



## NEWS RELEASE

8<sup>th</sup> November 2011, Hyderabad, India

### Aurobindo Pharma Q2 FY2011-12 Unaudited Results

	Quarter ended	
	30.09.2011	30.09.2010
• Consolidated Operating Income	₹ 1075.3 Crores	(₹ 1112.6 Crores)
• Operating Profit (EBIDTA) before Fx	₹ 114.6 Crores	(₹ 254.2 Crores)
• PBT before Fx	₹ 53.7 Crores	(₹ 204.8 Crores)
• Formulation Sales down by 3.9% to ₹591.9 Crores (₹615.7 Crores)		
• Formulations Sales constitute 54.7% (57.7%) of gross sales		
• 7 ANDAs filed in USA in Q2FY12, cumulative filings 222		
• 50 Dossier filings in Europe in Q2 FY2011-12, cumulative filings 1125		

Review of unaudited consolidated financial results for the second quarter (Q2) FY2011-12:

Total Operating income declined due to decrease in formulation sales and dossier income. The operating profit Y-o-Y has been impacted mainly due to rise in materials cost by 3.3% on account of change in sales mix, increase in staff costs by ₹ 25.3 Crores on account of new hires and other expenditure increase by ₹ 32.3 Crores mainly because of rising cost of power & fuel, stores & spares and repairs & maintenance. During the quarter there is a net loss of ₹ 80.1 Crores against PAT of ₹ 198.0 Crores due to exchange fluctuation loss of ₹ 185.0 Crores.

Commenting on the Company's performance, **Mr. Ramprasad Reddy, Chairman, Aurobindo Pharma** said:

"The first half of the current fiscal has been challenging on account of lower formulation sales, full impact of the USFDA alert on our Unit VI Cephalosporin manufacturing facility, subdued demand environment in Europe, disruption in operations due to regional unrest and notional loss on restatement of foreign currency borrowings. We are confident to deliver on better operational performance in the coming quarters with profitable sales mix"

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

(₹ in Crores)

Particulars	Q2 FY 11-12	Q2 FY 10-11	Change	H1FY 11-12	H1 FY 10-11	Change
USA	283.3	295.5	(4.1%)	557.3	511.6	8.9%
ARV	174.4	171.7	1.6%	327.6	318.2	2.9%
Europe & Row	134.2	148.5	(9.6%)	329.6	279.3	18.0%
<b>Formulations</b>	<b>591.9</b>	<b>615.7</b>	<b>(3.9%)</b>	<b>1214.5</b>	<b>1109.1</b>	<b>9.5%</b>
<b>Dossier Income</b>	<b>15.3</b>	<b>69.9</b>	<b>(78.1%)</b>	<b>34.2</b>	<b>108.6</b>	<b>(68.5%)</b>
SSPs	150.2	160.2	(6.2%)	306.9	292.2	5.0%
Cephs	170.4	206.2	(17.4%)	364.7	391.4	(6.8%)
ARVs & Others	169.5	85.3	98.7%	277.5	179.8	54.3%
<b>Active Ingredients</b>	<b>490.1</b>	<b>451.7</b>	<b>8.5%</b>	<b>949.1</b>	<b>863.4</b>	<b>9.9%</b>



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

(₹ in Crores)

Particulars	Q2 FY 11-12	Q2 FY 10-11	Change	H1FY 11-12	H1 FY 10-11	Change
Domestic	277.2	284.4	-2.5%	609.9	509.9	19.6%
Export	696.5	742.8	-6.2%	1392.2	1373.5	1.4%
<b>Total Sales</b>	<b>973.7</b>	<b>1027.2</b>	<b>-5.2%</b>	<b>2002.1</b>	<b>1883.4</b>	<b>6.3%</b>

### **Global Regulatory filings :**

Filings	Q2 FY 2011-12	Cumulative Filings as on 30.09.2011
ANDAs (USA)	7	222
DMFs (USA)	-	155
Formulations Dossiers in other key regulated markets (includes Multiple registration into EU)	64	1425
API DMF/COS filings in other key regulated markets	53	1911
Patents	7	479

As on 30.09.2011, 138 ANDAs have been approved in USA including 29 tentative approvals. The company did not receive any new approvals from USFDA during the July-September quarter FY2012.

Following approvals in Australia (15 cumulative approvals by TGA) and South Africa (51 cumulative approvals by MCC-SA) were received during the quarter:

#### **Australia**

1. Bisoprolol fumarate Tablets 1.25mg, 2.5mg, 3.75mg, 5mg, 7.5mg & 10mg
2. Ondansetron Tablets 4mg & 8mg
3. Ramipril Tablets 1.25mg, 2.5mg, 5mg & 10mg
4. Quetiapine Tablets 25mg, 100mg, 150mg, 200mg & 300mg
5. Valacyclovir Tablets 500mg & 1000mg

#### **South Africa**

6. Risperidone Tablets 0.5 mg / 1 mg / 2 mg / 3 mg / 4 mg (AUROPERDAL)
7. Stavudine 30 mg, Lamivudine 150 mg and Nevirapine 200 mg Tablets (INOXOR)
8. Cefadroxil Capsules 500 mg (AURO-CEFADROXIL)
9. Cefalexin Capsules 250 / 500 mg (AURO-CEFALEXIN)

### **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, Matrivihar, Ameerpet, Hyderabad - 500 038, India  
**Unaudited Financial Results for the Quarter & Half year ended 30th September, 2011**

(Rs in lakhs)

Particulars	Stand alone					Consolidated				
	Three months ended		Six months ended		Year Ended	Three months ended		Six months ended		Year Ended
	30.09.2011	30.09.2010	30.09.2011	30.09.2010	31.03.2011	30.09.2011	30.09.2010	30.09.2011	30.09.2010	31.03.2011
	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Sales(including excise duty) & operating income	97,973	107,501	203,346	196,158	422,999	109,734	113,725	219,780	208,114	448,098
Less: Excise Duty	2,204	2,458	4,563	4,364	9,687	2,204	2,463	4,563	4,627	9,960
Net Sales	95,769	105,043	198,783	191,794	413,312	107,530	111,262	215,217	203,487	438,138
Expenditure										
a. (Increase)/Decrease in Stock	(1,044)	(2,037)	3,292	(1,174)	(13,637)	355	(3,215)	2,562	(3,189)	(19,016)
b. Material Consumed	57,763	56,691	112,618	103,550	232,863	52,245	55,364	104,608	98,629	224,184
c. Purchase of traded goods	316	176	443	292	853	7,338	3,327	10,099	5,891	13,760
d. Staff Cost	9,200	7,358	17,907	14,260	30,360	13,268	10,737	25,585	20,586	42,855
e. Depreciation/Amortisation	3,436	3,145	6,855	5,884	12,504	4,622	4,071	9,139	8,078	17,150
f. Other Expenditure	18,987	16,124	36,948	30,990	67,153	22,861	19,627	44,507	38,975	80,389
Total Expenditure	88,658	81,457	178,063	153,802	330,096	100,689	89,911	196,500	168,970	359,322
Profit from Operations before Other Income, interest, tax & exceptional income	7,111	23,586	20,720	37,992	83,216	6,841	21,351	18,717	34,517	78,826
Other Income	172	261	345	391	799	597	1,058	889	1,369	2,519
Profit before interest, foreign exchange gain, tax and exceptional item	7,283	23,847	21,065	38,383	84,015	7,438	22,409	19,606	35,886	81,345
Interest (net)	1,798	1,571	3,047	2,480	5,049	2,070	1,927	3,525	3,219	6,247
Foreign Exchange (Gain)/Loss (net)	14,938	(6,351)	14,570	(1,849)	(4,450)	18,542	(7,619)	18,224	(3,442)	(4,754)
Profit after interest, but before exceptional item and tax	(9,453)	28,627	3,448	37,752	83,416	(13,174)	28,101	(2,143)	36,109	79,852
Exceptional item	-	-	31,986	-	2,671	-	-	31,986	-	1,034
Profit/(Loss) from Ordinary Activities before tax	(9,453)	28,627	(28,538)	37,752	80,545	(13,174)	28,101	(34,129)	36,109	78,818
Provision for Taxation	(5,265)	7,224	(14,192)	10,015	21,165	(5,155)	8,297	(13,831)	11,148	22,512
Profit/(Loss) before Minority Interest	(4,188)	21,403	(14,346)	27,737	59,380	(8,019)	19,804	(20,298)	24,961	56,306
Minority Interest	-	-	-	-	-	(3)	(28)	(3)	(21)	(39)
Net Profit/(Loss) for the period	(4,188)	21,403	(14,346)	27,737	59,380	(8,016)	19,832	(20,295)	24,982	56,345
Paid-up Equity Share Capital	2,911	2,911	2,911	2,911	2,911	2,911	2,911	2,911	2,911	2,911
(Face value Rs. 1 per share)										
Reserves excluding Revaluation Reserve					254,050					241,572
Basic Earnings per share before & after Extraordinary items (Rs.) (not annualised)	(1.44)	7.42	(4.93)	9.74	20.63	(2.75)	6.87	(6.97)	8.78	19.57
Diluted Earnings per share before & after Extraordinary items (Rs.) (not annualised)	(1.44)	6.67	(4.93)	8.76	18.56	(2.75)	6.18	(6.97)	7.89	17.61
Public Shareholding										
- Number of Shares	132,860,775	132,651,505	132,860,775	132,651,505	132,861,495					
- Percentage of Shareholding	45.64	45.57	45.64	45.57	45.64					
Promoters and promoter group Shareholding										
a) Pledged/Encumbered										
- Number of Shares	22,738,605	33,838,605	22,738,605	33,838,605	30,388,605					
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	14.37	21.36	14.37	21.36	19.20					
- Percentage of Shares (as a % of the total share capital of the company)	7.81	11.62	7.81	11.62	10.44					
b) Non-encumbered										
- Number of Shares	135,521,910	124,617,680	135,521,910	124,617,680	127,871,190					
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	85.63	78.64	85.63	78.64	80.80					
- Percentage of Shares (as a % of the total share capital of the company)	46.55	42.81	46.55	42.81	43.92					

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# **AUROBINDO PHARMA LIMITED**

Regd. Office: Plot No.2, Matrivihar, Ameerpet, Hyderabad - 500 038, India  
Unaudited Financial Results for the Quarter & Half year ended 30th September, 2011

## **STATEMENT OF ASSETS & LIABILITIES**

Particulars	Stand alone		Consolidated	
	As at 30-09-2011 Unaudited	As at 30-09-2010 Unaudited	As at 30-09-2011 Unaudited	As at 30-09-2010 Unaudited
<b>SHAREHOLDERS FUNDS:</b>				
(a) Capital	2,911	2,911	2,911	2,911
(b) Reserves and Surplus	239,704	225,787	224,994	215,059
<b>LOAN FUNDS</b>	<b>270,947</b>	<b>206,196</b>	<b>304,579</b>	<b>224,160</b>
<b>MINORITY INTEREST</b>	<b>-</b>	<b>-</b>	<b>992</b>	<b>549</b>
<b>DEFERRED TAX LIABILITY (Net)</b>	<b>-</b>	<b>10,354</b>	<b>90</b>	<b>9,964</b>
<b>TOTAL</b>	<b>513,562</b>	<b>445,248</b>	<b>533,566</b>	<b>452,643</b>
<b>FIXED ASSETS (Net) including Capital Work in progress</b>	<b>210,548</b>	<b>171,393</b>	<b>269,841</b>	<b>252,054</b>
<b>DEFERRED TAX ASSET (Net)</b>	<b>2,010</b>	<b>-</b>	<b>2,011</b>	<b>-</b>
<b>INVESTMENTS</b>	<b>56,980</b>	<b>45,599</b>	<b>3,854</b>	<b>29</b>
<b>CURRENT ASSETS, LOANS AND ADVANCES:</b>				
(a) Inventories	127,954	104,806	154,322	122,268
(b) Sundry Debtors	138,638	136,311	127,957	112,027
(c) Cash and Bank balances	1,337	2,023	8,338	9,441
(d) Other current assets	199	788	213	788
(e) Loans and Advances	50,541	54,448	49,710	38,780
<b>Less: Current Liabilities and Provisions</b>				
(a) Liabilities	72,315	64,531	79,980	75,550
(b) Provisions	2,330	5,589	2,700	7,194
<b>Net Current Assets</b>	<b>244,024</b>	<b>228,256</b>	<b>257,860</b>	<b>200,560</b>
<b>MISCELLANEOUS EXPENDITURE (Not written off or adjusted)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>PROFIT AND LOSS ACCOUNT</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>	<b>513,562</b>	<b>445,248</b>	<b>533,566</b>	<b>452,643</b>

## **NOTES:**

- The above unaudited financial results were reviewed by the Audit Committee and have been approved by the Board at its meeting held on November 08, 2011. 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'.
- Investor complaints pending at the beginning of the quarter: 4, received: 112, resolved: 116 and lying unresolved at the end of the quarter Nil.
- Sales for the quarter include exports of Rs.69,654 lakhs (Rs.74,275 lakhs).
- Sales for the quarter include dossier income in standalone of Rs.599 lakhs(Rs.4,784 lakhs) and in consolidated of Rs.1,531 lakhs (Rs. 6,988 lakhs).
- The outstanding Tranche A and Tranche B Zero Coupon Foreign Currency Convertible Bonds ('FCCB' or 'Bonds') of USD 139.20 Million, issued in May 2006, were repaid in entirety on maturity on May 17, 2011 along with the redemption premium (Yield to Maturity) amounting to Rs. 319.86 crores, inclusive of withholding taxes. The said redemption premium (Yield to Maturity) has been charged to profit and loss account and is disclosed as an exceptional item in the financial results for the half year. As on date all outstanding FCCBs have been redeemed and extinguished. Previous year exceptional item relates to loss on sale of subsidiaries and joint ventures.
- The Equity Shares of the Company with face value of Rs. 5 per share were sub divided into 5 equity shares of Re.1 each effective February 11, 2011. Consequently, the Basic and Diluted Earning Per Share and shareholding data of the Previous periods have been re-computed and disclosed accordingly.
- During the quarter, a step down subsidiary, Aurobindo Pharma (Bulgaria) EAD was liquidated and ceased to be a subsidiary.
- Figures for the previous period/year have been rearranged/regrouped wherever necessary.

By Order of the Board

Place: Hyderabad  
Date : November 8, 2011

www.aurobindo.com

K.Nithyananda Reddy  
Managing Director