



United Phosphorus Limited

*Consolidated Unaudited Results
Quarter ended 30th June 2012*

*Investor Presentation
20th July 2012*



Global Manufacturer, Supplier & Distributor of Crop Protection Products

Comparative Results - 1st Qtr of FY 2013

Particulars	Qtr Ending June 12			Qtr Ending June 11			Growth %
	Crores	Crores	%	Crores	Crores	%	
Gross Revenues		2,250	100%		1,885	100%	19%
Domestic Revenues	622		27%	536		28%	16%
International Revenues	1,628		73%	1,349		72%	21%
Cost of Goods Sold		1,391	62%		1,217	65%	14%
Gross Margin		859	38%		668	35%	29%
Overheads		437	19%		300	16%	46%
EBDITA		422	19%		368	20%	15%
Depreciation & Amortisation		73	3%		63	3%	16%
Interest & Finance Charges		111	5%		71	4%	56%
Income From Associates		5	0%		(2)	0%	-350%
Profit Before Tax		243	11%		232	12%	5%
Tax provision		70	3%		47	2%	49%
Profit After Tax		173	8%		185	10%	-6%



Income by Region – 1st Qtr of FY 2013 & FY 2012

Rupees in Crores

	Region	1st Qtr of FY '13		1st Qtr of FY '12		Growth	
		Crores	%	Crores	%	Crores	%
1	North America	675	30%	511	27%	164	32%
2	India	622	27%	536	28%	86	16%
3	Europe	421	19%	376	20%	45	12%
4	Rest of World	532	24%	462	25%	70	15%
	Total	2,250	100%	1,885	100%	365	19%



Sales Analysis

Sales Analysis for April'12 - June'12	
Particulars	1st Qtr
Sales	20%
Exchange Impact	11%
Balance Increase	9%
Rate Variance	5%
Quantity Variance	4%



Working Capital Analysis

Rs. Crores

Particulars		31-03-12 12 m	30-06-12 3 m	Change Over Mar 12
Turnover	Rs. Crs	7534	2180	
Proportionate Turnover	Rs. Crs	7888		
Inventory	Rs. Crs	1878	1923	45
No of Days		87	80	-7
Receivables	Rs. Crs	2507	2740	233
No of Days		116	115	-1
Payables	Rs. Crs	1937	2198	261
No of Days		90	92	2
Net Working Capital	Rs. Crs	2448	2465	17
Net Working Capital Days/ Sales		113	103	-10



Note: Calculation for FY 12 is based on turnover of acquisition on a proportionate basis.

Financial Results Q I- FY 2013

in crores

Particulars	Quarter ended	Quarter ended	Quarter ended	Year ended
	30.06.2012	31.03.2012	30.06.2011	31.03.2012
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
Income				
a) Net Sales	2,180	2,119	1,822	7,534
b) Other Income from Operations	34	8	32	121
Total Income	2,214	2,127	1,854	7,655
Expenditure				
a) Consumption of Raw Materials, Packing Material, Traded goods & Increase / Decrease in Stock	1,142	1,118	997	4,058
b) Employee benefits expenses	206	191	149	686
c) Depreciation / Amortisation	73	79	63	292
d) Other Expenses	480	431	371	1,544
Total	1,901	1,819	1,580	6,580
Profit from Operations before Other Income, Finance cost and Exceptional items	313	308	274	1,075
Other Income	35	17	31	109
Profit from Operations before Interest and Exceptional items	348	325	305	1,184
Interest and Finance Cost	111	69	71	415
Profit after Interest but before Exceptional Items	237	256	234	769
Exceptional Items	0	3	0	18
Profit / (Loss) from Ordinary Activities before Tax	237	253	234	751
Prior Period Adjustments	0	21	0	22
Profit / (Loss) from Ordinary Activities before Tax	237	232	234	729
Tax expense	70	4	47	128
Net Profit / (Loss) from Ordinary Activities after Tax	167	228	187	601
Less : Minority Interest	(31)	9	1	5
Add/(Less) Share of Profit/(Loss) from Associate Co	5	(13)	(2)	(35)
Less : Prior Period Adjustment - Associate Co	0	5	0	5
Net Profit After Tax with Income from Associate Co.	203	202	184	556



Thank You

United Phosphorus Ltd

