



United Phosphorus Limited

Consolidated Unaudited Results
For the Period Apr 09 To Dec 09.

28th Jan 2010

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 9 Months of 09-10

Particulars	Nine Months Ending Dec 09			Nine Months Ending Dec 08			Growth
	Lacs	Lacs	%	Lacs	Lacs	%	
Gross Revenues		396,319	100%		357,330	100%	11%
Domestic Revenues	99,352		25%	83,654		23%	19%
International Revenues	296,967		75%	273,676		77%	9%
Cost of Goods Sold		246,872	62%		215,974	60%	14%
Gross Margin		149,447	38%		141,356	40%	6%
Overheads		77,699	20%		72,835	20%	7%
EBDITA		71,748	18%		68,521	19%	5%
Depreciation & Amortisation		15,891	4%		12,889	4%	23%
Interest & Finance Charges		15,781	4%		20,439	6%	-23%
Income From Associates		990	0%		1,708	0%	-42%
Profit Before Tax		41,066	10%		36,901	10%	11%
Provision for Tax - Current		2,452	1%		1,898	1%	29%
Provision for Tax - Deferred		4,340	1%		1,351	0%	221%
Provision for Tax - FBT		3	0%		218	0%	-99%
Profit After Tax		34,271	9%		33,434	9%	3%



Income by Region – 9 Months 09-10

Region	9 Months of 09		9 Months of 08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	90,556	23%	86,845	24%	3,711	4%
India	99,352	25%	83,654	23%	15,698	19%
Europe	102,939	26%	100,182	28%	2,757	3%
Rest of World	103,472	26%	86,649	24%	16,823	19%
Total	396,319	100%	357,330	100%	38,989	11%



Comparative Results of 3rd Qtr of 09-10

Particulars	Qtr Ending Dec 09			Qtr Ending Dec 08			Growth
	Lacs	Lacs	%	Lacs	Lacs	%	
Gross Revenues		115,797	100%		109,441	100%	6%
Domestic Revenues	31,229		27%	25,040		23%	25%
International Revenues	84,568		73%	84,401		77%	0%
Cost of Goods Sold		68,166	59%		64,782	59%	5%
Gross Margin		47,631	41%		44,659	41%	7%
Overheads		27,286	24%		25,122	23%	9%
EBDITA		20,345	18%		19,537	18%	4%
Depreciation & Amortisation		5,408	5%		4,565	4%	18%
Interest & Finance Charges		5,957	5%		8,101	7%	-26%
Income From Associates		(101)	0%		356	0%	-128%
Profit Before Tax		8,879	8%		7,227	7%	23%
Provision for Tax - Current		150	0%		465	0%	-68%
Provision for Tax - Deferred		2,319	2%		228	0%	917%
Provision for Tax - FBT		-	0%		73	0%	-100%
Profit After Tax		6,410	6%		6,461	6%	-1%



Income by Region – 3rd Qtr 09

Region	3rd Qtr of 09		3rd Qtr of 08		Growth	
	Lacs	%	Lacs	%	Lacs	%
North America	18,414	16%	19,130	17%	(716)	-4%
India	31,229	27%	25,040	23%	6,189	25%
Europe	26,730	23%	30,091	27%	(3,360)	-11%
Rest of World	39,424	34%	35,180	32%	4,244	12%
Total	115,797	100%	109,441	100%	6,357	6%



Sales Analysis

Analysis of Sales Products for Apr 09 - Dec09		
Particulars	3rd Qtr	9 Months
Sales	6%	11%
Exchange Impact	0%	3%
Balance Increase	6%	8%
Rate Variance	-13%	-4%
Quantity Variance	18%	13%



Working Capital Analysis

Particulars		31-12-08 9 m	31-03-09 12 m	30-09-09 6m	31-12-09 9m
Turnover	Rs. Crs	3451	4802	2733	3844
Inventory	Rs. Crs	1853	1685	1348	1288
No of Days		147	128	90	92
Receivables	Rs. Crs	1104	1141	1369	1130
No of Days		88	87	91	80
Payables	Rs. Crs	1463	1583	1296	1256
No of Days		116	120	87	89
Net Working Capital	Rs. Crs	1494	1243	1420	1162
Net Working Capital Days/ Sales		119	95	95	83



Financial Results Apr-Dec 09

Particulars	Rs in Lacs				
	Quarter ended 31.12.2009 (Unaudited)	Quarter ended 31.12.2008 (Unaudited)	Nine Months ended 31.12.2009 (Unaudited)	Nine Months ended 31.12.2008 (Unaudited)	Year ended 31.03.2009 (Audited)
Income					
a) Net Sales	111,118	104,442	384,419	345,092	480,212
b) Other Income from Operations	3,850	3,946	10,015	8,901	12,954
Total Income	114,968	108,388	394,434	353,993	493,166
Expenditure					
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	57,478	51,005	213,857	175,860	245,115
b) Employee Cost	12,342	11,427	36,789	34,358	47,936
c) Depreciation / Amortisation	5,408	4,565	15,891	12,889	19,269
d) Other Expenses	25,631	27,472	73,925	78,591	105,629
Total	100,859	94,469	340,462	301,698	417,949
Profit from Operations before Other Income, Interest and Exceptional items	14,109	13,919	53,972	52,295	75,217
Other Income	829	1,053	1,885	3,337	4,184
Profit from Operations before Interest and Exceptional items	14,938	14,972	55,857	55,632	79,401
Interest and Finance Cost	5,957	8,100	15,781	20,439	29,189
Profit after Interest but before Exceptional Items	8,981	6,872	40,076	35,193	50,212
Exceptional Items					1,007
Profit / (Loss) from Ordinary Activities before Tax	8,981	6,872	40,076	35,193	49,205
Provision for Taxation					
Current	150	465	2,452	1,898	2,577
Deferred	2,320	228	4,340	1,351	(193)
Fringe Benefit Tax	0	73	3	218	308
Tax expense	2,470	766	6,795	3,467	2,692
Net Profit/ (Loss) from Ordinary Activities after Tax	6,511	6,106	33,281	31,726	46,513
Add/(Less) Income from Associate Co	(101)	355	990	1,708	1,995
Net Profit After Tax with Income from Associate Co.	6,410	6,461	34,271	33,434	48,508



Thank You

