



United Phosphorus Limited

Consolidated Unaudited Results

For the Period Apr 09 To Sep 09.

26th Oct 2009

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 1st Half of 09 -10

Particulars	Half Year Ending September 09			Half Year Ending September 08			Growth %
	Lacs	Lacs	%	Lacs	Lacs	%	
Gross Revenues		280,522	100%		247,889	100%	13%
Domestic Revenues	68,123		24%	58,614		24%	16%
International Revenues	212,399		76%	189,275		76%	12%
Cost of Goods Sold		178,706	64%		151,192	61%	18%
Gross Margin		101,816	36%		96,697	39%	5%
Overheads		50,413	18%		47,714	19%	6%
EBDITA		51,403	18%		48,983	20%	5%
Depreciation & Amorisation		10,483	4%		8,324	3%	26%
Interest & Finance Charges		9,824	4%		12,338	5%	-20%
Income From Associates		1,092	0%		1,352	1%	-19%
Profit Before Tax		32,188	11%		29,673	12%	8%
Provision for Tax - Current		2,302	1%		1,433	1%	61%
Provision for Tax - Deferred		2,021	1%		1,123	0%	80%
Provision for Tax - FBT		3	0%		145	0%	-98%
Profit After Tax		27,862	10%		26,972	11%	3%



Income by Region - 1st Half 09-10

Region	1st Half of 09		1st Half of 08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	72,142	26%	67,716	27%	4,426	7%
India	68,122	24%	58,614	24%	9,508	16%
Europe	76,209	27%	70,091	28%	6,118	9%
Rest of World	64,049	23%	51,468	21%	12,581	24%
Total	280,522	100%	247,889	100%	32,633	13%



Comparative Results of 2nd Qtr of 09 -10

Particulars	Qtr Ending September 09			Qtr Ending September 08			Growth %
	Lacs	Lacs	%	Lacs	Lacs	%	
Gross Revenues		116,104	100%		116,484	100%	0%
Domestic Revenues	31,293		27%	30,020		26%	4%
International Revenues	84,811		73%	86,464		74%	-2%
Cost of Goods Sold		71,162	61%		68,892	59%	3%
Gross Margin		44,942	39%		47,592	41%	-6%
Overheads		24,893	21%		25,175	22%	-1%
EBDITA		20,049	17%		22,417	19%	-11%
Depreciation & Amorisation		5,469	5%		4,548	4%	20%
Interest & Finance Charges		4,045	3%		5,996	5%	-33%
Income From Associates		1,349	1%		1,128	1%	20%
Profit Before Tax		11,884	10%		13,001	11%	-9%
Provision for Tax - Current		610	1%		447	0%	36%
Provision for Tax - Deferred		1,038	1%		205	0%	406%
Provision for Tax - FBT		3	0%		145	0%	-98%
Profit After Tax		10,233	9%		12,204	10%	-16%



Income by Region - 2nd Qtr 09

Region	2nd Qtr of 09		2nd Qtr of 08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	28,348	24%	32,373	28%	(4,025)	-12%
India	31,293	27%	29,999	26%	1,295	4%
Europe	27,662	24%	28,318	24%	(656)	-2%
Rest of World	28,800	25%	25,794	22%	3,006	12%
Total	116104	100%	116,484	100%	(380)	0%



Sales Analysis

Sales Analysis for Apr 09 - Sep 09		
Particulars	1st Half	2nd Qtr
Sales	14%	0%
Exchange Impact	5%	2%
Balance Increase	9%	-2%
Rate Variance	0%	-5%
Quantity Variance	9%	2%
Seeds	3%	0%
Net Quantity Variance	6%	3%



Working Capital Analysis

Particulars		31-03-09 12 m	30-09-09 6m	Incr Over Mar 09
Turnover	Rs. Crs	4802	2733	
Inventory	Rs. Crs	1685	1348	-337
No of Days		128	90	-38
Receivables	Rs. Crs	1261	1369	108
No of Days		96	91	-4
Payables	Rs. Crs	1625	1296	-329
No of Days		124	87	-37
Net Working Capital	Rs. Crs	1321	1420	100
Net Working Capital Days/ Sales		100	95	-6



Financial Results Apr -Sep 09

Particulars	Rs in Lacs				
	Quarter ended 30.09.2009 (Unaudited)	Quarter ended 30.09.2008 (Unaudited)	Half Year ended 30.09.2009 (Unaudited)	Half Year ended 30.09.2008 (Unaudited)	Year ended 31.03.2009 (Audited)
Income					
a) Net Sales	111,760	112,549	273,300	240,650	480,212
b) Other Income from Operations	3,937	3,126	6,165	4,956	12,954
Total Income	115,697	115,675	279,465	245,606	493,166
Expenditure					
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	60,874	55,094	156,379	124,855	245,115
b) Employee Cost	11,975	11,095	24,447	22,931	47,936
c) Depreciation / Amortisation	5,469	4,548	10,483	8,324	19,269
d) Other Expenses	23,206	27,878	48,293	51,120	105,629
Total	101,524	98,615	239,602	207,230	417,949
Profit from Operations before Other Income, Interest and Exceptional items	14,173	17,060	39,863	38,376	75,217
Other Income	406	809	1,057	2,283	4,184
Profit from Operations before Interest and Exceptional items	14,579	17,869	40,920	40,659	79,401
Interest and Finance Cost	4,045	5,996	9,824	12,338	29,189
Profit after Interest but before Exceptional Items	10,534	11,873	31,096	28,321	50,212
Exceptional Items					1,007
Profit / (Loss) from Ordinary Activities before Tax	10,534	11,873	31,096	28,321	49,205
Tax expense	1,650	797	4,326	2,701	2,692
Net Profit / (Loss) from Ordinary Activities after Tax	8,884	11,076	26,770	25,620	46,513
Add / (Less) Income from Associate Co	1,349	1,128	1,092	1,352	1,995
Net Profit After Tax with Income from Associate Co.	10,233	12,204	27,862	26,972	48,508



Thank You

