

NEWS RELEASE

30th May 2013, Hyderabad, India.

FY 2012-13 Audited Financials

	Q4FY13 ₹ Crores	Q4FY12 ₹ Crores	Y-o-Y Variance	FY 12-13 ₹ Crores	FY 11-12 ₹ Crores	Y-o-Y Variance
Consolidated Net Operating Income	1570.4	1190.7	31.9%	5855.3	4627.4	26.5%
Consolidated Net Sales	1551.4	1187.9	30.6%	5779.3	4567.5	26.5%
Operating Profit (EBIDTA) before Fx	239.9	140.4	70.9%	889.1	610.1	45.7%
PBT before Fx (Profit)	153.3	57.2	68.0%	537.5	331.5	62.1%

Key Consolidated Financial Highlights for FY2012-13 (Audited) on Y-o-Y basis:

- Total Operating Income up by 26.5% to ₹5855.3 Crores (₹4627.4 Crores)
- Operating Profit (EBIDTA) before Fx improves to 15.2% (13.2%)
- Operating Profit (EBIDTA) before Fx up 45.7% to ₹889.1Crores (₹610.1 Crores)
- PBT before Fx up by 62.1% to ₹537.5 Crores (₹331.5 Crores)
- Basic & diluted EPS (not annualized) is ₹10.09
- Formulation Sales up by 30.1% to ₹3387.2 Crores (₹2602.7 Crores)
- API Sales up by 23% to ₹2536.2 Crores (₹2062.1 Crores)
- Formulations Sales constitute 57.2% (55.8%) and API 42.8% (44.2%) of gross sales
- Board has recommended final dividend @ 50% i.e. ₹ 0.5/- per equity shares of the face value of ₹ 1/- each

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

"Leveraging on steady flow of product approvals and traction in the existing basket across key markets has helped better capacity utilization thereby improving revenues and bottom-line on a year on year basis. We expect the growth momentum to continue through new product launches and unfolding of our injectable portfolio and deliver on better operational performance in the coming quarters with improved business mix both in formulations and APIs."

<u>Segmental Breakup of Sales (Consolidated):</u>

(₹ in Crores)

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Particulars	Q1FY13	Q2FY13	Q3FY13	Q4FY13	FY 12-13	FY 11-12	Change
USA	328.3	424.9	513.4	486.0	1752.6	1183.6	48.1%
Europe & RoW	186.1	225.7	223.3	249.2	884.3	632.5	39.8%
ARVs	140.2	252.2	175.1	182.8	750.3	786.6	(4.6%)
Formulations	654.6	902.8	911.8	918.0	3387.2	2602.7	30.1%

Dossier Income	6.8	11.7	38.6	18.9	76.0	59.9	26.9%
SSPs	179.1	184.6	213.0	188.5	765.2	628.9	21.7%
Cephs	223.0	225.5	245.2	243.6	937.3	746.2	25.6%
Non-Pen Non -Cephs	185.0	212.0	202.0	234.7	833.7	687.0	21.4%
Active Ingredients	587.1	622.1	660.2	666.8	2536.2	2062.1	23.0%



<u>Domestic and Export breakup of Gross Sales (Stand Alone)</u>:

(₹ in Crores)

Particulars	Q1FY13	Q2FY13	Q3FY13	Q4FY13	FY 12-13	FY 11-12	Change
Domestic	349.3	375.4	424.1	344.5	1493.3	1239.1	20.5%
Export	810.7	1047.8	1029.2	1155.3	4043.0	3087.2	31.0%
Total	1160.0	1423.2	1453.3	1499.8	5536.3	4326.3	28.0%

Global Regulatory Filings:

Filings	Cumulative Filings as on 31st Mar 2012	Filings made during Q4FY13	Filings made during FY13	Cumulative Filings as on 31st Mar 2013
ANDAs (USA)	239	7	30	269
DMFs (USA)	160	2	12	172
Formulations Dossiers in other key advanced markets (incl. Multiple registration into EU. SA, Australia, Canada)	1647	10	106	1753
API DMF/COS filings in other key regulated markets	1994	22	123	2117
Patents	500	9	32	532

Following approvals in USA (181 cumulative approvals including 26 tentative by USFDA), Australia (41 cumulative approvals by TGA) and Canada (30 cumulative approvals by Health Canada)) were received during the quarter ended 31st March 2013:

USA

- 1. Rizatriptan Benzoate Tablets 5mg and 10mg for acute Migrain Final (Earlier Tentative)
- 2. Felodipine Extended-Release Tablets USP 2.5mg, 5mg and 10mg CVS Final
- 3. Oxacillin for Injection USP 1g and 2g Anti-Infective Final
- 4. Oxacillin for Injection USP 10g Anti-Infective Final
- 5. Levofloxacin Injection 500mg (25mg/mL) and 750mg (25mg/mL) Anti-Infective Final
- 6. Moxifloxacin Hydrochloride Tablets 400mg Anti-Infective Tentative
- 7. Pioglitazone HCL and Metformin HCL Tablets 15mg/500mg and 15mg/850mg Hypoglycemic Final (Earlier Tentative)
- 8. Pioglitazone Hydrochloride Tablets 15mg, 30mg and 45mg Hypoglycemic Final
- 9. Irbesartan and Hydrochlorothiazide Tablets USP 150mg/12.5mg, 300mg/12.5mg and 300mg/25mg CVS -Final/TA
- Lidocaine Hydrochloride Injection, USP Ampoules 1% (10mg/mL) [2mL & 5mL fill volumes] and 2% (20mg/mL) [2mL fill volume] Production of local anesthesia - Final
- 11. Lidocaine Hydrochloride Injection, USP Single Dose Vials 1% (10mg/mL) [2mL, 5mL & 30mL fill volumes] and 2% (20mg/mL) [2mL & 5mL fill volume] Production of local anesthesia Final
- 12. Valsartan HCLZ Tablets USP 80mg/12.5mg, 160mg/12.5mg, 160mg/25mg, 320mg/12.5mg and 320mg/25mg CVS Final

Australia

- 1. Famciclovir Tablets 125mg, 250mg, 500mg
- 2. Candesartan Cilexetil Tablet 4mg, 8mg,16mg, 32mg
- 3. Ondansetron Orodispersible Tablets 4mg, 8mg
- 4. Montelukast Tablets 10mg

Canada

- 1. Donepezil Tablets 5mg and 10mg (TA)
- 2. Montelukast Tablets 10mg
- 3. Piperacillin & Tazobactam Injection 2.25g, 3.375g, 4.5g
- 4. Losartan Tablets 25mg, 50mg, 100mg

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, 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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PART I Rs.in Lakhs STATEMENT OF STAND ALONE/CONSOLIDATED AUDITED RESULTS FOR THE YEAR ENDED 31.03.2013										
STATEMENT OF S	TAND ALONE/	CONSOLIDATE		ESULTS FOR	THE YEAR EN	DED 31.03.2	013			
			Stand alone			Consolidated Three months ended Year Ended Year Ended				
		ee months end		Year Ended	Year Ended				Year Ended	Year Ended
Particulars	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
	Audited (refer note no.9)	Unaudited	Unaudited	Audited	Audited	Unaudited	Unaudited	Unaudited	Audited	Audited
1 Income from operations										
(a) Net sales/income from operations (Net of excise duty)	145,524	141.263	107.214	535,291	420,461	155,268	155,195	117,075	578,312	455,056
(b) Other operating income	1,769	1,874	1,997	7,219	7,684	1,769	1,814	1,997	7,219	7,684
Total income from operations (net)	147,293	143,137	109,211	542,510	428,145	157,037	157,009	119,072	585,531	462,740
2 Expenses	11,,255	210/207	107,211	512,516	120/110	107,007	137,003	113,072	000,001	102)/ 10
(a) Cost of material consumed	73,222	85,423	64.320	305,364	239,329	75,580	84,470	66,451	309,144	242,436
(b) Purchase of stock-in-trade	1,671	2,229	1.960	7,809	3,552	5,502	3,010	4,505	16,958	10.144
(c) Changes in inventories of finished goods, work-in-	5,397	(8,873)	490	(12,108)	8,987	(615)	(9,260)	-,	(27,025)	/
progress and stock-in-trade	,	,		. , ,		, ,				
(d) Employee benefits expense	11,127	10,995	9,126	43,142	36,410	17,518	16,682	13,908	66,331	53,568
(e) Depreciation and amortisation expense	4,598	4,224	3,838	17,139	14,294	6,928	6,079	5,392	24,874	20,053
(f) Provision for decline in the value of long-term investment	5,100	-	2,687	6,900	2,687	-	-	-	-	-
(g) Other expenses	25,479	25,113	20,263	95,597	77,681	35,044	36,198	26,965	131,216	96,183
Total expenses	126,594	119,111	102,684	463,843	382,940	139,957	137,179	110,424	521,498	421,779
3 Proft/(Loss) from operations before other income, finance costs,	20,700	24,026	6,527	78,667	45,205	17,080	19,830	8,648	64,033	40,961
foreign exchange (gain)/loss and exceptional items (1-2)										
4 Other Income	663	108	830	1,501	1,906	1,409	564	592	2,854	2,470
5 Profit/(Loss) from ordinary activities before finance costs , foreign										
exchange (gain)/ loss and exceptional items (3+4)	21,363	24,134	7,357	80,168	47,111	18,489	20,394	9,240	66,887	43,431
6 Finance costs (refer note 7)	2,595	2,850	3,250	11,474	9,311	3,160	3,312	3,522	13,133	10,278
7 Foreign exchange (Gain)/Loss (refer note 7)	(954)	6,496	(9,612)	12,382	19,596	130	7,336	(10,345)	16,344	22,330
8 Profit/(Loss) from ordinary activities after finance costs but										
before exceptional items (5-6-7)	19,722	14,788	13,719	56,312	18,204	15,199	9,746	16,063	37,410	10,823
9 Exceptional item	-		-		31,986		-	132	-	32,118
10 Profit/(Loss) from ordinary activities before tax (8-9)	19,722	14,788	13,719	56,312	(13,782)		9,746	15,931	37,410	(21,295)
11 Tax expense/(credit)	3,368	360	4,928	6,713	(9,521)	4,452	646	5,189	8,271	(8,881)
12 Net Profit /(Loss) for the period (10-11)	16,354	14,428	8,791	49,599	(4,261)	10,747	9,100	10,742	29,139	(12,414)
13 Minority Interest						(114)	(81)		(246)	
14 Net Profit/(Loss) after taxes and minority interest (12-13)	16,354	14,428	8,791	49,599	(4,261)	10,861	9,181	10,800	29,385	(12,350)
15 Paid-up Equity Share Capital (Face value Re. 1 per share)	2,912	2,911	2,911	2,912	2,911					
16 Reserves excluding Revaluation Reserve	· .			290,998	246,406					
17 Earnings per share of Rs.1/- each (not annualised)				·						
(a) Basic	5.62	4.96	3.02	17.04	(1.46)	3.73	3.15	3.71	10.09	(4.24)
(a) Diluted	5.61	4.96	3.02	17.02	(1.46)	3.73	3.15	3.71	10.09	(4.24)
(a) Diluted	5.61	4.96	3.02	17.02	(1.46)	3.73	3.15	3.71	10.09	(4.24)

PART										
	SELECT INFORMATION FOR THE QUARTER & YEAR ENDED 31.03.2013									
		Thr	ee months end	ed	Year Ended	Year Ended				
	Particulars	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012				
Α	PARTICULARS OF SHAREHOLDING									
1	Public Shareholding									
	- Number of Shares	131,514,844	131,708,307	131,708,307	131,514,844	131,708,307				
	- Percentage of Shareholding	45.16	45.24	45.24	45.16	45.24				
2	Promoters and promoter group Shareholding									
	a) Pledged/Encumbered									
	- Number of Shares	37,461,297	35,932,297	35,523,605	37,461,297	35,523,605				
	- Percentage of Shares (as a % of the total									
	shareholding of promoter & promoter group)	23.46	22.54	22.28	23.46	22.28				
	- Percentage of Shares (as a % of the total									
	share capital of the company)	12.86	12.34	12.20	12.86	12.20				
	b) Non-encumbered									
	- Number of Shares	122,235,149	123,480,686	123,889,378	122,235,149	123,889,378				
	- Percentage of Shares (as a % of the total									
	shareholding of promoter & promoter group)	76.54	77.46	77.72	76.54	77.72				
	- Percentage of Shares (as a % of the total									
	share capital of the company)	41.97	42.42	42.56	41.97	42.56				

	Particulars	Three months ended 31.03.2013
В	INVESTOR COMPLAINTS Pending at the beginning of the quarter Received during the quarter Disposed of during the quarter Remaining unresolved at the end of the quarter	1 43 43 1



NOTES:

- 1 The audited financial results as reviewed by the Audit Committee have been approved by the Board at its meeting held on May 30, 2013.
- 2 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.
- 3 The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'
- 4 FOB value of exports for standalone is Rs.389,353 lakhs for the current year (March 31, 2012; Rs.292,108 lakhs).
- 5 Net sales for the current year include dossier income in standalone of Rs.2,976 lakhs (March 31, 2012:Rs.4,964 lakhs) and in consolidated of Rs.7,598 lakhs (March 31, 2012: Rs.5,985 lakhs).
- 6 Foreign exchange (gain)/loss for stand alone and consolidated includes exchange difference of Rs.Nii, Rs.4,999 lakhs, Rs.4,789 lakhs for three months ended March 31, 2013, Dec 31, 2012, and Mar 31, 2012 respectively and Rs.13,532 lakhs for the year ended March 31,2013 and 17,447 lakhs for the year ended March 31, 2012 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 The Company incorporated a new wholly owned subsidiary viz. Curepro Parenterals Limited on April 19, 2013. Eugla Pharma Specialities Limited has become wholly owned subsidiary of the Company w.e.f. May 2, 2013.
- 8 The Board recommended final dividend @50% on the equity share capital of the Company i.e Re.0.50/- per share subject to approval of members. This is in addition to interim dividend @100% on equity share capital of the Company i.e.Re.1/- per share paid in February, 2013...
- 9 The figures of last quarter 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.
- 10 Exceptional item in the standalone and consolidated financial results for the year ended March 31, 2012 pertains to the redemption premium (Yield to Maturity) on redemption of Foreign currency convertible bonds
- 11 Previous period figures have been regrouped/rearranged whereever considered necessary to conform to the current year presentation.

By Order of the Board

Place: Hyderabad Date : May 30, 2013

Statement of Assets and Liabilities

www.aurobindo.com

N.Govindarajan Managing Directo

Rs. In lakhs

As At As At As At As At Particulars 31.03.2013 31.03.2013 31 03 2012 Audited FOURTY AND LIABILITIES Shareholders' funds (a) Share capital (b) Reserves and surplus 2.912 2.91 2.912 2 91 290,998 293,910 246,40 257,665 260,577 231,054 233,965 Sub-total - Shareholders' fund Share application money pending allotment Minority interest 1,100 1,02 Non-current liabilities 104,106 6,794 (a) Long-term borrowings (b) Deferred tax liabilities (net) 83,374 114.826 96,463 37 6,800 384 (c) Long-term provisions 413 900 Sub-total - Non-current liabilities 111,750 84.16 Current liabilities a) Short-term borrowings 173,390 160 821 223 612 160 821 58,486 96,874 15,087 (b) Trade payables 90,128 66,014 (c) Other current liabilities 40.577 6.804 58.034 (d) Short-term provisions 6,475 276,797 5,755 265,639 8,009 343,582 6,636 291,505 Sub-total - Current liabilitie TOTAL- EQUITY AND LIABILITIES 682.457 599 12 727,785 623 762 ASSETS Non-current assets (a) Fixed assets (b) Goodwill on consolidation 217,824 218,483 280,195 278 592 70.79 61.032 1.986 (c) Non-current investments 2.224 (d) Deferred tax assets (net) (e) Long-term loans and advances 543 17,849 24,281 10,812 28,910 (f) Other non-current assets 1,858 1,866 Sub-total - Non-current asse 319,386 297,37 314,110 Current assets (a) Current investments (b) Inventories 1 867 1 867 143,173 121,926 192,359 (c) Trade receivables 173.059 142,628 159,698 123,996 (d) Cash and cash equivalents (e) Short-term loans and advances 11,458 27,598 1.401 20,845 33,208 7.086 26,248 31,485 (f) Other current assets 7.779 7.561 7.413 Sub-total - Current ass 363,071 301,74 413,675 682,457 599,121 727,785 623,762 TOTAL - ASSET