



United Phosphorus Limited

Consolidated Unaudited Results

(Investor's Presentation)

For the Period Apr 11 To Jun 11.

29th July 2011

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 1st Qtr of FY 2012

Particulars	Qtr Ending June'2011			Qtr Ending June'2010			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		1,885	100%		1,487	100%	27%
Domestic Revenues	536		28%	405		27%	32%
International Revenues	1,349		72%	1,082		73%	25%
Cost of Goods Sold		1,217	65%		927	62%	-31%
Gross Margin		668	35%		560	38%	19%
Overheads		300	16%		253	17%	-19%
EBDITA		368	20%		307	21%	20%
Depreciation & Amortisation		63	3%		47	3%	-34%
Interest & Finance Charges		71	4%		100	7%	29%
Income From Associates		(2)	0%		(1)	0%	-100%
Profit Before Tax		232	12%		159	11%	46%
Tax provision		47	2%		16	1%	-194%
Profit After Tax		185	10%		143	10%	29%



Income by Region – 1st Qtr FY 2012

	Region	1st Qtr of FY '12		1st Qtr of FY '11		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	511	27%	386	26%	125	32%
2	India	536	28%	405	27%	131	32%
3	Europe	376	20%	354	24%	22	6%
4	Rest of World	462	25%	342	23%	120	35%
	Total	1,885	100%	1,487	100%	398	27%



Sales Analysis

Sales Analysis for Apr' 11 - June '11	
Particulars	%
Sales	27%
Exchange Impact	1%
Balance Increase	26%
Rate Variance	1%
Quantity Variance	25%



Working Capital Analysis

Particulars		31-03-11 12 m	30-06-11 3 m	Incr Over Mar 11
Turnover	Rs. Crs	5650	1822	
Inventory	Rs. Crs	1414	1623	209
No of Days		91	81	-10
Receivables	Rs. Crs	1479	1957	478
No of Days		96	98	2
Payables	Rs. Crs	1842	2255	413
No of Days		119	113	-6
Net Working Capital	Rs. Crs	1052	1325	274
Net Working Capital Days/ Sales		68	66	-2



Financial Results April-June 11

Rs. in crores

Particulars	Quarter ended 30.06.2011 (Unaudited)	Quarter ended 30.06.2010 (Unaudited)	Year ended 31.03.2011 (Audited)
Income			
a) Net Sales	1,822	1,430	5,650
b) Other Income from Operations	40	38	155
Total Income	1,862	1,469	5,805
Expenditure			
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	1,023	786	2,988
b) Employee Cost	149	133	515
c) Depreciation / Amortisation	63	47	214
d) Other Expenses	345	261	1,191
Total	1,580	1,227	4,908
Profit from Operations before Other Income, Interest and Exceptional items	282	241	897
Other Income	23	19	94
Profit from Operations before Interest and Exceptional items	305	260	990
Interest and Finance Cost	71	100	312
Profit after Interest but before Exceptional Items	234	160	678
Exceptional Items	-	-	14
Profit/ (Loss) from Ordinary Activities before Tax	234	160	664
Tax expense	47	16	73
Net Profit/ (Loss) from Ordinary Activities after Tax	187	144	591
Less : Minority Interest	1	2	10
Add/(Less) Income from Associate Co	(2)	(1)	(14)
Less : Prior Period Adjustment	-	-	9
Net Profit After Tax with Income from Associate Co.	184	141	558



Thank You

