



## NEWS RELEASE

9<sup>th</sup> August 2012, Hyderabad, India.

### Q1 FY 2013-14 Unaudited Financials

|                                     | Q1 FY13-14<br>₹ Crores | Q1 FY12-13<br>₹ Crores | Variance<br>% | Q4 FY12-13<br>₹ Crores | Variance<br>% |   |
|-------------------------------------|------------------------|------------------------|---------------|------------------------|---------------|---|
| Consolidated Net Operating Income   | 1715.6                 | 1214.4                 | 41.3%         | 1570.4                 | 9.2%          | ↑ |
| Operating Profit (EBIDTA) before Fx | 307.7                  | 139.8                  | 120.1%        | 240.0                  | 28.2%         | ↑ |
| PBT before Fx (Profit)              | 214.3                  | 50.0                   | 328.6%        | 153.3                  | 39.8%         | ↑ |

#### Key Consolidated Financial Highlights for 1QFY2013-14 (Unaudited) on Y-o-Y basis :

- Total Operating Income up by 41.3% to ₹1715.6 Crores (₹1214.4Crores)
- Operating Profit (EBIDTA) before Fx improves to 18.0% (11.5%)
- Operating Profit (EBIDTA) before Fx up 120.1% to ₹307.7Crores (₹139.8 Crores)
- PBT before Fx up by 328.6% to ₹214.3 Crores (₹50.0 Crores)
- Formulation Sales up by 68.1% to ₹1100.5 Crores (₹654.6 Crores)
- API Sales up by 10.2% to ₹649.9 Crores (₹587.1 Crores)
- Formulations Sales constitute 63.0% (52.7%) and API 37.0% (47.3%) of gross sales

The EBITDA during the quarter on Y-o-Y basis has improved by 640bps due to Improved business mix resulting in decrease in materials consumption, staff cost and other expenses to net sales by 1.3%, 1.7% and 3.4% respectively.

Commenting on the Company's performance, **Mr. N. Govindarajan**, Managing Director of the company said: "Our focus on costs and the qualitative aspect of sales across key markets have reflected positively on our revenues and operating margins on a year on year basis. Our reported bottom-line got impacted by the mark-to-market component of our Dollar denominated debt because of Rupee depreciation during the quarter. We continue to make steady progress in achieving our strategic objective of strengthening our business mix towards more differentiated product and service offerings to our customers"

#### Segmental Breakup of Sales (Consolidated) :

| (₹ in Crores)             |               |              |              |
|---------------------------|---------------|--------------|--------------|
| Particulars               | Q1 FY13-14    | Q1 FY12-13   | Change       |
| USA                       | 624.8         | 328.3        | 90.3%        |
| EU & RoW                  | 283.9         | 186.1        | 52.6%        |
| ARV                       | 191.8         | 140.2        | 36.8%        |
| <b>Formulations</b>       | <b>1100.5</b> | <b>654.6</b> | <b>68.1%</b> |
| Dossier Income            | 3.0           | 6.8          | (55.9%)      |
| SSPs                      | 222.2         | 179.1        | 24.1%        |
| CephS                     | 216.3         | 223.0        | (3.0%)       |
| Non-Belatactum            | 208.4         | 185.0        | 12.6%        |
| <b>Active Ingredients</b> | <b>646.9</b>  | <b>587.1</b> | <b>10.2%</b> |



### **Domestic and Export breakup of Gross Sales (Stand Alone):**

(₹ in Crores)

| Particulars        | Q1 FY13-14    | Q1 FY12-13    | Change       |
|--------------------|---------------|---------------|--------------|
| Domestic           | 378.3         | 349.3         | 8.3%         |
| Export             | 1265.9        | 810.7         | 56.1%        |
| <b>Total Sales</b> | <b>1644.2</b> | <b>1160.0</b> | <b>41.7%</b> |

### **Global Regulatory filings :**

| Filings                                                                                                                       | Q1 FY13-14 | Cumulative Filings as on 30 <sup>th</sup> June 2013 |
|-------------------------------------------------------------------------------------------------------------------------------|------------|-----------------------------------------------------|
| ANDAs (USA)                                                                                                                   | 12         | 281                                                 |
| DMFs (USA) (4 filed, 9 withdrawn during the quarter)                                                                          | (5)        | 167                                                 |
| Formulations Dossiers in other key advanced markets (incl. Multiple registration into EU, South Africa, Australia and Canada) | 72         | 1825                                                |
| API DMF/COS filings in other key regulated markets                                                                            | 22         | 2139                                                |
| Patents                                                                                                                       | 7          | 539                                                 |

Following approvals in USA (191 cumulative approvals including 29 tentative by USFDA), Australia (43 cumulative approvals by TGA) and Canada (36 cumulative approvals by Health Canada) were received during the quarter ended 30<sup>th</sup> June 2013:

#### **USA**

1. Efavirenz/Emtricitabine/Tenofovir Disoproxil Fumarate Tablets 600mg/200mg/ 300mg, ARV - Tentative
2. Glycopyrrolate Tablets, USP 1mg and 2mg, Peptic Ulcer - Final
3. Acetaminophen and Codeine Phosphate Tablets USP 300mg/15mg, 300mg/30mg and 300mg/60mg (Aurolife), Schedule-III Controlled Substance - Final
4. Valsatan Tablets 40mg, 80mg, 160mg and 320mg CVS - Tentative
5. Sumatriptan Succinate Injection 6mg (Base)/0.5mL, for acute Migrain - Final
6. Cefadroxil for Oral Suspension USP 250mg/5mL and 500mg/5mL, Antibiotic - Final
7. Quinapril Tablets USP 5mg, 10mg, 20mg and 40mg, CVS - Final
8. Tamsulosin Hydrochloride Capsules USP 0.4mg, BPH - Final
9. Clindamycin Palmitate Hydrochloride for Oral Solution USP 75mg/5mL Anti-infective - Final
10. Efavirenz, Lamivudine and Tenofovir Disoproxil Fumarate Tablets (NDA) 600mg/300mg/300mg, ARV – Tentative

#### **Australia**

1. Duloxetine Delayed Release Capsules 30mg, 60mg
2. Rosuvastatin Tablets 5mg, 10mg, 20mg, 40mg

#### **Canada**

1. Simvastatin Tablets 5mg, 10mg, 20mg, 40mg, 80mg
2. Valacyclovir Tablets 500mg, 1000mg
3. Finasteride Tablets 5mg
4. Irbesartan Tablets 75mg, 150mg, 300mg
5. Risedronate Tablets 5mg, 30mg, 35 mg
6. Valsartan/HCTZ Tablets 80/12.5mg, 160/12.5mg, 160/25mg, 320/12.5mg and 320/25 mg

### **About Aurobindo Pharma Limited:**

Aurobindo Pharma Limited ([www.aurobindo.com](http://www.aurobindo.com)), headquartered at Hyderabad, India, manufactures generic pharmaceuticals and active pharmaceutical ingredients. The company's manufacturing facilities are approved by several leading regulatory agencies like US FDA, UK MHRA, WHO, Health Canada, MCC South Africa, ANVISA Brazil. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retrovirals, CVS, CNS, Gastroenterologicals, and Anti-Allergics. The Company is marketing these products globally, in over 100 countries.

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# **AUROBINDO PHARMA LIMITED**

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| PART I STATEMENT OF STAND ALONE/CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER ENDED 30.06.2013                                     |                    |                        |                |                |                    |                          |                 |                |
|-------------------------------------------------------------------------------------------------------------------------------------|--------------------|------------------------|----------------|----------------|--------------------|--------------------------|-----------------|----------------|
| Rs. in lakhs                                                                                                                        |                    |                        |                |                |                    |                          |                 |                |
| Particulars                                                                                                                         | Stand alone        |                        |                |                | Consolidated       |                          |                 |                |
|                                                                                                                                     | Three months ended |                        |                | Year Ended     | Three months ended |                          |                 | Year Ended     |
|                                                                                                                                     | 30.06.2013         | 31.03.2013             | 30.06.2012     | 31.03.2013     | 30.06.2013         | 31.03.2013               | 30.06.2012      | 31.03.2013     |
|                                                                                                                                     | Unaudited          | Audited (Refer note 8) | Unaudited      | Audited        | Unaudited          | Unaudited (Refer note 8) | Unaudited       | Audited        |
| <b>1 Income from operations</b>                                                                                                     |                    |                        |                |                |                    |                          |                 |                |
| (a) Net sales/income from operations (Net of excise duty)                                                                           | 159,578            | 145,524                | 111,256        | 535,291        | 169,960            | 155,268                  | 119,744         | 578,312        |
| (b) Other operating income                                                                                                          | 1,596              | 1,769                  | 1,697          | 7,219          | 1,596              | 1,769                    | 1,697           | 7,219          |
| <b>Total income from operations (net)</b>                                                                                           | <b>161,174</b>     | <b>147,293</b>         | <b>112,953</b> | <b>542,510</b> | <b>171,556</b>     | <b>157,037</b>           | <b>121,441</b>  | <b>585,531</b> |
| <b>2 Expenses</b>                                                                                                                   |                    |                        |                |                |                    |                          |                 |                |
| (a) Cost of material consumed                                                                                                       | 79,559             | 73,222                 | 66,172         | 305,364        | 78,693             | 75,580                   | 66,732          | 309,144        |
| (b) Purchase of stock-in-trade                                                                                                      | 1,884              | 1,671                  | 2,407          | 7,809          | 5,173              | 5,502                    | 3,760           | 16,958         |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                                                   | 5,658              | 5,397                  | (5,948)        | (12,108)       | 5,262              | (615)                    | (5,754)         | (27,025)       |
| (d) Employee benefits expense                                                                                                       | 12,346             | 11,127                 | 10,212         | 43,142         | 18,891             | 17,518                   | 15,427          | 66,331         |
| (e) Depreciation and amortisation expense                                                                                           | 4,593              | 4,598                  | 4,104          | 17,139         | 7,192              | 6,928                    | 5,884           | 24,874         |
| (f) Provision for decline in the value of long-term investment                                                                      | -                  | 5,100                  | -              | 6,900          | -                  | -                        | -               | -              |
| (g) Other expenses                                                                                                                  | 24,901             | 25,479                 | 21,574         | 95,597         | 32,766             | 35,044                   | 27,301          | 131,216        |
| <b>Total expenses</b>                                                                                                               | <b>128,941</b>     | <b>126,594</b>         | <b>98,521</b>  | <b>463,843</b> | <b>147,977</b>     | <b>139,957</b>           | <b>113,350</b>  | <b>521,498</b> |
| <b>3 Profit/(Loss) from operations before other income, finance costs, foreign exchange (gain)/loss and exceptional items (1-2)</b> | <b>32,233</b>      | <b>20,700</b>          | <b>14,432</b>  | <b>78,667</b>  | <b>23,579</b>      | <b>17,080</b>            | <b>8,091</b>    | <b>64,033</b>  |
| <b>4 Other Income</b>                                                                                                               | <b>287</b>         | <b>663</b>             | <b>108</b>     | <b>1,501</b>   | <b>392</b>         | <b>1,409</b>             | <b>222</b>      | <b>2,854</b>   |
| <b>5 Profit/(Loss) from ordinary activities before finance costs, foreign exchange (gain)/loss and exceptional items (3+4)</b>      | <b>32,520</b>      | <b>21,363</b>          | <b>14,540</b>  | <b>80,168</b>  | <b>23,971</b>      | <b>18,489</b>            | <b>8,313</b>    | <b>66,887</b>  |
| <b>6 Finance costs (refer note 6)</b>                                                                                               | <b>2,073</b>       | <b>2,595</b>           | <b>3,030</b>   | <b>11,474</b>  | <b>2,539</b>       | <b>3,160</b>             | <b>3,311</b>    | <b>13,133</b>  |
| <b>7 Foreign exchange (Gain)/Loss (refer note 6)</b>                                                                                | <b>13,953</b>      | <b>(954)</b>           | <b>19,325</b>  | <b>12,382</b>  | <b>17,241</b>      | <b>130</b>               | <b>20,645</b>   | <b>16,344</b>  |
| <b>8 Profit/(Loss) from ordinary activities after finance costs but before exceptional items (5-6-7)</b>                            | <b>16,494</b>      | <b>19,722</b>          | <b>(7,815)</b> | <b>56,312</b>  | <b>4,191</b>       | <b>15,199</b>            | <b>(15,643)</b> | <b>37,410</b>  |
| <b>9 Exceptional item</b>                                                                                                           | <b>-</b>           | <b>-</b>               | <b>-</b>       | <b>-</b>       | <b>-</b>           | <b>-</b>                 | <b>-</b>        | <b>-</b>       |
| <b>10 Profit/(Loss) from ordinary activities before tax (8-9)</b>                                                                   | <b>16,494</b>      | <b>19,722</b>          | <b>(7,815)</b> | <b>56,312</b>  | <b>4,191</b>       | <b>15,199</b>            | <b>(15,643)</b> | <b>37,410</b>  |
| <b>11 Tax expense/(credit)</b>                                                                                                      | <b>2,131</b>       | <b>3,368</b>           | <b>(2,831)</b> | <b>6,713</b>   | <b>2,445</b>       | <b>4,452</b>             | <b>(2,740)</b>  | <b>8,271</b>   |
| <b>12 Net Profit/(Loss) for the period (10-11)</b>                                                                                  | <b>14,363</b>      | <b>16,354</b>          | <b>(4,984)</b> | <b>49,599</b>  | <b>1,746</b>       | <b>10,747</b>            | <b>(12,903)</b> | <b>29,139</b>  |
| <b>13 Minority Interest</b>                                                                                                         | <b>-</b>           | <b>-</b>               | <b>-</b>       | <b>-</b>       | <b>(114)</b>       | <b>(114)</b>             | <b>(12)</b>     | <b>(246)</b>   |
| <b>14 Net Profit/(Loss) after taxes and minority interest (12-13)</b>                                                               | <b>14,363</b>      | <b>16,354</b>          | <b>(4,984)</b> | <b>49,599</b>  | <b>1,860</b>       | <b>10,861</b>            | <b>(12,891)</b> | <b>29,385</b>  |
| <b>15 Paid-up Equity Share Capital (Face value Re. 1 per share)</b>                                                                 | <b>2,912</b>       | <b>2,912</b>           | <b>2,911</b>   | <b>2,912</b>   | <b>-</b>           | <b>-</b>                 | <b>-</b>        | <b>-</b>       |
| <b>16 Reserves excluding Revaluation Reserve</b>                                                                                    | <b>-</b>           | <b>-</b>               | <b>-</b>       | <b>290,998</b> | <b>-</b>           | <b>-</b>                 | <b>-</b>        | <b>-</b>       |
| <b>17 Earnings per share of Re.1/- each (not annualised)</b>                                                                        |                    |                        |                |                |                    |                          |                 |                |
| (a) Basic                                                                                                                           | 4.93               | 5.62                   | (1.71)         | 17.04          | 0.64               | 3.73                     | (4.43)          | 10.09          |
| (b) Diluted                                                                                                                         | 4.93               | 5.61                   | (1.71)         | 17.02          | 0.64               | 3.73                     | (4.43)          | 10.09          |

| PART II SELECT INFORMATION FOR THE QUARTER ENDED 30.06.2013                             |                    |             |             |             |
|-----------------------------------------------------------------------------------------|--------------------|-------------|-------------|-------------|
| Particulars                                                                             | Three months ended |             |             | Year Ended  |
|                                                                                         | 30.06.2013         | 31.03.2013  | 30.06.2012  | 31.03.2013  |
| <b>A PARTICULARS OF SHAREHOLDING</b>                                                    |                    |             |             |             |
| <b>1 Public Shareholding</b>                                                            |                    |             |             |             |
| - Number of Shares                                                                      | 131,514,694        | 131,514,844 | 131,708,307 | 131,514,844 |
| - Percentage of Shareholding                                                            | 45.16              | 45.16       | 45.24       | 45.16       |
| <b>2 Promoters and promoter group Shareholding</b>                                      |                    |             |             |             |
| a) Pledged/Encumbered                                                                   |                    |             |             |             |
| - Number of Shares                                                                      | 30,005,297         | 37,461,297  | 36,686,605  | 37,461,297  |
| - Percentage of Shares (as a % of the total shareholding of promoters & promoter group) | 18.79              | 23.46       | 23.01       | 23.46       |
| - Percentage of Shares (as a % of the total share capital of the company)               | 10.30              | 12.86       | 12.60       | 12.86       |
| b) Non-encumbered                                                                       |                    |             |             |             |
| - Number of Shares                                                                      | 129,691,299        | 122,235,149 | 122,726,378 | 122,235,149 |
| - Percentage of Shares (as a % of the total shareholding of promoters & promoter group) | 81.21              | 76.54       | 76.99       | 76.54       |
| - Percentage of Shares (as a % of the total share capital of the company)               | 44.54              | 41.97       | 42.16       | 41.97       |

| Particulars                                    | Three months ended 30.06.2013 |
|------------------------------------------------|-------------------------------|
| <b>B INVESTOR COMPLAINTS</b>                   |                               |
| Pending at the beginning of the quarter        | 1                             |
| Received during the quarter                    | 57                            |
| Disposed of during the quarter                 | 58                            |
| Remaining unresolved at the end of the quarter | Nil                           |

## **NOTES:**

- The above unaudited financial results as reviewed by the Audit Committee have been approved by the Board at its meeting held on August 9, 2013. A Limited Review of the above stand alone financial results has been carried out by the Statutory Auditors.
- The consolidated audited financial results have been prepared in accordance with AS - 21 on 'Consolidated Financial Statement' and AS-27 'Financial Reporting of Interests in Joint Ventures' and includes financial results of all Subsidiaries and Joint Ventures.
- The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'.
- Sales of standalone for the current quarter include exports Rs.126,586 lakhs (Quarter ended June 30, 2012: Rs.81,074 lakhs).
- Net sales for the current quarter include dossier income in standalone of Rs.238 lakhs (June 30, 2012:Rs.366 lakhs) and in consolidated of Rs.298 lakhs (June 30, 2012: Rs.679 lakhs).
- Foreign exchange (gain)/loss for stand alone and consolidated includes exchange difference of Rs.5,048 lakhs, Rs.4,776 lakhs, Rs.Nil and Rs.13,532 lakhs for three months ended June 30, 2013, June 30, 2012, March 31, 2013 and for the year ended March 31, 2013 respectively, arising from foreign currency borrowings to the extent that they are regarded as an adjustment to finance cost as per para 4(e) of 'AS 16' on Borrowing costs.
- With effect from April 1, 2013, the Company has changed the accounting policy for valuation of cost of the inventory from 'first-in-first out' basis to 'moving average basis'. Accordingly, this has resulted into decrease in the value of inventory on standalone basis and consolidated basis as at June 30, 2013 by Rs.60 lakhs and Rs.158 lakhs respectively and decrease in profit before tax on standalone basis and consolidated basis of the quarter ended June 30, 2013 by Rs.60 lakhs and Rs.44 lakhs respectively.
- The figures of the quarter ended March 31, 2013 are the balancing figures between audited figures in respect of the full financial year ended March 31st and unaudited published year to date figures upto the third quarter ended December 31st. The unaudited consolidated results published year to date figures upto the third quarter ended December 31st were not subject to limited review and the unaudited standalone results were subject to limited review.
- Previous period figures have been regrouped/rearranged wherever considered necessary to conform to the current period presentation.

By Order of the Board

Place: Hyderabad  
Date : August 9, 2013

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N.Govindarajan  
Managing Director