



## NEWS RELEASE

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

### Q1 FY 2012-13 Unaudited Financials

	Q1 FY 12-13	Q1 FY 11-12	Variance
	₹ Crores	₹ Crores	%
Consolidated Net Operating Income	1214.4	1076.9	12.8%
Consolidated Net Sales	1207.6	1057.9	14.2%

The Operating Profit (EBITDA) is ₹139.8 Crores (₹163.9Crores) and PBT before FX is ₹50.0Crores (₹107.1Crores).

EBITDA is declined by ₹24.1Crores, of which dossier income is decreased by ₹12.2Crores. Consequently it is declined by 2.7% mainly due to:

- Increase in staff costs by 1.1% to net sales because of new hires in EU and USA .
- Increase in expenses to net sales by 2.2% on account of Power & Fuel, Freight, Legal & Professional charges.
- Decrease in material consumption to net sales by 0.6%.

Interest cost increased by ₹14.2Crores due to replacement of loan for repayment of Zero coupon FCCB.

- Formulation Sales up by 5.1% to ₹654.6 Crores (₹622.6 Crores) with ARV declining by 33.7%
- API Sales up by 27.9% to ₹587.1 Crores (₹459.0 Crores)
- Formulations Sales constitute 52.7% (57.6%) and API 47.3% (42.4%) of gross sales
- 9 ANDAs filed in USA in Q1FY2012-13, cumulative filings 248
- 31 Dossier filings in Europe in Q1FY2012-13, cumulative filings 1289

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

*"While we have recorded growth on our top line high cost of manufacturing like power & fuel, etc., has impacted our operating profits. However we are positive that planned new formulation product launches along with growing business of high value APIs in advanced markets are expected to augment our operational profitability as the year progresses"*

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

	(₹ in Crores)		
Particulars	Q1 FY 12-13	Q1 FY 11-12	Change
USA	328.3	274.0	19.8%
EU & RoW	186.1	137.0	35.8%
ARV	140.2	211.6	(33.7%)
<b>Formulations</b>	<b>654.6</b>	<b>622.6</b>	<b>5.1%</b>
<b>Dossier Income</b>	<b>6.8</b>	<b>18.9</b>	<b>(64.0%)</b>
SSPs	179.1	156.7	14.3%
CephS	223.0	194.3	14.8%
Non-Pen Non -CephS	185.0	108.0	71.3%
<b>Active Ingredients</b>	<b>587.1</b>	<b>459.0</b>	<b>27.9%</b>



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

(₹ in Crores)

Particulars	Q1 FY 12-13	Q1 FY 11-12	Change
Domestic	349.3	332.8	4.9%
Export	810.7	695.6	16.5%
<b>Total Sales</b>	<b>1160.0</b>	<b>1028.4</b>	<b>12.8%</b>

### **Global Regulatory filings :**

Filings	Q1 FY 12-13	Cumulative Filings as on 30 <sup>th</sup> June 2012
ANDAs (USA)	9	248
DMFs (USA)	4	164
Formulations Dossiers in other key advanced markets (incl. Multiple registration into EU, South Africa, Australia and Canada)	43	1690
API DMF/COS filings in other key regulated markets	29	2023
Patents	8	508

Following approvals in USA (152 cumulative approvals including 26 tentative by USFDA), Australia (31 cumulative approvals by TGA), Canada (18 cumulative approvals by Health Canada) and South Africa (59 cumulative approvals by MCC-SA) were received during the quarter ended 30<sup>th</sup> June 2012:

#### **USA**

1. Hydrocodone Bitartrate & Acetaminophen Tablets USP 5mg/325mg, 7.5mg/325mg and 10mg/325mg (Aurolife Pharma LLC) : Schedule III Controlled Substance
2. Olanzapine Tablets 2.5mg, 5mg, 7.5mg, 10mg, 15mg and 20mg - CNS
3. Lamivudine and Zidovudine Tablets (Form-I) 150mg/300mg - ARV
4. Clopidogrel Tablets USP 75mg - CVS
5. Glimepiride Tablets USP 1mg, 2mg and 4mg – Hypoglycemic

#### **Australia**

1. Lamotrigine Dispersible/Chewable Tablets 5mg, 25mg, 50mg, 100mg & 200mg
2. Atenolol Tablets 50mg

#### **Canada**

1. Paroxetine Tablets 10 mg, 20 mg & 30 mg
2. Pioglitazone Tablets 15 mg, 30 mg & 45 mg
3. Fluoxetine Capsules 10 mg & 20 mg
4. Amoxicillin Capsules 250 mg & 500 mg

#### **South Africa**

1. Quinapril & Hydrochlorothiazide Tablets 10/12.5mg & 20/12.5mg
2. Lamivudine and Stavudine Tablets 30mg & 40mg
3. Cefazidime for Injection 250mg, 500mg, 1g & 2g
4. Cefuroxime Sodium for Injection 250mg, 750mg, 1500mg

### **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.

### **For further information, please contact:**

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# **AUROBINDO PHARMA LIMITED**

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

PART I STATEMENT OF STAND ALONE/CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER ENDED 30.06.2012										Rs.in Lakhs
Particulars	Stand alone				Consolidated					
	Three months ended		Year Ended		Three months ended		Year Ended			
	30.06.2012	31.03.2012	30.06.2011	31.03.2012	30.06.2012	31.03.2012	30.06.2011	31.03.2012		
	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Audited		
1 Income from operations										
(a) Net sales/ income from operations (Net of excise duty)	111,256	107,214	101,829	420,461	119,744	117,075	106,502	455,056		
(b) Other operating income	1,697	1,997	1,185	7,684	1,697	1,997	1,185	7,684		
Total income from operations (net)	112,953	109,211	103,014	428,145	121,441	119,072	107,687	462,740		
2 Expenses										
(a) Cost of material consumed	66,172	64,320	54,855	239,329	56,835	62,201	52,363	222,551		
(b) Purchase of stock-in-trade	2,407	1,960	127	3,552	13,657	8,755	2,761	30,030		
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(5,948)	490	4,336	8,987	(5,754)	(6,797)	2,207	(605)		
(d) Employee benefits expense	10,212	9,126	8,707	36,410	15,427	13,908	12,317	53,568		
(e) Depreciation and amortisation expense	4,104	3,838	3,419	14,294	5,884	5,392	4,517	20,053		
(f) Provision for decline in the value of long-term investment	-	2,687	-	2,687	-	-	-	-		
(g) Other expenses	21,574	20,263	17,961	77,681	27,301	26,965	21,646	96,183		
Total expenses	98,521	102,684	89,405	382,940	113,350	110,424	95,811	421,780		
3 Profit/(Loss) from operations before other income, finance costs, foreign exchange (gain)/loss and exceptional items (1-2)	14,432	6,527	13,609	45,205	8,091	8,648	11,876	40,960		
4 Other Income	108	830	646	1,906	222	592	729	2,470		
5 Profit/(Loss) from ordinary activities before finance costs, foreign exchange (gain)/loss and exceptional items (3+4)	14,540	7,357	14,255	47,111	8,313	9,240	12,605	43,430		
6 Finance costs (refer note 7)	3,030	3,250	1,722	9,311	3,311	3,522	1,893	10,278		
7 Foreign exchange (Gain)/Loss (refer note 7)	19,325	(9,612)	(368)	19,596	20,645	(10,345)	(318)	22,330		
8 Profit/(Loss) from ordinary activities after finance costs but before exceptional items (5-6-7)	(7,815)	13,719	12,901	18,204	(15,643)	16,063	11,030	10,822		
9 Exceptional item	-	-	31,986	31,986	-	132	31,986	32,118		
10 Profit/(Loss) from ordinary activities before tax (8-9)	(7,815)	13,719	(19,085)	(13,782)	(15,643)	15,931	(20,956)	(21,296)		
11 Tax expense/(credit)	(2,831)	4,928	(8,927)	(9,521)	(2,740)	5,189	(8,676)	(8,881)		
12 Net Profit/(Loss) for the period (10-11)	(4,984)	8,791	(10,158)	(4,261)	(12,903)	10,742	(12,280)	(12,415)		
13 Minority interest	-	-	-	-	(12)	(58)	-	(64)		
14 Net Profit/(Loss) after taxes and minority interest (12-13)	(4,984)	8,791	(10,158)	(4,261)	(12,891)	10,800	(12,280)	(12,351)		
15 Paid-up Equity Share Capital (Face value Re. 1 per share)	2,911	2,911	2,911	2,911						
16 Reserves excluding Revaluation Reserve				246,406						
17 Earnings per share of Rs.1/- each (not annualised)										
(a) Basic	(1.71)	3.02	(3.49)	(1.46)	(4.43)	3.71	(4.20)	(4.24)		
(a) Diluted	(1.71)	3.02	(3.49)	(1.46)	(4.43)	3.71	(4.20)	(4.24)		

PART II SELECT INFORMATION FOR THE QUARTER ENDED 30/06/2012				
Particulars	Three months ended			Year Ended
	30.06.2012	31.03.2012	30.06.2011	31.03.2012
<b>A PARTICULARS OF SHAREHOLDING</b>				
<b>1 Public Shareholding</b>				
- Number of Shares	131,708,307	131,708,307	132,861,495	131,708,307
- Percentage of Shareholding	45.24	45.24	45.64	45.24
<b>2 Promoters and promoter group Shareholding</b>				
<b>a) Pledged/Encumbered</b>				
- Number of Shares	36,686,605	35,523,605	32,213,605	35,523,605
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	23.01	22.28	20.35	22.28
- Percentage of Shares (as a % of the total share capital of the company)	12.60	12.20	11.07	12.20
<b>b) Non-encumbered</b>				
- Number of Shares	122,726,378	123,889,378	126,046,190	123,889,378
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	76.99	77.72	79.65	77.72
- Percentage of Shares (as a % of the total share capital of the company)	42.16	42.56	43.29	42.56
<b>B INVESTOR COMPLAINTS</b>				
Pending at the beginning of the quarter	Nil			
Received during the quarter	37			
Disposed of during the quarter	37			
Remaining unresolved at the end of the quarter	Nil			

## **NOTES:**

- The above unaudited financial results as reviewed by the Audit Committee and has been approved by the Board at its meeting held on August 07, 2012. A Limited Review of the above stand alone financial results has been carried out by the Statutory Auditors.
- The Consolidated financial results, which are optional, have been presented by the Company, so as to provide additional information.
- 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 Ventures.
- The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'.
- Sales for the current quarter include exports of Rs.81,074 lakhs (Quarter ended June 30, 2011: Rs.69,564lakhs).
- Sales for the current quarter include dossier income in standalone of Rs.366 lakhs (June 30, 2011:Rs.2534 lakhs) and in consolidated of Rs.679 lakhs (June 30, 2011 : Rs.1,895 lakhs).
- Foreign exchange (gain)/loss for stand alone and consolidated includes exchange difference of Rs.4776 lakhs, Rs.4,789 lakhs and 17,447 lakhs for quarter ended June 30, 2012, for the quarter ended March 31, 2012 and for the year ended March 31, 2012 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. The impact is Rs. Nil in other periods.
- The Company has incorporated a wholly owned subsidiary viz., Aurobindo Antibiotics Limited, India in July, 2012.
- The Company is under process of approval of managerial remuneration amounting to Rs. 250.86 lakhs paid in previous year beyond the limits prescribed under the Companies Act, 1956.
- The figures of the quarter ended March 31, 2012 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.
- The results for the quarter in this statement have been reported in format recommended as per the SEBI circular dated April 16, 2012. Accordingly all other periods have also been restated to conform with the current period presentation.

By Order of the Board

Place: Hyderabad  
Date : August 7, 2012

www.aurobindo.com

N.Govindarajan  
Managing Director