

## **NEWS RELEASE**

6th February 2014, Hyderabad, India

# Aurobindo Pharma 3Q 2013-14 Unaudited Results

	Q3FY14 ₹ Crores	Q3FY13 ₹ Crores	Y-o-Y Variance	Q2FY14 ₹ Crores	Q-o-Q Variance	
Consolidated Net Operating Income	2140.6	1570.1	36.3%	1913.9	11.8%	<b>↑</b>
Operating Profit (EBIDTA) before Fx	643.8	259.1	148.5%	438.4	46.9%	<b>↑</b>
PBT before Fx (Profit)	547.7	170.8	220.7%	342.3	60.0%	<b>↑</b>

## Consolidated Financials during Q3FY2013-14 on Y-o-Y basis:

- Total Operating Income up by 36.3% to ₹2140.6Crores (₹1570.1Crores)
- Operating Profit (EBIDTA) before Fx improves to 30.1% (16.5%)
- Operating Profit (EBIDTA) before Fx up 148.5% to ₹643.8Crores (₹259.1Crores)
- PBT before Fx up by 220.7% to ₹547.7Crores (₹170.8Crores)
- PAT up by 354.8% to ₹417.5Crores (₹91.8Crores)
- Basic & diluted EPS (not annualized) is ₹14.34 and ₹14.32 respectively for the current quarter.
- Formulation Sales up by 57.5% to ₹1436.1 Crores (₹911.8 Crores)
- API Sales up by 12.8% to ₹744.5 Crores (₹660.2 Crores)
- Formulations Sales constitute 65.9% (58.0%) and API 34.1% (42.0%) of gross sales

The EBITDA during the quarter has improved by 13.6% on Y-o-Y basis due to improved business mix resulting in decrease in materials consumption, staff costs other expenses to net sales by 9.1%, 0.9% and 5.6% respectively and decline in dossier income by 2.0%

Commenting on the Company's performance, Mr. N. Govindarajan, Managing Director of the company said:

"We have had a robust quarter driven by our sustaining base business along with successful launches in US, translating into better top and bottom line We are confident to sustain the momentum as we foray into strengthening our access into markets, products and technology platforms where we are not dominantly present as we consolidate on our existing businesses"

# Segmental Breakup of Sales (Consolidated):

(₹Crores)

(<010165)								
Particulars	Q3 FY13-14	Q3 FY12-13	Change	9M FY13-14	9M FY12-13	Change		
USA	931.2	513.4	+81.4%	2286.8	1266.6	+80.5%		
ARV	220.4	175.1	+25.9%	645.3	567.5	+13.7%		
EU	150.8	110.4	+36.6%	495.3	346.8	+42.8%		
RoW	133.7	112.9	+18.4%	337.6	288.3	+17.1%		
Formulations	1436.1	911.8	+57.5%	3765.0	2469.2	+52.5%		

Dossier Income	1.7	38.6	(95.6%)	11.0	57.1	(80.7%)
SSPs	258.3	213.0	+21.3%	723.4	576.6	25.5%
Cephs	217.5	245.2	(11.3%)	640.4	693.8	(7.7%)
Non-Betalactam	268.7	202.0	+33.0%	745.6	599.0	24.5%
Active Ingredients	744.5	660.2	+12.8%	2109.4	1869.4	12.8%



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

(₹Crores)

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Particulars	Q3 FY13-14	Q3 FY12-13	Change	9M FY13-14	9M FY12-13	Change
Domestic	500.5	424.1	+18.0%	1283.9	1148.7	+11.8%
Export	1436.8	1029.2	+39.6%	3929.1	2887.7	+36.1%
Total Sales	1937.3	1453.3	33.3%	5213.0	4036.4	+29.1%

## **Global Regulatory filings:**

Filings	Q3 FY13-14	Cumulative Filings as on 31st Dec 2013
ANDAs (USA)	14	308
DMFs (USA)	1	176
Formulations Dossiers in other key advanced markets (incl. Multiple registration into EU. South Africa, Australia and Canada)	81	1940
API DMF/COS filings in other key regulated markets	28	2214
Patents	6	551

Following approvals in USA (188 cumulative approvals including 25 tentative by USFDA), South Africa (66 cumulative approvals by MCC-SA), Australia (47 cumulative approvals by TGA) and Canada (45 cumulative approvals by Health Canada)) were received during the quarter ended 31st December 2013:

#### USA

- 1. Acyclovir Sodium Injection 500mg/10mL (50mg/mL) & 1000mg/20mL (50mg/mL) (Treatment of Herpes, Shingles): Final
- 2. Bupivacaine Hydrochloride Injection USP 0.25% (2.5mg/mL), 0.5% (5mg/mL) & 0.75% (7.5mg/mL) (Anesthetic): Final
- 3. Finasteride Tablets USP 1mg (Benign prostatic hyperplasia): Final (Earlier TA)
- 4. Lamivudine+Tenofovir Disoproxil Fumarate Tablets, Co-packaged with Nevirapine Tablets USP 300mg/300mg/200mg (ARV): Final
- 5. Dextroamphetamine Saccharate, Amphetamine Aspartate, Dextroamphetamine Sulfate & Amphetamine Sulfate Tablets 5mg, 7.5mg, 10mg, 12.5mg, 15mg, 20mg & 30mg (ADHD and Narcolepsy): Final
- 6. Duloxetine Hydrochloride Delayed Release Capsules 20mg, 30mg & 60mg (CNS): Final

#### South Africa

- 1. Fluconazole Capsules 50mg, 100mg, 150mg, 200mg
- 2. Escitalopram Oxalate Tablets 5mg, 10mg, 20mg

### Australia

 Candesartan/Hydrochlorothiazide Tablets 16/12.5mg, 32/12.5mg and 32/25mg

#### <u>Canada</u>

- 1. Sildenafil Tablets 25mg, 50mg, 100mg
- 2. Valsartan Tablets 40mg, 80mg, 160mg, 320mg
- 3. Lamivudine/Zidovudine Tablets 150/300mg
- 4. Pantoprazole Gastro Resistant Tablets 40mg
- 5. Clopidogrel Tablets 75mg
- 6. Efavirenz Tablets 600mg

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

Aurobindo Pharma Limited (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, Japan PMDA, 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, supported by an outstanding R&D set-up. The Company is marketing these products globally, in over 125 countries.

## For further information, please contact:

Investor Relations Aurobindo Pharma Limited

Corporate Office: WaterMark Building, Level-1

Plot No.11, Survey No. 9 Kondapur, Hitech City, Hyderabad

Reg Office: Plot No. 2, Maitrivihar Ameerpet, Hyderabad Phone: 040-66725000 / 66725401 Email: ir@aurobindo.com Website : www.aurobindo,.com



### AUROBINDO PHARMA LIMITED

egd.Office: Plot No.2, Maitrivihar, Ameerpet, Hyderabad - 500 038, India

RS. in lights  STATEMENT OF STAND ALONE/CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31.12.2013  RS. in lights													
STATE	Stand alone Consolidated												
					Year Ended	Т	hree months end		Nine months ended Year Ended				
Particulars	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
Income from operations     (a) Net sales/income from operations (Net of excise duty)     (b) Other operating income     Total income from operations (net)	189,291 504 189,795	158,162 1,638 159,800	141,263 1,874 143,137	507,031 3,738 510,769	389,767 5,450 395,217	535,291 7,219 542,510	213,552 504 214,056	189,748 1,638 191,386	155,195 1,814 157,009	573,260 3,738 576,998	423,044 5,450 428,494	578,312 7,219 585,531	
2 Expenses  (a) Cost of material consumed (b) Purchase of stock-in-trade (c) Changes in inventories of finished goods, work-in- trade	88,028 6,424 (4,648)	80,838 429 1,855	85,423 2,229 (8,873)	248,425 8,737 2,865	232,142 6,138 (17,505)	305,364 7,809 (12,108)	90,294 9,155 (9,677)	85,166 2,838 3,917	84,470 3,010 (9,260)	254,153 17,166 (498)	233,563 11,456 (26,410)	309,144 16,958 (27,025)	
(d) Employee benefits expense (e) Depreciation and amortisation expense (f) Provision for decline in the value of long-term investment (g) Other expenses Total expenses	13,347 4,719 - 28,662 136,532	11,964 4,703 2,500 26,185 128,474	10,995 4,224 - 25,113 119,111	37,657 14,015 2,500 79,748 393,947	32,016 12,541 1,800 70,118 337,250	43,142 17,139 6,900 95,597 463,843	21,343 7,597 - 38,561 157,273	19,596 7,662 - 36,034 155,213	16,682 6,079 - 36,198 137,179	59,830 22,451 - 107,361 460,463	48,812 17,946 - 96,173 381,540	66,331 24,874 - 131,216 521,498	
Proft/(Loss) from operations before other income, finance costs, foreign exchange (gain)/loss and exceptional items (1-2)     Other income	53,263 1,313	31,326 205	24,026 108	116,822 1.805	57,967 838	78,667 1.501	56,783 356	36,173 511	19,830 564	116,535 1,259	46,954 1,445	64,033 2.854	
5 Profit/(Loss) from ordinary activities before finance costs , foreign exchange (gain)/ loss and exceptional items (3+4) 6 Finance costs (refer note 6) 7 Foreign exchange (Gain)/Loss (refer note 6)	54,576 1,745 (2,021)	31,531 1,969	24,134 2,850 6.496	118,627 5,787 19,770	58,805 8,879 13,336	80,168 11,474 12,382	57,139 2,374 (208)	36,684 2,458 6.829	20,394 3,312 7,336	117,794 7,371 23.862	48,399 9,973 16,214	66,887 13,133 16,344	
Profit/(Loss) from ordinary activities after finance costs but before exceptional items (5-6-7)     Exceptional item	54,852	21,724	14,788	93,070	36,590	56,312	54,973	27,397	9,746	86,561	22,212	37,410	
10 Profit /(Loss) from ordinary activities before tax (8-9) 11 Tax expense/(credit) 12 Net Profit /(Loss) for the period (10-11) 13 Minority Interest	54,852 13,036 41,816	21,724 3,754 17,970	14,788 360 14,428	93,070 18,921 74,149	36,590 3,345 33,245	56,312 6,713 49,599	54,973 13,361 41,612 (137)	27,397 4,011 23,386 (109)	9,746 646 9,100 (81)	86,561 19,817 66,744 (360)	22,212 3,819 18,393 (132)	37,410 8,271 29,139 (246)	
14 Net Profit/(Loss) after taxes and minority interest (12-13)  15 Paid-up Equity Share Capital (Face value Re. 1 per share)	41,816 2,912	17,970 2.912	14,428 2.911	74,149 2.912	33,245 2.911	49,599 2,912	41,749	23,495	9,181	67,104	18,525	29,385	
16 Reserves excluding Revaluation Reserve  17 Earnings per share of Re.1/- each (not annualised)  (a) Basic	14.36	6.17	4.96	25.46	11.42	290,998 17.04	14.34	8.07	3.15	23.04	6.36	10.09	
(a) Diluted	14.34	6.16	4.96	25.43	11.42	17.02	14.32	8.06	3.15	23.01	6.36	10.09	

PART	PART II  SELECT INFORMATION FOR THE QUARTER & NINE MONTHS ENDED 31.12.2013										
$\vdash$	SEEEST III STAIRTHON TO		ree months ended		Nine mont	hs ended	Year Ended				
	Particulars	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013				
Α	PARTICULARS OF SHAREHOLDING										
	Public Shareholding										
	- Number of Shares	131.834.694	131.514.694	131.708.307	131.834.694	131,708,307	131.514.844				
	- Percentage of Shareholding	45.27	45.16	45.24	45.27	45.24	45.16				
	Promoters and promoter group Shareholding										
	a) Pledged/Encumbered										
	- Number of Shares	34,931,797	33,293,797	35,932,297	34,931,797	35,932,297	37,461,297				
	<ul> <li>Percentage of Shares (as a % of the total</li> </ul>										
	shareholding of promoter & promoter group)	21.92	20.85	22.54	21.92	22.54	23.46				
	- Percentage of Shares (as a % of the total										
	share capital of the company)	12.00	11.43	12.34	12.00	12.34	12.86				
	b) Non-encumbered										
	- Number of Shares	124,444,799	126,402,799	123,480,686	124,444,799	123,480,686	122,235,149				
	- Percentage of Shares (as a % of the total										
	shareholding of promoter & promoter group)	78.08	79.15	77.46	78.08	77.46	76.54				
	- Percentage of Shares (as a % of the total	40.70	40.44	40.40	40.70	10.10	44.0				
	share capital of the company)	42.73	43.41	42.42	42.73	42.42	41.9				

	Particulars	Three months ended 31.12.2013
В	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	Nil
	Received during the quarter	65
	Disposed of during the quarter	65
	Remaining unresolved at the end of the quarter	Nil

#### NOTES

- The above unaudited financial results for the quarter and nine months ended December 31, 2013 as reviewed by the Audit Committee have been approved by the Board at its meeting held on February 06, 2014. A Limited Review of the stand alone financial results for the quarter ender December 31, 2013 has been carried out by the Statutory Auditors.
- 2 The consolidated 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 Venture.
- 3 The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'.
- 4 Sales of standalone for the current quarter include exports Rs.143,682 lakhs(Quarter ended December 31, 2012: Rs.102,921 lakhs).
- 5 Net sales for the current quarter include dossier income in standalone of Rs.98 lakhs (Quarter ended December 31, 2012-Rs.1,857 lakhs) and in consolidated of Rs.167 lakhs (Quarter ended December 30, 2012: Rs.3,855 lakhs).
- 6 Foreign exchange (gain)floss for stand alone and consolidated includes exchange difference of Rs.5,196 lakhs, Rs.4,920 lakhs for three months ended December 31, 2013, September 30, 2013, December 31, 2012, respectively and Rs.15,164 lakhs, Rs.4,444 lakhs for the nine months ended December 31, 2013 and December 31, 2012 respectively and Rs.13,532 lakhs for the year ended March 31, 2013 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.
- 7 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 in decrease/(increase) in the value of inventory on standatione basis as at December 31, 2013 and September 30, 2013 by Rs. 377 lakhs and Rs. 594 lakhs respectively, and on consolidated basis by Rs. (1786 lakhs) and Rs. 713 lakhs respectively, and decrease/(increase) in profit before tax on standatione basis for the quarter ended December 31, 2013 and September 30, 2013, and for the nine months ended December 31, 2013 by Rs. (317 lakhs), Rs. 634 lakhs and Rs. 377 lakhs respectively, and on consolidated basis for the quarter ended December 31, 2013 and September 30, 2013, and for the nine months ended December 31, 2013 by (Rs. 2390 lakhs) Rs. 554 lakhs and Rs. (1792 lakhs) respectively.
- 8 The Company incorporated a wholly owned subsidiary viz. AuroZymes Limited on November 28, 2013.
- 9 The Company has allotted 1,27,500 equity shares Re.1/- each under ESOP on January 9,2014. Consequently, the paid up share capital of the Company has increased to 29,13,38,790 equity shares of Re.1/- each.
- 10 Previous period figures have been regrouped/rearranged whereever considered necessary to conform to the current period presentation.

By Order of the Board

Place: Hyderabad N.Govindarajan Date : February 6 , 2014 www.aurobindo.com Managing Director