



United Phosphorus Limited

Consolidated Unaudited Results

(Investor's Presentation)

For the Period Apr '10 to Dec' 10.

Date - 25th Jan. 2011

*Global Manufacturer Supplier & Distributor of
Crop Protection Products*

Comparative Results of 3rd Qtr of 10-11

Particulars	Qtr Ending December' 10			Qtr Ending December' 09			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		1,248	100%		1,158	100%	8%
Domestic Revenues	332		27%	313		27%	6%
International Revenues	916		73%	845		73%	8%
Cost of Goods Sold		749	60%		682	59%	-10%
Gross Margin		499	40%		476	41%	5%
Overheads		251	20%		273	24%	8%
EBDITA		248	20%		203	17%	22%
Depreciation & Amortisation		49	4%		54	5%	9%
Interest & Finance Charges		90	7%		60	5%	-50%
Income From Associates		5	0%		(1)	0%	600%
Profit Before Tax		114	9%		88	8%	30%
Tax provision		26	2%		24	2%	-8%
Profit After Tax		88	7%		64	5%	37%



Income by Region - 3rd Qtr 10

	3rd Qtr of 10		3rd Qtr of 09		Growth	
	Crores	%	Crores	%	Crores	%
North America	176	14%	184	16%	(8)	-4%
India	332	27%	313	27%	19	6%
Europe	202	16%	267	23%	(65)	-24%
Rest of World	538	43%	394	34%	144	38%
Total	1,248	100%	1,158	100%	90	8%



Comparative Results of 9 Months of 10-11

Particulars	9 Months Ending December'10			9 Months Ending December' 09			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		4,016	100%		3,963	100%	1%
Domestic Revenues	1,191		30%	994		25%	20%
International Revenues	2,825		70%	2,969		75%	-5%
Cost of Goods Sold		2,452	61%		2,469	62%	-1%
Gross Margin		1,564	39%		1,494	38%	5%
Overheads		752	19%		777	20%	3%
EBDITA		812	20%		717	18%	13%
Depreciation & Amortisation		148	4%		159	4%	7%
Interest & Finance Charges		255	6%		157	4%	-62%
Income From Associates		7	0%		10	0%	-30%
Profit Before Tax		416	10%		411	10%	1%
Tax provision		67	2%		68	2%	1%
Profit After Tax		349	9%		343	9%	2%



Income by Region - 9 Months of 10-11

	9 Months of 10		9 Months of 09		Growth	
	Crores	%	Crores	%	Crores	%
North America	874	22%	906	23%	(32)	-3%
India	1,191	30%	994	25%	197	20%
Europe	774	19%	1,029	26%	(255)	-25%
Rest of World	1,177	29%	1,034	26%	143	14%
Total	4,016	100%	3,963	100%	53	1%



Sales Analysis

Sales Analysis for Apr' 10 - Dec' 10			
Particulars	9 Months	3rd Qtr	1st Half
Sales	0%	7%	-3%
Exchange Impact	-5%	-5%	-5%
Balance Increase	5%	12%	2%
Rate Variance	-4%	-3%	-4%
Quantity Variance	9%	14%	7%
Net Quantity Variance	9%	15%	7%



Working Capital Analysis

Rs. Crores

Particulars		31-03-09 12 m	31-03-10 12 m	31-12-09 9 m	31-12-10 9 m	Incr Over Mar 10
Turnover	Rs. Crs	4802	5290	3844	3844	
Inventory	Rs. Crs	1685	1008	1282	1537	529
No of Days		128	70	91	109	40
Receivables	Rs. Crs	1141	1213	1130	1187	-26
No of Days		87	84	80	85	1
Payables	Rs. Crs	1583	1454	1271	1638	184
No of Days		120	100	91	117	16
Net Working Capital	Rs. Crs	1243	767	1141	1086	319
Net Working Capital Days/ Sales		95	53	81	77	24



Financial Results Apr-Dec' 10

Rs in Crores

Particulars	Quarter ended 31.12.2010 (Unaudited)	Quarter ended 31.12.2009 (Unaudited)	Nine Months ended 31.12.2010 (Unaudited)	Nine Months ended 31.12.2009 (Unaudited)	Year ended 31.03.2010 (Audited)
Income					
a) Net Sales	1,189	1,111	3,844	3,844	5,290
b) Other Income from Operations	33	39	103	100	170
Total Income	1,222	1,150	3,947	3,944	5,460
Expenditure					
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	569	575	1,948	2,139	2,954
b) Employee Cost	130	123	382	368	502
c) Depreciation / Amortisation	49	54	148	159	215
d) Other Expenses	301	257	874	739	1,004
Total	1,049	1,009	3,352	3,405	4,675
Profit from Operations before Other Income, Interest and Exceptional items	173	141	595	539	785
Other Income	26	8	69	19	34
Profit from Operations before Interest and Exceptional items	199	149	664	558	819
Interest and Finance Cost	90	60	255	157	194
Profit after Interest but before Exceptional Items	109	89	409	401	625
Exceptional Items	0	-	0	-	27
Profit/ (Loss) from Ordinary Activities before Tax	109	89	409	401	598
Tax expense	26	24	67	68	81
Net Profit/ (Loss) from Ordinary Activities after Tax	83	65	342	333	517
Less : Minority Interest	4	1	8	2	6
Add/ (Less) Income from Associate Co	5	(1)	7	10	19
Net Profit After Tax with Income from Associate Co.	84	63	341	340	530



Thank You

