decr Over Mar 09
<b>Turnover</b>	Rs. Crs	4802	5290	
<b>Inventory</b>	Rs. Crs	1685	1008	-677
<b>No of Days</b>		128	70	-59
<b>Receivables</b>	Rs. Crs	1141	1213	72
<b>No of Days</b>		87	84	-3
<b>Payables</b>	Rs. Crs	1583	1454	-129
<b>No of Days</b>		120	100	-20
<b>Net Working Capital</b>	Rs. Crs	1243	767	-476
<b>Net Working Capital Days/ Sales</b>		95	53	-42



# Borrowings Analysis

Particulars	Rs. Crs. Apr-Mar 10	Rs. Crs. Apr-Mar 09
<b>Outstanding Borrowings as at 31st March 2009/ 31st March 2008</b>	<b>2,067</b>	<b>2,260</b>
<b>Add: New Borrowings</b>	<b>703</b>	<b>3</b>
<b>Less: Repayments of loans</b>	<b>402</b>	<b>235</b>
<b>Position of Borrowings w/o Exch effect as at 31-03-10/31-03-09</b>	<b>2,367</b>	<b>2,028</b>
<b>Outstanding Borrowings as at 31st March, 2010</b>	<b>2,382</b>	<b>2,067</b>
<b>Inc / (Dec) in Borrowings</b>	<b>316</b>	<b>(194)</b>
<b>Dec / (Inc) in Cash and Bank Balance</b>	<b>(1313)</b>	<b>(118)</b>
<b>Effective Inc / (Dec) in Borrowings</b>	<b>(997)</b>	<b>(311)</b>





# Financial Results FY 10

Particulars	Rs in Lakhs	
	Year ended 31.03.2010 (Audited)	Year ended 31.03.2009 (Audited)
<b>Income</b>		
a) Net Sales / Income from Operations	529,004	480,212
b) Other Operating Income	17,024	12,954
<b>Total Income</b>	<b>546,028</b>	<b>493,166</b>
<b>Expenditure</b>		
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	295,415	245,115
b) Employee Cost	50,183	47,936
c) Depreciation / Amortisation	21,470	19,268
d) Other Expenditure	100,523	105,629
<b>Total</b>	<b>467,591</b>	<b>417,948</b>
Profit from Operations before Other Income, Interest and Exceptional items	<b>78,437</b>	<b>75,218</b>
Other Income	3,429	4,184
<b>Profit from Operations before Interest and Exceptional items</b>	<b>81,866</b>	<b>79,402</b>
Interest and Other Finance Charges	19,379	29,189
<b>Profit after Interest but before Exceptional Items</b>	<b>62,487</b>	<b>50,213</b>
Exceptional Items	2,670	1,007
<b>Profit / (Loss) from Ordinary Activities before Tax</b>	<b>59,817</b>	<b>49,206</b>
Tax expense	8,135	2,692
<b>Net Profit / (Loss) from Ordinary Activities after Tax</b>	<b>51,682</b>	<b>46,514</b>
Less : Minority Interest	593	247
Add : Income from Associate Companies	1,875	1,995
<b>Net Profit After Tax with Income from Associate Companies</b>	<b>52,964</b>	<b>48,262</b>



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➤ Thank You

