

NEWS RELEASE

28th May 2019, Hyderabad, India

Aurobindo Pharma Ltd Q4 FY18-19 and FY18-19 Financial Results

Consolidated Financial Results – FY18-19 & Q4FY18-19

Amount in INR Cr	FY18-19	FY17-18	% Chg
Revenue from Operations	19,563.6	16,499.8	18.6
EBITDA before Forex and Other income	3,951.9	3,788.5	4.3
EBITDA %	20.2%	23.0%	
PBT before Forex and Exceptional Items	3,237.0	3,254.8	-0.5
Net Profit after JV share, minority interest	2,364.7	2,423.2	-2.4

Amount in INR Cr	Q4 FY18-19	Q4 FY17-18	% Chg	Q3 FY18-19	% Chg
Revenue from Operations	5,292.2	4,049.1	30.7	5,269.7	0.4
EBITDA before Forex and Other income	1,060.3	804.0	31.9	1,086.4	-2.4
EBITDA %	20.0%	19.9%		20.6%	
PBT before Forex and Exceptional Items	855.9	666.5	28.4	889.0	-3.7
Net Profit after JV share, minority interest	585.4	528.5	10.8	712.2	-17.8

Key Highlights of FY18-19 consolidated Financials

- Revenue from Operations at INR 19,563.6 Cr, witnessed a strong growth of 18.6% over the last year
 - US formulation sales increased by 21.3% YoY to INR 9,030.7 Cr
 - Europe formulation sales at INR 4,960.2 Cr, an increase of 13.9% over the last year
 - Growth Markets posted a strong growth of 33.1% YoY to INR 1,193.7 Cr
 - ARV sales up by 15.8% YoY to INR 972.5 Cr
 - API sales witnessed a healthy growth of 14.9% YoY to INR 3,403.0 Cr
- EBITDA before Forex and Other income at INR 3,951.9 Cr, an increase of 4.3% YoY; EBITDA margin for the year was at 20.2%
- Net Profit after JV share, minority interest at INR 2,364.7 Cr as against INR 2,423.2 Cr in the corresponding previous period.
- Basic & Diluted EPS is INR 40.36 per share.
- Research & Development (R&D) spend at INR 871.6 Cr, 4.5% of revenues
- Received final approval for 48 ANDAs and tentative approval for 6 ANDA from USFDA

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

Regd. Off. : Plot No. 2, Maitrivihar, Ameerpet, Hyderabad - 500 038 T.S., INDIA Tel : +91 40 2373 6370 Fax : +91 40 2374 7340, Email : info@aurobindo.com

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Key Highlights of Q4FY19 consolidated financials

- Revenue from Operations at INR 5,292.2 Cr, witnessed a strong growth of 30.7% over corresponding previous period
 - US formulation sales of INR 2,481.1 Cr vs INR 1,738.8 Cr in Q4FY18, registering a robust growth of 42.7% YoY
 - Europe formulation sales at INR 1,311.8 Cr, an increase of 13.9% against Q4 last year
 - Growth Markets posted a strong growth of 37.9% YoY to INR 289.1 Cr
 - ARV sales at INR 291.5 Cr vs. INR 148.6 Cr, an increase of 96.2% over corresponding previous period
 - API sales witnessed a healthy growth of 14.6% YoY to INR 916.8 Cr
- EBITDA before Forex and Other income at INR 1,060.3 Cr vs INR 804.0 Cr in Q4 last year, grew by 31.9%; EBITDA margin for the quarter was at 20.0%
- Net Profit after JV share, minority interest at INR 585.4 Cr as against INR 528.5 Cr in the corresponding previous period, witnessing a growth of 10.8% YoY.
- Basic & Diluted EPS is INR 9.99 per share.
- Research & Development (R&D) spend at INR 231.3 Cr, 4.4% of revenues
- Received final approval for 8 ANDAs from USFDA

Commenting on the Company's performance, Mr. N. Govindarajan, Managing Director of the company said: *"We ended the year with a strong quarter as Formulation and API businesses witnessed a growth of 35% YoY and 15% YoY. We have successfully completed the acquisitions of Apotex's businesses in five European countries and branded Oncology injectables from Spectrum Pharmaceuticals, USA during the quarter. Our near-term priorities are to integrate the acquired businesses, improve the efficiencies and achieve synergies. Steady progress on our differentiated pipeline during the year coupled with the recent acquisitions will drive the future growth."*

Operational Performance (Consolidated):

(Amt in INR Cr)	FY18-19	FY17-18	% Chg
Formulations			
USA	9,030.7	7,442.1	21.3
Europe	4,960.2	4,354.4	13.9
Growth Markets	1,193.7	897.1	33.1
ARV	972.5	839.6	15.8
Total Formulations	16,157.0	13,533.2	19.4
Active Pharmaceuticals Ingredients (API)			
Betalactum	2,145.9	1,992.3	7.7
Non Betalactum	1,257.1	969.9	29.6
Total API	3,403.0	2,962.2	14.9
Consolidated Gross Sales	19,560.1	16,495.4	18.6
Dossier Income	3.5	4.4	
Revenue from operations	19,563.6	16,499.8	18.6

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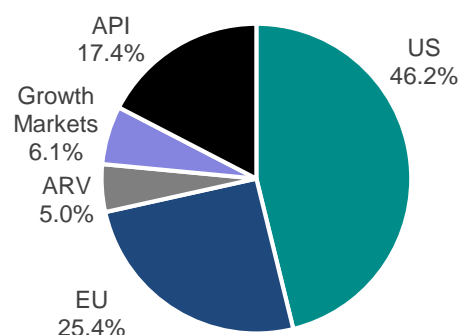
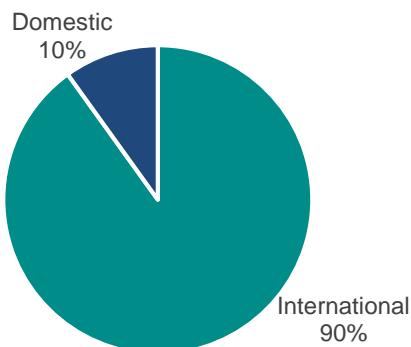
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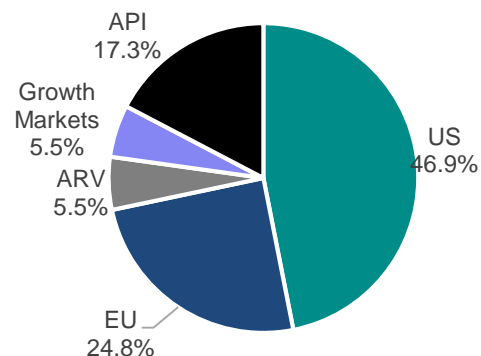
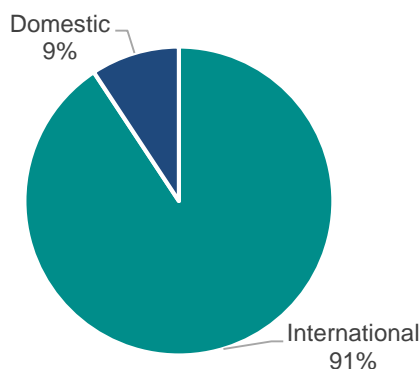
Amount in INR Cr	Q4 FY18-19	Q4 FY17-18	% Chg	Q3 FY18-19	% Chg
Formulations					
USA	2,481.1	1,738.8	42.7	2,433.2	2.0
Europe	1,311.8	1,151.6	13.9	1,292.8	1.5
Growth Markets	289.1	209.6	37.9	340.5	-15.1
ARV	291.5	148.6	96.2	281.3	3.6
Total Formulations	4,373.6	3,248.6	34.6	4,347.8	0.6
Active Pharmaceuticals Ingredients (API)					
Betalactum	583.0	532.7	9.4	557.7	4.6
Non Betalactum	333.7	266.9	25.0	364.1	-8.3
Total API	916.8	799.6	14.6	921.7	-0.5
Consolidated Sales	5,290.3	4,048.3	30.7	5,269.6	0.4
Dossier Income	1.9	0.8		0.1	
Revenue from Operations	5,292.2	4,049.1	30.7	5,269.7	0.4

Consolidated Revenue breakup - Geography & segment wise

FY19



Q4FY19



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Formulations

Formulation revenue for the year recorded a growth of 19.4% YoY to INR 16,157.0 Cr and accounted for 82.6% of total revenues. For the quarter, Formulation revenue registered a growth of 34.6% to INR 4,373.6 Cr

US Formulations

- In FY19, US revenue increased by 21.3% YoY to INR 9,030.7 crore and accounting 46.2% of consolidated revenue. On constant currency basis, revenue grew by 11.8% YoY
- US revenue for Q4FY19 witnessed a growth of 42.7% YoY to INR 2,481.1 crore, accounting 46.9% of consolidated revenue. On constant currency basis, revenue grew by 30.4% YoY
- Filed 22 ANDAs with USFDA including 6 injectables in Q4FY19 and 63 ANDAs including 21 injectables in FY19
- Received final approval for 8 ANDAs in Q4FY19 and 48 ANDAs including 8 injectables in FY19
- As on 31st Mar 2019, on a cumulative basis, the company filed 541 ANDAs with USFDA and received approval for 403 ANDAs including 26 tentative* approvals
- The company has launched 15 products including 4 injectables during the quarter. For the year, the company launched 50 products including 12 injectable products
- During the quarter, Acrotech Biopharma LLC., a wholly owned subsidiary of Aurobindo Pharma USA Inc., which in turn is a wholly owned subsidiary of the Company has successfully completed the acquisition of 7 branded oncology injectable products from Spectrum Pharmaceuticals Inc.

**Tentative approvals include 9 ANDAs approved under PEPFAR.*

EU Formulations

- EU revenue in FY19 posted a growth of 13.9% YoY to INR 4,960.2 crore, accounting 25.4% of consolidated revenue. In Euro terms, revenue grew by 6.6% YoY
- EU revenue in Q4FY19 witnessed a robust growth of 13.9% YoY to INR 1,311.8 crore, accounting 24.8% of consolidated revenue. In Euro terms, revenue grew by 12.7% YoY
- During the quarter, the company has successfully completed the acquisition of Apotex's commercial operations and certain supporting infrastructure in five European countries

ARV Formulations

- ARV business revenue for FY19 was at INR 972.5 Cr compared to INR 839.6 Cr, an increase of 15.8% YoY and accounted for 5.0% of revenue
- ARV business revenue for 4QFY19 was at INR 291.5 Cr Vs. INR 148.6 Cr in Q4FY18, witnessed a robust growth of 96.2% and accounted for 5.5% of revenue

Growth Markets Formulations

- Revenue from Growth markets formulations in FY19 posted a strong growth of 33.1% YoY to INR 1,193.7 Cr and accounted for 6.1% of revenue
- Revenue from Growth markets formulations in Q4FY19 up by 37.9% YoY to INR 289.1 Cr and accounted for 5.5% of revenue

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API business

- In FY19, API business posted a growth of 14.9% YoY to INR 3,403 Cr and contributed ~17.4% to the consolidated revenues
- In Q4FY19, API business registered a growth of 14.6% to INR 916.8 Cr
- The company filed 6 DMFs with USFDA during the quarter and 15 DMFs in FY19.

Global Regulatory Filings:

Filings	Q4 FY18-19	Cumulative Filings as on 31 st Mar 2019
ANDAs (including filings made from Aurobindo USA)	22	541
DMFs (including filings made from AuroNext and AuroPeptide)	6	242
Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe. South Africa and Canada)	30	3,583
API DMF/COS filings in other key regulated markets (incl. Multiple registrations)	25	2,905

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USFDA approvals received in Q4 FY18-19:**Final Approvals**

1	Letrozole (gFemara) Tab 2.5mg	Anti-Neoplastic
2	Eletriptan Hydrobromide (gRelpax) Tab 20mg and 40mg	Anti-Migraine
3	Dofetilide (gTikosyn) Cap 0.125 mg, 0.25 mg and 0.5 mg	Anti-Arrhythmic
4	Aripiprazole (gAbilify) Oral Solution 1 mg/mL	CNS
5	Tadalafil (gAdcirca) Tab 20 mg	CVS
6	Diphenhydramine Hydrochloride and Ibuprofen (gAdvil PM) Cap (OTC) 25 mg / 200 mg	Anti-Histamine
t7	Tadalafil (gCialis) Tab 2.5 mg, 5 mg, 10 mg and 20 mg	CVS
8	Doxepin Hydrochloride (gSinequan) Cap USP	Anti-Depressant

Earnings call details

The company will host an earnings call at 8.30 AM IST on May 29th 2019, 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:

Krishna Kiran

Investor Relations

Phone: 040-66725401 / 66725000

Mobile: +91 98486 67906

Email: ir@aurobindo.com

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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Regd. Office: Plot No.2, Maitrivihar, Ameerpet, Hyderabad - 500 038, India
Tel: +91 040 23736370; Fax: +91 40 23747340; Email: info@aurobindo.com

(Rs. In lakhs)

STATEMENT OF AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31.03.2019					
Particulars	Quarter ended			Year ended	
	31.03.2019	31.12.2018	31.03.2018	31.03.2019	31.03.2018
	Audited	Unaudited	Audited	Audited	Audited
1 Revenue from operations					
(a) Net sales/ income from operations (refer note 4)	5,20,198	5,17,526	3,98,863	19,22,592	16,23,287
(b) Other operating income	9,022	9,441	6,046	33,763	26,697
Total revenue from operations	5,29,220	5,26,967	4,04,909	19,56,355	16,49,984
2 Other income					
(a) Foreign exchange gain (net)	-	5,045	-	-	-
(b) Others	3,227	1,340	4,383	11,566	10,198
Total other income	3,227	6,385	4,383	11,566	10,198
Total income (1+2)	5,32,447	5,33,352	4,09,292	19,67,921	16,60,182
3 Expenses					
(a) Cost of materials consumed	1,99,129	1,92,256	1,42,779	7,44,499	5,62,937
(b) Purchase of stock-in-trade	51,222	55,184	46,673	1,94,320	1,60,588
(c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	(13,088)	(8,452)	(22,505)	(67,555)	(48,251)
(d) Employee benefits expense	71,346	64,980	58,127	2,58,487	2,13,084
(e) Finance costs	5,008	4,765	2,472	16,266	7,771
(f) Foreign exchange loss (net)	284	-	1,592	6,028	1,676
(g) Depreciation and amortisation expense	18,662	16,312	15,663	66,795	55,797
(h) Other expenses	1,14,580	1,14,361	99,432	4,31,410	3,82,774
Total expenses	4,47,143	4,39,406	3,44,233	16,50,250	13,36,376
4 Profit before share of profit of joint ventures, exceptional item (1+2-3)	85,304	93,946	65,059	3,17,671	3,23,806
5 Share of profit/(loss) of joint ventures, net of tax	(52)	257	56	270	314
6 Profit before exceptional items and tax (4+5)	85,252	94,203	65,115	3,17,941	3,24,120
7 Exceptional items (refer note 6)	3,618	2,504	-	8,806	-
8 Profit before tax (6-7)	81,634	91,699	65,115	3,09,135	3,24,120
9 Tax expense					
Current tax	18,998	21,365	4,222	71,207	71,230
Tax credit - Minimum Alternate Tax (MAT)	1,658	(2,551)	(3,450)	(5,100)	(4,332)
Deferred tax	2,456	1,664	11,467	6,578	14,930
Total tax expense	23,112	20,478	12,239	72,685	81,828
10 Net profit for the period/year after tax and before non-controlling interest (8-9)	58,522	71,221	52,876	2,36,450	2,42,292
11 Share of profit/(loss) attributable to non-controlling interest	(16)	(1)	25	(23)	(26)
12 Net profit after taxes attributable to owners of the Parent Company (10-11)	58,538	71,222	52,851	2,36,473	2,42,318
13 Other Comprehensive Income/(Loss)					
A) Items that will not be reclassified subsequently to profit or loss:					
i) Re-measurement of defined employee benefit liability	(122)	(49)	283	(261)	(367)
ii) Income-tax relating to items that will not be reclassified to profit or loss	57	14	(87)	107	130
B) Items that will be reclassified subsequently to profit or loss:					
i) Exchange differences on translating the financial statements of foreign operations	(5,637)	(17,309)	10,184	(266)	15,191
ii) Income-tax on items that will be reclassified subsequently to profit or loss	-	-	-	-	-
Total other comprehensive income/(loss)	(5,702)	(17,344)	10,380	(420)	14,954
14 Total Comprehensive income for the period/year (12+13)	52,836	53,878	63,231	2,36,053	2,57,272
15 Paid-up equity share capital (face value Re. 1 per share)	5,859	5,859	5,859	5,859	5,859
16 Other equity				13,83,219	11,62,183
17 Earnings per equity share (face value Re. 1 per share)					
(a) Basic (in Rs.)	9.99	12.15	9.02	40.36	41.36
(b) Diluted (in Rs.)	9.99	12.15	9.02	40.36	41.36

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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 28 May 2019. The statutory auditors have carried out audit of the above results for year ended 31 March 2019. An unqualified report has been issued by them thereon.
 - 4 Post implementation of Goods and Services Tax ('GST') with effect from 01 July 2017, revenues from operations is disclosed net of GST. Revenue from operations for the quarter and year ended 31 March 2019, quarter ended 31 March 2018 and quarter ended 31 December 2018 are reported net of GST. The year ended 31 March 2018 include excise duty upto 30 June 2017.
 - 5 Effective 1 April 2018, the Group has adopted Ind AS 115 "Revenue from Contracts with Customers". The adoption of the standard did not have material impact on the financial results of the Group.
 - 6 Exceptional items for the current period/year represents acquisition related costs.
 - 7 The Group operates in only one segment viz., 'Pharmaceutical Products'.
 - 8 During the quarter:
 - i) Acrotech Biopharma LLC, a wholly owned subsidiary of Aurobindo Pharma USA, Inc. acquired certain identified business (Portfolio of oncology injectable business) from Spectrum Pharmaceuticals Inc. w.e.f. 1 March 2019.
 - ii) The following companies are acquired w.e.f. 8 February 2019:
 - (a) Aurovitas Pharma Polska, a wholly owned subsidiary of Agile Pharma B.V. acquired Apotex Polska S.p. z.o.o., Poland
 - (b) Aurovitas Pharma Ceska Republica s.r.o, a wholly owned subsidiary of Agile Pharma B.V. acquired APOTEX (CR) Spol. s.r.o. Czech Republic.
 - (c) Aurovitas Spain S.A. a wholly owned subsidiary of Agile Pharma B.V. acquired APOTEX ESPANA SL, Spain.
 - (d) Aurobindo Pharma B.V. a wholly owned subsidiary of Agile Pharma B.V. acquired Apotex N.V, Belgium, Apotex Europe B.V., The Netherlands and Apotex Nederland B.V., The Netherlands, which has wholly owned step down subsidiaries Sameko Farma B.V, The Netherlands, Leidapharm B.V, The Netherlands, Marel B.V, The Netherlands and Pharma Dossier B.V, The Netherlands.
 - iii) The following Companies are incorporated :
 - a) Curateq Biologics GmbH, Switzerland was incorporated as whollyowned subsidiary of Helix Healthcare B.V, The Netherland w.e.f. 20 March 2019.
 - b) Aurobindo Pharma FZ-LLC, Dubai was incorporated as wholly owned subsidiary of Helix Healthcare B.V, The Netherland w.e.f. 1 January 2019
 - c) Auro Science LLC, U.S.A was incorporated as wholly owned subsidiary of Aurobindo Pharma USA, Inc., w.e.f.28 March 2019.
- The consolidated financial results for the current quarter and year ended 31 March 2019 include the results of operations of the above entities from their respective dates of acquisition or incorporation. The corresponding figures for the previous periods are not comparable.
- 9 The figures of the quarter ended 31 March 2019 and 31 March 2018 are the balancing figures between audited figures in respect of the full financial year upto 31 March 2019 and 31 March 2018 respectively and the unaudited published year to date figures upto 31 December 2018 and 31 December 2017 respectively, being the date of the end of the third quarter of the financial year. The consolidated results for the nine months ended 31 December 2018 and 31 December 2017 have been subjected to the limited review by the statutory auditors.
 - 10 Previous period figures have been regrouped/ rearranged wherever considered necessary to conform to the current period presentation.

By Order of the Board

N. Govindarajan
Managing Director
DIN-00050482

Place: Hyderabad
Date : 28 May 2019

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Consolidated Balance Sheet

(Rs. In lakhs)

Sl. No.	PARTICULARS	As at 31.03.2019	As at 31.03.2018
		(Audited)	(Audited)
	ASSETS		
1	Non-current assets		
	Property, plant and equipment	5,69,365	4,73,656
	Capital work-in-progress	1,34,194	1,39,954
	Goodwill	83,251	81,654
	Other intangible assets	1,94,869	96,757
	Intangible assets under development	32,652	18,350
	Financial assets		
	Investments	36,020	31,152
	Loans	646	544
	Trade receivables	119	-
	Other financial assets	8,938	8,684
	Deferred tax assets (net)	18,329	15,880
	Non-current tax assets (net)	13,811	8,259
	Other non-current assets	16,792	17,398
	Total non-current assets	11,08,986	8,92,288
2	Current assets		
	Inventories	7,24,560	5,85,842
	Financial assets		
	Investments	2	2
	Trade receivables	3,41,378	3,08,020
	Cash and cash equivalents	1,88,607	1,21,590
	Bank balances other than cash and cash equivalents	7,111	4,635
	Loans	1,026	866
	Other financial assets	1,36,346	79,420
	Current tax assets (net)	3,456	6,455
	Other current assets	1,33,965	1,10,987
	Total current assets	15,36,451	12,17,817
	TOTAL ASSETS	26,45,437	21,10,105
	EQUITY AND LIABILITIES		
1	Equity		
	Equity share capital	5,859	5,859
	Other equity	13,83,219	11,62,183
	Non-controlling interest	159	182
	Total equity	13,89,237	11,68,224
	Liabilities		
2	Non-current liabilities		
	Financial liabilities		
	Borrowings	17,995	45,120
	Provisions	4,654	5,586
	Deferred tax liabilities (net)	28,131	23,528
	Other non-current liabilities	1,130	1,057
	Total non-current liabilities	51,910	75,291
3	Current liabilities		
	Financial liabilities		
	Borrowings	6,57,321	4,03,134
	Trade payables		
	total outstanding dues of micro enterprises and small enterprises and	3,361	3,083
	total outstanding dues of creditors other than micro enterprises and small enterprises	2,64,352	2,34,207
	Other financial liabilities	1,66,146	1,50,452
	Other current liabilities	88,395	46,291
	Provisions	18,088	19,728
	Current tax liabilities (net)	6,627	9,695
	Total current liabilities	12,04,290	8,66,590
	TOTAL EQUITY AND LIABILITIES	26,45,437	21,10,105

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

Regd. Off. : Plot No. 2, Maitrivihar, Ameerpet, Hyderabad - 500 038 T.S., INDIA Tel : +91 40 2373 6370 Fax : +91 40 2374 7340, Email : info@aurobindo.com

www.aurobindo.com