



United Phosphorus Limited

*Consolidated Audited Results FY 2012
Investor's Presentation*

30th April 2012



Global Manufacturer, Supplier & Distributor of Crop Protection Products

Strictly Private and Confidential

Comparative Results - 4th Qtr of FY2012

Rupees in Crores

Particulars	Qtr Ending March 2012			Qtr Ending March 2011			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		2,145	100%		1,882	100%	14%
Domestic Revenues	233		11%	303		16%	-23%
International Revenues	1,912		89%	1,579		84%	21%
Cost of Goods Sold		1,340	62%		1,170	62%	-15%
Gross Margin		805	38%		712	38%	13%
Overheads		401	19%		317	17%	-27%
EBDITA		404	19%		395	21%	2%
Depreciation & Amortisation		79	4%		66	4%	-20%
Interest & Finance Charges		69	3%		57	3%	-21%
Income From Associates		(12)	-1%		(20)	-1%	40%
Profit Before Tax		244	11%		252	13%	-3%
Tax provision		4	0%		6	0%	34%
Profit After Tax		240	11%		246	13%	-3%



Income by Region - 4th Qtr of FY 2012 & FY2011

Rupees in Crores

	Region	4th Qtr of FY '12		4th Qtr of FY '11		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	465	22%	409	22%	56	14%
2	India	233	11%	303	16%	(70)	-23%
3	Europe	557	26%	450	24%	107	24%
4	Rest of World	890	41%	720	38%	170	25%
	Total	2,145	100%	1,882	100%	263	14%



Comparative Results of FY2012

Rupees in Crores

Particulars	Year Ending March 2012			Year Ending March 2011			Growth
	Crores	Crores	%	Crores	Crores	%	%
Gross Revenues		7,764	100%		5,898	100%	32%
Domestic Revenues	1,719		22%	1,494		25%	15%
International Revenues	6,045		78%	4,404		75%	37%
Cost of Goods Sold		4,918	63%		3,622	61%	-36%
Gross Margin		2,846	37%		2,276	39%	25%
Overheads		1,370	18%		1,069	18%	-28%
EBDITA		1,476	19%		1,207	20%	22%
Depreciation & Amortisation		292	4%		214	4%	-36%
Interest & Finance Charges		415	5%		312	5%	-33%
Income From Associates		(35)	0%		(14)	0%	150%
Profit Before Tax		734	9%		667	11%	10%
Tax provision		128	2%		73	1%	-75%
Profit After Tax		606	8%		594	10%	2%



Income by Region –FY 2012 & FY2011

Rupees in Crores

	Region	FY 2011-12		FY 2010-11		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	1,634	21%	1,283	22%	351	27%
2	India	1,719	22%	1,494	25%	225	15%
3	Europe	1,421	18%	1,225	21%	196	16%
4	Rest of World	2,990	39%	1,896	32%	1,094	58%
	Total	7,764	100%	5,898	100%	1,866	32%



Sales Analysis

Sales Analysis for FY 2012		
Particulars	FY2012	QIV FY2012
Sales	33%	17%
Exchange Impact	6%	2%
Balance Increase	27%	16%
Rate Variance	4%	4%
Quantity Variance	23%	12%



Working Capital Analysis

Rs. Crores

Particulars	31-03-11 12 m	31-03-12 12 m	Incr Over Mar 11
Turnover	5650	7534	
Proportionate Turnover		7888	
Inventory	1414	1878	464
No of Days	91	87	-4
Receivables	1479	2507	1028
No of Days	96	116	20
Payables	1625	1937	312
No of Days	105	90	-15
Net Working Capital	1268	2448	1180
Net Working Capital Days/ Sales	82	113	31

Note: All calculation are based on turnover of acquisition on a proportionate basis for this FY



Financial Results FY 2012

(Rs in Crores)

Particulars	Quarter ended	Quarter ended	Quarter ended	Year ended	Year ended
	31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Income					
a) Net Sales	2,119	1,872	1,805	7,534	5,650
b) Other Income from Operations	8	36	29	121	111
Total Income	2,127	1,908	1,835	7,655	5,761
Expenditure					
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	1,118	946	955	4,058	2,902
b) Employee benefits expenses	191	195	133	686	515
c) Depreciation / Amortisation	79	78	66	292	214
d) Other Expenses	431	439	399	1,544	1,274
Total	1,819	1,658	1,553	6,580	4,905
Profit from Operations before Other Income, Finance cost and Exceptional items	308	250	282	1,075	856
Other Income	17	31	48	109	137
Profit from Operations before Interest and Exceptional items	325	280	329	1,184	994
Interest and Finance Cost	69	83	57	415	312
Profit after Interest but before Exceptional Items	256	198	272	769	682
Exceptional Items	3	1	14	18	14
Profit / (Loss) from Ordinary Activities before Tax	253	196	258	751	668
Prior Period Adjustments	21	(0)	2	22	3
Profit / (Loss) from Ordinary Activities before Tax	232	197	256	729	664
Tax expense	4	63	6	128	73
Net Profit / (Loss) from Ordinary Activities after Tax	228	134	250	601	591
Less : Minority Interest	9	9	3	5	10
Add/(Less) Share of Income/(Loss) from Associate Co	(13)	(12)	(21)	(35)	(14)
Less : Prior Period Adjustment - Associate Co	5	0	9	5	9
Net Profit After Tax with Income from Associate Co.	202	112	218	556	558



Thank You

United Phosphorus Ltd

