

NEWS RELEASE

10th February 2021, Hyderabad, India

Aurobindo Pharma Ltd Q3 FY21 Consolidate Financial Results

Amount in INR Cr	Q3 FY20-21	Q3 FY19-20	% Chg	Q2 FY20-21	% Chg
Revenue from Operations	6,364.9	5,895.0	8.0	6,483.4	-1.8
EBITDA before Forex and Other income	1,368.6	1,208.0	13.3	1,432.8	-4.5
EBITDA %	21.5%	20.5%		22.1%	
PBT before Forex and Exceptional Items	1,145.4	942.8	21.5	1,206.9	-5.1
Net Profit after JV share, minority interest	2,946.5	705.4	317.7	806.2	265.5
Net Profit after JV share, minority interest excluding exceptional items (net of tax)	836.6	715.4	16.9	806.2	3.8

Key Highlights of Q3FY21 consolidated financials

- Revenue from Operations at INR 6,364.9 Cr, witnessed a growth of 8.0% over corresponding previous period
 - US formulation revenue of INR 3,171.6 Cr vs INR 2,969.4 Cr in Q3FY20, registering a growth of 6.8% YoY
 - Europe formulation revenue at INR 1,671.2 Cr, a growth of 13.2% against Q3FY20
 - Growth Markets revenue increased by 14.6% YoY to INR 396.2 Cr
 - ARV revenue at INR 443.4 Cr vs. INR 313.4 Cr, an increase of 41.5% over corresponding previous period
 - API revenue for the quarter was at INR 682.5 Cr vs. INR 789.8 Cr over corresponding previous period
- EBITDA before Forex and Other income at INR 1,368.6 Cr vs INR 1,208.0 Cr in Q3 last year, grew by 13.3%; EBITDA margin for the quarter was at 21.5% vs. 20.5% in Q3FY20
- Net Profit after JV share, minority interest at INR 2,946.5 Cr as against INR 705.4 Cr in the corresponding previous period. Net profit after JV share, minority interest excluding exceptional items (net of tax) for the quarter stood at INR 836.6 Cr
- Basic & Diluted EPS is INR 50.29 per share.
- Research & Development (R&D) spend at INR 390.5 Cr, 6.1% of revenues
- Received final approval for 13 ANDAs from USFDA including 9 injectables
- Board has approved third interim dividend @ 150% i.e., INR 1.5 per equity share of INR 1/- for the year FY20-21

Commenting on the Company's performance, Mr. N. Govindarajan, Managing Director of the company said: *"We maintained growth momentum in our revenue and profitability despite COVID challenges. We are witnessing a steady progress in our specialty pipeline and continue to focus on growing our business, improving efficiencies and productivity."*

AUROBINDO PHARMA LIMITED

(CIN :L24239TG1986PLC015190)

PAN No. AABCA7366H

Corp off.: The Water Mark Building, Plot No.11, Survey No.9, Hi-tech City, Kondapur, Hyderabad – 500 084 T.S., INDIA Tel : +91 40 6672 5000 / 1200 Fax : +91 40 6707 4059

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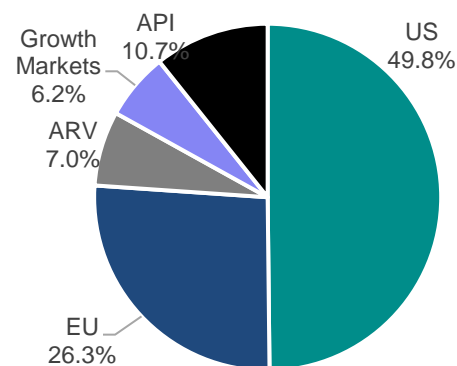
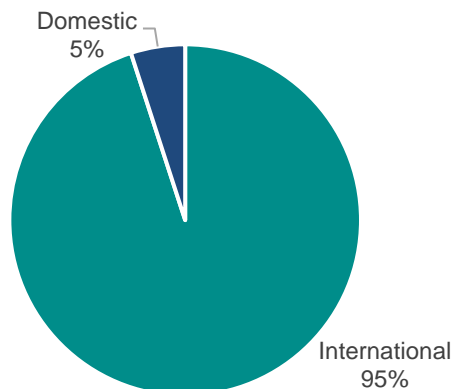
Operational Performance (Consolidated):

Amount in INR Cr	Q3 FY20-21	Q3 FY19-20	% Chg	Q2 FY20-21	% Chg
Formulations					
USA	3,171.6	2,969.4	6.8	3,189.8	-0.6
Europe	1,671.2	1,476.3	13.2	1,514.8	10.3
Growth Markets*	396.2	345.9	14.6	446.5	-11.3
ARV	443.4	313.4	41.5	502.7	-11.8
Total Formulations	5,682.4	5,104.9	11.3	5,653.8	0.5
Active Pharmaceuticals Ingredients (API)					
Betalactam	386.8	511.1	-24.3	434.4	-11.0
Non Betalactam	295.6	278.7	6.1	394.6	-25.1
Total API*	682.5	789.8	-13.6	829.0	-17.7
Consolidated Sales	6,364.9	5,894.7	8.0	6,482.8	-1.8
Dossier Income	0.0	0.3		0.6	
Revenue from Operations	6,364.9	5,895.0	8.0	6,483.4	-1.8

*includes export incentives

Consolidated Revenue breakup - Geography & segment wise

Q3FY21



Formulations

Formulation revenue for the quarter recorded a growth of 11.3% YoY to INR 5,682.4 Cr and accounted for 89.3% of total revenues.

US Formulations

- Natrol business was divested during the quarter
- US revenue in Q3FY21 witnessed a growth of 6.8% YoY to INR 3,171.6 Cr, accounting 49.8% of consolidated revenue. On constant currency basis, revenue grew by 2.9% YoY

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- Filed 8 ANDAs with USFDA in Q3FY21
- Received final approval for 13 ANDAs including 9 injectables in Q3FY21
- As on 31st Dec 2020, on a cumulative basis, the company filed 634 ANDAs with USFDA and received approval for 463 ANDAs including 29 tentative* approvals
- The company has launched 11 products during the quarter including 4 injectables

**Tentative approvals include 8 ANDAs approved under PEPFAR.*

Europe Formulations

- Europe revenue in Q3FY21 increased by 13.2% YoY to INR 1,671.2 Cr, accounting 26.3% of consolidated revenue

ARV Formulations

- ARV business revenue for Q3FY21 was at INR 443.4 Cr compared to INR 313.4 Cr in Q3FY20, an increase of 41.5% YoY and accounted for 7.0% of revenue. The increased conversion from TLE to TLD across the geographies has led to the growth

Growth Markets Formulations

- Revenue from Growth markets formulations in Q3FY21 increased by 14.6% YoY to INR 396.2 Cr and accounted for 6.2% of revenue.

API business

- In Q3FY21, API business posted a revenue of INR 682.5 Cr and contributed 10.7% to the consolidated revenue
- The company filed 2 DMFs with USFDA during the quarter.

Global Regulatory Filings:

Filings	Q3 FY20-21	Cumulative Filings as on 31 st Dec 2020
ANDAs (including filings made from Aurobindo USA)	8	634
DMFs (including filings made from AuroNext and AuroPeptide)	2	251
Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe. South Africa and Canada) @	65	3,848
API DMF/COS filings in other key regulated markets (incl. Multiple registrations)	37	3,217

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USFDA Approvals Received in Q3FY20-21

Final Approvals

#	Product	Therapy
1	Ketorolac Tromethamine Ophthalmic solution (gAcular) 0.5% w/v	Ophthalmic
2	Cisatracurium Besylate Inj (gNimbex) 10mg/ 5ml & 200mg/ 20ml	Skeletal muscle relaxant
3	Pomalidomide Cap (gPomalyst) 1mg, 2mg, 3mg and 4mg	Oncology
4	Dexmedetomidine HCL Sodium Chloride Inj (gPrecedex) 200mcg/ 50ml & 400mcg/ 100ml	CNS
5	Phenylephrine HCL Inj (gVazculep) 50mg/ 5ml & 100mg/ 10ml	Vasoconstrictor
6	Acetaminophen Inj (gOfirmev) 1000 mg/ 10ml & 10 mg/ml	Anti-pyretic
7	Loperamide HCL & Simethicone Tab (glmodium) 2mg/ 125mg	Gastroenterological
8	Olanzapine Inj (Zyprexa) 10mg/ml	CNS
9	Sodium Nitroprusside Inj (gNitropress) 50mg/ 2ml	CVS
10	Azelastine HCL Nasal Spray (gAstepro) 0.15% (205.5 mcg per spray)	Anti-Histamine
11	Ketorolac Tromethamine Inj (gToradol) 15mg/ml, 30 mg/ml and 60mg/ 2ml	Anti-Inflammatory
12	Irinotecan HCL Inj (gCamptosar) 40mg/ 2mL, 100mg/ 5ml, 300mg/ 15ml & 20mg/ml	Oncology
13	Cyanocobalamin Inj 1000mcg/ml	Vitamin Supplement

Earnings call details

The company will host an earnings call at 8.30 AM IST on February 11th, 2021, to discuss the performance and answer any questions from participants.

Participants can dial-in on the numbers below:

Primary Number: +91 22 6280 1437 / +91 22 7115 8825

Local Access Number: +91 70456 71221 (Available all over India)

About Aurobindo Pharma Limited:

Aurobindo Pharma Limited (www.aurobindo.com), (NSE: AUROPHARMA, BSE: 524804, Reuters: ARBN.NS, Bloomberg: ARBP:IN) 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, EU, Japan PMDA, WHO, Health Canada, South Africa MCC, Brazil ANVISA. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retroviral, CVS, CNS, Gastroenterological, Pain management and Anti-Allergic, supported by an outstanding R&D set-up. The Company is marketing these products globally in over 150 countries.

For further information, please contact:

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Disclaimer:

This press release contain statements that may constitute “forward looking statements” including and without limitation, statements relating to product characteristics and uses, sales potential and target dates for product launch, implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other factors could cause actual developments and results to differ materially from our expectations. The company undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances and will not be held liable for any use of this information.

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(Rs. In lakhs)

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31.12.2020						
Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2020	30.09.2020	31.12.2019	31.12.2020	31.12.2019	31.03.2020
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1 Revenue from operations						
(a) Net sales/ income from operations	6,35,313	6,37,791	5,79,944	18,56,627	16,67,455	22,73,795
(b) Other operating income	1,178	10,553	9,556	20,686	26,552	36,055
Total revenue from operations	6,36,491	6,48,344	5,89,500	18,77,313	16,94,007	23,09,850
2 Other income						
(a) Foreign exchange gain (net) (refer note 7)	6,056	657	894	8,935	-	-
(b) Others	7,284	4,718	2,199	21,339	5,361	8,620
Total other income	13,340	5,375	3,093	30,274	5,361	8,620
Total income (1+2)	6,49,831	6,53,719	5,92,593	19,07,587	16,99,368	23,18,470
3 Expenses						
(a) Cost of materials consumed	2,00,379	2,22,517	2,01,115	6,32,713	5,68,700	7,72,498
(b) Purchase of stock-in-trade	54,696	67,464	55,310	1,82,317	1,59,887	2,11,211
(c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	2,152	(38,409)	75	(65,491)	(5,401)	(10,186)
(d) Employee benefits expense	88,073	91,190	79,780	2,68,062	2,35,485	3,21,918
(e) Finance costs	1,949	1,571	3,711	5,627	12,794	15,977
(f) Foreign exchange loss (net) (refer note 7)	-	-	-	-	1,351	3,970
(g) Depreciation and amortisation expense	27,652	25,734	25,013	78,938	73,430	96,671
(h) Other expenses	1,54,333	1,62,301	1,32,416	4,53,838	3,83,147	5,27,979
Total expenses	5,29,234	5,32,368	4,97,420	15,56,004	14,29,393	19,40,038
4 Profit before share of profit of joint ventures, exceptional items and tax (1+2-3)	1,20,597	1,21,351	95,173	3,51,583	2,69,975	3,78,432
5 Share of (loss)/profit of joint ventures, net of tax	(1,446)	(2,053)	(64)	(4,699)	414	(1,517)
6 Profit before exceptional items and tax (4+5)	1,19,151	1,19,298	95,109	3,46,884	2,70,389	3,76,915
7 Exceptional items (refer note 4)	(2,81,389)	-	1,292	(2,81,389)	3,838	2,613
8 Profit before tax (6-7)	4,00,540	1,19,298	93,817	6,28,273	2,66,551	3,74,302
9 Tax expense						
Current tax	1,08,315	42,525	21,796	1,87,613	63,016	95,695
Tax credit - Minimum Alternate Tax (MAT)	-	-	(39)	-	(276)	-
Deferred tax	(2,407)	(3,792)	1,529	(12,605)	5,759	(4,344)
Total tax expense	1,05,908	38,733	23,286	1,75,008	68,499	91,351
10 Profit for the period/year (8-9) (refer note 4)	2,94,632	80,565	70,531	4,53,265	1,98,052	2,82,951
11 Other Comprehensive Income						
A) Items that will not be reclassified subsequently to profit or loss:						
i) Re-measurement of defined employee benefit liability	(248)	(18)	(357)	(748)	(1,098)	(1,958)
ii) Income-tax relating to items that will not be reclassified to profit or loss	89	10	125	268	383	672
(iii) Equity investments through other comprehensive income – net change in fair value	18	(38)	-	(20)	-	-
B) Items that will be reclassified subsequently to profit or loss:						
i) Exchange differences on translating the financial statements of foreign operations	7,440	(4,286)	11,354	9,580	14,552	29,998
ii) Income-tax on items that will be reclassified subsequently to profit or	-	-	-	-	-	-
Total other comprehensive income for the period/year (net of tax)	7,299	(4,332)	11,122	9,080	13,837	28,712
12 Total Comprehensive income for the period/year (net of tax) (10+11)	3,01,931	76,233	81,653	4,62,345	2,11,889	3,11,663
Attributable to:						
Owners of the Parent Company	3,01,945	76,291	81,667	4,62,407	2,11,951	3,11,809
Non-controlling interest	(14)	(58)	(14)	(62)	(62)	(146)
Out of total comprehensive income above,						
Profit for the year attributable to:						
Owners of the Parent Company	2,94,646	80,623	70,545	4,53,327	1,98,114	2,83,097
Non-controlling interest	(14)	(58)	(14)	(62)	(62)	(146)
Other comprehensive income attributable to:						
Owners of the Parent Company	7,299	(4,332)	11,122	9,080	13,837	28,712
Non-controlling interest	-	-	-	-	-	-
13 Paid-up equity share capital (face value Re. 1 per share)	5,859	5,859	5,859	5,859	5,859	5,859
14 Other equity						16,75,179
15 Earnings per equity share (face value Re. 1 per share)	not annualised	not annualised	not annualised	not annualised	not annualised	(annualised)
(a) Basic (in Rs.)	50.29	13.75	12.04	77.37	33.81	48.32
(b) Diluted (in Rs.)	50.29	13.75	12.04	77.37	33.81	48.32

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NOTES:

- 1 The financial results of the Group have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, read with the relevant rules issued thereunder.
- 2 The above consolidated financial results have been prepared in accordance with principles and procedures as set out in the Ind AS 110 on "Consolidated financial statements" and Ind AS 28 on "Investments in Associates and Joint ventures" notified under Section 133 of Companies Act, 2013 and Companies (Indian Accounting Standards) Rules, 2015, as amended.
- 3 The above consolidated financial results as reviewed by the audit committee have been approved by the Board of Directors at its meeting held on 10 February 2021. The statutory auditors have carried out limited review of the above results for quarter and nine months ended 31 December 2020. An unmodified report has been issued by them thereon.
- 4 Profit before tax includes exceptional items of Rs. 281,389 lakhs for the quarter/period ended 31 December 2020 consists of:
 - a. Rs. 309,337 lakhs gain on disposal of business assets of a wholly-owned step-down subsidiary, Natrol LLC, United States of America. Pursuant to the Board's approval on 25 October 2020, the Group entered into a definitive agreement to dispose of business assets of Natrol LLC, as a going concern with related assets, liabilities, products, brands and employees for a cash price of USD 550 million.
 - b. Rs. 15,239 lakhs gain on account of remeasurement of equity interest in Eugia Pharma Specialties Limited, a joint venture company as at 6 November 2020. The Board in its meeting held on 16 October 2020 decided to enter into a share purchase agreement to acquire 100% equity share capital of MVIyes Pharma Ventures Private Limited. MVIyes is holding 29.13% shareholding in Eugia Pharma Specialties Limited, a joint venture company in which the Parent Company, through its wholly-owned subsidiary company, is holding 70.87%. By this acquisition, both Eugia Pharma Specialties Limited and MVIyes Pharma Ventures Private Limited have become wholly owned subsidiaries.
 - c. Rs. 43,187 lakhs impairment charges taken considering the difficult economic conditions and the continued impact of Covid 19 in certain markets towards product related intangibles and goodwill.

Tax expenses on the above exceptional item is Rs. 70,405 lakhs. Profit after tax excluding exceptional item (net of tax) for the quarter ended 31 December 2020 is INR 83,648 lakhs and for the nine months period ended 31 December 2020 is Rs. 242,281 lakhs.
- 5 The Group operates in only one segment viz., 'Pharmaceutical Products'.
- 6 During the quarter, the following companies have been incorporated:
 - Aurobindo Antibiotics Private Limited (w.e.f. 6 October 2020)
 - Lyfius Pharma Private Limited (w.e.f. 16 November 2020)
 - Qule Pharma Private Limited (w.e.f. 16 November 2020)
- 7 Foreign exchange gain/loss includes exchange difference arising from foreign currency borrowings to the extent that they are regarded as an adjustment to finance cost as per para 6(e) of Ind AS 23 on borrowing costs.
- 8 The Government of India, on 20 September 2019, vide the Taxation Laws (Amendment) Ordinance 2019, the Ordinance inserted a new Section 115BAA in the Income tax Act, 1961, which provides an option to the Company for paying income tax at reduced rates as per the provisions/conditions defined in the said section. The Parent Company has evaluated the above Ordinance and based on its evaluation currently the management proposed to continue with the old tax rates.
- 9 The Board in its meeting held on 28 May 2019 approved the Scheme of Amalgamation of APL Research Centre Limited, Aurozymes Limited, Curepro Parenterals Limited, Hyacinths Pharma Private Limited, Silicon Life Sciences Private Limited and APL Healthcare Limited with the Company. The Company filed a Joint Company Application before the Hon'ble National Company Law Tribunal, Hyderabad Bench (NCLT) on 7 August 2019. The Hon'ble NCLT passed an Order on 30 September 2019 and directed to convene the meetings of Equity Shareholders and Un-secured Creditors of the Company and some of the subsidiaries covered under the merger scheme, on 30 November 2019. Accordingly, the meetings were conducted and necessary reports have been filed with Hon'ble Tribunal and a Joint Company Petition has been filed on 9 December 2019 for obtaining the sanction of the Hon'ble Tribunal to the Scheme of Amalgamation. The applicant companies in the meanwhile, relooked into the business plan of each of entities involved in the amalgamation and accordingly approved to exclude APL Healthcare Limited from the purview of the scheme and filed necessary petitions before Hon'ble NCLT for its approval for the exclusion of APL Healthcare Limited, which is pending before the Hon'ble NCLT for hearing. Pending the disposal of the application by NCLT, no adjustments are made in the financial results.
- 10 The Group continues to monitor the possible effects that may result from the pandemic relating to COVID-19. The Group continues to take several business continuity measures with a view to ensure minimal disruption with respect to operations including production and distribution activities. While the Group has experienced certain challenges in certain markets, where the impact of the pandemic is prolonged and business environment is impacted due to the uncertainty, the Group has not experienced any significant difficulties with respect to market demand, financing capital expansion projects, collections or liquidity in other markets. Based on internal and external sources of information, current economic environment and future economic indicators, Group has assessed the financial impact of the COVID-19 situation on its operations particularly on the carrying amounts of receivables, inventories, property, plant and equipment, goodwill and other intangible assets. Wherever considered necessary an assessment of the impact has been carried out and the impact if material on account of impairment have been recorded. However, the impact of the pandemic could be different from those estimated today considering the uncertainties involved. The Group will continue to monitor any material changes to future economic conditions.
- 11 The date of implementation of the Code of Wages 2019 and Code on Social Security, 2020 is yet to be notified by the Government. The Group is in the process of assessing the impact of these Codes and will give effect in the financial results when the Rules/Schemes thereunder are notified.
- 12 The Board has approved interim dividend @150% i.e. Re.1.50 (Rupee one and fifty paise only) per equity share of Re.1 (Rupee One only) for the year 2020-21.

By Order of the Board

Place: Hyderabad
Date :10 February 2021

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N. Govindarajan
Managing Director
DIN-00050482

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