



United Phosphorus Limited

Consolidated Audited Results - FY 2011

(Investor's Presentation)

29 April 2011

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 4th Qtr of FY 2011

Rupees in Crores

Particulars	Qtr Ending March'2011			Qtr Ending March'2010			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		1,882	100%		1,530	100%	23%
Domestic Revenues	302		16%	203		13%	48%
International Revenues	1,579		84%	1,327		87%	19%
Cost of Goods Sold		1,170	62%		952	62%	-23%
Gross Margin		712	38%		578	38%	23%
Overheads		319	17%		262	17%	-22%
EBDITA		393	21%		316	21%	24%
Depreciation & Amortisation		66	4%		56	4%	-18%
Interest & Finance Charges		57	3%		37	2%	-54%
Profit Before Tax		270	14%		223	15%	21%
Tax provision		6	0%		13	1%	53%
Profit After Tax		264	14%		210	14%	25%
Income From Associates		(20)	-1%		9	1%	322%
Total Profit After Tax		244	13%		219	14%	10%



Income by Region – 4th Qtr FY 2011

Rupees in Crores

	Region	4th Qtr of 10-11		4th Qtr of 09-10		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	410	22%	328	21%	82	25%
2	India	303	16%	203	13%	100	49%
3	Europe	449	24%	543	36%	(93)	-17%
4	Rest of World	720	38%	456	30%	264	59%
	Total	1,882	100%	1,530	100%	352	23%



Comparative Results of FY 2011

Rupees in Crores

Particulars	Year Ending March 2011			Year Ending March 2010			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		5,898	100%		5,493	100%	7%
Domestic Revenues	1,494		25%	1,197		22%	25%
International Revenues	4,404		75%	4,296		78%	3%
Cost of Goods Sold		3,622	61%		3,421	62%	-6%
Gross Margin		2,276	39%		2,071	38%	10%
Overheads		1,072	18%		1,042	19%	-3%
EBDITA		1,204	20%		1,029	19%	17%
Depreciation & Amortisation		214	4%		215	4%	0%
Interest & Finance Charges		312	5%		194	4%	-61%
Profit Before Tax		678	11%		620	11%	9%
Tax provision		73	1%		81	1%	10%
Profit After Tax		605	10%		539	10%	12%
Income From Associates		(14)	0%		19	0%	-174%
Total Profit After Tax		591	10%		558	10%	6%



Income by Region - FY 2011

Rupees in Crores

	Region	FY 2010-11		FY 2009-10		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	1,283	22%	1,234	22%	50	4%
2	India	1,494	25%	1,196	22%	297	25%
3	Europe	1,225	21%	1,573	29%	(348)	-22%
4	Rest of World	1,897	32%	1,490	27%	407	27%
	Total	5,898	100%	5,493	100%	405	7%



Sales Analysis

Sales Analysis for Apr' 10 - Mar '11			
Particulars	12 months	YTD Dec'10	Q4 10-11
Sales	7%	0%	25%
Exchange Impact	-3%	-5%	1%
Balance Increase	10%	5%	24%
Rate Variance	-2%	-4%	3%
Quantity Variance	12%	9%	20%



Working Capital Analysis

Rs. Crores

Particulars		31-03-09 12 m	31-03-10 12 m	31-03-11 12 m	Incr Over Mar 10
Turnover	Rs. Crs	4802	5290	5650	
Inventory	Rs. Crs	1685	1008	1414	406
No of Days		128	70	91	22
Receivables	Rs. Crs	1141	1213	1479	266
No of Days		87	84	96	12
Payables	Rs. Crs	1583	1454	1842	388
No of Days		120	100	119	19
Net Working Capital	Rs. Crs	1243	767	1052	285
Net Working Capital Days/ Sales		95	53	68	15



Financial Results FY 2010-11

Rs in Crores

Particulars	Quarter ended	Quarter ended	Year ended	Year ended
	31.03.2011	31.03.2010	31.03.2011	31.03.2010
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Income				
a) Net Sales	1,805	1,446	5,650	5,290
b) Other Income from Operations	51	70	155	168
Total Income	1,857	1,516	5,805	5,459
Expenditure				
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	1,040	816	2,988	2,954
b) Employee Cost	133	134	515	502
c) Depreciation / Amortisation	66	56	214	215
d) Other Expenses	315	268	1,191	1,007
Total	1,554	1,273	4,908	4,678
Profit from Operations before Other Income, Interest and Exceptional items	303	243	897	780
Other Income	25	15	94	34
Profit from Operations before Interest and Exceptional items	327	259	990	815
Interest and Finance Cost	58	36	312	194
Profit after Interest but before Exceptional Items	270	222	678	621
Exceptional Items	14	27	14	27
Profit / (Loss) from Ordinary Activities before Tax	256	195	664	594
Tax expense	5	12	73	81
Net Profit / (Loss) from Ordinary Activities after Tax	250	183	591	513
Less : Minority Interest	3	(1)	10	6
Add/(Less) Income from Associate Co	(21)	9	(14)	19
Less : Prior Period Adjustment	9		9	
Net Profit After Tax with Income from Associate Co.	218	193	558	526



Thank You

