



United Phosphorus Limited

Consolidated Unaudited Results

(Investor's Presentation)

For the Period Apr 11 To Dec 11.

30th January 2012

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 3rd Qtr of FY 2012

Particulars	Qtr Ending December 11			Qtr Ending December 10			Growth
	Crores	Crores	%	Crores	Crores	%	%
Gross Revenues		1,939	100%		1,248	100%	55%
Domestic Revenues	381		20%	332		27%	15%
International Revenues	1,558		80%	916		73%	70%
Cost of Goods Sold		1,223	63%		749	60%	-63%
Gross Margin		716	37%		499	40%	43%
Overheads		357	18%		251	20%	-42%
EBDITA		359	19%		248	20%	45%
Depreciation & Amortisation		78	4%		49	4%	-59%
Interest & Finance Charges		83	4%		90	7%	8%
Income From Associates		(12)	-1%		5	0%	-340%
Profit Before Tax		186	10%		114	9%	63%
Tax provision		63	3%		26	2%	-142%
Profit After Tax		123	6%		88	7%	39%



Income by Region – 3rd Qtr FY 2012

Rupees in Crores

	Region	3rd Qtr of FY '12		3rd Qtr of FY '11		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	359	19%	222	18%	137	62%
2	India	381	20%	332	27%	49	15%
3	Europe	265	14%	202	16%	63	31%
4	Rest of World	934	48%	492	39%	442	91%
	Total	1,939	100%	1,248	100%	691	55%



Comparative Results of 9 months ended FY 2012

Particulars	Nine Months Ending December 11			Nine Months Ending December 10			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		5,619	100%		4,016	100%	40%
Domestic Revenues	1,486		27%	1,191		30%	25%
International Revenues	4,133		73%	2,825		70%	46%
Cost of Goods Sold		3,578	64%		2,452	61%	46%
Gross Margin		2,041	36%		1,564	39%	30%
Overheads		969	17%		752	19%	-29%
EBDITA		1,072	19%		812	20%	32%
Depreciation & Amortisation		213	4%		148	4%	-44%
Interest & Finance Charges		346	6%		255	6%	-36%
Income From Associates		(23)	0%		7	0%	-429%
Profit Before Tax		490	9%		416	10%	18%
Tax provision		124	2%		67	2%	-85%
Profit After Tax		366	7%		349	9%	5%



Income by Region – 9 months ended of FY 2012

Rupees in Crores

	Region	09 Mon of FY '12		09 Mon of FY '11		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	1,169	21%	874	22%	295	34%
2	India	1,486	27%	1,191	30%	295	25%
3	Europe	864	15%	774	19%	90	12%
4	Rest of World	2,100	37%	1,177	29%	923	78%
	Total	5,619	100%	4,016	100%	1,602	40%



Sales Analysis

Sales Analysis for Apr 11 - Dec 11			
Particulars	9 Months	3rd Quarter	1st Half
Sales	41%	57%	33%
Exchange Impact	8%	19%	3%
Balance Increase	33%	39%	30%
Rate Variance	4%	8%	2%
Quantity Variance	29%	31%	28%



Working Capital Analysis

Rs. Crores

Particulars		31-12-10 9 m	31-03-11 12 m	31-12-11 9 m	Incr Over Mar 11
Turnover	Rs. Crs	3844	5650	5415	
Proportionate Turnover	Rs. Crs			5825	
Inventory	Rs. Crs	1537	1414	2109	695
No of Days		109	91	99	8
Receivables	Rs. Crs	1187	1479	2083	604
No of Days		85	96	98	2
Payables	Rs. Crs	1638	1842	2331	489
No of Days		117	119	110	-9
Net Working Capital	Rs. Crs	1086	1052	1862	810
Net Working Capital Days/ Sales		77	68	87	20

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



Financial Results April-December'11

Rs. in crores

Particulars	Quarter ended 31.12.2011	Quarter ended 30.09.2011	Quarter ended 31.12.2010	Nine Months ended 31.12.2011	Nine Months ended 31.12.2010	Year ended 31.03.2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Income						
a) Net Sales	1,872	1,721	1,189	5,415	3,844	5,650
b) Other Income from Operations	57	55	33	152	104	155
Total Income	1,929	1,776	1,222	5,567	3,948	5,805
Expenditure						
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	1,030	970	590	3,024	2,010	2,988
b) Employee Cost	195	151	130	495	382	515
c) Depreciation / Amortisation	78	72	49	213	148	214
d) Other Expenses	356	329	281	1,030	813	1,191
Total	1,659	1,522	1,050	4,762	3,353	4,908
Profit from Operations before Other Income, Interest and Exceptional items	270	254	172	805	595	897
Other Income	11	21	26	53	68	94
Profit from Operations before Interest and Exceptional items	281	273	198	858	663	990
Interest and Finance Cost	83	192	89	345	255	312
Profit after Interest but before Exceptional Items	198	81	109	513	408	678
Exceptional Items	1	14	0	16	0	14
Profit/ (Loss) from Ordinary Activities before Tax	197	67	109	497	408	664
Tax expense	63	15	27	124	67	73
Net Profit/ (Loss) from Ordinary Activities after Tax	134	52	82	373	341	591
Less : Minority Interest	10	(13)	3	(4)	7	10
Add/(Less) Income from Associate Co	(12)	(8)	5	(23)	6	(14)
Less : Prior Period Adjustment - Associate Co	0	0	0	0	0	9
Net Profit After Tax with Income from Associate Co.	112	57	84	354	340	558



Thank You

